

GREEN EUROPEAN TECH FUND

THE PATH TO NET-ZERO THROUGH IRR, IMPACT & GROWTH
EIF'S FORUM ON SME'S FOR INSTITUTIONAL INVESTORS
ZÜRICH, 25.05.2023

A fund by **MVP**



HOW TO DELIVER HIGH RETURNS AND HIGH-IMPACT WITH GREENTECH INVESTMENTS

High Returns & High Impact

Portfolio financial KPIs



>€1B

total realized proceeds
with 7 exited deals in the
past 5 years



3.0x

return on fully realized
gross multiple

Portfolio impact KPIs

>500kt

CO₂ emissions savings
enabled

>1,300

jobs created

28%_{female}

Investee impact KPIs

48% decrease in
unsorted waste

15% water efficiency
increase

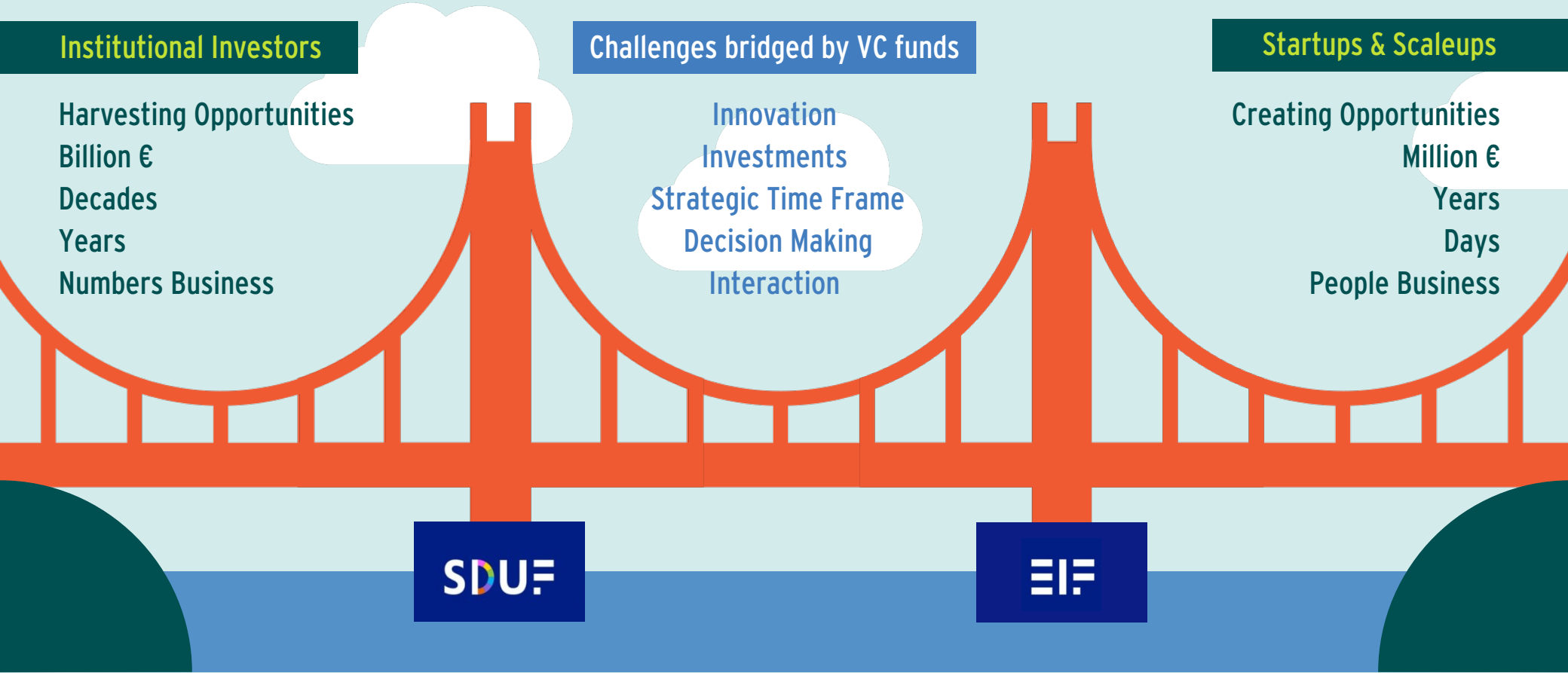
729%

increase in energy
supplied to managed
energy communities



WHY TO INVEST IN VC FUNDS

VC funds are building bridges between institutional investors and startups & scaleups



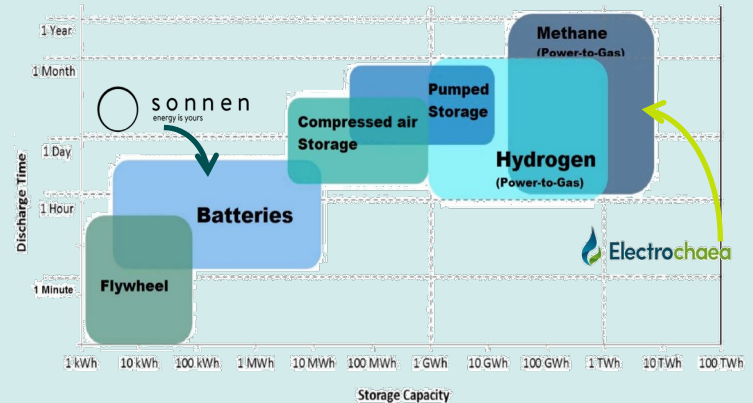


HOW TO INVEST

We start with a vision and a deep dive analysis

Vision: What are the challenges of the energy transition in 2015-2025

- > Energy transition as main driver for CO₂ emission reduction in 2012
- > Energy storage will play an important role for avoiding curtailment of green power
- > Sector coupling will be needed to combine renewable power with non-electrical energy supply



Source: School of Engineering, RMIT University (2015)

Deep Dive: Energy Storage and Sector Coupling

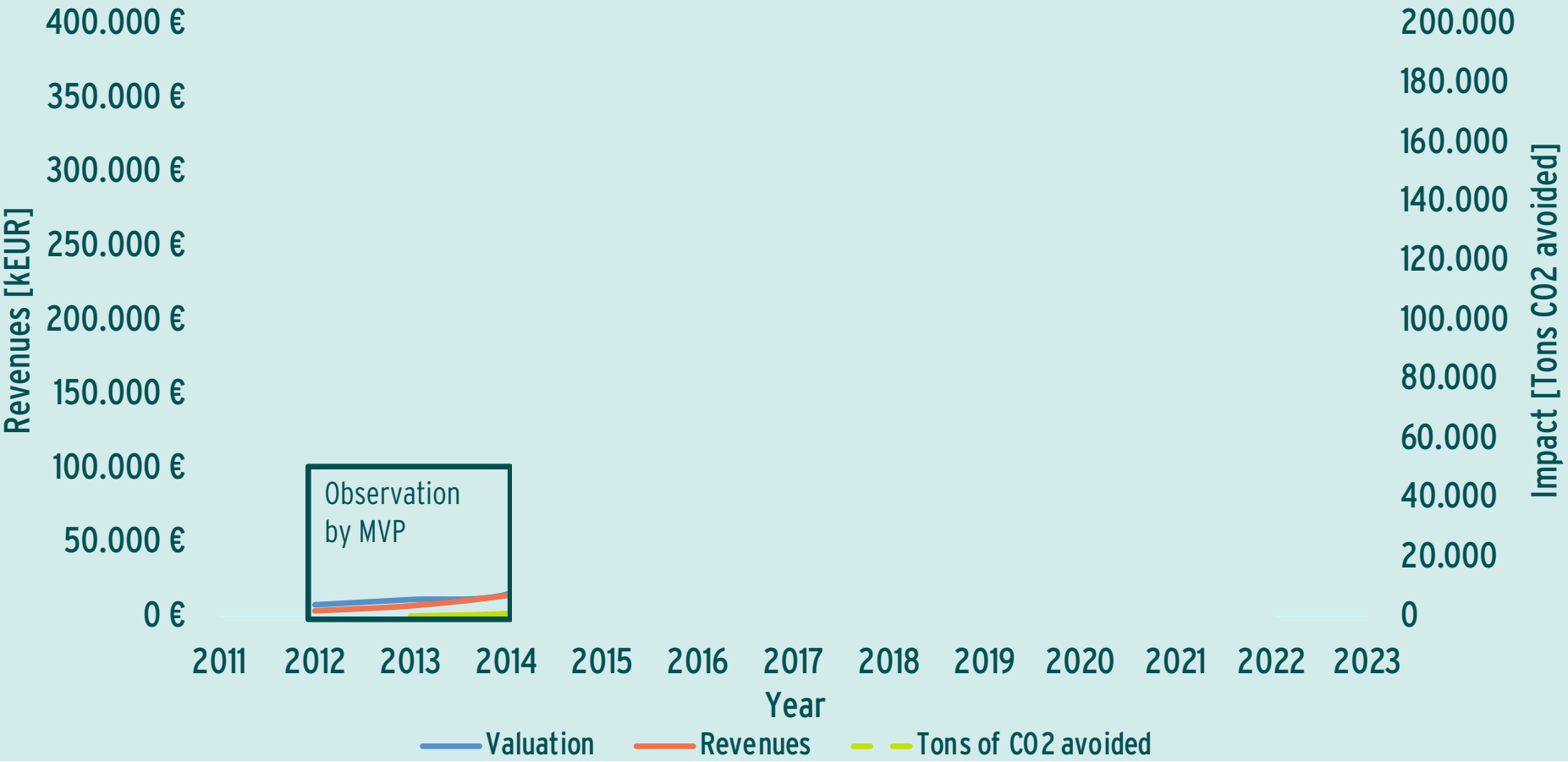
- > Technology landscape screened
- > Most of the technologies were too complex, project based, high capex
- > GreenCom offered the cutting-edge Energy IoT software solution
- > Electrochaea was the superior Power-to-X technology
- > Sonnen was the best performing short term battery storage startup

GREENCOM
NETWORKS

 **Electrochaea**

 **sonnen**

Sonnen v2.0: Exponential growth with new business models



Impact data based on collected data during holding period and post-exit projections based on sonnen website disclosure
Other values partially estimated projections

Cracking the code to scale cleantech business models

TRANSFORMATIVE TECHNOLOGIES:


Combining sustainability drivers and key-enabling technologies to improve, enhance, or reconstruct existing value chains.

TRANSFORMING THE ENERGY SECTOR



IMPROVE

sonnen offers well designed and easy to install systems for storing self-produced PV electricity, the **sonnenBatterie**.




ENHANCE

sonnen connects the **sonnenBatteries** to a smart energy-sharing network, the **sonnenCommunity**.

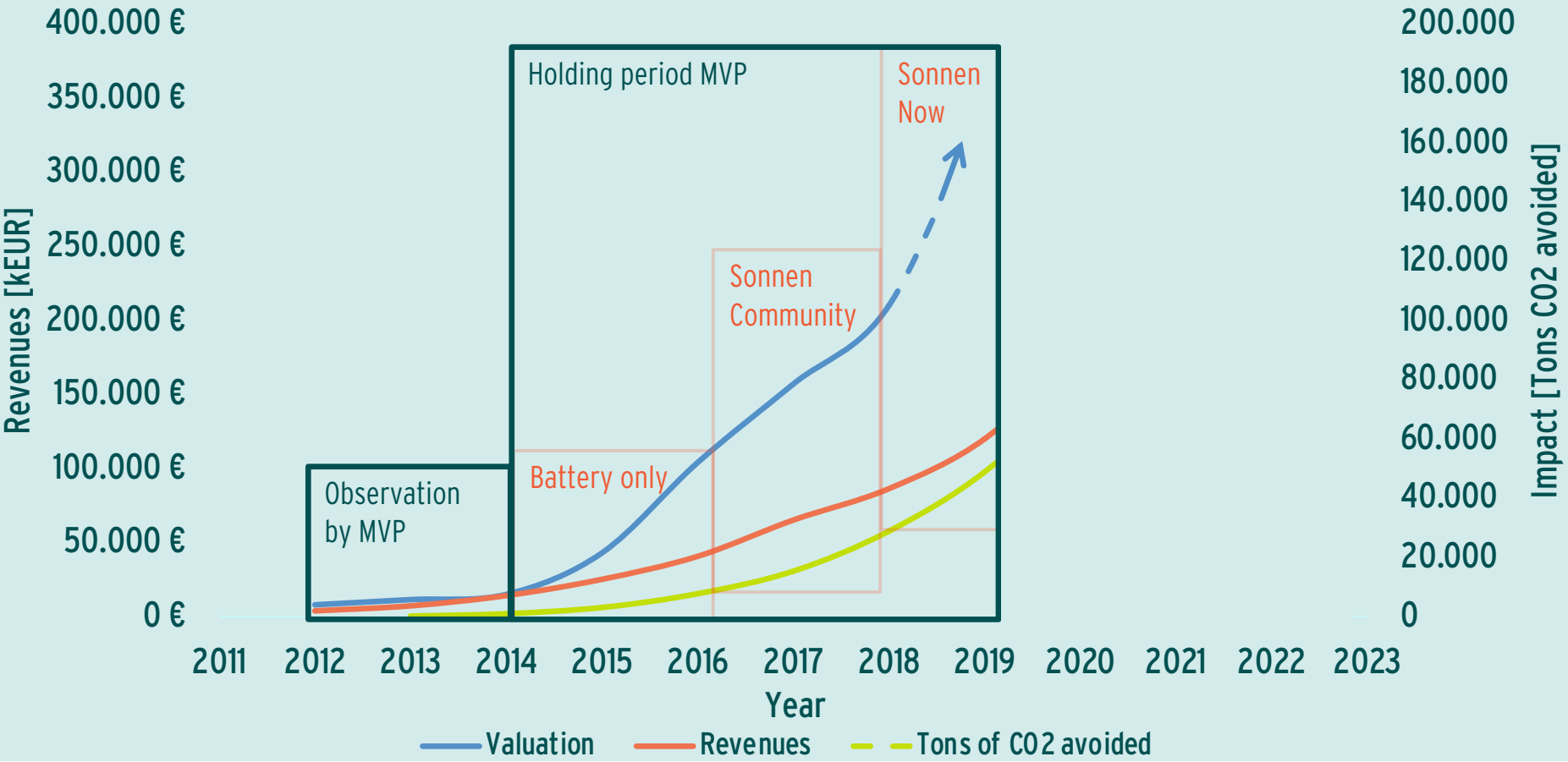


RECONSTRUCT

Shift from CAPEX to OPEX: sonnen develops a Power-as-a-Service solution for clean energy without investment costs for the consumer, **sonnenNow**.

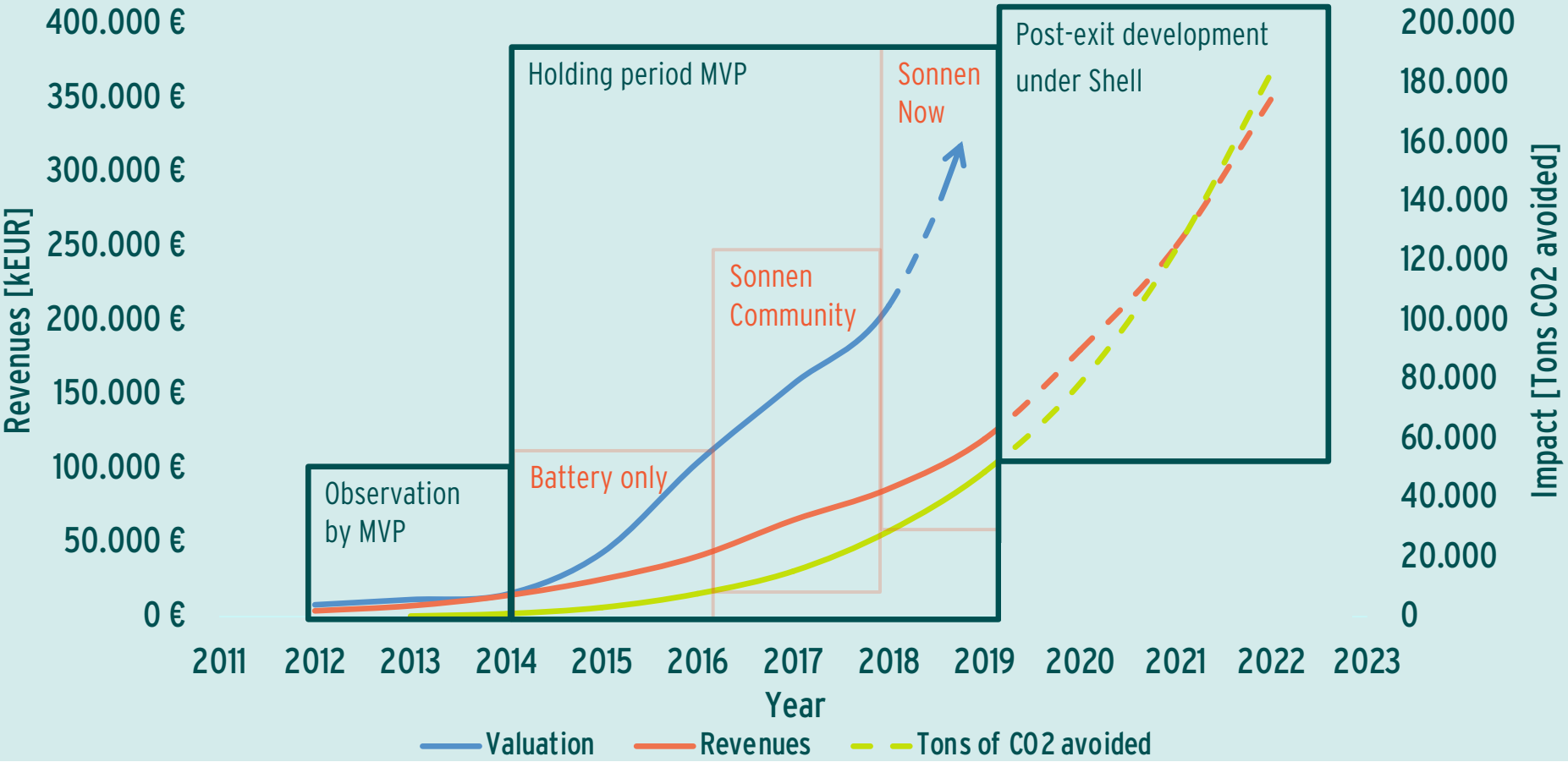


Sonnen v2.0: Exponential growth with new business models



Impact data based on collected data during holding period and post-exit projections based on sonnen website disclosure
Other values partially estimated projections

Sonnen v2.0: Exponential growth with new business models

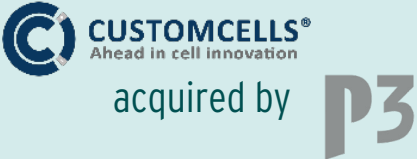
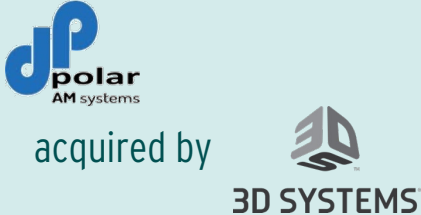


Impact data based on collected data during holding period and post-exit projections based on sonnen website disclosure
Other values partially estimated projections



HOW TO DELIVER RETURNS

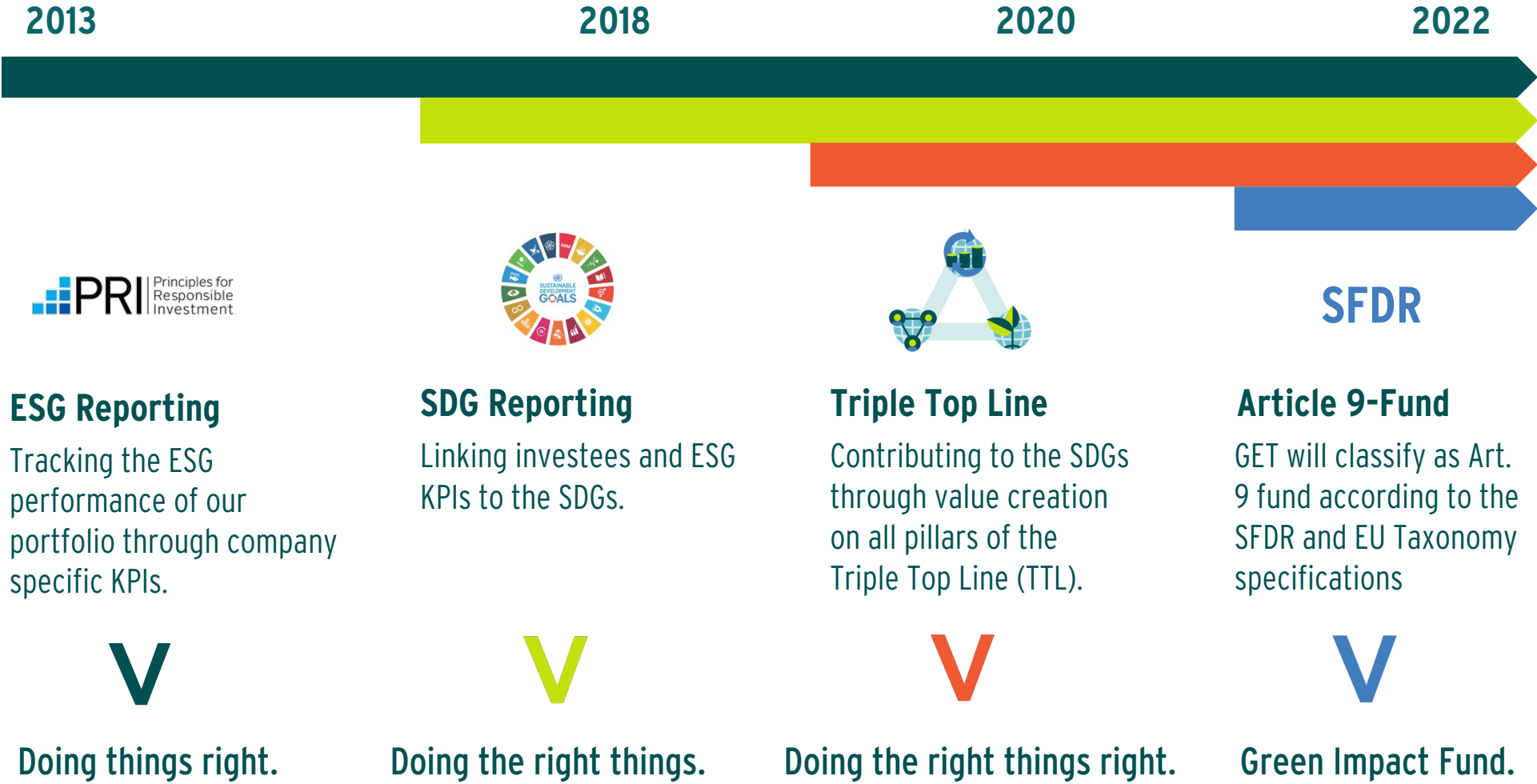
Sonnen was not a one-hit-wonder





HOW TO IMPACT

Innovating and practicing sustainable investing for 15 years



SFDR

The Triple Top Line as a strategic tool for holistic value creation



ECONOMY

We manage our investments to deliver high financial returns to our investors.

EQUITY

We manage our investments to promote a smart, equal, and inclusive society.

ECOLOGY

We manage our investments to drive the transition to a sustainable system.

Source: The Triple Top Line, Adapted from: Design for the Triple Top Line: New Tools for Sustainable Commerce, W. McDonough, and M. Braungart, own representation



Science-based approach developed by William McDonough & Michael Braungart



New system employing the dynamic interplay of economic, ecological, and social equity targets



Shifts focus from negative value judgements (risk minimization) to questions of quality and enhancement (active value creation)



Holistic approach: concurrently maximizing value on all pillars and enlightening interdependencies



Adaptation of the Triple Top Line concept to startups' product & business dev.



Scientific support by Professor M. Braungart, Leuphana University

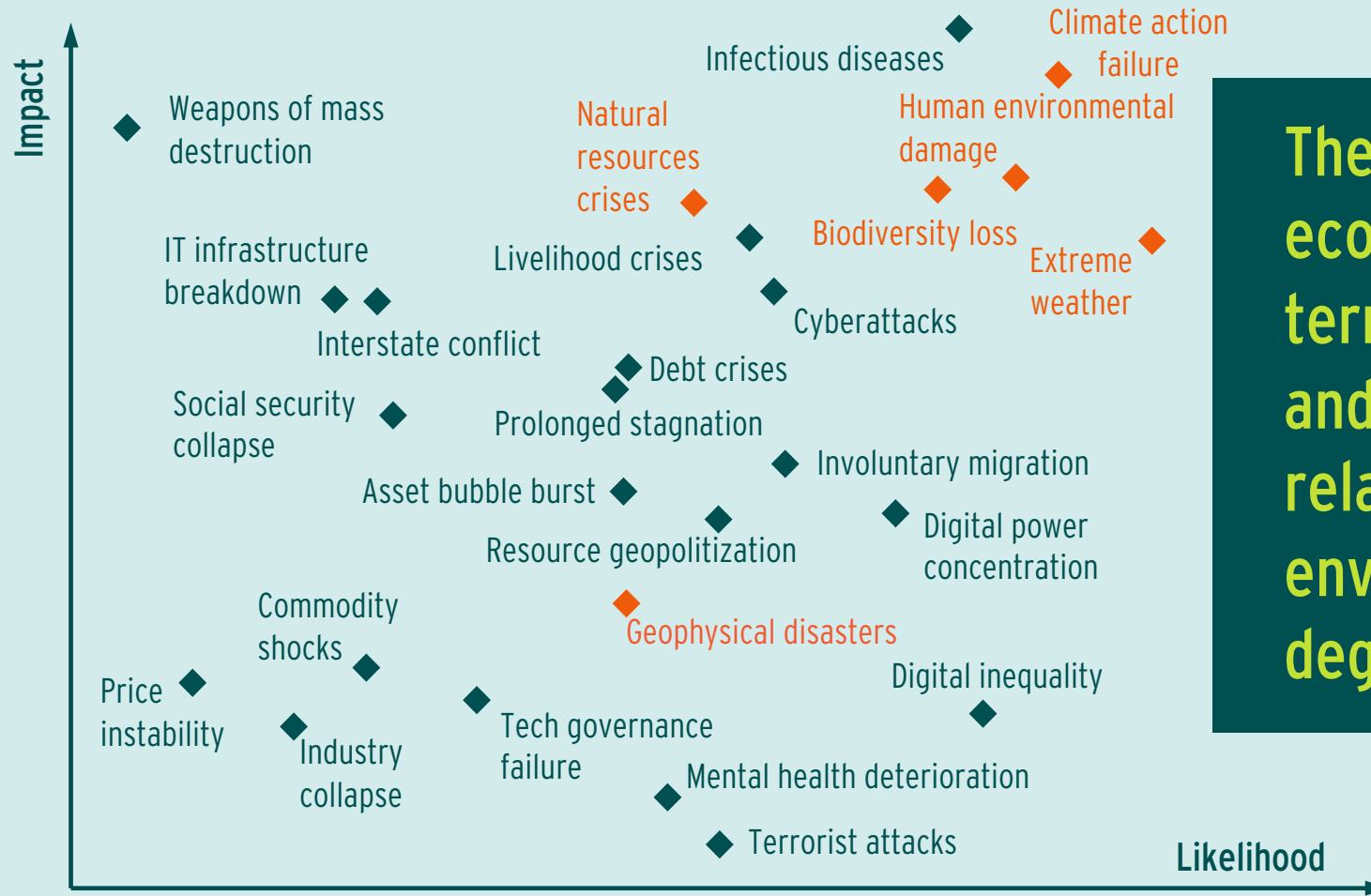




THE OPPORTUNITY

The global climate risk offers opportunities for Greentech

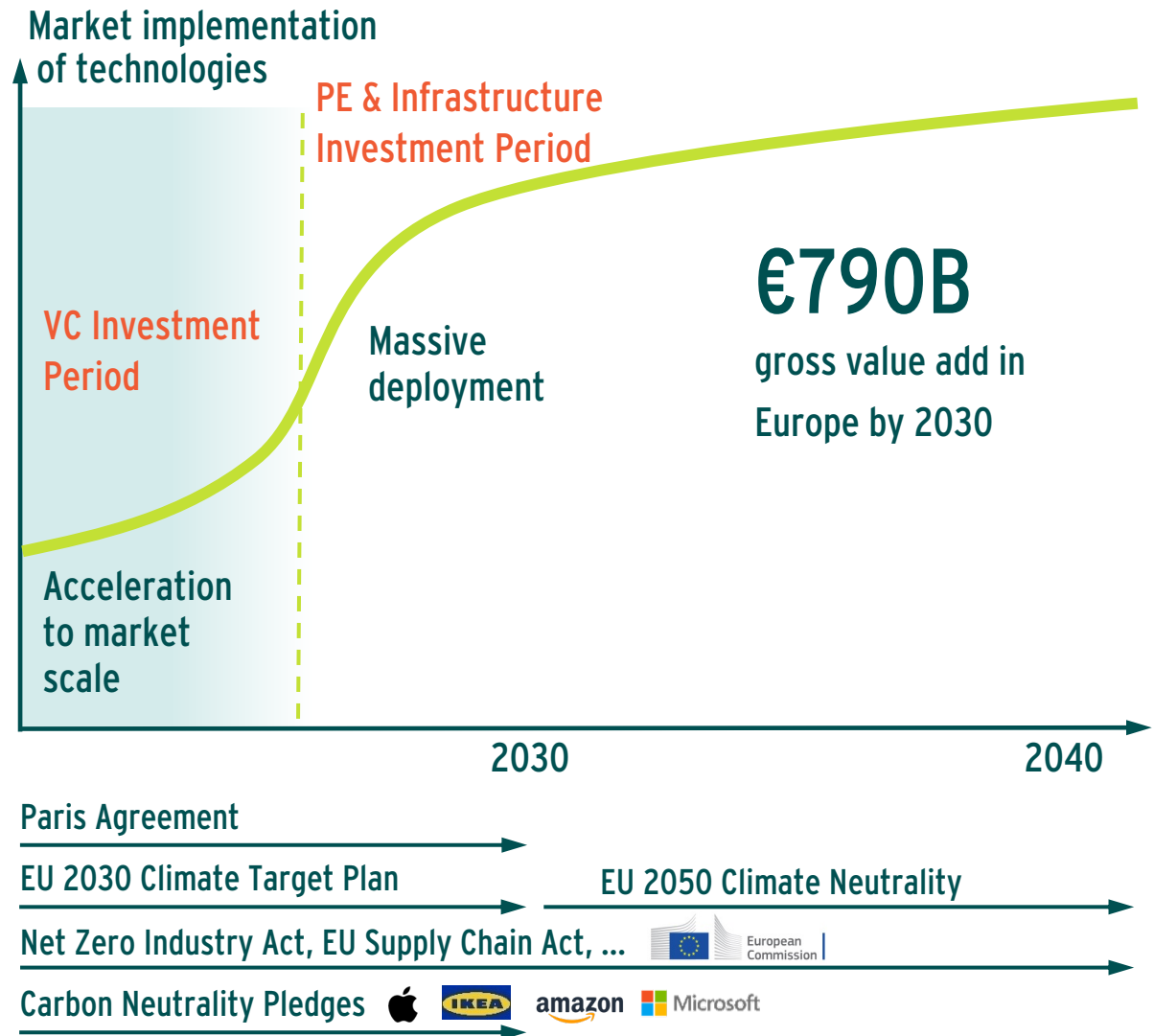
WORLD ECONOMIC FORUM GLOBAL RISKS LANDSCAPE 2021



The greatest economic risks in terms of likelihood and impact are related to environmental degradation

An outstanding opportunity for institutional investors in Europe

- > > Europe is leading in innovation
 - > 1/3 of global high-quality research publications
 - > Growing tech workforce with 5.7M software developers (USA 4.4M)
- > EU programs are competitive with US IRA
- > US pension funds own 10% of Germany's tech unicorns, worth a collective €47bn, compared with 0.2% held by German pension funds
- > Anti-cyclical investments will deliver best returns in VC





A fund by

MVP

MUNICH VENTURE PARTNERS

Rumfordstraße 34

80469 Munich

+49 89 2000123 0

info@munichvp.com

Disclaimer

This presentation (the « Presentation ») is issued by GET for the only purpose of giving information in relation to the activity of GET, a fund company to be managed by MVP III Management GmbH, established in Germany and registered by the German Financial Markets Authority (BaFin) as a portfolio management company.

Recipients should not consider this Presentation as an advice related to legal, tax or investing aspects.

By accepting the Presentation and its related materials, each recipient agrees to the following:

- › The Presentation is for information and discussion purposes only and does not constitute an offer to sell or a solicitation of an offer to purchase any security.
- › The information set forth herein does not purport to be complete and is subject to change.
- › Certain economic and market information contained herein has been obtained from publishing sources prepared by third parties and in certain cases has not been updated as at today's date. While such sources are believed to be reliable, GET does not assume any responsibility for the accuracy or completeness of such information.
- › The information contained herein must be treated in a confidential manner and may not be reproduced, used or disclosed, in whole or in part. Any reproduction or distribution of this Presentation, in any format, whether in whole or in part, or the disclosure of its contents (apart from to an investor's professional advisers who are contractually and/or professionally bound to keep such information confidential) is prohibited without the prior written consent of GET. The reception of this Presentation does not imply that its content remains exact after the date of the present notice. The Presentation materials must be returned to GET promptly upon request by GET.
- › Past performance is not necessarily indicative of future results.
- › Statements contained in the Presentation that are not historical facts are based on current expectations, estimates, projections, opinions and beliefs of GET. Such statements involve known and unknown risks, uncertainties and other factors, and undue reliance should not be placed thereon. Additionally, the Presentation contains "forward-looking statements" which can be identified by the use of forward-looking terminology such as "may", "will", "should", "expect", "anticipate", "target", "project", "estimate", "intend", "continue" or "believe" or the negatives thereof or other variations thereon or comparable terminology.
- › This Presentation has not been approved by any regulatory body.