



**Egypt – National Roundtable within the Mediterranean
Sustainable Energy Investment Forums
(MED-SEI Forums)**

FINANCING ENERGY EFFICIENCY IN BUILDINGS AND APPLIANCES

Feb 7th 2023

About Us

Egyptian Italian company founded by a senior Egyptian ESG, Energy and Industrial Development expert with more than 20 years on local and international experience, and a senior Italian financial expert managing and impact investment fund with plus 20 years extensive experience in Renewable Energy, Industry, Infrastructure and Real Estate Projects with a sustainable approach. A

WE ADVISE FOR SUSTAINABILITY

Technical
Advisory

Financial
Advisory

OUR VISION IS MAKE THE WORLD A BETTER PLACE BY BEING THE CATALYST
SUPPORTING BUSINESSES COMPLY WITH SDGs AND REDUCE THEIR EMISSIONS

Professional
Liability

DIVERSITY

INTEGRITY



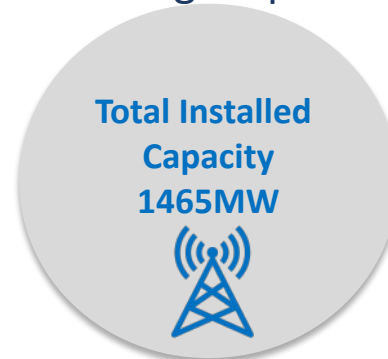
References and Achievements

- DEM is qualified by the **Waste Management Regulatory Authority** of the Egyptian Government (Ministry of Environment) to co- Design, Build, Own and Operate (DBOO) Waste to Energy projects relying on Municipal Solid Waste and Sludge of Waste Water Treatment Facilities
- Registered **World Bank Group** Vendor, with ongoing assignments under evaluation
- **ANWIN** Member (African Union Women in Infrastructure Network)
- Advisory Board Member of **African Cities Research Consortium of Manchester University UK**
- Represented on the Board of the **Egyptian French Business Counsel**
- **Certified Sustainability and Repeating GRI 2023 experts**

References and Achievements

Since start of operation in 2018, DEM have implemented a reasonable number of projects In spite of Covid challenges, some of the major highlights are:

➤ DEM is represented at the board level in Benban Solar Developers Association (Egyptian NGO established in Aswan and responsible for managing all common issues of the entire Solar Park including 32 plots of 17 investors), with the following activities



- Management of Government Relations of all projects common issues
- Appointment and management of the Park Facility Manager, ensuring compliance with lenders EHS requirements
- Development and implementation of the CSR Program serving Benban and surrounding villages
- Lenders relationship management (IFC, EBRD, CDC, Proparco, AIIB and FMO)

Bnban Solar P
aerial view

SERVICES



Technical and Financial Advisory

Corporate Finance (Project Finance, Mergers & Acquisitions and Valuation & Strategy)

Design & Engineering, Due Diligence, Project Management, EPC and O&M



ESG Compliance

Environmental, Social and Governance assessment and compliance,

ESG Reporting



Projects Development

Co-development, Financing, Project Coordination, Stakeholder's relationship management and General Business Development Services



Communication and Government Relations

Government relations for greenfield & existing projects, stakeholders mapping and engagement, dissemination and public participation



Investment support Licensing

Government approved Technical due diligence arm for issuing Renewable Energy licenses

ESG Compliance



DEM is eager to play a significant role improving Egypt's ESG Ranking by supporting businesses

- comply to international ESG standards and meet their Net Zero Goals
- be kind to the environment by reducing GHG, mitigate climate change and adapt to it, with special focus on social and governance components. Accordingly, we partnered with a Leading Group of Egyptian, Indian and Italian Companies and Professionals to provide a wide range of services
- Sustainability reporting according to GRI 2023 Framework



ESG Compliance

A broad ESG framework

An overview of the broad issues covered under the ESG umbrella



Why Energy Efficiency?

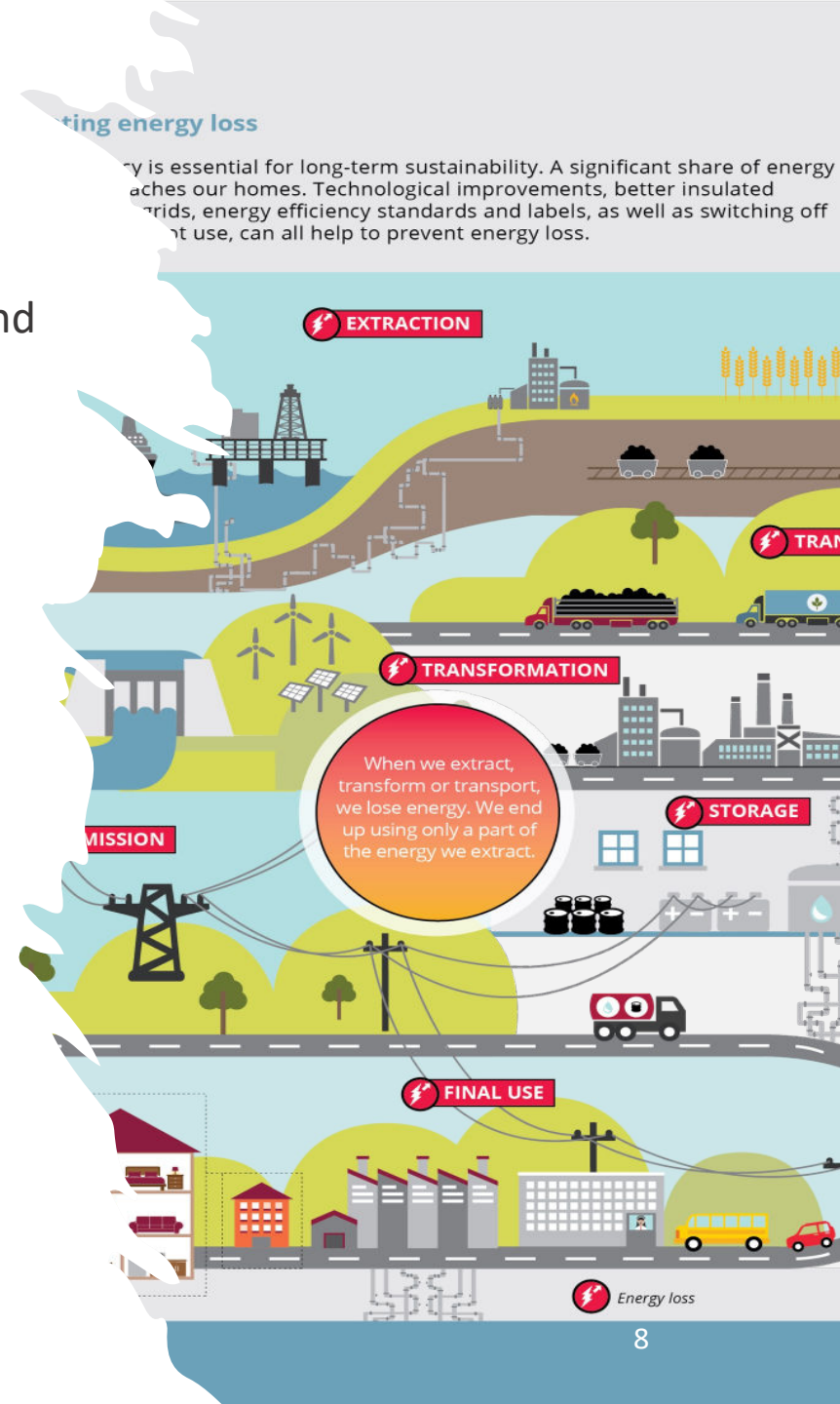
Adopting energy efficiency measures have a significant impact on Businesses and similarly at National level..

Nationally

- GHG Emissions Reduction thus improvement of country's ESG raking
- Natural Gas consumption reduction to be directed to export
- Accelerates achievement of Egypt's National Climate Change Strategy 2050

Businesses

- Opex reduction
- Maximizing profits
- Attracts investments



Areas of Energy Efficiency

There is a wide range of businesses and applications where there is a growing need to apply energy efficiency measures



Institutional Buildings

Hospitals, Hotels, Banks
Commercial Facilities

- Boilers
- Chillers
- Lighting
- Heaters
- Using renewable energy



Residential Buildings

Residential compounds,
mix use buildings

- Lighting
- Walls insulation
- Water Heaters
- Air condition
- Appliances

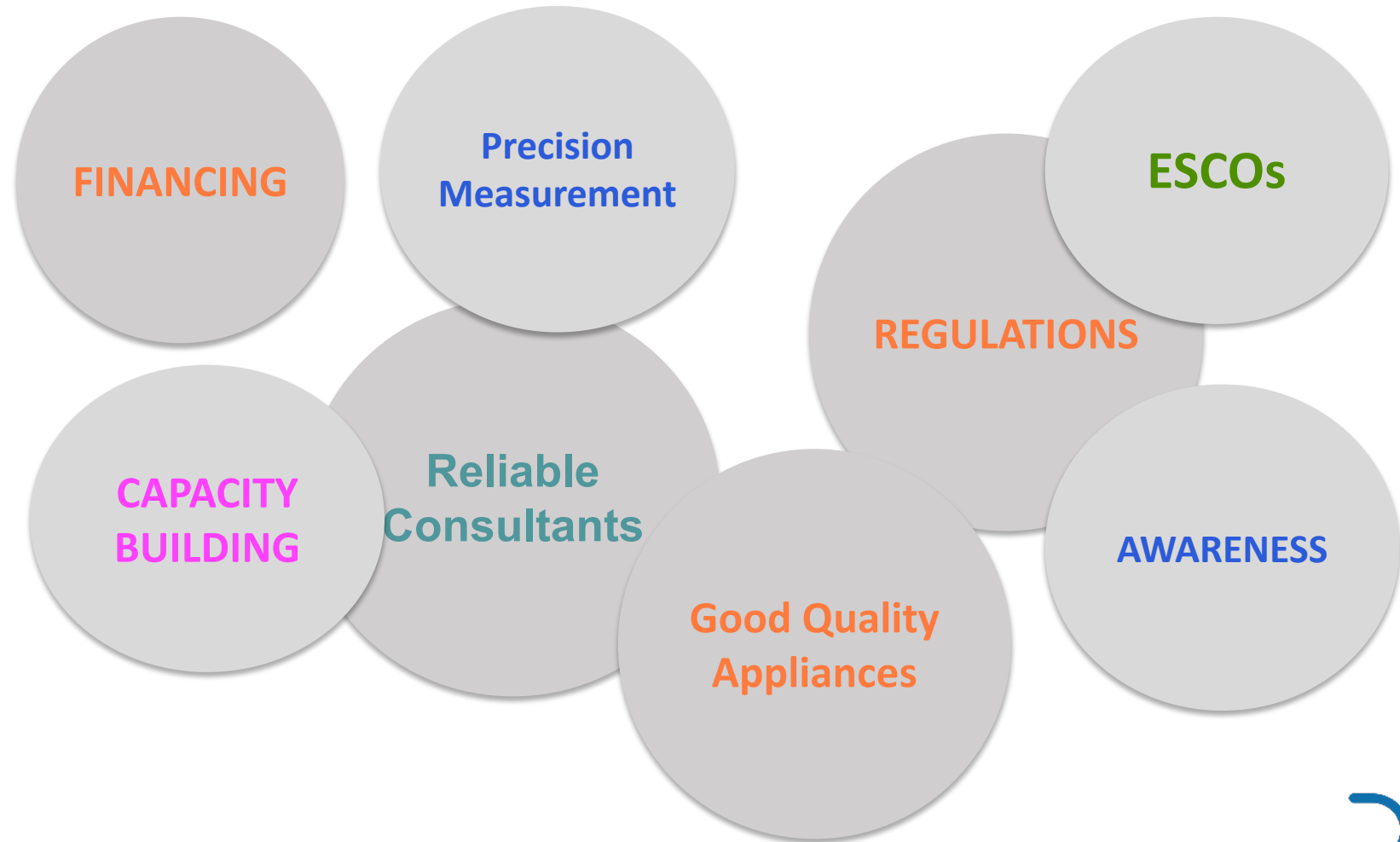


Industries

Factories and
Industrial Facilities

- Steam lines
- Electricity production and distribution
- Lighting
- Electric motors
- Pumping stations

WHAT BUSINESSES AND USERS NEED TO CONSUME ENERGY EFFICIENTLY?



Recommendation

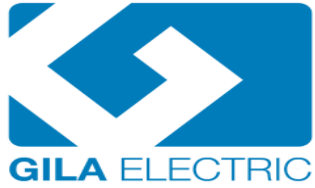
ESCOs and Consultants also need support!!



**Capacity
Building**

FINANCING


CLIENTS



Thank You



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