



EUSEW

Investing in Clean Energy Solutions in times
of Covid 19 and Beyond

June 2020

A unique expertise in sustainability

DEAMETER

A cleantech pioneer now **European leader in sustainable investment**

Venture, growth and infrastructure expertise

ESG* best practice and unique **Environmental Impact Platform**

80 institutional and corporate **LPs, €1bn AUM**

160 investments

37 people in Paris, Lyon, Grenoble, Metz, Madrid, Münster

Strategic partnerships with **Cycle Capital** (Canada, USA, China) and **MVP** (Germany)

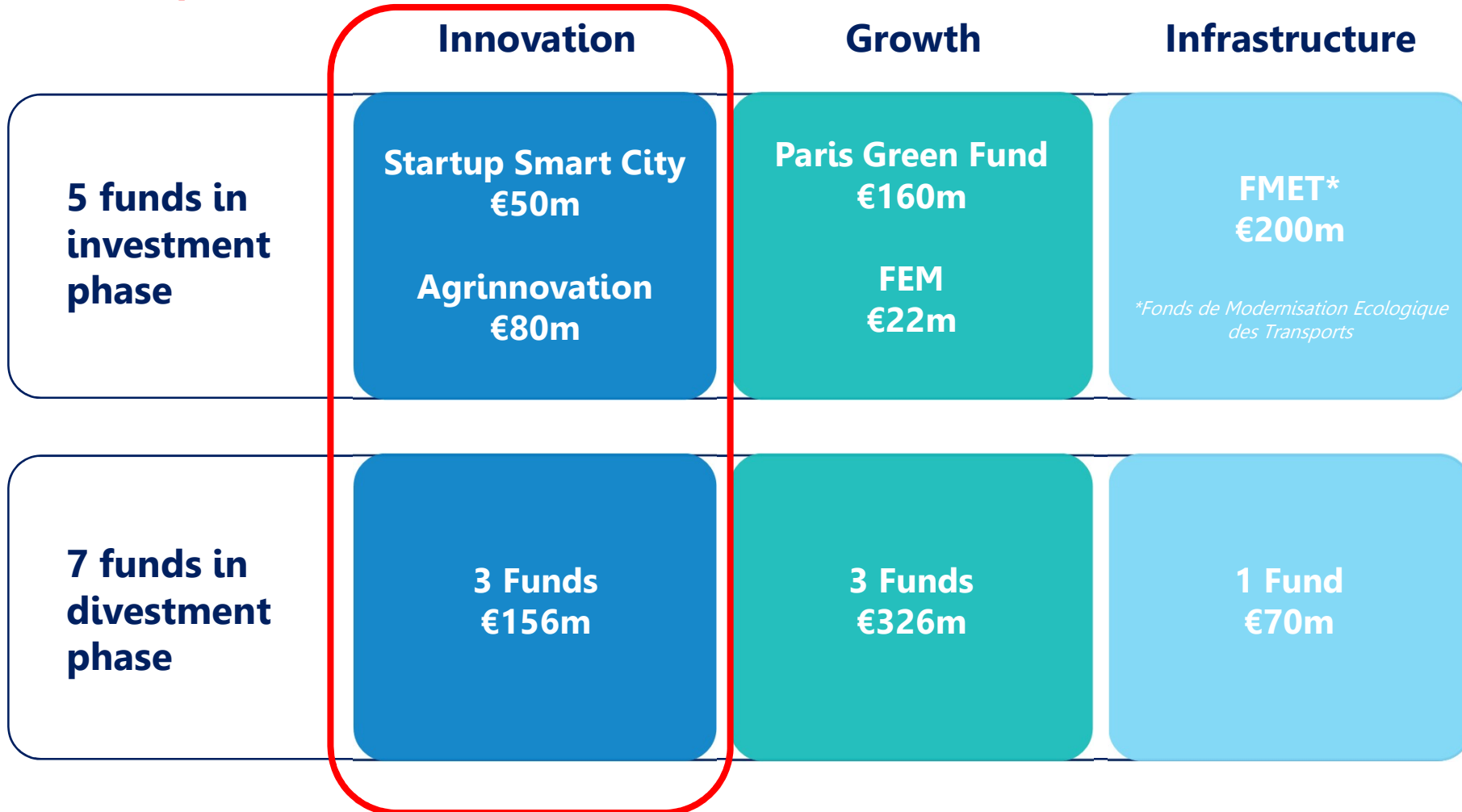
* Environment, Social & Governance

About Demeter



€300 million dedicated to green start-ups over €1 bln AUM

Note that ca€10m were invested in 8 companies (3 new ones) during covid period



New offer post Covid



Demeter is launching two new funds

Climate Infrastructure Fund (CIF)
300 M€
Infrastructure SPV
Renewable Energy Energy Efficiency Sustainable City
€5m to €30m 20 projects 50% France, 50% RoE
2020

GET beyond
250 M€
Venture scale-up Start-up
High growth tech solutions for Climate action
€5m to €40m 20 companies 33% Germany, 33% France 33% RoE
2020

GET a joint initiative by DEMETER MVP

Changes to cope with particularities of Coviv 19

We protect

- ⑩ We paid special attention to companies in commercial take-off more in danger than companies still in R&D stage
- ⑩ We focused on ability for companies to access essential BPI Covid specific products (PGE, Tech Bridge, ...)
- ⑩ We monitored closely companies needs almost on day a day basis

1. We transform and restructure (if need be)

- ⑩ We reconsider the strategy
- ⑩ We promote new business models due to the deep transformations linked to the acceleration of digital , disruption of structuration of several sectors , of way of workings

1. We consider

- ⑩ The new opportunities linked to the green deal
- ⑩ The energy and environment sectors are considered as the heart of the relaunch

EUSEW specific topics

Our products complement public funding

- VC money dedicated to help portfolio company to secure long-term equity
- Public funding focused on short term cash issues but also long-term debt
- Both products are totally complimentary

What we expect from start-ups to attract us

- Disruptive technologies with clear differentiation
- Business models enabling scalability (fables, solutions not only products)
- Customer centric approaches with sound time-to-market
- A management adapted to growth or ready to adapt in the interest of the company

Business Case study: Sweetch Energy

Company description

- **Sweetch Energy** is developing a breakthrough technology that allows the production of renewable electricity by salinity gradient, economically and on an industrial scale.



Key milestones

- Sweetch Energy's technology, comes from the work of the Laboratory of Statistical Physics of the ENS of Paris.
- In 2019, SWEETCH managed to generate more than 100 W/m² with a 10 cm diameter membrane.
- The competing technologies, still at the pilot stage and based on salinity gradients, today produce 1W/m² (between 100 and 1000 times less than Sweetch Energy's technology).

Role of Demeter

- Board member
- 1st and most important shareholder with Go Capital
- Support during Covid crisis

Investment thesis

- Strong technical team
- Strong IP portfolio
- Focus on industrialization
- Very smart process and huge market; electricity production using salinity gradient
- High level Technology board pertinent to challenge the technology roadmap
- Targets to sell this technology to desalination or energy companies

Performance

- The company has gained the Concours de l'Innovation and it has obtained the financial support to develop a module producing 25 kW.
- Due to the exceptional technical results obtained recently, the company ambitions to raise 10 M€

DE**ETER**

FINANCING A SUSTAINABLE FUTURE