



UNIGESTION

Environmental Sustainability The Private Equity Edge

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Who are the players?



Is private equity turning green?

Global private equity investments in Sustainability



Source: New Energy Finance



More than “clean tech”

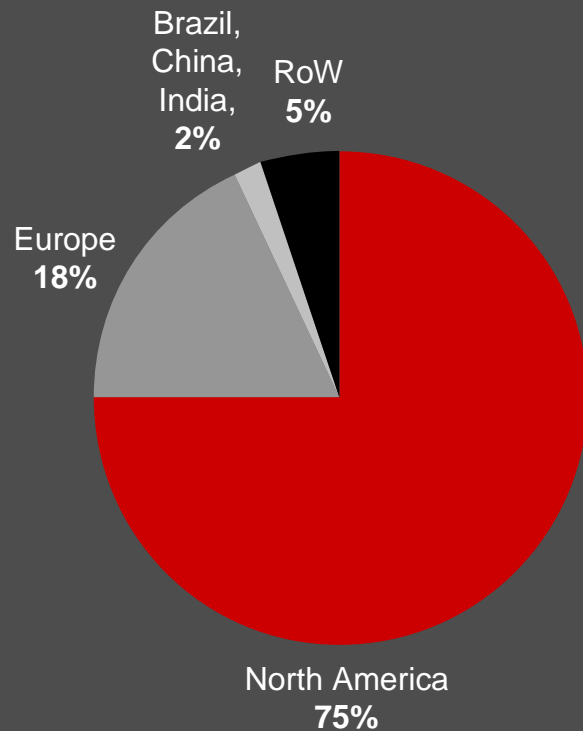
	Early stage	Growth	Infrastructure	Other
Description	Funding of young companies with venture capital (“clean tech”)	Minority or majority investments in mature, profitable companies	Acquisition or construction of infrastructure assets	Fringe opportunities
Example acquisitions	Rockport Capital Partners invests in Soliant Energy, a developer of concentrating solar panels (USA, 2006)	Element Partner invests in EcoSmart, manufacturer of natural pesticides (USA, 2006)	Riverstone Renewable Energy acquires Bottle Rock Power, a geothermal generating power plant (USA, 2007)	Sindicatum finances carbon emission capture projects (China, 2007)



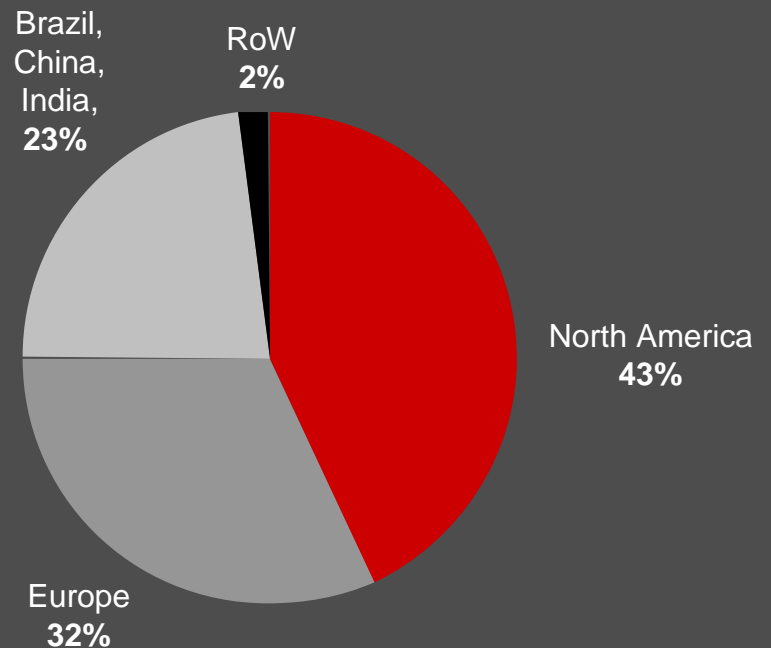
A global play

Private equity investments in Sustainability in 2007

Early stage
(USD 3.5 billion)



Growth and Infrastructure
(USD 6.3 billion)



Source: New Energy Finance 2007



Leave it to the specialists!

- *They spot trends earlier*
- *They more effectively source deals from networks in the sustainability sector*
- *They build companies that develop more promising commercial applications*
- *They better understand and respond to changing regulatory conditions*



Already ~ 200 specialists

	Early stage	Growth	Infrastructure	Other
Universe	~ 90 managers	~ 50 managers	~ 40 managers	~ 10-15 managers
Market leaders	<ul style="list-style-type: none">▪ Braemar Energy Ventures▪ Technology Partners▪ Environmental Tech Fund▪ Expansion Capital▪ Rockport Capital Partners	<ul style="list-style-type: none">▪ Climate Change Capital▪ Element Partners▪ VantagePoint Cleantech▪ US Renewables Group▪ Angeleno Group	<ul style="list-style-type: none">▪ Riverstone Renewable Energy▪ Hudson Clean Energy▪ Hg Renewable Power	<ul style="list-style-type: none">▪ Sindicatum Carbon & Energy▪ FourWinds Waste Resource



Different set-ups for different strategies



- Growth investments in the energy, power, water, emissions and industrial raw materials sectors
- Independent partnership
- Based in Philadelphia and Menlo Park
- 10 investment professionals ex Enertech and Advent and 8 operating professionals
- 12 year track record in Sustainability



- Development and financing of projects that create Carbon Credits and clean energy in the emerging markets (e.g. methane capture from coal mines and landfills)
- Company owned 30% by its management and 70% by a handful of large institutions
- Based in Singapore
- Over 100 engineers, regulation experts and investment professionals across four continents
- Significant prior success in other areas of project finance



Why Private Equity?



The early mover advantage ...

- Private equity investors are usually early to identify new trends and capitalise on them
- Private equity investors profit from value creation opportunities long before public investors get this chance
- Private equity investors potentially benefit from opportunities to diversify that are hardly accessible through the public markets



Early to identify new trends

Portfolio of Element Partners I

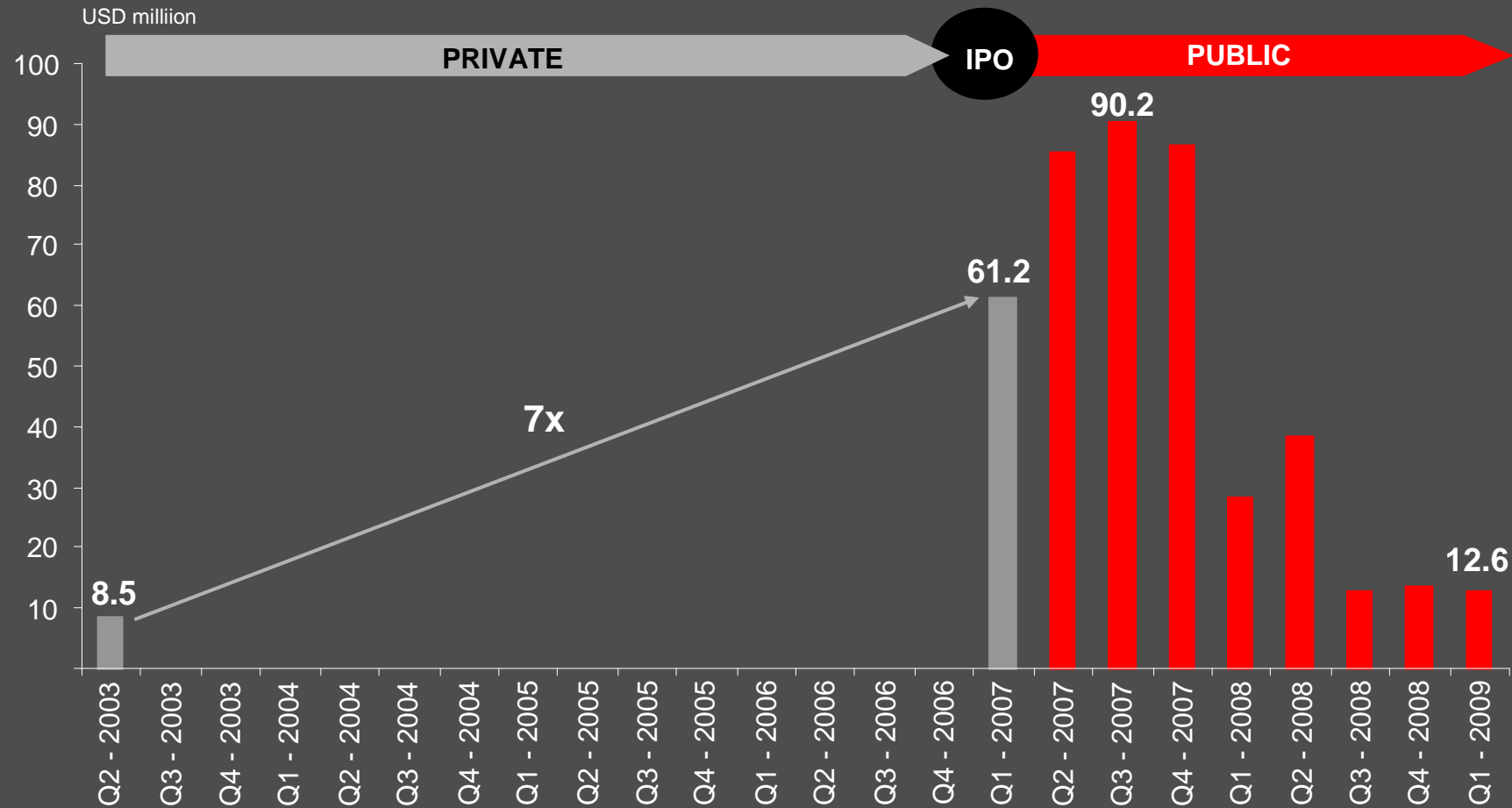
Company	Location	Year of investment	Activity
Apex Construction Systems	Oregon	2006	Construction materials made of recycled materials mixed with cement
Aquaventure Capital	Florida	2007	Pioneered desalinisation and wastewater treatment in the Caribbean
Biofuelbox	California	2007	Leading solution of waste-to-biofuel production
BMG Controls	California	2006	Software solution that increases efficiency of fleet management
Coaltek	Georgia	2005	Pre-treatment process used to produce clean coal from low grade coal
Deeya Energy	California	2006	Innovative energy storage devices using L-cell proprietary technology
Dynapump	California	2007	Artificial lift systems that have lower energy requirements
Ecosmart	Georgia	2006	Development and marketing of natural pesticides derived from oils
EdenIQ	California	2008	Cellulosic ethanol production using proprietary technology
Energex	Pennsylvania	2007	Production of environmentally-friendly wood pellets fuel
Fat Spaniel	California	2006	Software for the small-scale distributed generation market
Lumasense	California	2007	Proprietary sensor technology for the clean tech industry
Miartech	California	2006	Semiconductor company for automated meter reading
Microposite	Minnesota	2006	Proprietary, lightweight composite construction materials
Petrasolar	New Jersey	2007	Power electronics used to improve efficiency of installed solar systems
PPT Research	Pennsylvania	2006	Innovative, recyclable abrasive slurries for semiconductor industry
Think Global	Norway	2007	Manufacturer of fully electric automobiles
Wasatch Wind	Utah	2007	Leading developer of wind projects

Source: Element Partners



Profit from value creation opportunities

Comverge (Nasdaq: CMV)

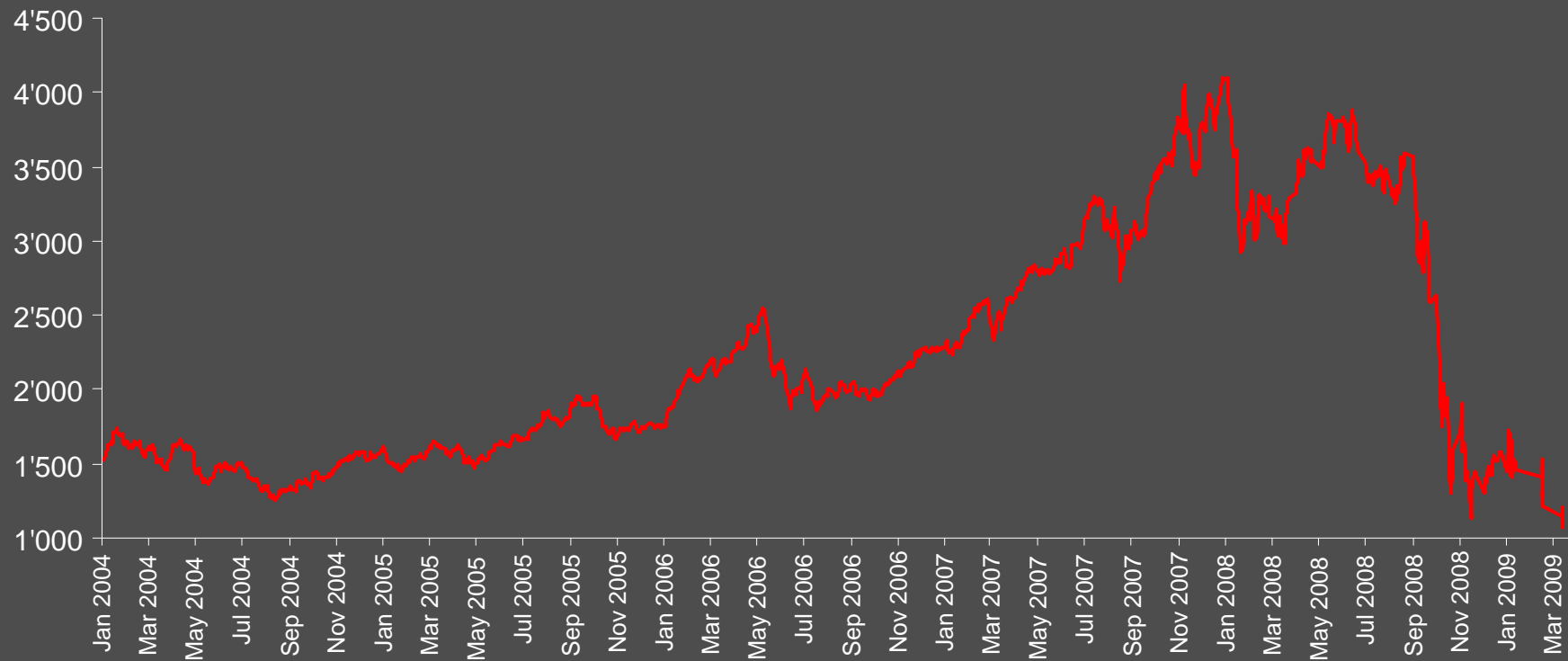


Source: Google Finance, Unigestion



Prices are now back to reasonable levels




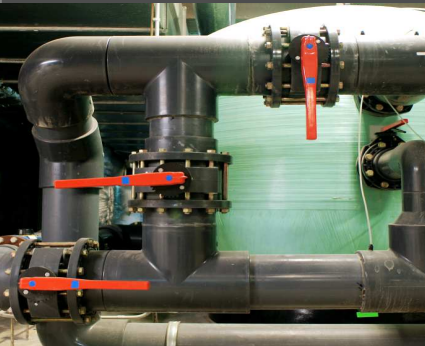
Ardour Global Index (Composite)



Source: Ardour Global Indexes. The index comprises 109 public companies in the following sectors: alternative energy sources, distributed generation technologies, environmental technologies, energy efficiency and enabling technologies including electronic, batteries, superconductors and advanced materials.



Opportunities to diversify ...

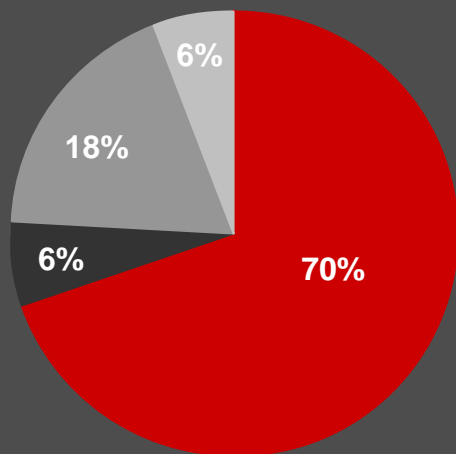
Alternative energy generation	Energy storage and distributed power	Energy efficiency	Pollution control, water treatment, recycling
<ul style="list-style-type: none">▪ Solar▪ Tidal / wave▪ Wind▪ Geothermal▪ Hydro▪ Biomass	<ul style="list-style-type: none">▪ Mobile power▪ Advanced batteries▪ Fuel cells▪ Advanced storage▪ Clean transportation▪ Hydrogen	<ul style="list-style-type: none">▪ Lighting▪ Air conditioning▪ Advanced materials▪ Smart grids▪ Green buildings	<ul style="list-style-type: none">▪ Water / wastewater▪ Pollution abatement▪ Microbial / biotech applications▪ Recycling technologies▪ Clean coal technology▪ Environmental remediation
			

Source: Unigestion

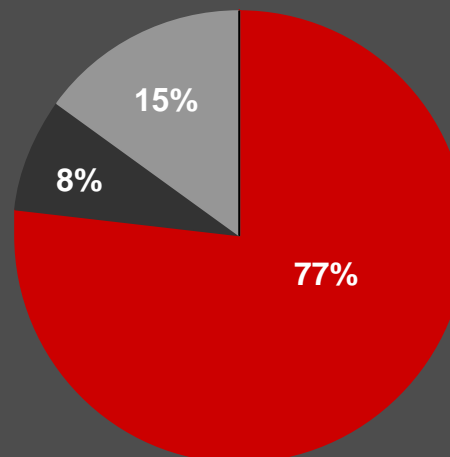


... hardly accessible through the public markets

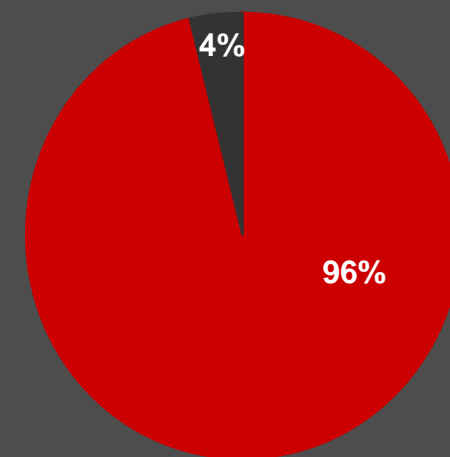
Ardour Global Index
(Composite)



WilderHill New Energy
Global Innovation Index




RENIXX Renewable Energy
Industrial Index - World



 Alternative Energy Generation

 Energy Storage and Distributed Power

 Energy Efficiency

 Pollution Control, Water Treatment and Recycling



How to build a portfolio of funds?

Most promising sectors - **Wind power**



Most promising sectors - **Biofuels**



Most promising sectors - Green buildings



Most promising sectors – Pollution abatement





Our proposal

The Unigestion Environmental Sustainability fund of funds

Early stage	Growth	Infrastructure	Other
<i>Risk: High</i> <i>Exp. IRR: 25% +</i>	<i>Risk: Medium</i> <i>Exp. IRR: 20%+</i>	<i>Risk: Low</i> <i>Exp. IRR: 15%+</i>	<i>Risk: Low to high</i> <i>Exp. IRR: 15-25%</i>
20% - 40%	20% - 40%	20% - 40%	0% - 10%

2-5 funds

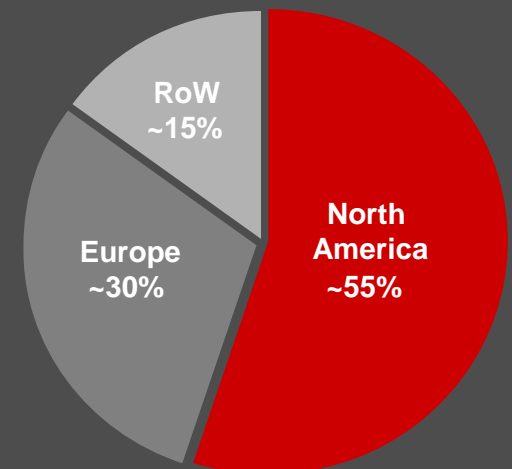
2-4 funds

2-4 funds

0-2 funds



12 – 15 funds
150 – 200 underlying companies





Our set-up

- 23 Private Equity professionals in Geneva, New York and London
- Rigorous investment processes established over 20 years
- A history of identifying successful emerging managers
- Years of research in Sustainability private equity
- Early relationships with leading sustainability managers
- Strategic Committee to complement in-house expertise
- ▶ **Long investment experience and proven judgement for a long-term commitment to sustainability**

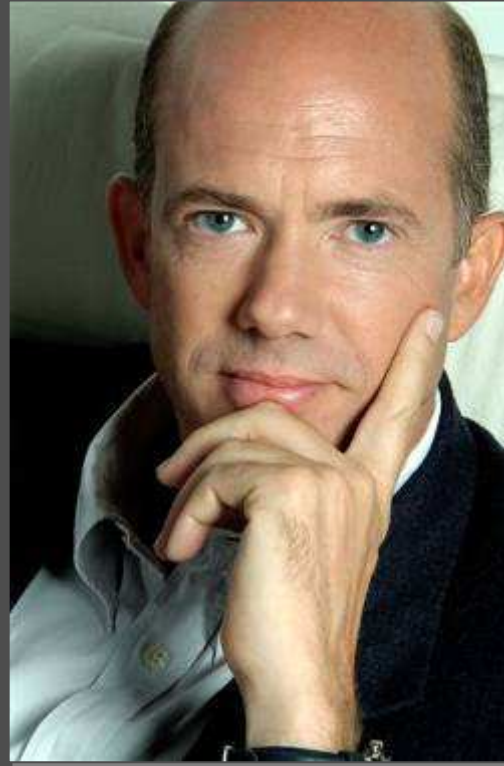


Strategic Committee

- Bertrand Piccard



- Andreas Papandreou



- To be announced





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