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

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

Technical Advisory

Financial Advisory

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 Reporting GRI 2023 experts**
References and Achievements

Since start of operation in 2018, DEM have implemented a reasonable number of projects. Inspite 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)

![Benban Solar Park aerial view]

- Total Installed Capacity: 1465MW
- Total Area: 37.14 Km2
- Total Investments: 2.2 Billion U.S $
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
A broad ESG framework
An overview of the broad issues covered under the ESG umbrella

Environmental:
- Energy Consumption
- Pollution Control
- Tackle Climate Change
- Waste Management

Social:
- Human Rights
- Child And Forced Labor
- Community Welfare
- Stakeholder Health And Safety

Governance:
- Quality Of Management
- Board Independence
- Mitigating conflicts of interest
- Board Diversity

DEM Consulting
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 ranking
- 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?

- FINANCING
- Precision Measurement
- ESCOs
- REGULATIONS
- CAPACITY BUILDING
- Reliable Consultants
- AWARENESS
- Good Quality Appliances
Recommendation

ESCOs and Consultants also need support!!
CLIENTS
Thank You

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