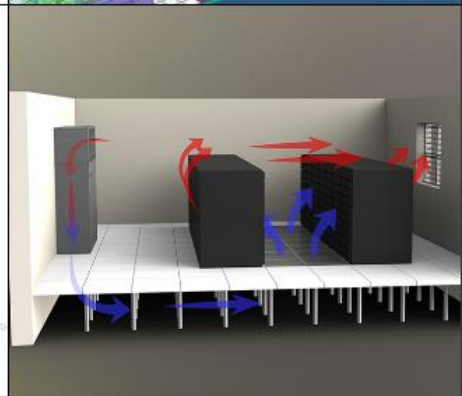
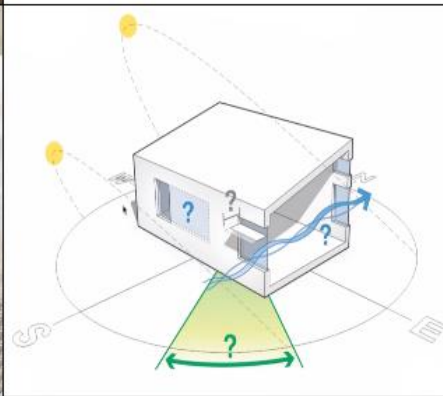
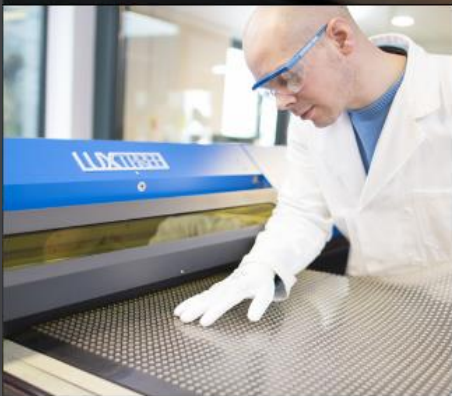
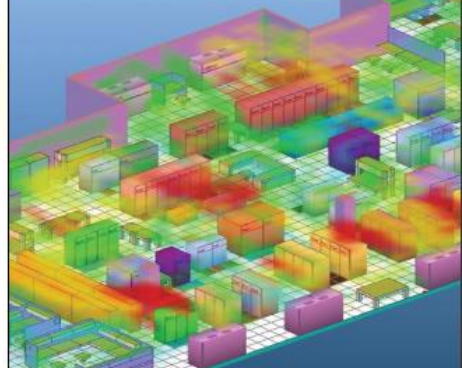
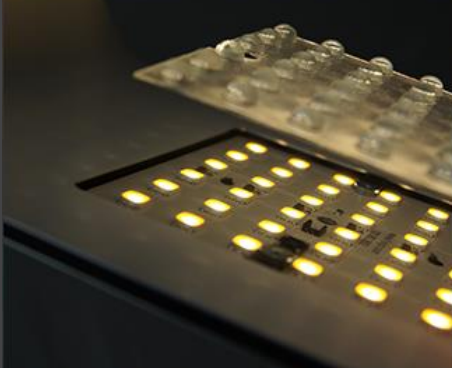


# SET Ventures



## ECOSUMMIT LONDON



October, 2016

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# SET VENTURES

## Fund background

- Founded in 2007
- Focused energy sector investor
- Access to nearly 600 deals per year
- Investment team with great track record
- Strong LP base:



## Experienced investment team



**René Savelsberg**  
*Managing partner*



**Craig Douglas**  
*Associate*



**Wouter Jonk**  
*Managing partner*



**Julia Padberg**  
*Associate*

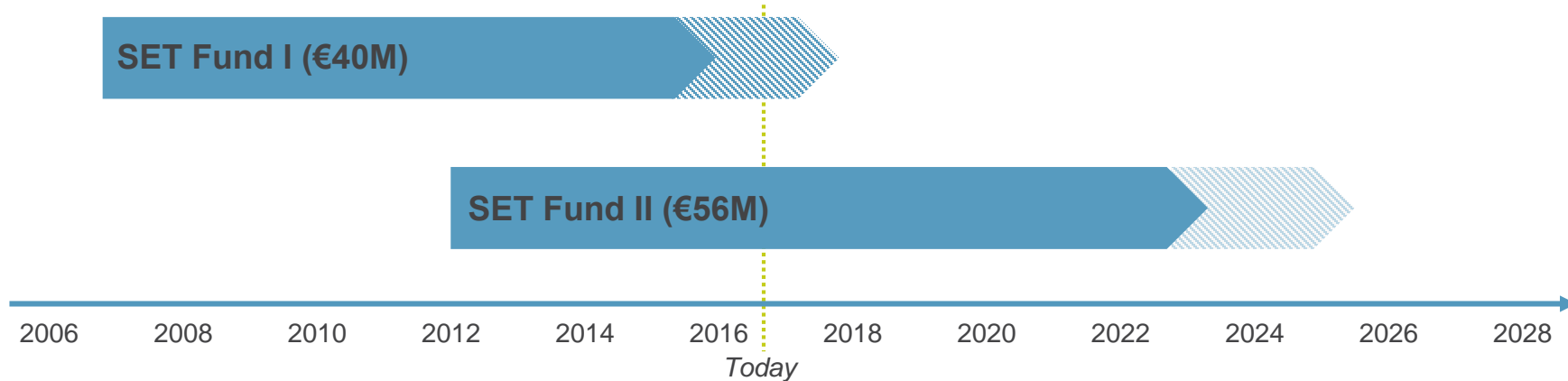


**Rafael Koene**  
*Senior Investment Manager*



**Caroline Zijlstra**  
*Office Manager*

## Funds managed by SET Ventures

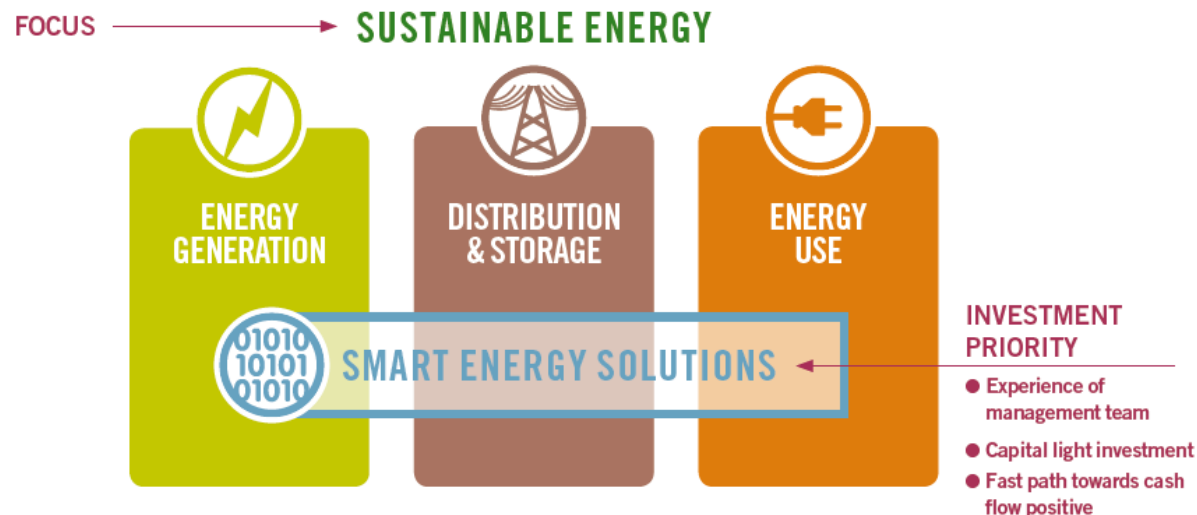


# FOCUS AND PRIORITY

- Our industry focus (investment scope of SET Fund I) is on sustainable energy technologies in the areas of:



- Our investment *priority* (investment scope for SET Fund II and III) is **Smart Energy Solutions**: *“innovative business cases involving software and/or services that enable the energy market transition”*



# SET FUND I - HIGHLIGHTS

## Focused energy sector investor

- Investments in European accelerated growth companies active in **energy use, distribution and storage and renewable energy generation**
- Large relevant deal flow – around **500 investment opportunities** a year during the investment period (2007 – 2012)
- End of fund has been extended one year and may be extended with another year (to 2018)

## Reputable limited partners

- **EUR 40M** committed capital in SET Fund I



## Strong still active portfolio companies



**general fusion**



**NGenTec**



## Performance

- Performs **in the top quartile** of funds of similar vintage year and investment scope (energy related, European focused)
- Already achieved several successful exits with average multiples of **2.1x**
- Exit estimate for the total fund of ~20% gross IRR and **~2.5x** gross multiple (First Chicago)

# SET FUND I - NEWS

## New Funding for MS



## Core Solution



## New Investor and conversion of loan

- Lucros Investment new investor
- Danish Growth Fund, SET Ventures, HNWI convert into same round
- Funded until CFBE

## Uniqueness

- Best g-Value on the market (0.1)
- Fits current value chain
- Passive solution : 100% predictable
- A value product instead of volume product
- Successful go-market-strategy

# SET FUND II - HIGHLIGHTS

## Focused energy sector investor

- Investments in European accelerated growth companies offering **smart energy solutions**: *“innovative business cases involving software and/or services that enable the energy market transition”*
- Large relevant deal flow – reviewing nearly **600 investment opportunities** a year

## Reputable limited partners

- EUR 56M** committed capital in SET Fund II



## Strong portfolio companies



Energy efficient building design software. *Exited to Trimble in 2016*



Disruptive technology for sustainable 3D printing of optics



Innovative cooling hardware and software for grid operators & teleco's



European market leader in domestic energy storage, incl. control software

## Reporting and ESG

- SET Ventures is geared to delivering true added value for our LPs:
  - Quarterly fund meetings
  - Bimonthly deal flow review calls with the LPs
  - Transparent financial and ESG reporting

# SET FUND II - NEWS

## Production started

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## Interest

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All strategic parties in the eyewear value chain are really interested in this disruptive technology for sustainable 3D printing of optics

## Solutions

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## Uniqueness

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- Large volume with 100% customisation (economics of customization)
- Patented digital printing technology
- Disrupting existing ophthalmic market

# SET FUND II - NEWS

## New Investment

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**energy**worx

## Investors

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- SET Ventures
- henQ Capital
- Management

## Services

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## Uniqueness

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- Cloud-based platform for energy data management and energy intelligence solutions that help utility companies navigate and monetize the energy transition
- Cost effective Pay-Per-Use SaaS business model
- Scalable with Google Cloud



# FOR FURTHER INFORMATION



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