

**BVP**  
**Investments**

# Simple Green BES Funds Investor Conference

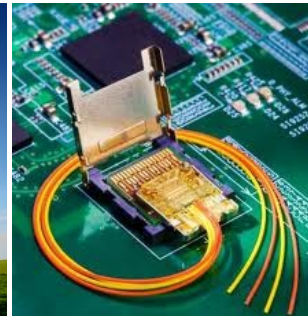
21<sup>st</sup> September 2011  
Citywest Hotel

BVP Investments Limited [Business Venture Partners]  
Unit 23, Cubes 2,  
Sandyford, Dublin 18,  
Ireland

# Agenda of this Presentation



1. BVP / Simple.ie Green BES Funds
2. Company Presentations
  - Hybrid Energy
  - CM Ventures
  - Optinergy
3. EIS Scheme
4. Exit Mechanisms
5. Conclusions & Q&A



# BVP: A Summary



- BVP has a strong Cleantech franchise in Ireland
- Continued enthusiasm for Cleantech & RE amongst government and financial sector globally
- BVP readily helping Portfolio Companies
- Export led recovery the only hope for Irish Companies
- We have initiated exit focus
- We plan to continue to raise BES funds and access to larger later stage funds



- Corporate Finance expertise – since mid-1990's
- Cleantech and renewable energy expertise – since mid-1990's
- What do we do:
  - Run 4 cleantech funds
  - Actively manage our investments
  - Support the companies where we can add value

# The BVP Team



## Directors



**Elliott Griffin**

*Chartered Accountant  
PwC,  
Hibernia*

*Fund MD,  
BVP  
Founder*



**Conor Toolan**

*Engineer,  
MBA  
PwC, Shell  
SEAI*

*Cleantech  
Expertise*



**David Gavagan  
[Non-Exec]**

*Chartered Accountant  
DCC,  
Hibernia*

*30 years VC  
experience*



**Mark Richardson**

*Chartered Accountant  
B.Comm  
Deloitte*

*Investor  
Reporting*



**Noreen Mansha**

*Chartered Accountant  
BBS  
Tynan Dillon*

*Manages  
Fundraising*

# Recent achievements of the Team

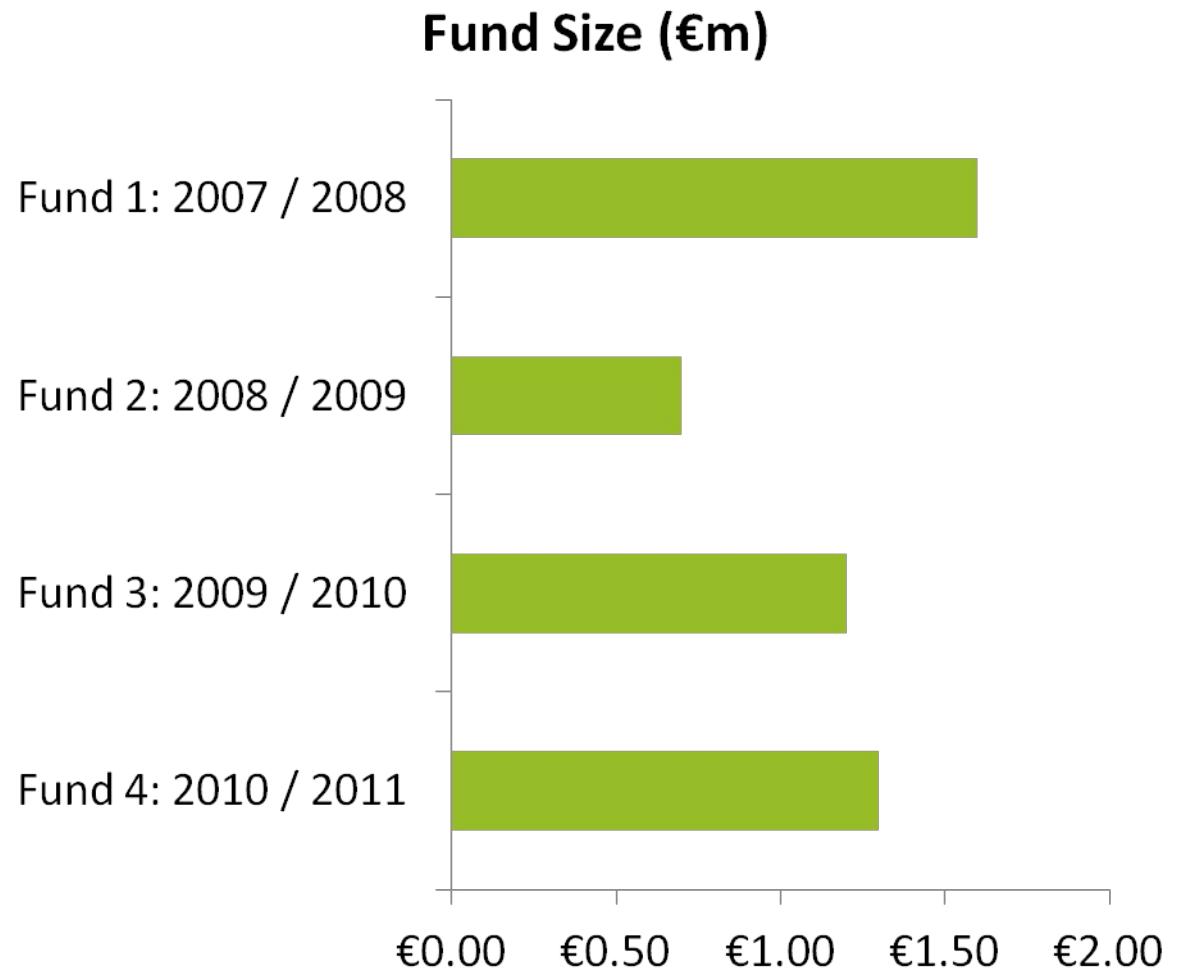


- Client of Enterprise Ireland
- Awarded with University of Ulster for a FUSION programme grant from Intertrade Ireland
  - To research Carbon Finance for our portfolio companies
- Selected to participate on the first year of DCU/Finuas Enviro-Finance Post grad course
- Building relationships with Investment firms in UK and US
- Secured investment for our Company

# Our Funds



- 4 funds to date; €4.8 million under management
- BVP's has an existing portfolio of 10 leading companies targeting global cleantech markets



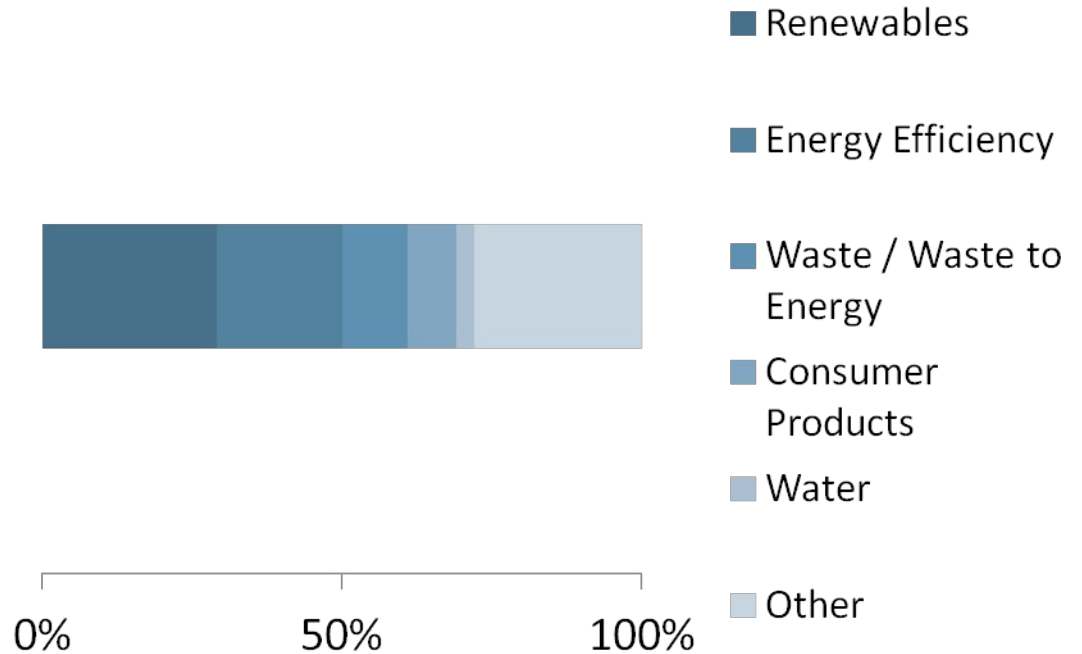
# Deal flow Statistics



**59 Projects**

**20 Projects  
Evaluated**

**Total 5  
Investment  
s**



# What are the main criteria for accepting new projects?

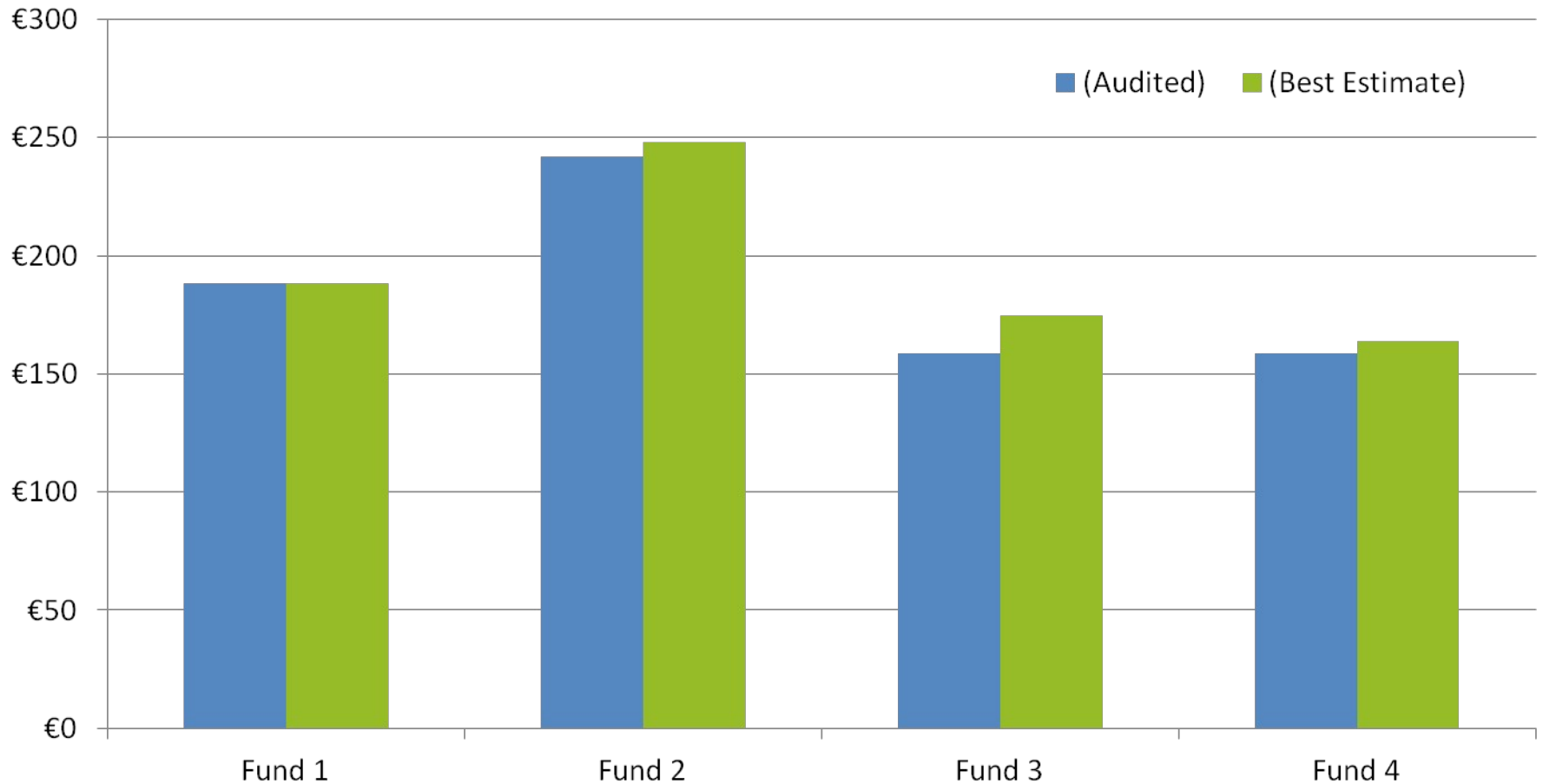


Market	Business	Team / Partners
Technology rather than projects	Game Changing Technology	Great Management
Growing market	Ideally IRR of 30%	Continuing partner involvement
Commercial traction	Sustainable competitive advantage	Sound, logical, feet on the ground
Exit potential		Ability to execute

# Fund Performance to date



Estimated Worth of €100 (Post tax relief and fees) invested in the Funds



# Portfolio Companies' Common Success Factors



## Economics

Unlevered business models with low capex requirement

## Exports

Focussed on exports (particularly the US market) in a rapidly growing sector

## Partners

Strong industry partners e.g. Chevron, Accenture, Tischman Speyer, Abengoa

# Conclusions



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**Thank you.**

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