



ECO14

“The Art of Smart Energy Investments”

10.15 AM – 10.30 AM
June 3, 2014

CHRYSALIX SET

“The Art of Smart Energy Investments”

Chrysalix SET, Managing Director Rene Savelsberg

CHRYSALIX SET

- Founded in 2007 with two LPs: Delta N.V. and Essent N.V
- Based in Amsterdam, ~ reviewed 2000+ relevant proposal from Europe
 - 6 professionals in the team
 - European focus for deal flow
 - Part of the Chrysalix Global Network (“CGN”)
- SET Fund I: €40M (fully allocated):
 - 9 investments
 - 2 Exits





CLEANTECH COMPANY OF THE DECADE

21 May 2014 - ABB e-mobility business Epyon awarded as one of Europe's 'Cleantech Companies of the Decade'

Award acknowledges the importance of investment in emerging clean technologies

Zurich, Switzerland – May 21, 2014 – ABB, the leading power and automation group, announced today its electrical vehicle (EV) charging infrastructure business was named by [Cleantech Group](#) (CTG) as one of CTG's five picks as a European Cleantech Company of the Decade.

"The ABB and Epyon case was picked to represent the copy-book venture story," explained **Richard Youngman**, Managing Director Europe & Asia, CTG.

Rene Savelsberg, managing partner of Chrysalix SET; "We are proud to be one of the few VC players that managed to successfully exit a portfolio company. Epyon was sold to ABB in 2011 which became the new EV fast charging business unit of the Swiss corporate."

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acquired by ABB

- SET Fund II: up to € 100M with initial closing of €24M completed
 - Three LP's
 - 2 investments



CHRYSALIX SET: INVESTMENT FOCUS

SUSTAINABLE ENERGY TECHNOLOGIES

Drivers are CO2 reduction, energy security, fluctuations fossil fuel prices and decreasing costs of renewable energy



ENERGY GENERATION

New technologies and materials enabling economical and renewable clean energy generation (e.g. solar, wind, bio-energy, waste-to-energy)



DISTRIBUTION & STORAGE

Energy storage-related technologies and electronics to build the future energy grid (e.g. Smart Grid, power infrastructure, advanced batteries)



ENERGY USE

Novel stationary and mobile energy efficiency technologies (e.g. green building materials, E-mobility, HVAC, LED lighting)

CHRYSALIX SET: INVESTMENT PRIORITY

SMART ENERGY SOLUTIONS

Drivers are breakthrough in costs of computing power and availability of ubiquitous communications

"smart energy solutions" : business cases involving intelligent software and/or services, combined with hardware components, impacting the future of energy



CHRYSALIX SET: INVESTMENT PRIORITY

SMART ENERGY SOLUTIONS

“IT IS ALL ABOUT THE BUSINESS MODEL”

- Experience of Chrysalix SET management team (“digitization of media”)
- Huge growing deal flow within this priority setting
- Capital light(er) investments
- Fast path towards cash flow positive (exit)

UTILITIES DILEMMA

DIGITIZATION OF THE ENERGY SECTOR

Attracting the Next Generation of Data Analysts:

Utilities are crying out for tech-savvy young graduates and “digital natives” as their industry becomes even more digital.

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