



Access to energy:

Schneider Electric's journey in Impact Investing

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Department

Schneider Electric, the global specialist in energy management and automation...

€25 billion

FY 2014 revenues

~5%

of revenues devoted to R&D

~170,000

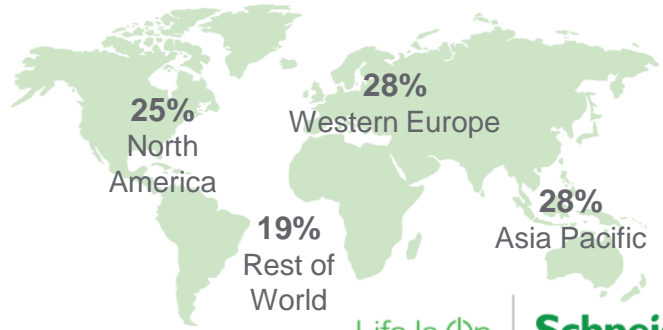
people in 100+ countries

Diversified End Markets – FY 2014 revenues¹



¹ Estimated at the end of 2014

Balanced Geographies – FY 2014 revenues



Access to Energy program

Schneider Electric's commitments



Investment

Manage a socially driven investment fund to financially support companies dedicated to the electrical business at the Base of the Pyramid.



Offers and Business models

Build adequate offers/solutions and business models to be a champion in the access to energy field for the Base of the Pyramid



Capacity Building

Train young people from the Base of the Pyramid in energy management related skills and sponsor them

Sustainable Investment

Schneider Electric Energy Access (SEEA) & Energy Access Ventures (EAV):

Two impact-investment funds open to external partners and employees, to support the development of local entrepreneurs in access to energy.

12 investments done since 2009



Investment policy

Sectorial specialization

- **Electricity access sector**

Geographic specialization

- **Priority on Africa** (even if we look at India at the beginning)
- **Requires a local support capacity** (Schneider Electric's presence or partnership with an NGO)

Methodological rules

- **Always co-investing jointly with partners**
- **Never a majority stake (30% max)** *With representation on the Board of Directors, at least as an observer*
- **Always provide technical and management support**

Our Vision:

- African Off grid market is ripe for large diffusion of Solar home Systems (SHS) through innovative channels backed by strong financing
- Mini grids will develop in selected places backed by subsidies
- There is room for innovative financing instruments

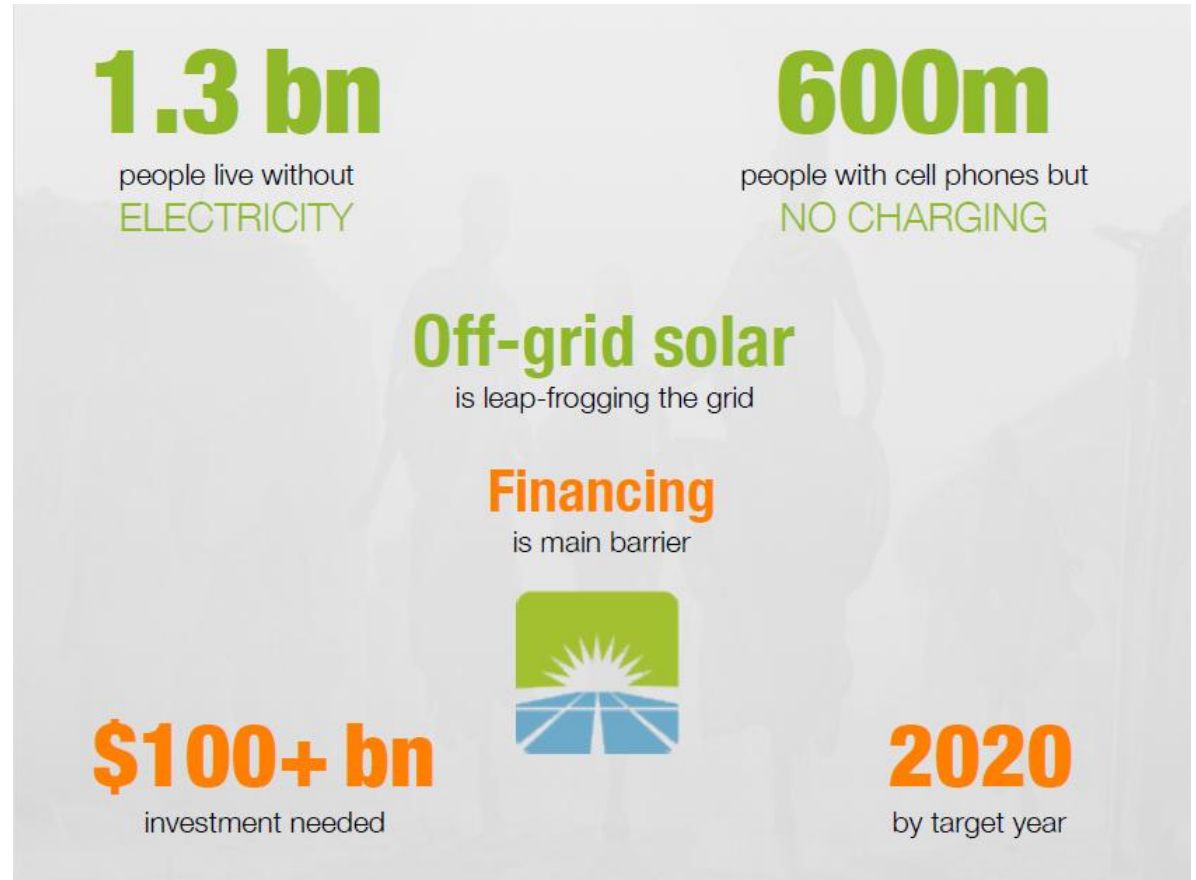


Zoom on one Investment



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A shared vision



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An efficient Business Model

OUR LENDING PLATFORM

SunFunder Login

1.3 billion people live without electricity. We can change this.

\$ Invest in Solar \$121,745 invested	Empower People 26,357 people empowered	Get Repaid 100% repayment rate
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Mentioned in **The New York Times** **the guardian** **GIGAOM** **Bloomberg**

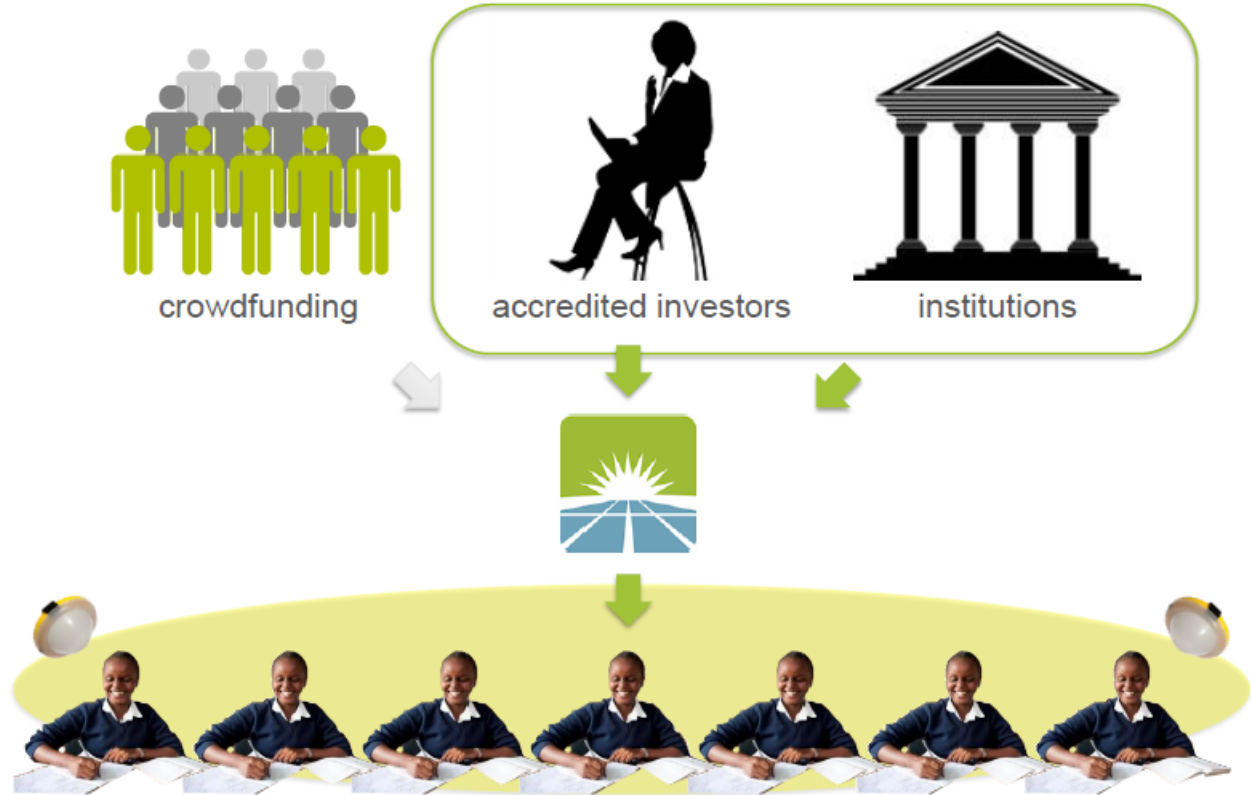
Live Projects

<p>ReadySet, Charge! Outfit micro-entrepreneurs with ReadySet solar chargers to power their communities.</p> <p>\$20,000 75% funded \$5,000 left</p> <p>Invest</p>	<p>Solar for 4,500 students Finance Sunya Moray's Solar Schools campaign in Malawi.</p> <p>\$15,000 35% funded \$7,500 left</p> <p>Invest</p>	<p>Propel Zamsolar Solar Scouts Fund the first solar inventory for direct sales agents in Kabwe and Mumbwa.</p> <p>\$10,000 75% funded \$2,500 left</p> <p>Invest</p>
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UNLOCKING NEW SOURCES OF CAPITAL

Innovative finance



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INVESTMENT OPPORTUNITY

\$1.25m priced round

\$200k minimum

Currently Raising

\$500k solar investment
100k+ impacted

Grow team
Close \$25m in Solar
Notes

\$23m solar investment
1m+ impacted





Scale Phase: Energy Access Ventures



Scale Phase: Energy Access Ventures

55M€ Impact Fund backing energy entrepreneurs

Seek companies with excellent impact / IRR balance

Support innovative market trends

- Pay as You Go
- New Batteries technologies
- Innovative partnership for distribution : MNO, FMCG distributors, ...
- New financing Vehicles (SPVs, Leasing, Dedicated financing companies,...)

15 to 25 Entrepreneurial companies

- In Eastern Africa on a first stage
- 1 to 2.5M ticket size



Partnership

Life Is On

Schneider
Electric