

# SDCL Energy Efficiency Income Trust plc

Interim Results Presentation:  
Six Months to 30 September 2021

10 December 2021

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## Investment Manager Presentation Team

Jonathan Maxwell, CEO



- Established SDCL in 2007
- 25 years' experience in international financial markets, with over 10 years focused on energy efficiency
- Overall responsibility for SDCL's investment activities. Chair of the Investment Committee for SEEIT

Eugene Kinghorn, CFO



- Chartered accountant with over 15 years' experience in financial services with a focus on portfolio management and financial control
- Experience in both listed and unlisted funds focusing on social, renewable and energy efficiency infrastructure
- Joined SDCL as Group CFO in conjunction with the IPO of SEEIT

# Overview and Highlights

# The Role of Energy Efficiency – COP26<sup>1</sup> Takeaways

Glasgow Climate Pact called for energy efficiency alongside clean power generation

*The world wastes some 2/3rds to 3/4s of energy through inefficiencies on the supply and demand side*

*Energy efficiency may make up more than half of the solution to the decarbonization of energy*

*Energy efficiency represents more than 40% of the emissions abatement needed by 2040<sup>2</sup>, with technology which is readily available, widely tested, and successful*

*Energy efficiency now needs to move into centre stage, alongside commitments to cut methane emissions, deforestation, coal, and petrol and diesel cars*

*“We consider energy efficiency to be the ‘first fuel’ as it still represents the cleanest and, in most cases, the cheapest way to meet our energy needs.” – International Energy Agency<sup>3</sup>*

1. 26<sup>th</sup> United Nations Climate Change Conference, or ‘Conference of Parties’, held in Glasgow, Scotland, United Kingdom, from 31 October to 13 November 2021

2. IEA (2021), World Energy Model, IEA, Paris <https://www.iea.org/reports/world-energy-model>

3. IEA (2021), Energy Efficiency 2021, IEA, Paris <https://www.iea.org/reports/energy-efficiency-2021>

# Highlights for Six Months Ended 30 September 2021

## Continued growth and diversification

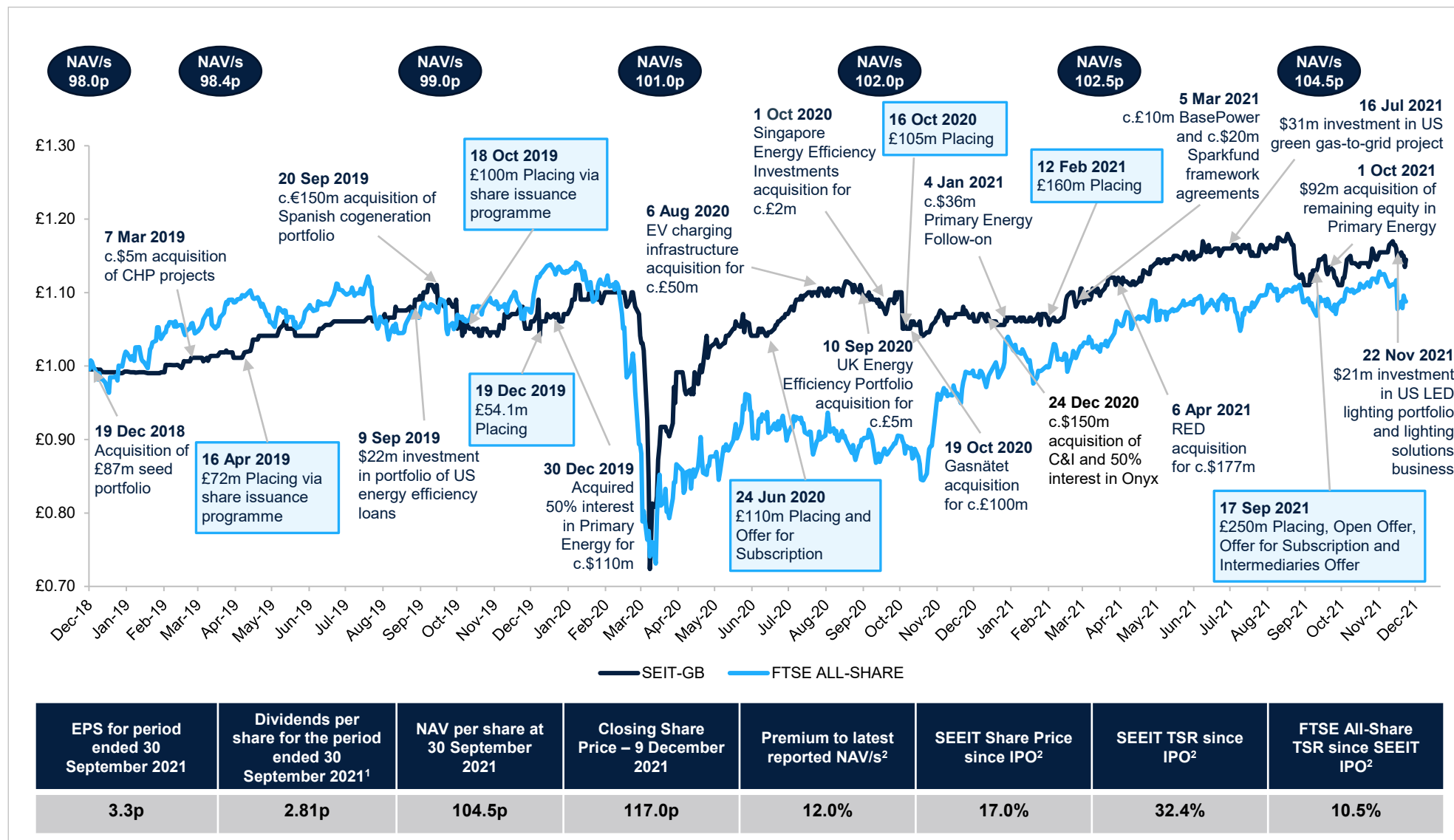
<b>Performance</b>	<ul style="list-style-type: none"><li>✓ NAV per share up 2.0% to 104.5p with Total NAV Return<sup>1</sup> of 4.7% in the period and 7.1% p.a. since IPO</li><li>✓ Dividends: covered by earnings and cash: 2.81p declared during period (up from 2.75p H1 2020)</li><li>✓ Shareholder Returns: 32.4% TSR vs 10.5% FTSE All-Share since IPO<sup>2</sup></li></ul>
<b>Scale</b>	<ul style="list-style-type: none"><li>✓ Gross asset value increased to c.£950 million<sup>1</sup>, from c.£700 million at March 2021</li><li>✓ £250 million oversubscribed placing in September 2021</li><li>✓ Surpassed £1 billion equity market capitalisation by the end of the period</li><li>✓ Admitted to FTSE 250 index</li></ul>
<b>Investment Activity</b>	<p><b><i>During the six months ended 30 September 2021</i></b></p> <ul style="list-style-type: none"><li>✓ c.£208 million in 5 new investments and commitments and 4 follow-on investments</li></ul> <p><b><i>After period end</i></b></p> <ul style="list-style-type: none"><li>✓ c.£41 million in 2 new investments and 3 follow-on investments</li></ul>
<b>Competitive advantage</b>	<ul style="list-style-type: none"><li>✓ Consistent track record of delivering returns and investing capital</li><li>✓ Expertise and leadership in sustainability: published ESG report in November 2021</li></ul>
<b>Governance</b>	<ul style="list-style-type: none"><li>✓ Investment policy clarified and short term gearing increase approved at AGM on 10 August 2021</li><li>✓ Board is recruiting a fifth director</li></ul>

**SEEIT was the first and remains the largest LSE listed energy efficiency focussed investment company**

1. Based on NAV growth and dividends paid during the period to 30 September 2021, assuming dividends are not reinvested  
2. As at market close on 3 December 2021, since IPO listing on 11 December 2018

# Evolution of the Share Price

Robust share price performance in a challenging global market environment



Source: Factset

- Based on dividends declared for year ending 31 March 2022; second interim dividend to be paid on 17 December 2021
- As at market close on 9 December 2021

# Portfolio Update

# Examples of investments since March 2021

Contributing to diversification and supporting investment objectives



## Green Energy Distribution

## Cleaner and More Efficient Supply

Conversion of agricultural waste and food waste, which would otherwise be disposed of, into biogas for energy generation and green gas supply through long term offtake contracts



## Point of Use / Demand Reduction

## Cleaner and More Efficient Supply

Energy efficient measures for one of Ireland's largest hospitals, resulting in more efficient generation of power on site as well as overall reduction in consumption of power on-site



## Point of Use / Demand Reduction

## Cleaner and More Efficient Supply

Direct energy efficiency systems, solar and control systems in the building, which collectively support the Net Zero Energy designation of 303 Battery Street building in Seattle, US



## Cleaner and More Efficient Supply

Recycling of waste gases from steel production as well as other fuels to produce onsite energy that is more efficient and cleaner than the grid through long-term agreements with steel mills



## Point of Use / Demand Reduction

Energy efficiency through "lighting as a service" for a range of mainly small and medium sized companies, resulting in decrease in energy consumption on site



# Portfolio Development since 31 March 2021

Approx. £250 million of investments since 31 March 2021

Investments and Commitments				
Project	Investment/Commitment date	Type	Location	Approx. £m
During the six months ended 30 September 2021				
<b>SOGA</b>	April 2021	New	Vietnam <sup>1</sup>	£2.4m
<b>RED</b>	April 2021 (completion in May 2021)	New	US	£139m
<b>Tallaght Hospital</b>	May 2021	New	Ireland	£6m <sup>2</sup>
<b>Biotown</b>	July 2021	New	US	£22m <sup>3</sup>
<b>Lycra</b>	September 2021	New	Singapore	£3m <sup>4</sup>
<b>Primary Energy (five projects)</b>	September 2021	Follow on	US	£34m <sup>5</sup>
<b>EVN</b>	Various in period	Follow on	UK	£8m
<b>Onyx Construction Portfolio</b>	Various in period	Follow on	US	£8m
<b>Spark US Energy Efficiency II</b>	Various in period	Follow on	US	£4.5m
After period end				
<b>Sustainable Living Innovations (“SLI”)</b>	October 2021	New	US	£4m
<b>FES Lighting</b>	November 2021	New	US	£16m
<b>Biotown</b>	Various in period	Follow on	US	£2m
<b>Onyx Construction Portfolio</b>	Various in period	Follow on	US	£13m
<b>Spark US Energy Efficiency II</b>	Various in period	Follow on	US	£6m

1. A commitment through the Company's platform in Singapore

2. A total commitment of £6 million of which £1.2 million had been deployed by 30 September 2021

3. A total commitment of £22 million of which £11.3 million had been deployed by 30 September 2021

4. A total commitment of £3 million which £0.3 million had been deployed by 30 September 2021

5. Approx. £35m of project level mezzanine debt was used in addition to cash used for the follow-on investment

# Key Portfolio Updates

SEEIT's portfolio has continued to perform through the period and has been supported by initiatives from the Investment Manager's asset management team

Project	Portfolio Developments During the Period and Asset Management Activities
Primary Energy	<ul style="list-style-type: none"> <li>In September 2021, SEEIT acquired the remaining 35% of Primary Energy, to bring its total interest to 100%</li> <li>Demand for steel and therefore demand from offtakers remains strong. Some non-recurring outages impacted performance in 2021, although immediate repair works minimised impact</li> <li>Investment Manager is assessing value-add opportunities including new capex measures to reduce outages and improve efficiency and profitability of the assets over the medium to long term</li> </ul>
RED	<ul style="list-style-type: none"> <li>Successful implementation of post-investment 100 day onboarding plan</li> <li>Investment Manager is pursuing potential value-add opportunities in the business park and surrounding areas</li> </ul>
Oliva Spanish Cogeneration	<ul style="list-style-type: none"> <li>Asset performance has been good from an operational perspective</li> <li>Active asset management steps, including bringing fuel procurement in-house, have added value</li> <li>However, whilst revenue and cost fluctuations are mitigated over the long term, higher than expected EU-ETS costs has impacted short term cash flows, partly mitigated by the Investment Manager through forward purchasing and hedging</li> <li>Now assessing carbon reduction technologies as well as opportunities to purchase green gas</li> </ul>
Onyx	<ul style="list-style-type: none"> <li>Operational assets performing to budget but development of the pipeline projects remains slower than expected, largely driven by COVID-19 impacting decision-making with the offtakers. This trend is expected to continue into 2022</li> <li>The Investment Manager is actively supporting progress of the development pipeline, seeking to realise synergies between Onyx and the wider SEEIT portfolio and introducing both new greenfield and brownfield opportunities</li> </ul>
Värtan Gas	<ul style="list-style-type: none"> <li>COVID-19 has impacted growth within the transport sector for the period and any further shutdowns/restrictions could continue to impact this sector</li> <li>The Investment Manager is actively looking to improve margins by targeting customer churn (through focused marketing), growing revenues per customer (through cross-selling) as well as increasing biogas volumes</li> </ul>
Huntsman Energy Centre	<ul style="list-style-type: none"> <li>Works were delayed by minor technical issues and some delays in ordering final equipment. This has now been resolved in the final stages of commissioning with full operations expected to occur in 2022</li> <li>Investment Manager is reviewing contracts with counterparties to mitigate the financial impact of the construction delay</li> </ul>

# Risks and Mitigants

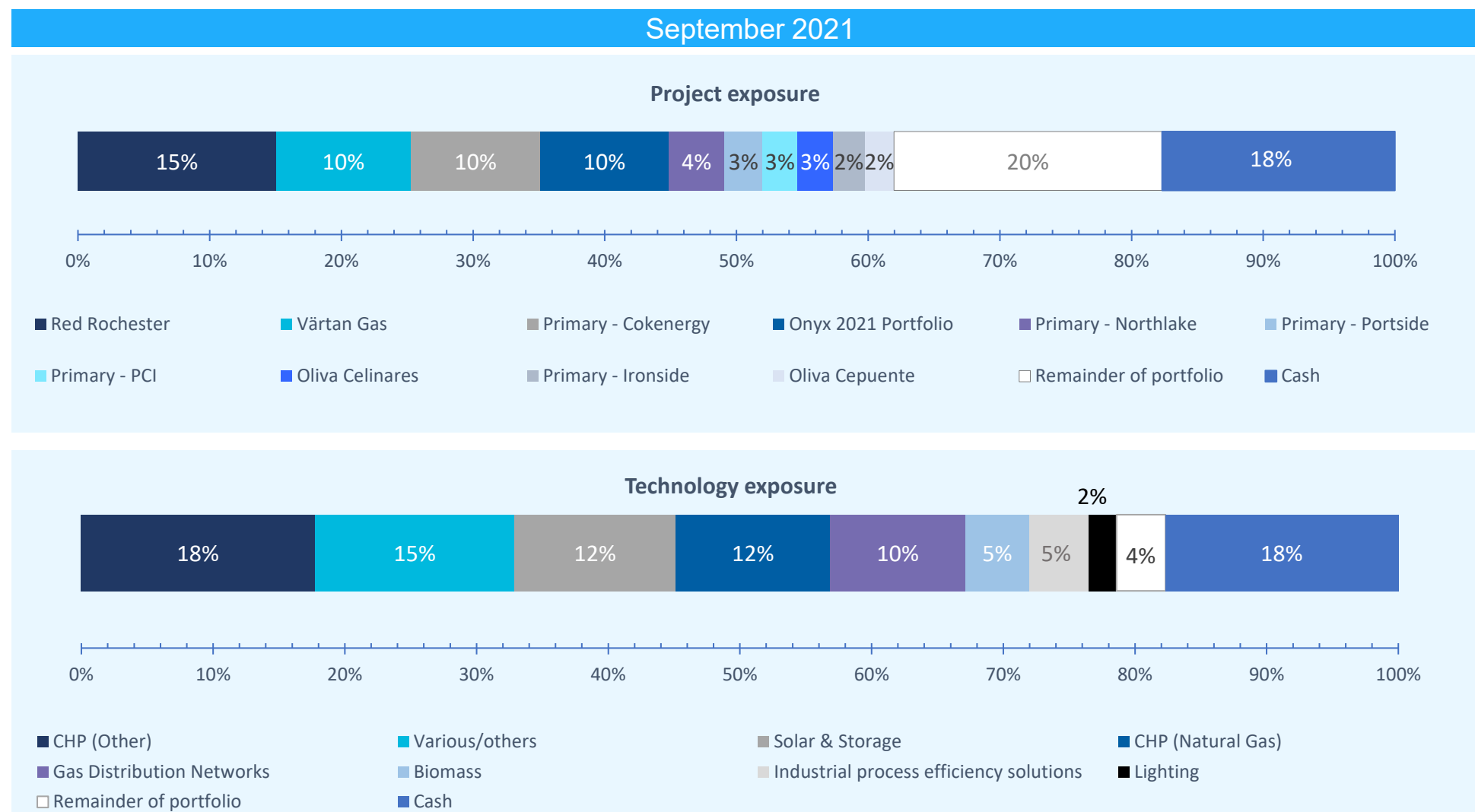
## Due diligence, monitoring and active management of risk

Key Risk	Description	Mitigant
Credit and Counterparty Risk	Risks relating to default by counterparties of energy service contracts	<ul style="list-style-type: none"> <li>■ Thorough counterparty due diligence at the time of investment, including qualitative and quantitative credit assessment<sup>1</sup></li> <li>■ Credit risk management disciplines relating to counterparties, including through diversification</li> <li>■ Additional protections such as parent company guarantees may also be available</li> </ul>
Operational Risk	Risk of interruption to operations and/or construction resulting in loss of expected revenue and ultimately a reduction in value of investments	<ul style="list-style-type: none"> <li>■ Comprehensive due diligence to identify operating risks undertaken on prospective investments</li> <li>■ Experienced and skilled contractors are employed for projects and appropriate contractual performance assurances obtained</li> <li>■ Leading equipment manufacturers are selected, and the Company seeks to only adopt tried-and-tested technology</li> <li>■ Range of established technologies across which SEEIT has invested in is broad so systemic issues are limited</li> </ul>
Global Macroeconomic Factors	Rises in corporation tax, interest rates and inflation which, if not mitigated, may result in a reduction of value of investments	<ul style="list-style-type: none"> <li>■ Comprehensive tax and structuring advice is taken prior to making new investments</li> <li>■ Portfolio construction to mitigate against material changes to inflation. Further mitigation is to allow for incorporation of inflationary impact at the time of re-contracting for certain assets</li> <li>■ Forward foreign exchange contracts and periodic borrowings in foreign currency to mitigate the risk of short-term volatility in foreign exchange rates</li> <li>■ Overall portfolio correlation with inflation has increased over time – approximately half of the current portfolio by value has revenues that are partly or wholly inflation-linked</li> </ul>

1. Revenues associated with investment grade or equivalent counterparties represent approx. 60% by value of SEEIT's investment portfolio

# SEEIT: Portfolio Composition – September 2021

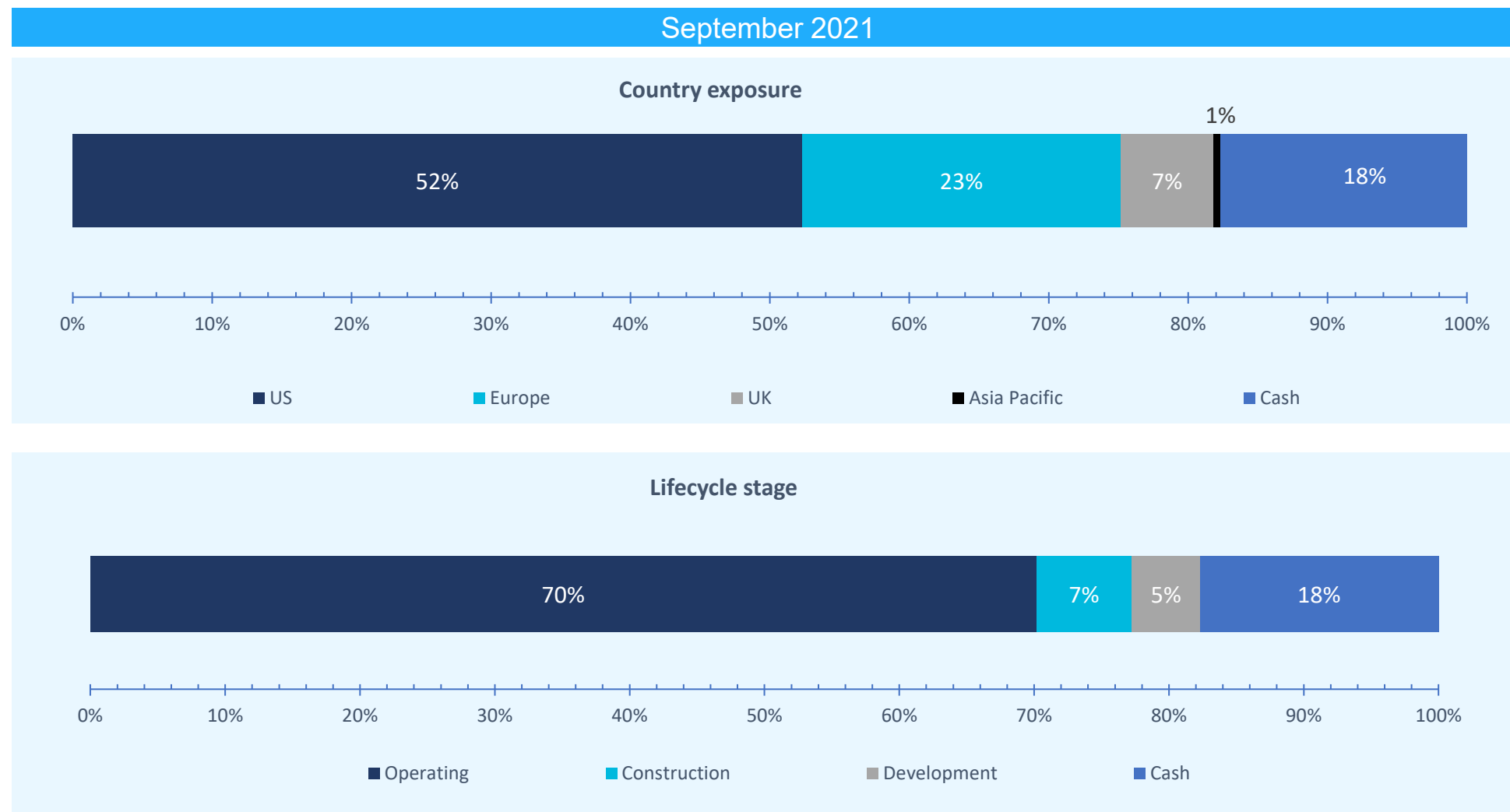
## Diversification by project and technology



1. Presented on a Gross Asset Value ("GAV") basis as at the latest published valuation date (30 September 2021)
2. Cash held across multiple banks and includes capital allocated to development and construction stage investments
3. SEEIT's counterparty credit exposure has over 60% by value in projects with revenues associated with investment grade or equivalent counterparties

# SEEIT: Portfolio Composition – September 2021

## Diversification by country and lifecycle stage

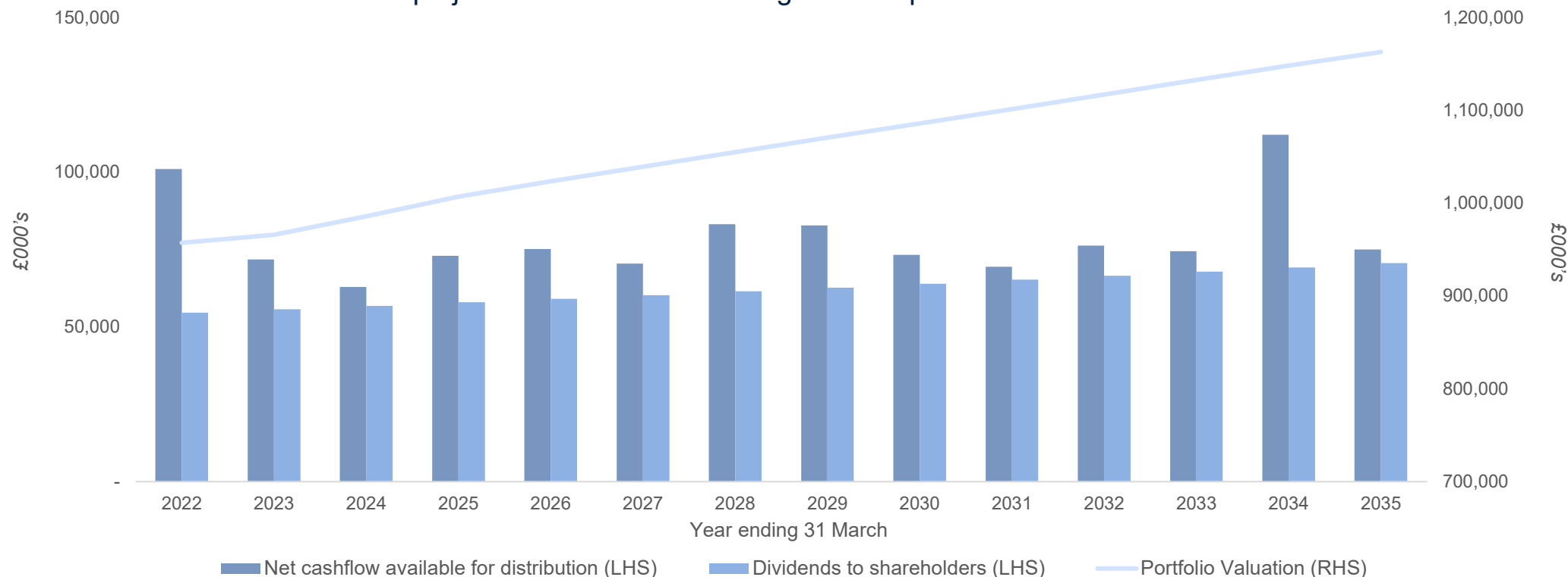


1. Presented on a Gross Asset Value ("GAV") basis as at the latest published valuation date (30 September 2021)
2. Cash held across multiple banks and includes capital allocated to development and construction stage investments

# Illustration of Projected Cash Flows

The long-term, contractual characteristics of projects visibility of long-term cash flows

Illustration of projected cash flows assuming an initial portfolio value of c.£950m



## Key Assumptions

- Initial portfolio value of c.£950m at March 2022 (based on the assumptions used for the September 2021 valuation) and no further equity issued
- Excess distributable cash flows, including proceeds from Värtan Gas refinancing in FY 2022, assumed to be re-invested at return of 7.5% p.a.
- No additional operational upsides, economies of scale, efficiencies, downsides or unbudgeted costs
- Target dividend of 5.62p for YE March 2022 and progressive dividend growth thereafter

## Projections

- Average earnings cover** for dividend projected to be more than 1.1x over the period illustrated
- Average cash cover** for dividend projected to be more than 1.5x on average over the period illustrated
- Reinvestment** of excess cash plus modest structural gearing projected to enhance capital value over time

1. Note: The chart above is for illustrative purposes only, is based upon the current portfolio mix and contract length assumptions and does not represent a forecast. There can be no assurance that these cash flows will be met. The hypothetical cash flows do not take into account any unforeseen costs, expenses or other factors which may affect the portfolio assets and therefore the impact on the cash flows to the Company. As such, the graph above should not, in any way, be construed as forecasting the actual cash flows or actual returns from the portfolio

# Financial Results

# Financial Highlights for Six Months Ended 30 September 2021

**2.81p<sup>1</sup> Aggregate Dividends Declared for the six months ended 30 September 2021**

Up from 2.75p<sup>1</sup> for the six months ended 30 September 2020

**3.3p Earnings per share for the six months ended 30 September 2021**

4.6p for the six months ended 30 September 2020

**1.2x Dividend Cash Cover for the six months ended 30 September 2021**

1.4x for the six months ended 30 September 2020

**£23.0m Profit before tax for the six months ended 30 September 2021**

Up from £17.2m for the six months ended 30 September 2020

**£943.6m NAV as at 30 September 2021**

Up from £693.8m as at 31 March 2021 and £434.5m as at 30 September 2020

**104.5p NAV per share as at 30 September 2021**

Up from 102.5p at 31 March 2021 102.0p and at 30 September 2020

**On track for target aggregate dividend<sup>2</sup> of 5.62p per share for year to March 2022, a 2.2% increase from year to March 2021**

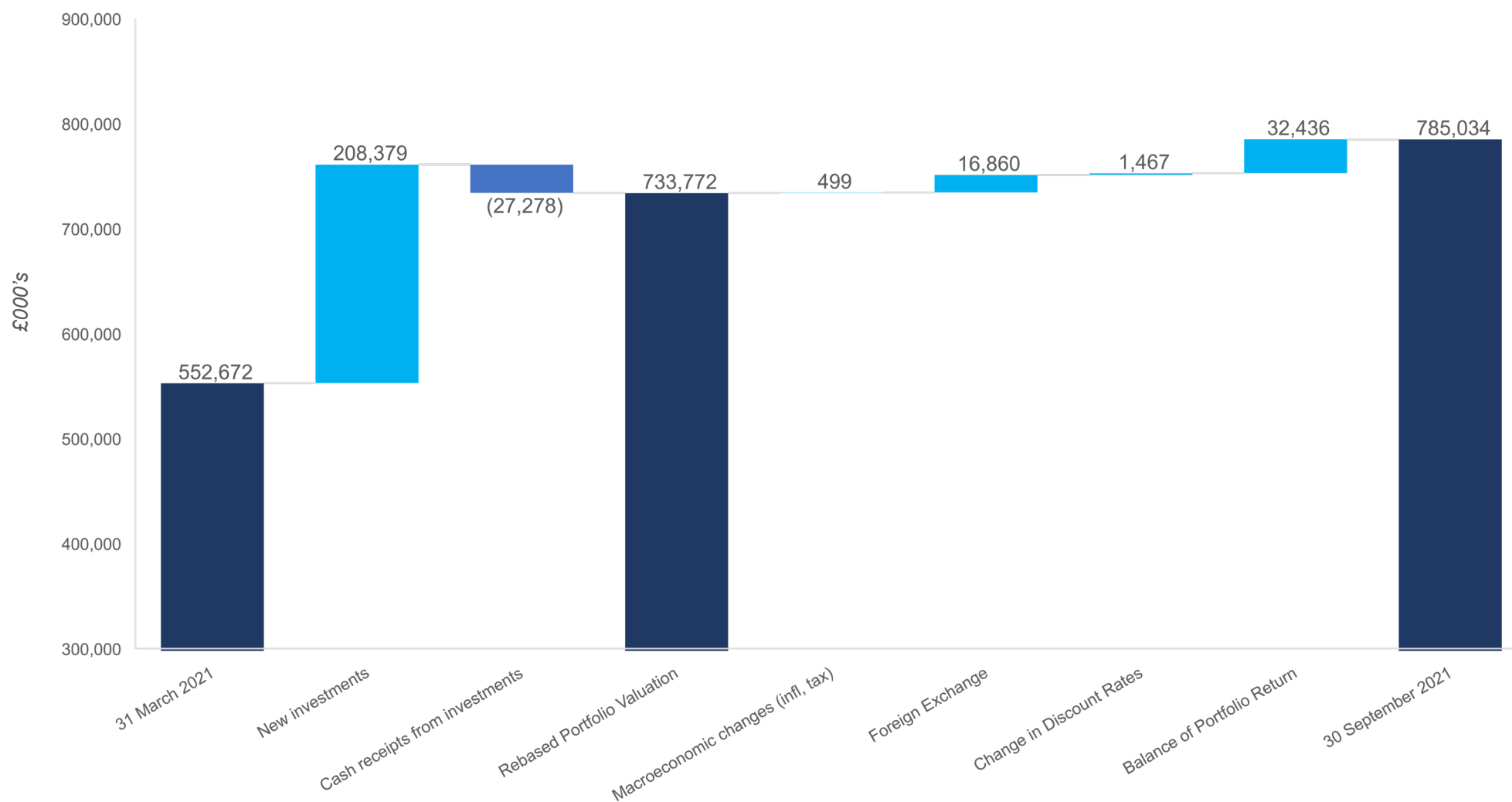
1. Interim Dividends. Stated on a pence per share basis

2. The target dividend stated above is based on a projection by the Investment Manager and should not be treated as a profit forecast for the Company



# Analysis of Change in Portfolio Valuation - Bridge

## Portfolio valuation change for the 6 months to 30 September 2021



# Analysis of Change in Portfolio Valuation – Key Items

## Investments

- Investments of c.£208 million during the six-month period since March 2021

## COVID-19

- As per prior periods, to date no material impact on valuation. Minor impacts:
  - Slower than expected build out of solar construction assets in Onyx
  - Lower than expected revenue from delivering gas to restaurant and transport customers in Stockholm in the Värtan Gas project

## Cash from investments

- Cash receipts from investments of £27.3m in line with internal expectations, providing cash cover for dividends

## Portfolio return

- Portfolio return of £32.4m, includes the expected return from the portfolio (through unwind of discount rate) and a combination of factors, including:
  - Uplift of over £10 million from acquisition of remaining 35% stake in Primary Energy at pre-agreed price negotiated in December 2020
  - £2 million upside on assumed future revenues from Renewable Energy Certificates (“RECs”) in USA
  - £2 million of near-term savings in gas procurement for 5 of the Oliva Spanish Cogeneration assets
  - Offset by provision for increased EU ETS costs in the Oliva Spanish Cogeneration assets and commodity pricing of £4 million

## Discount rates

- Portfolio blended rate (**unlevered**) marginally increased to 7.2% (March 2021: 7.0%).
  - 0.05% reduction to reflect transition from construction to operational in GET Solutions and a refinancing of project level debt at Värtan Gas at improved terms
  - 0.25% increase from new investments at higher unlevered discount rates above prevailing weighted average
  - Investment Manager observed evidence of a tightening of discount rates for operational investments over the course of the period, which has notably continued after the period end. Not reflected in the September 2021 valuation - should this market sentiment continue, the Investment Manager expects that further discount reductions across the portfolio of investments will be applied in the March 2022 Portfolio Valuation

## Macroeconomics & Forex Hedge

- Minor changes to near term inflation assumptions in Sweden
- Effective FX hedging strategy with hedging losses of £16.9m materially offsetting £17.0m gains on valuation, resulting on minimal impact on NAV (£0.1m loss)

# Summary Financials<sup>1</sup>

Income Statement	Six Months to 30 September 2021	Six Months to 30 September 2020
Total income	£28,673k	£20,413k
Fund expenses & finance costs	(£5,624k)	(£3,242k)
<b>Profit before tax</b>	<b>£23,049k</b>	<b>£17,171k</b>
<b>Earnings per share (pence)<sup>2</sup></b>	<b>3.3p</b>	<b>4.6p</b>
<b>Ongoing charges<sup>3</sup></b>	<b>0.99%</b>	<b>1.05%</b>

Balance Sheet	30 September 2021	31 March 2021
Investments at fair value	£785,034k	£552,672k
Cash	£165,961k	£126,200k
Debt	(£0k)	(£0k)
Working capital	(£7,399k)	£14,933k
<b>Net assets</b>	<b>£943,596k</b>	<b>£693,805k</b>
<b>NAV per share (pence)<sup>2</sup></b>	<b>104.5p</b>	<b>102.5p</b>

1. Presented on a Portfolio Basis. See 30 September 2021 Interim Report for further details on the reconciliation between Portfolio Basis and IFRS

2. Earnings per share and NAV per share are the same under Portfolio Basis and IFRS

3. Ongoing charges as calculated on an annualised basis, based on the financial information for the six months to 30 September 2021. Calculated in accordance with the Association of Investment Companies ("AIC") guidance

# Summary Financials (Continued)<sup>1</sup>

Cash Flow Statement	Six Months to 30 September 2021	Six Months to 30 September 2020
Cash from investments	£27,167k	£22,729k
Operating and finance costs	(£4,899k)	(£2,753k)
<b>Cash from operations</b>	<b>£22,268k</b>	<b>£19,977k</b>
Equity issuance (net of costs)	£245,790k	£107,500k
New investments (including costs)	(£212,958k)	(£2,349k)
Movement in borrowings	(£0k)	(£64,490k)
Movement in capitalised debt costs and FX hedging	£3,484k	(£99k)
Dividends paid	(£18,823k)	(£13,869k)
<b>Cash movement in period</b>	<b>£39,761k</b>	<b>£46,669k</b>
<b>Opening cash balance</b>	<b>£126,600k</b>	<b>£70,763k</b>
<b>Cash at end of period</b>	<b>£165,961k</b>	<b>£117,432k</b>

1. Presented on a Portfolio Basis. See 30 September 2021 Interim Report for further details on the reconciliation between Portfolio Basis and IFRS

# Summary Remarks

# Summary Remarks

Active period with asset management initiatives, new investments made and a strong pipeline of new opportunities being evaluated

Financial	<ul style="list-style-type: none"><li>▪ Net asset value (“NAV”) growth of 2.0p per share to 104.5p at 30 September 2021</li><li>▪ Interim dividends paid to shareholders</li><li>▪ Earnings per share of 3.3p for the six months ended 30 September 2021, covering dividends declared of 2.81p</li><li>▪ Total NAV return on a per share basis for the period of 4.7%</li><li>▪ Capital raising of £250 million in September 2021, increasing liquidity for shareholders</li></ul>
Portfolio	<ul style="list-style-type: none"><li>▪ Additional investments and commitments made since 31 March 2021 of c.£250 million</li><li>▪ Significant growth and additional diversification in the portfolio</li><li>▪ Continued performance together with active asset management initiatives</li></ul>
Outlook	<ul style="list-style-type: none"><li>▪ The Company is well positioned, with the scale to benefit from a strong market outlook and focus on decarbonisation, both through its existing portfolio and its pipeline of new investment opportunities</li><li>▪ On track to meet aggregate dividend target of 5.62p per share for the full year to March 2022<sup>1</sup></li></ul>
Pipeline	<ul style="list-style-type: none"><li>• Near term pipeline of follow-on and new investment opportunities over £500m</li></ul>

1. This is a target only and not a profit forecast. There can be no assurance that this target will be met

# Appendices

## a. Valuation, Sensitivities, FX, Debt and ESG



# Summary of Valuation Methodology

- Discounted Cash Flow (“DCF”) methodology applied to portfolio cash flows, with fair value of the Company’s investments in Energy Efficiency Projects calculated in accordance with IPEV<sup>1</sup> guidelines where appropriate to comply with IAS 39
- Detailed analysis conducted around assumptions applied to future cash flows on a project by project basis, supported by independent technical expert reviews
- Investment Manager applies judgement in arriving at an appropriate discount rate, based on its knowledge of the market, taking into account intelligence gained from its bidding activities, discussions with financial advisers in the appropriate market and publicly available information on relevant transactions. Higher discount rates are applied to non-operational assets to reflect the associated construction risk
- Independent specialist reviews discount rates on an annual basis for the Board
- 7.2% weighted average discount rate for portfolio (on unlevered basis) as at 30 September 2021, with a range of 4.5% to 10.0%

## Key Portfolio Value Enhancement Levers

- ☐ Project enhancements and developments through targeted investment and engagement with management teams at the project level, including upgrading existing facilities and expanding into new service offerings
- ☐ Project efficiency improvements through comprehensive asset management function and portfolio economies of scale
- ☐ Enhanced operations, maintenance and capital investment to maximise useful life and/or extend contracts where appropriate

1. International Private Equity and Venture Capital

# Breakdown of Debt Outstanding – September 2021

Relatively low gearing limits and levels compared to other infrastructure investment companies

## Current Borrowing Limits

- Target medium term borrowing of up to 35% of NAV
- Borrowing of up to 65% of NAV at point of acquisition

## Current Borrowing Levels

- Total Debt as at 30 September 2021 of c.£330 million
  - Equivalent to c.35% of 30 September 2021 NAV

## Commentary

- Project Debt is non-recourse with majority amortising over terms ranging between 4 to 5 years. Värtan Gas is 10 years.
- SEEIT Debt is held by the Company's subsidiary, SEEIT Holdco Ltd, through revolving credit facility

	GBPm <sup>2</sup>
<b>Project Debt</b>	
Primary Energy <sup>3</sup>	160
Onyx <sup>3</sup>	51
Värtan Gas	58
Citi Riverdale CCHP	2
RED	60
<b>SEEIT Debt<sup>1</sup></b>	
RCF	Nil
<b>Total Debt</b>	<b>c.£330m</b>

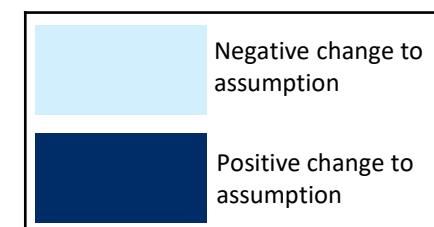
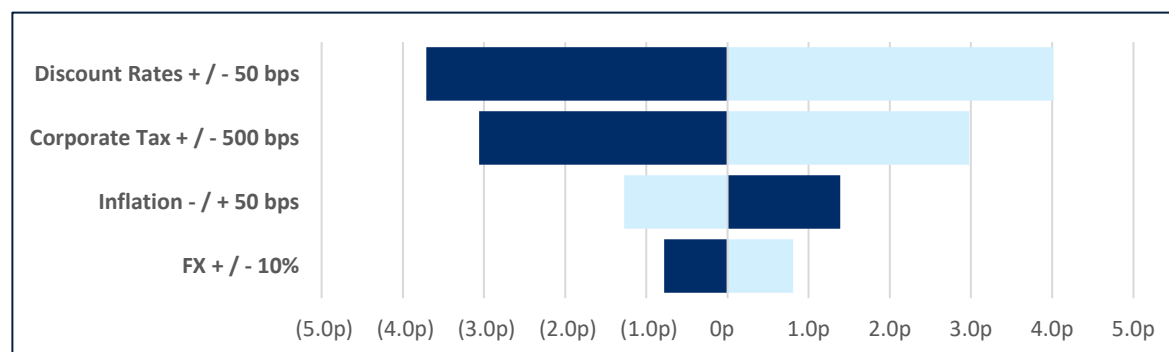
1. SEEIT Level Debt is held by the Company's subsidiary, SEEIT Holdco Ltd and reflects amounts drawn at 30 September 2021

2. Converted to GBP where relevant

3. Primary Energy and Onyx are each made up of 5 Energy Efficiency Projects

# SEEIT: Key NAV Sensitivities

Based on portfolio position at 30 September 2021



Valuation Assumptions		30 September 2021	31 March 2021
<b>Discount rate</b>	Weighted average	7.2%	7.0%
<b>Tax rates</b>	UK	19% p.a. to 2023, 25% p.a. thereafter	19% p.a. to 2023, 25% p.a. thereafter
	Singapore	17% p.a.	17% p.a.
	Sweden	20.6% p.a.	20.6% p.a.
	Spain	25% p.a.	25% p.a.
	USA	21% p.a. Federal & 3-9% p.a. State rates	21% p.a. Federal & 3-9% p.a. State rates
<b>Inflation rates</b>	UK (RPI)	2.75% p.a.	2.75% p.a.
	UK (CPI)	2.00% p.a.	2.00% p.a.
	Singapore (CPI)	2.00% p.a.	2.00% p.a.
	Spain (CPI)	1.3% to 1.4% until 2023, thereafter 2.00% p.a.	1.3% to 1.4% until 2023, thereafter 2.00% p.a.
	Sweden (CPI)	1.7% to 1.8% until 2023, thereafter 2.00% p.a.	1.4% to 1.7% until 2023, thereafter 2.00% p.a.
	USA (CPI)	2.00% p.a.	2.00% p.a.
<b>Foreign exchange rates</b>	USD/GBP	0.74	0.73
	EUR/GBP	0.86	0.85
	SEK/GBP	0.08	0.08
	SGD/GBP	0.55	0.54

# SEEIT: Foreign Exchange Hedging

The key objective of managing FX risk is to minimise volatility in the NAV from movements in foreign exchange rates

SEEIT's hedging strategy seeks to protect both the income and capital elements of the portfolio from movements in foreign exchange rates and to provide stability and predictability of Sterling cash flows

SEEIT achieved this through:

- **Income basis:** achieved by hedging forecast investment income from non-Sterling investments for up to 24 months through foreign exchange forward sales
- **Capital basis:** achieved by hedging a significant portion of the portfolio value through rolling foreign exchange forward sales. The Investment Manager also seeks to utilise corporate debt facilities in the local currency to reduce foreign exchange exposure

To date this objective has been met and there has been minimal impact on NAV from material movements in FX rates

Financial year to:	30 September 2021	31 March 2021
Net Foreign exchange gain / (loss) (£'000)	-£155k	-2,261k
Net Foreign exchange gain / (loss) (% of NAV)	<1%	<1%

# Environmental, Social and Governance

SEEIT released its second ESG Report in November 2021

## SEEIT ESG Principles

- Aiding the transition to a low carbon economy
- Minimising environmental footprint of operations
- Robust governance and business integrity
- Providing safe environments for all

## Association, Accreditation & Alliance



## SDCL Membership



The Investment Manager considers that the Company qualifies as an Article 9 fund under the EU SFDR<sup>1</sup>

## Key Metrics to 31 March 2021<sup>2</sup>

**654k tonnes<sup>3</sup> of CO<sub>2</sub> emissions**

Avoided, the equivalent to 578k cars<sup>2</sup> off the road



**2.3MWh total energy generation**



**895k MWh of renewable energy**

Generated, sufficient to power the equivalent of 60K UK households<sup>4</sup>



**90,430 MWh of energy saved annually**

Through demand side efficiency measures



**565MW**

Of total energy generation capacity on 31 March 2021



**c.4 million**

Negawatts of demand side energy reduction capacity



1. Sustainable Finance Disclosure Regulation

2. The data as at 31 March 2021 is based on SEEIT's pro rata share of each project and for SEEIT's period of ownership, except in the case of gross installed decentralised energy generation capacity which includes investments after year end. All CO<sub>2</sub> figures include CO<sub>2</sub> equivalent emissions.

3. Based on EEA data for carbon emissions for new cars (<https://www.eea.europa.eu/highlights/average-co2-emissions-from-new-carsvans-2019>), and an average annual mileage of 10,000km

4. Based on UK Government Typical Domestic Consumption Values, medium consumption, total of gas consumption and electricity use: <https://www.ofgem.gov.uk/gas/retail-market/monitoring-data-and-statistics/typical-domestic-consumption-values>

# Responsible Investing and Sustainability in Practice

## Sustainability at the heart of SEEIT's investment strategy

### SUSTAINABLE DEVELOPMENT GOALS

- The United Nations' Sustainable Development Goals ("SDGs") aim to address the world's most pressing social, environmental, and economic challenges by 2030
- SEEIT is focused on generating positive social and environmental outcomes, with the Company's portfolio contributing to 11 SDGs. In addition, every project in SEEIT's portfolio contributes to SDGs 7 and 9, underpinned by the principles of SDG 17
- This is part of SEEIT's broader strategy for reporting on climate-related and other ESG issues, which includes implementing the full scope of the disclosure recommendations of TCFD

### SEEIT'S KEY SDGs

Every project within SEEIT's portfolio contributes to...



...and all investment activities are underpinned by the principles of:



The below heat map represents the number of targets that are supported under each of the 11 SDGs that SEEIT's portfolio contributes to, with the highest number of targets supported in red and the fewest in blue<sup>1</sup>:

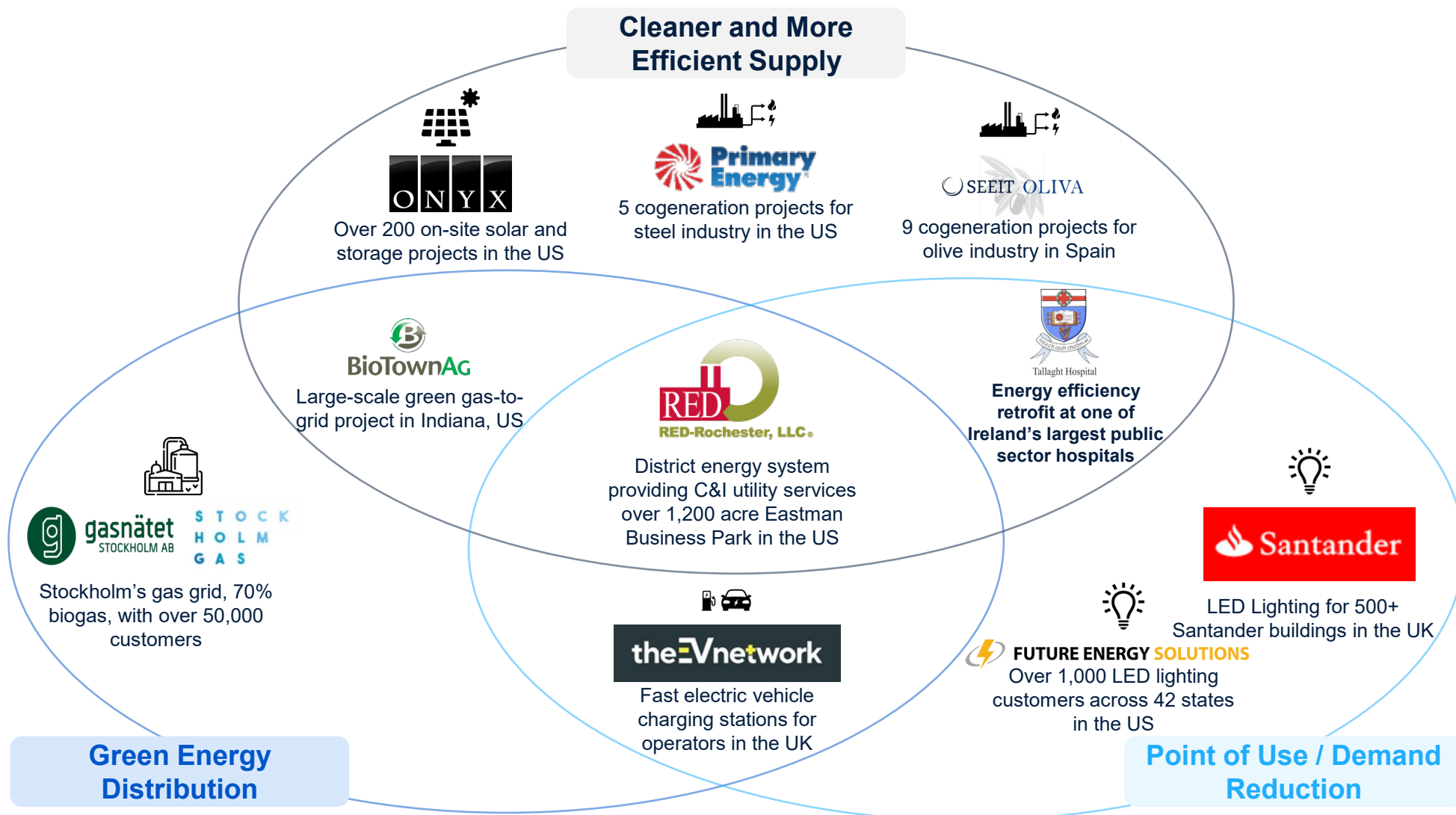


1. Each SDG counts equally regardless of how many targets it includes, ie supporting 2 out of 4 targets gets the same score as supporting 5 out of 10 targets. Then the SDG scores for each project are added to derive the heat map

## b. Portfolio and New Investments in the Period

# Portfolio Characteristics

Examples of SEEIT's diversified portfolio of cost effective, lower carbon and reliable energy solutions





# Portfolio Characteristics

## Categorising SEET portfolio projects

### Cleaner and more efficient supply

Bringing the energy generation close to or at the point of use and as a result, reducing associated generation, transmission and distribution losses

### Green energy distribution

Connecting supply with demand in the most efficient way compared to the alternative solutions

### Point of use/demand reduction

Providing solutions and services reducing the consumption of energy at the point of use

# Existing Portfolio Overview – December 2021

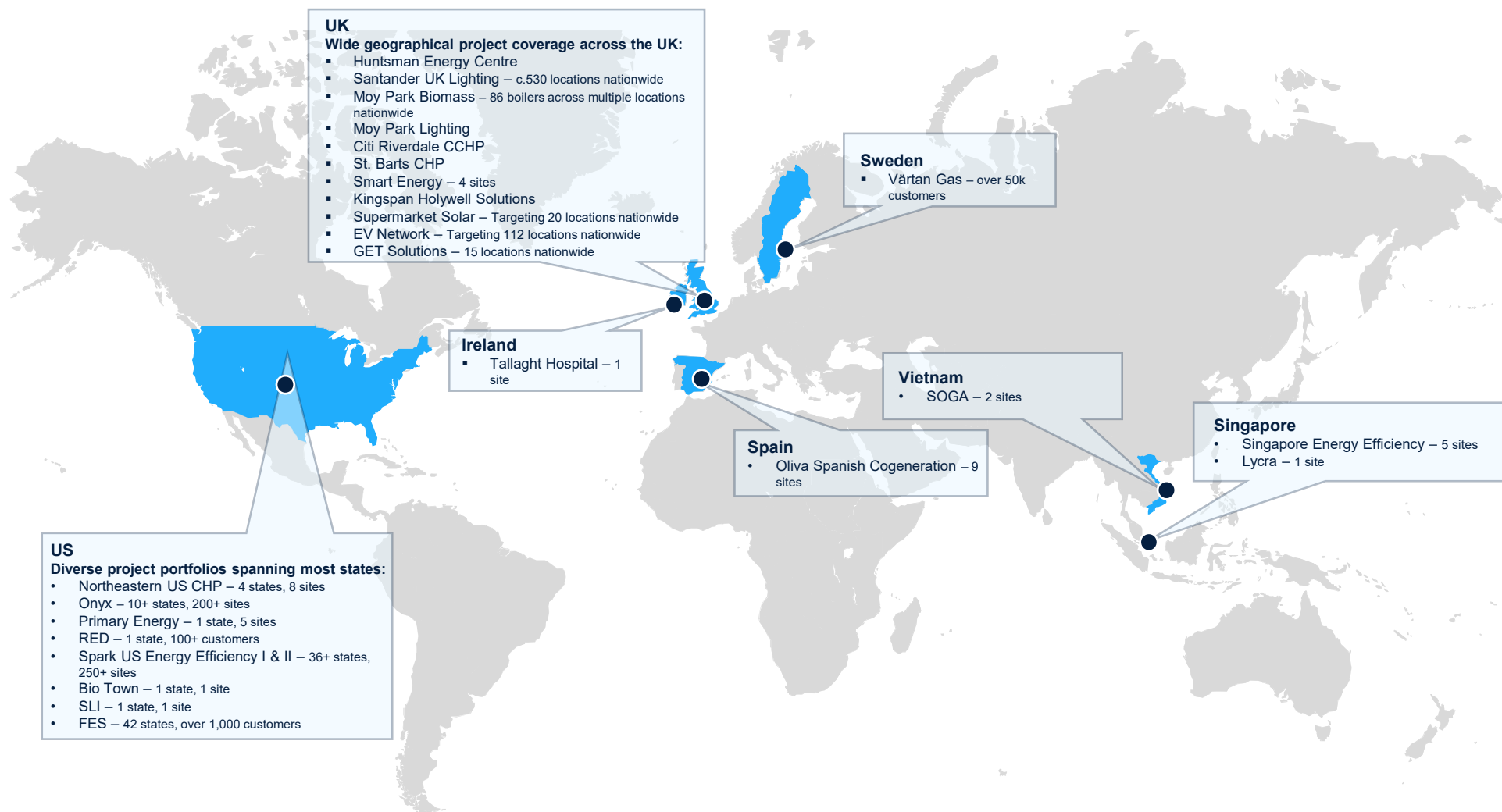
Scale and diversification achieved through new portfolio additions in line with policy

Investment		Acquired	No. of Projects	Portfolio Characteristics
Huntsman Energy Centre		Dec-18	1	Supply
Santander UK Lighting		Dec-18	1	Demand
Moy Park Biomass		Dec-18	1	Supply
Moy Park Lighting		Dec-18	1	Demand
Citi Riverdale CCHP		Dec-18	1	Demand
St. Barts CHP		Dec-18	1	Demand
Smart Energy		Dec-18	1	Supply / Demand
Kingspan Holywell Solutions		Dec-18	1	Demand
Northeastern US CHP		Mar-19	1 <sup>1</sup>	Demand
Supermarket Solar		Jun-19	1	Supply
Spark US Energy Efficiency I & II		Sep-19	2 <sup>2</sup>	Demand
Oliva Spanish Cogeneration		Nov-19	9	Supply
Primary Energy		Feb-20 <sup>3</sup>	5	Supply

Investment		Acquired	No. of Projects	Portfolio Characteristics
EV Network		Aug-20	1	Distribution / Demand
GET Solutions		Sep-20	1	Demand
Singapore Energy Efficiency		Oct-20	3	Demand
Värtan Gas		Oct-20	1	Distribution
Onyx		Dec-20	5	Supply
SOGA		Apr-21	1	Supply
RED		Apr-21	1	Supply / Distribution / Demand
Tallaght Hospital		May-21	1	Supply / Demand
Bio Town		Jul-21	1	Supply / Distribution / Demand
Lycra		Sep-21	1	Demand
SLI		Oct-21	1	Supply / Demand
FES		Nov-21	1	Demand

# Geographical Diversification

Portfolio of projects spanning most U.S. states, the UK, Europe and Asia



# Investment: RED Rochester

Acquisition of an established district energy system providing essential and efficient utility services to a diversified customer base on one of the largest business parks in the US



## High level overview

<b>Location:</b>	Rochester, NY, USA
<b>Technology:</b>	Steam turbine generators, steam boilers, chillers
<b>Stage:</b>	Operational
<b>Capacity:</b>	117MW electrical, 1,600kpph steam, 43ktons chilled water
<b>Deal size:</b>	c.\$177 million
<b>Project life:</b>	20+ years
<b>Acquired:</b>	April 2021



## Strategic rationale

- Exclusive provider of utility services to the park offering 16 on-site services including electricity, steam and chilled water
- Over 100 commercial and industrial customers, typically contracted on a 20-year fixed-term basis with automatic five or ten year renewals, and providing stable and predictable cash flows
- Some two thirds of the value of RED's offtake contracts are derived from investment grade or equivalent counterparties

## Additional considerations

- Since 2016, RED has delivered 40+ energy efficiency projects resulting in annual savings of over \$4 million and carbon savings of over 50%
- Opportunity to deliver pipeline of accretive energy efficiency initiatives that can deliver additional cost and carbon savings
- Opportunity to drive growth in new customers to utilise RED's significant excess capacity through investment in energy efficiency measures

# Investment: Bio Town

Investment in the form of senior and mezzanine debt in a large-scale green gas-to-grid project in Indiana, US



## High level overview

<b>Location:</b>	Reynolds, IN, USA
<b>Technology:</b>	Highly efficient gas engines & anaerobic digestion technology
<b>Stage:</b>	Operational renewable power, expansion to green gas-to-grid
<b>Capacity:</b>	6MW - power, 1000 MMBTU/day of RNG,
<b>Deal size:</b>	\$31 million
<b>Term:</b>	8+ years
<b>Financial Close:</b>	July 2021



## Strategic rationale

- Senior and mezzanine debt providing long-term fixed contracted returns in an operational project, the investment will finance a project expansion to substantially increase capacity and install a commercially proven gas upgrading facility
- Investment with strong energy efficiency characteristics by increasing the volume of green gas within the grid. This directly reduces GHG emissions arising from the existing supply and consumption of energy, while increasing the supply of renewable energy onsite
- Acquisition and expansion of existing Anaerobic Digestion ("AD") business operating successfully since 2012 by converting beef manure and food waste into renewable power, sold under a take-or-pay fixed price PPA to a local investment grade utility

## Additional considerations

- Robust commercial structure, providing risk mitigation during construction and operations. Experienced investors, contractors and operators with successful track records in the development, construction and operations of AD and RNG projects
- Senior debt position with a strong security package including a first-priority lien on all the assets including the real estate on which the project is situated
- Significant contribution towards methane and phosphorous emissions reductions in the state of Indiana and will save approximately 175,000 MT of CO<sub>2</sub>e per annum, equivalent to the GHG emissions of 38,000 passenger vehicles



# Investment: FES

Investment in an operational portfolio of LED lighting projects across 42 states in the United States, together with a 50% interest the business that developed the projects



## High level overview

Location:	United States
Technology:	LED Lighting
Stage:	Operational
Commission Date:	n/a
Deal size:	\$21 million
Financial Close:	November 2021



## Strategic rationale

- Diversification of over 1,000 customers from a variety of sectors, including schools, hotels, retail outlets, car parks, car dealerships, supermarkets, and casual dining, among others
- Environmental benefits of LED lighting include a significant reduction in energy usage and associated CO2 emissions versus traditional lighting technology, as well as longer lighting life span of the bulbs leading to lower overall waste
- Contracted business model with long-term revenue visibility and stability
- Structured investment, with priority returns over equity until SEEIT shareholder loan principal fully repaid, together with upside of 50%+ equity interest

## Additional considerations

- Provides further diversification for SEEIT into the LED lighting sector, which utilises a well-understood technology with recognised energy efficiency characteristics
- Critical infrastructure asset for customer operations, viewed as quasi-utility payments
- SEEIT granted a right of first refusal by an affiliate of FES to fund £150m+ pipeline of projects in the UK and Europe

# Investment: Tallaght Hospital

Energy efficiency retrofit at one of Ireland's largest public sector hospitals to be delivered under an Energy Performance Contract



## High level overview

<b>Location:</b>	Dublin, Ireland
<b>Technology:</b>	Multiple Energy Efficiency Measures incl. CHP, LED Lighting and BMS
<b>Stage:</b>	Construction
<b>Deal size:</b>	c.€6.5 million
<b>Project life:</b>	15 years
<b>Acquired:</b>	May 2021



## Strategic rationale

- Installation of energy efficiency equipment, including CHP and LED lighting, with limited technology and implementation risk and providing, cleaner and more efficient on-site energy generation for the Hospital
- Fixed, indexed linked revenues, payable by the Hospital monthly for 15 years
- The project will deliver savings of c.2,800 CO2 tonnes and €0.95 million energy savings per annum guaranteed by the EPC partner, Centrica

## Additional considerations

- Full EPC guarantee, O&M oversight and asset management services to ensure performance of the assets
- Attractive sectoral and geographic portfolio diversification with this being a highly visible national healthcare facility and SEEIT's first investment in Ireland
- Strong pipeline of follow-on projects with Irish Hospitals to be delivered under the same procurement and contractual process

# Investment: The LYCRA Company

Investment in the replacement of the energy efficient chiller system at The LYCRA's Company's Singapore facility

## The LYCRA Company

### High level overview

<b>Location:</b>	Singapore
<b>Technology:</b>	Industrial Cooling
<b>Stage:</b>	Construction
<b>Commission Date:</b>	Q1 2023
<b>Deal size:</b>	c.£3 million
<b>Financial Close:</b>	September 2021



### Strategic rationale

- The project has robust emission savings characteristics through the upgrade to a more energy efficient cooling system
- Improving the efficiency of refrigeration and air conditioning represents one the largest and cheapest sources of greenhouse gas emissions globally
- Business model to be replicated within The LYCRA Company's group of companies and additional pipeline opportunities of different technologies as follow-on
- Critical infrastructure asset for client's operation
- The investment represents continued geographic diversification into Asia

### Additional considerations

- First of its kind to be developed in conjunction with the Kigali Cooling Efficiency Program (K-CEP), which is a philanthropic collaboration launched in 2017 to support the Kigali Amendment of the Montreal Protocol and the transition to efficient, clean cooling solutions
- Strong delivery partner – ENGIE Services Singapore, part of ENGIE Group, is an accredited Energy Services Company locally which will provide design, procurement, shipping, installation and testing of the proven technologies for this turnkey project



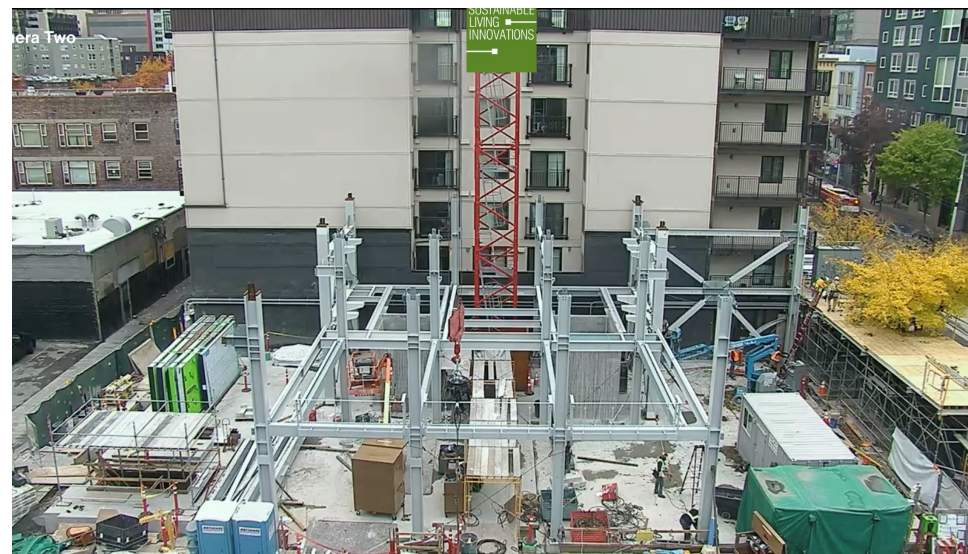
# Investment: SLI

Debt investment alongside other investment partners to fund the energy efficiency measures in the 303 Battery Street building in Seattle, Washington, US.



## High level overview

<b>Location:</b>	Seattle, WA, USA
<b>Technology:</b>	Energy efficiency, solar, control systems
<b>Stage:</b>	Construction
<b>Description:</b>	15-story, 112 unit Net Zero Energy apartment building
<b>Deal size:</b>	c.\$5 million
<b>Project life:</b>	12 months
<b>Financial Close:</b>	October 2021



## Strategic rationale

- Commercially proven technologies providing energy efficiency measures in the greenest apartment building in Seattle
- Robust commercial structure, with risk mitigation during construction
- Strong credit counterparties and highly experience delivery partners
- Short term financing that may be replicated

## Additional considerations

- Expected to be certified as the first Net Zero Energy multifamily high-rise building in the world
- In its first year, the greenhouse gas emissions saved by the project are expected to be the equivalent of over 100,000 gallons of diesel fuel consumption
- Opportunity to invest in pipeline of additional projects in the US and the UK

# Investment: SOGA

4.5MWp portfolio of operational commercial and industrial rooftop solar systems at multiple sites in Vietnam



## High level overview

<b>Location:</b>	Vietnam (via Singapore investment vehicle)
<b>Technology:</b>	Rooftop Solar PV
<b>Stage:</b>	Operational and late development
<b>Capacity:</b>	4.5 MWp operational
<b>Deal size:</b>	\$3.6 million
<b>Project life:</b>	20 years
<b>Acquired:</b>	April 2021



## Strategic rationale

- Two operational rooftop solar pv assets with an opportunity to invest in a pipeline of at least another 20MWp
- Counterparties are multinational corporates using Vietnam as a manufacturing hub, as well as established large Vietnamese companies. The projects will generate on-site electricity for consumption by the counterparties, reducing the carbon footprint of their manufacturing processes
- Partnership with Shire Oak Green Asia ('SOGA'), an experienced UK developer of renewable energy projects with a strong presence in Vietnam including locally based engineering capacity and asset management services

## Additional considerations

- Vietnam has recently opened its policy framework enabling foreign investors to participate as IPPs of solar and wind energy, and is a well-recognised manufacturing hub and supporter of renewable energies
- The portfolio provides a significant opportunity for cooling and energy efficiency given that rooftop solar can only cover an estimated 10% of actual on-site energy demand
- Attractive portfolio diversification across industries including automotive, food & beverage, garment & textile, furniture and agricultural products

## c. Board and Investment Manager Overview

# Highly Experienced Independent Board of Directors

The Board has commenced recruitment for a fifth Director to join in early 2022



Tony Roper  
Non-Executive Chair

Over 26 years' experience of making and managing infrastructure equity investments in the UK, Europe, North America and Australia

From 2011 to June 2018 Tony was a Managing Partner at InfraRed Capital Partners where he helped to develop InfraRed's three infrastructure yield funds, and was the HICL Infrastructure Company fund manager until June 2017

Prior to this he worked at John Laing PLC and HSBC Specialist Investments

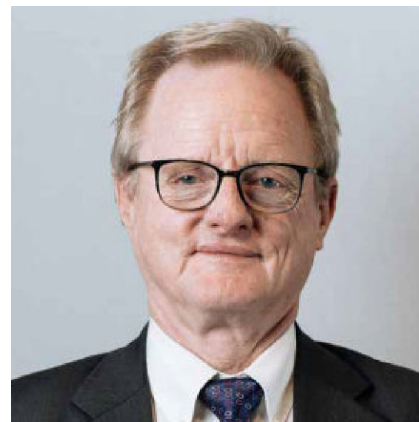


Helen Clarkson  
Chair of Audit Committee,  
Independent Non-Executive Director

Chief Executive Officer of The Climate Group, having joined in March 2017

Helen works with corporations and state & regional governments through demand-side initiatives aimed at shifting markets and policy focusing on the energy, transport & industry sectors, and delivering the annual Climate Week NYC, the world's largest climate week

Prior to joining The Climate Group, Helen worked at Forum for the Future working with large US corporations to solve complex sustainability challenges at both the organisational and broader systemic level



Christopher Knowles  
Senior Independent Director

Extensive knowledge of development economics, project finance, infrastructure and climate and environmental finance

Has spent the majority of his career at the European Investment Bank ("EIB"), most recently heading the climate investment business

From 2006 to 2017 he was part of an initiative by EIB to reinforce its activity in sectors of high policy priority for the EU and in which the EIB seeks to develop innovative approaches



Emma Griffin  
Chair of the Remuneration  
Committee, Independent Non-  
Executive Director

Emma is an experienced director with existing positions on the Boards of both UK FTSE100 and North American companies. She has broad capital markets and significant international investment expertise, gained as both an executive and non-executive director

From 2002 to 2013 Emma was a founding partner of Oriel Securities, which was sold to Stifel Corporation, and in her early career she worked for HSBC James Capel and Schroders

# SDCL Overview

SDCL is a London based investment firm with a proven track record of investment in energy efficiency and decentralized energy generation projects in the UK & Europe, North America and Asia

## SDCL Background

- Established in 2007, SDCL is an investment firm specialising in energy efficiency and decentralised energy investment, with in-depth technical and operational sector expertise
- 10+ years sector experience investing in energy efficiency
- SDCL has raised **over \$2 billion for energy efficiency** projects and companies, including five funds exclusively focussed on energy efficiency
- Team of over 45, including 30 investment professionals in London, New York, Dublin, Madrid, Hong Kong & Singapore
- Specialist origination, project development, execution, asset management and portfolio management teams with support from finance, compliance and risk
- SDCL is authorised and regulated in the UK by the Financial Conduct Authority.
- Further information can be found at [www.sdclgroup.com](http://www.sdclgroup.com)



# SDCL: Overview of Investment Manager Team

## Investment Committee



Jonathan Maxwell  
CEO & IC Chair

Purvi Sapre  
Fund Manager

Eugene Kinghorn  
CFO

Joseph Muthu  
COO

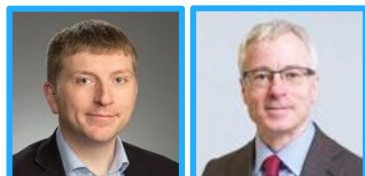
Neil Sweeney  
Risk & Compliance

## Asset Management & ESG



Paul Whitacre  
Head of Asset  
Management

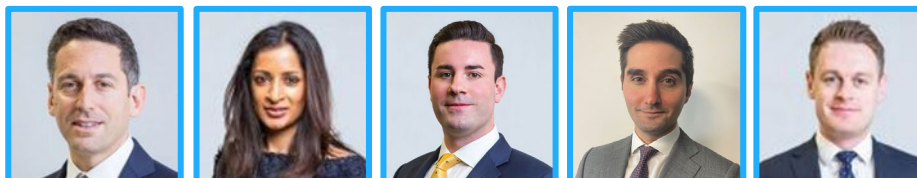
Ben Griffiths  
Asset Management  
Director



Michael Smeeth  
Director of Asset  
Improvement

Peter Hobson  
Head of ESG

## Members of Investment Team



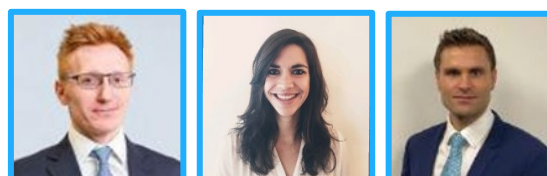
Jonathan Maxwell  
CEO

Purvi Sapre  
Fund Manager

John Behan  
Investment Director

Tom Hovanessian  
Senior Investment  
Manager

Ben Cameron  
Senior Investment  
Manager



Enrico Casari  
Investment  
Manager

Joni Koch  
Vice President

Tim Meyer  
Investment  
Manager

## International Management



David Maxwell  
New York

David Hourihane  
Dublin

Lolita Jackson  
New York



Jim Maguire  
Singapore

Vassos Kyprianou  
New York

## Members of Wider Investment Team



Aine Shaffrey  
Director

Brian Hastings  
Senior Investment  
Manager

Elsa Ó Riain  
Senior Investment  
Manager

Alex Ubl  
Senior Investment  
Manager

Peter Lau  
Investment  
Director

London ☐ New York ☐ Dublin ☐ Hong Kong ☐

## Finance, Risk, Operations & IR



# Asset and Operational Management

Active asset management conducted by the Investment Manager, supported by operational management at the project level

## Investment Manager Level

- Asset Management led by four dedicated senior staff with support from the investment team, focused on managing performance and improvement of the projects to drive value
- Post-investment asset management including:
  - Assessing project and portfolio level risk and implementing appropriate mitigations;
  - Operational performance optimisation;
  - ESG performance and improvements;
  - Achieving NAV growth through increased capacity, new sources of revenue, acquisitions and addressing cost inefficiencies

The Investment Manager has a team of over 45 people, including 30 investment professionals, across offices in London, Dublin, New York, Hong Kong & Singapore

## Project Investment Level

- Over 300 full time employees on the ground at project level, predominantly dedicated to the Company's largest projects in Europe and North America
- Employees responsible for day to day operations and performance, O&M Contractor management, and implementing value improvements
- O&M Contractors supervise operation of project equipment, perform post-installation performance monitoring and track savings performance to ensure projects are operating as intended

# How SDCL Sources and Diligences Investments

SDCL has a proven track record of identifying attractive energy efficiency assets and executing a detailed due diligence process ahead of acquisition



**Investment Process Overview:** Typically 8-12 weeks per investment, with flexibility to move faster

- Investments sourced through long-standing relationships with 3rd party developers, utility companies, project owners, energy service companies, financial intermediaries and directly from counterparties
  - Prospective investments assessed against investment objectives and Investment Policy and initial analysis and review undertaken
  - Further analysis setting out investment structure, rationale, key environmental benefits, risks and returns, capital expenditure budget, proposed revenue model, necessary next steps and recommendations
- Preliminary financial, legal and technical due diligence carried out
  - Once the decision to proceed to next phase has been made, further business due diligence undertaken, including financial, environmental, social, governance, tax, legal and technical, conducted by third party advisers
  - Transaction terms with relevant counterparties such as developers, EPC contractors, O&M contractors, advisers, and revenue counterparties measured against ESG criteria where applicable
- Financial model finalised alongside updated analysis detailing investment opportunity, environmental characteristics, impact on portfolio construction and development, risks and returns, identification of any investment upside or portfolio enhancement, investment structure and final contract terms
  - Decision on whether to proceed with the investment or not, including prior notification to the Board and risk/return scenario and sensitivity analyses as appropriate



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