

CLEAN ENERGY SOLUTIONS FOR YOUR BUSINESS



GRIPS COMPANY PRESENTATION

November 2021

Overview

BUSINESS MODEL

CAPEX-FREE | RENEWABLE | ENERGY & KNOWLEDGE



RENEWABLE ENERGY AS A SERVICE (CONTRACTING):

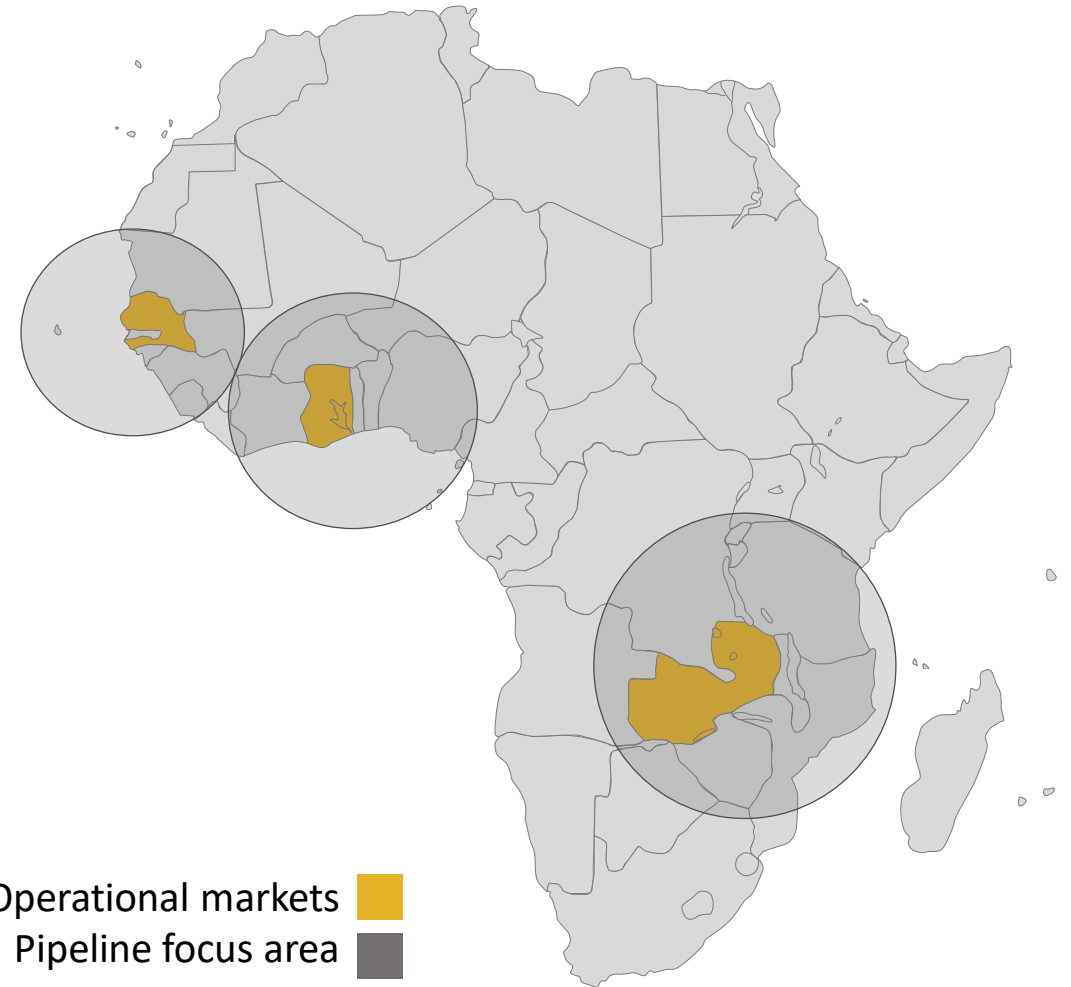
- Supply on a “pay-per-use” basis
- For commercial and industrial off-takers
- GRIPS finances, owns and operates all required assets

GEOGRAPHICAL FOCUS

C&I CUSTOMERS IN EMERGING MARKETS:

With focus on:

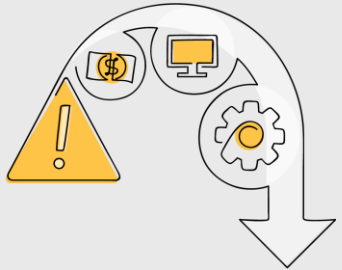
- **Sub-Saharan Africa** - branches in Zambia, Ghana, Senegal
- Business hubs for the surrounding countries



Operational markets
Pipeline focus area

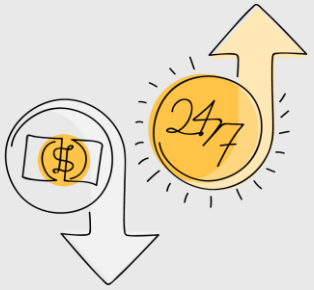
CUSTOMER BENEFITS

CAPEX-FREE CONTRACTING MODEL



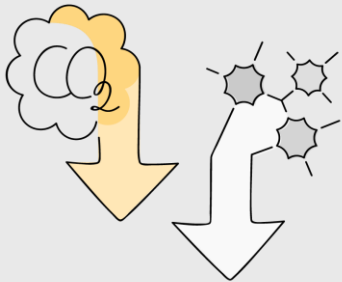
MINIMIZED FINANCIAL, TECHNOLOGICAL AND OPERATIONAL RISK

Long-term competitive pricing and flexible payment options



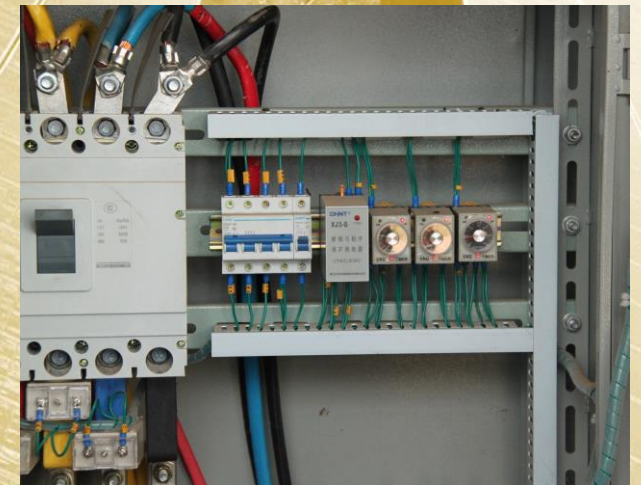
INCREASED RELIABILITY AND REDUCED COST

Scalable solutions, independent from expensive fossil fuel or grid-based supply



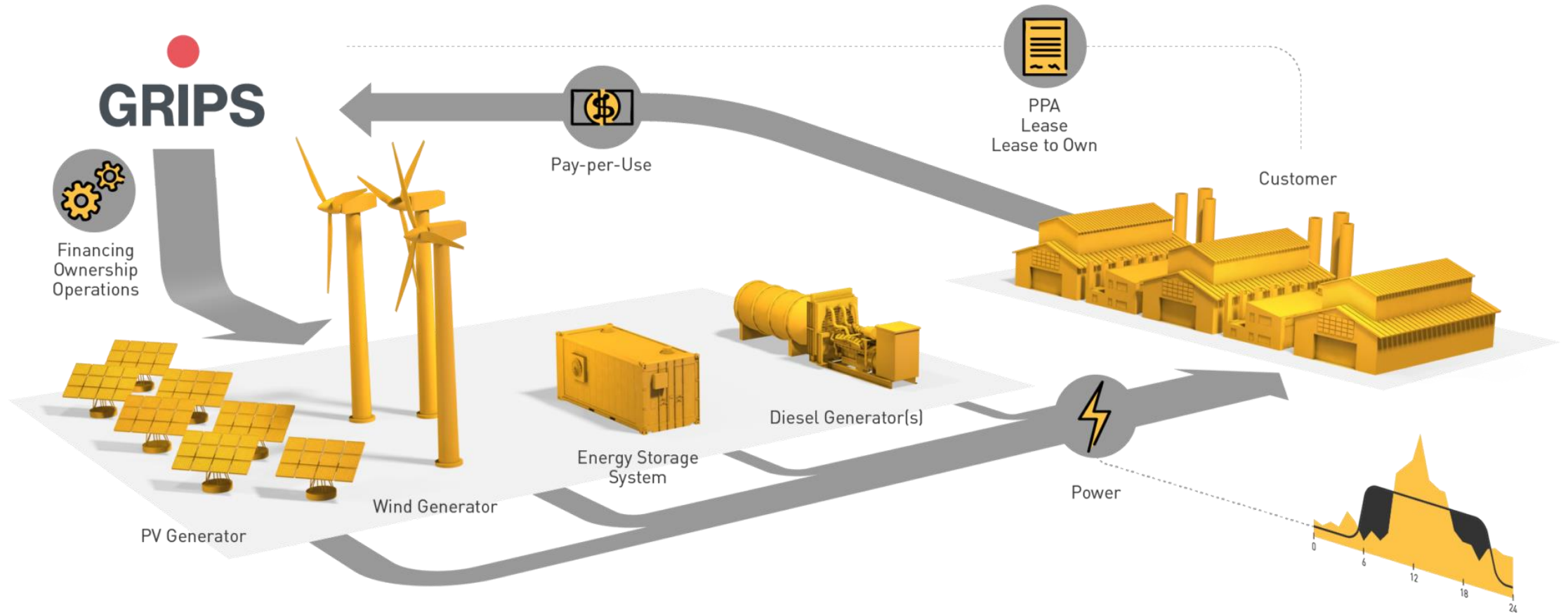
OPTIMIZED CO₂ FOOTPRINT AND LESS POLLUTION

We build and design power plants with a maximum renewable energy share



CONTRACTING STRUCTURE

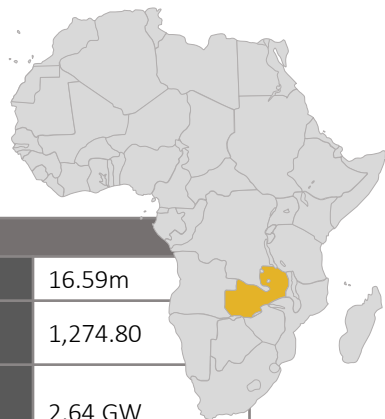
PRE-FINANCED | RISK MINIMIZED | COST-EFFICIENT



POWER PURCHASE AGREEMENTS (PPA) | LEASING | RENTAL | LEASE TO OWN (BUY OUT OPTIONS)

GRIPS EXAMPLE RIVONIA

ZAMBIA



Key Facts

Population	16.59m
GDP per capita in USD	1,274.80
Total installed generation capacity	2.64 GW
% renewable	4.00 %

UN SDGs:



SUSTAINABLE DEVELOPMENT GOALS



Assessment



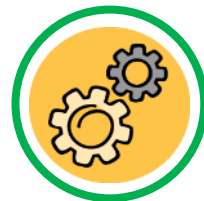
Proposal



Development



Construction



Operation



GRIPS EXAMPLE RIVONIA

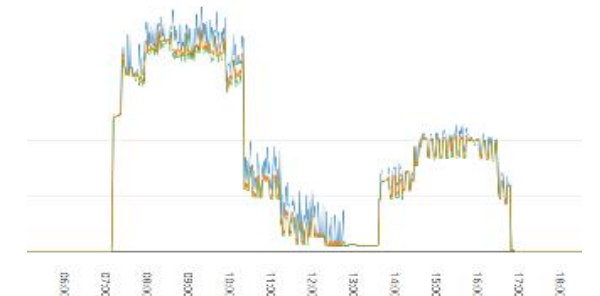
RIVONIA FARM PRODUCTS LTD:

- Local SME, 80 employees
- Food production sector
- Own brand



BEFORE (unreliable grid & diesel):

- Frequent **load shedding**
- **Power quality** issues
- **Expensive** and **polluting** diesel



Daily load curve (measured with "GRIPS databox")

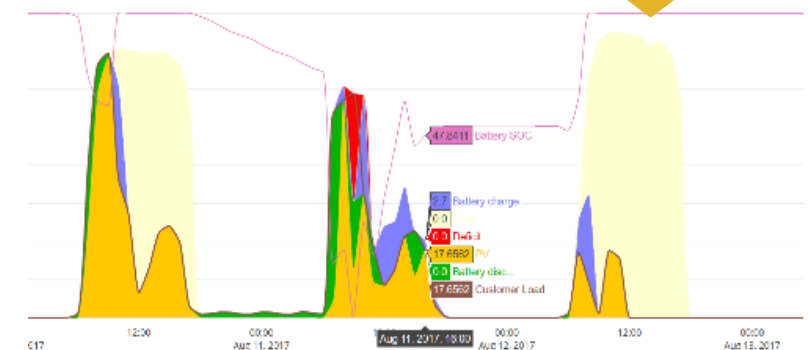


Implementation of a Solar System (PV & Li-ion) in Leasing model



AFTER (grid-parallel Solar):

- **Grid independent** operation
- Relevant **CO₂ reduction**
- **Diesel replacement** (cost savings)



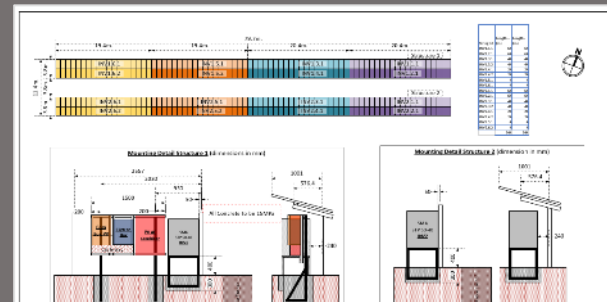
GRIPS EXAMPLE RIVONIA

I. TECHNICAL FACTS



PV-LI-ION HYBRID SYSTEM

- **99 kWp PV** Generator
(Canadian Solar, SMA)
- **130 kWh Li-Ion** Battery System (Qinous)
- **Island system**
(parallel to grid and diesel generator)
- Implementation through **local EPC Partner**
- Owners Engineering and EPC support by Grips



GRIPS EXAMPLE RIVONIA

II. CONSTRUCTION IMPRESSION



GRIPS EXAMPLE RIVONIA

III. FACTORY IMPRESSION

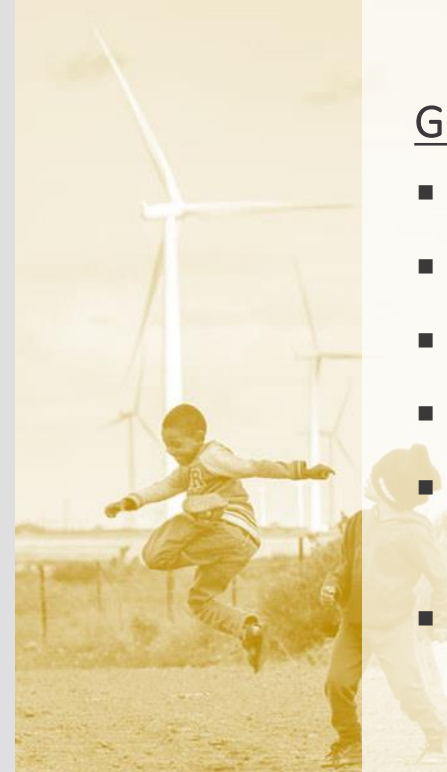


GRIPS COMPANY

MORE THAN 500 MW OF RENEWABLES IN 25 COUNTRIES OVER THE LAST 20 YEARS



GRIPS was founded 2015 by experienced renewable industry entrepreneurs, incl. Alex Voigt (CEO, Co-founder of e.g. SOLON, Q-Cells, Yunicos), Michael Friedel (Co-Founder of Yunicos), and senior financing experts Dr. Jobst von Hoyningen-Huene (former Managing Director and Head of the Financial Institutions Group Deutsche Bank) and Michael Schneider (former Head of ESG Deutsche Bank).

GRIPS IN A NUTSHELL

- IPP / ESCO
- RE Energy Investor
- Clean energy for emerging countries
- Pre-financed contracts
- A passionate team of engineers and finance experts
- HQ in Berlin, Germany

FL FINANCE for
re RESILIENCE

WINNER
2016

 **The Lab**
The Global Innovation
Lab for Climate Finance

FINALIST

MORE THAN 500 MW OF RENEWABLES IN 25 COUNTRIES

GRIPS MANAGEMENT TEAM



- **Timon Herzog (CEO)** [in /timonherzog](https://www.linkedin.com/in/timonherzog)
20+ year RE Economic and Development Expert (e.g. GIZ, SOLON)



- **Michael Friedel (CTO)** [in /mfriedelprofile](https://www.linkedin.com/in/mfriedelprofile)
20+ year RE Technology, Storage and IT Expert (e.g. Younicos, Pinnacle)



- **Stephan Raulin (Head of Engineering)** [in /stephan-raulin-0235b143](https://www.linkedin.com/in/stephan-raulin-0235b143)
20+ year Engineer and Technology Manager (e.g. Skytron, SOLON)



- **Adriano Fernandes (Senior Finance Manager)** [in /adriano-de-marchi-fernandes-292703b](https://www.linkedin.com/in/adriano-de-marchi-fernandes-292703b)
10+ year Financing and M&A professional (e.g. Banco Original, LatinFinance)



- **Loukianos Zavolas (Senior Project Engineer)** [in /lzavolas](https://www.linkedin.com/in/lzavolas)
10+ year Engineering and Policy Analyst (e.g. GRIPS, ECF)

ECONNEXT GROUP

A GERMAN-DUTCH **FAMILY HOLDING** TO SUPPORT THE **UN SDGS**

econnext group is an **Industrial Holding with Purpose**. It was built jointly with business angels and investors, including members of the Brenninkmeijer, Mohn, van Agtmael, and von Siemens families (www.econnext.eu).



**ECONNEXT
COMPANIES**



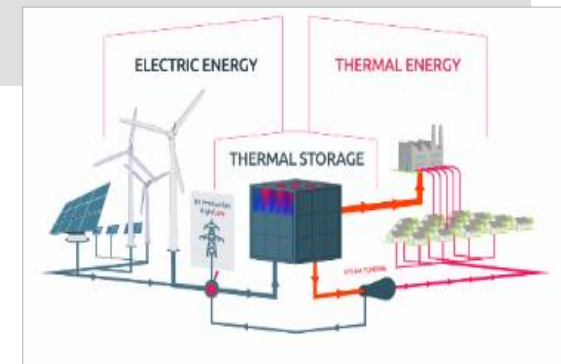
econnext



Solar Rooftiles (autarq)



PV-Module Recycling (Flaxres)



Renewable Steam (Lumenion)



THANK YOU!

GRIPS ENERGY GmbH

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WINNER
2016



FINALIST
2014