



FONDS AFRICAIN D'EFFICACITÉ ÉNERGÉTIQUE

3 MARS 2025

An initiative of Attijariwafa bank



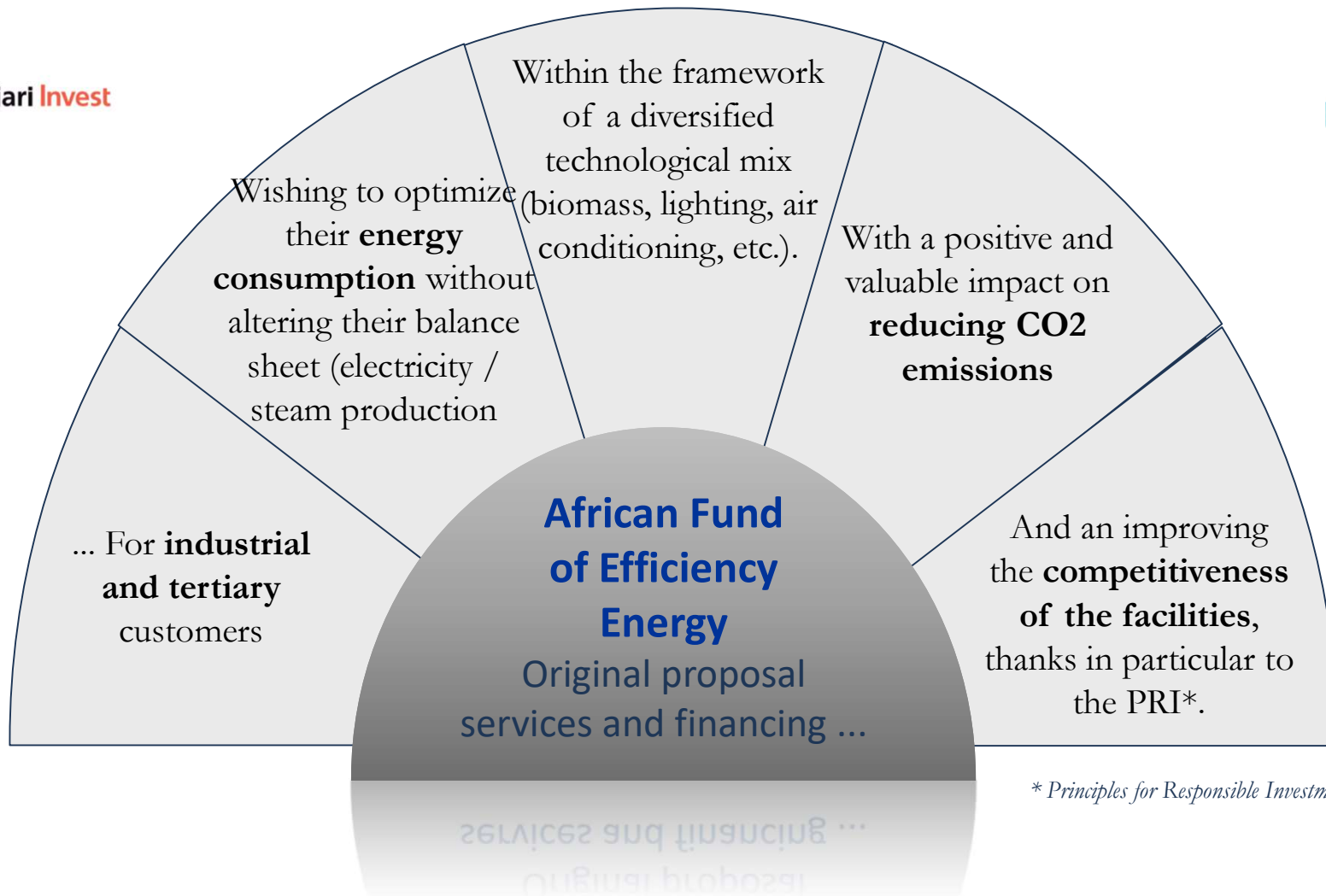
Attijari **Invest**

in partnership with





Attijari Invest



The FAEE is integrated and socially responsible to remove barriers:

- . Enabling the construction of an EE ecosystem
- . Facilitating the development of projects
- . Implementing EE projects



Attijari Invest



ECONOLER

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1 PRESENTATION OF THE SPONSORS



Attijari Invest

- Attijari Invest A 100% subsidiary of Attijariwafa Bank, dedicated to the *Private Equity* activity and with an independent governance;
- Attijari Invest is :
 - A dozen experienced professionals
 - 14 investment vehicles under management
 - More than 5 billion MAD of commitments under management
 - More than 65 equity transactions
 - About twenty successful exits



التجاري وفا بنك
Attijariwafa bank

- Attijariwafa bank is a leading financial and banking group in North Africa, WAEMU and EMCCA;
 - More than 3,970 branches in Morocco and present in 25 countries;
 - More than 20,000 employees;
 - Total balance sheet > 420 billion MAD ;
 - Main shareholders: Al MADA 47%, Santander 5%, Moroccan institutions 27% and free float 22%;



- World **leader** in energy efficiency consulting services for over 40 years;
- **Rank 1 expert** for international institutions such as the World Bank, AFD, ADB, EBRD, KFW, GIZ, IFC, United Nations, etc.
- Internationally recognized expertise in the **design, implementation, evaluation and financing of energy efficiency and energy transition programs and projects**;
- Participated in the development and implementation of approximately 4,000 mandates in over 165 countries;
- First ESCO in Canada (1981) and precursor of the implementation of energy performance contracts in Africa, Asia and Europe since 1985;
- Manager of the Bulgarian Energy Efficiency Fund for 17 years;
- Technical partner of the first public Super ESCOs in the world (Dubai, India)
- Designer and managers of the SOFIAC www.sofiac.ca, the first private Super ESCO in the world

- ⇒ Intervenes in Morocco for more than 30 years with several actors of which the AMEE, the Ministry of the Interior, the Ministry of Energy, the ONEE, the SIE, etc;
- ⇒ Physical presence in Africa (Tunisia, Benin, Ivory Coast, Tunisia, Togo)

NOTRE OFFRE

Investment reimbursed only through a portion of the demonstrated savings

- No investment required
- Turnkey projects
- No technical or financial risk
- Contractual agreements up to 15 years

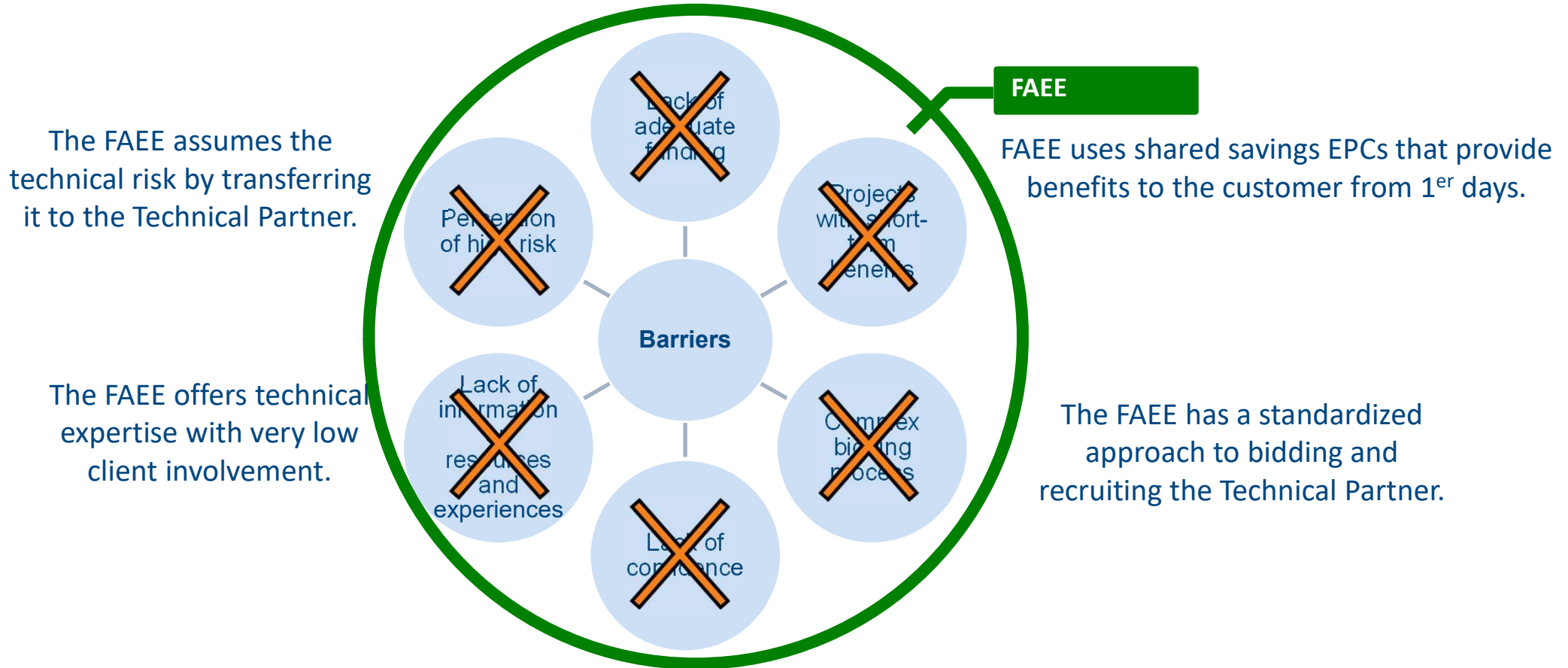


Enabling the achievement of ESG goals

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FAEE removes all barriers to implementing EE projects in the market

The FAEE offers 100% non-recourse financing in a shared savings mode. It also serves as a project aggregator.

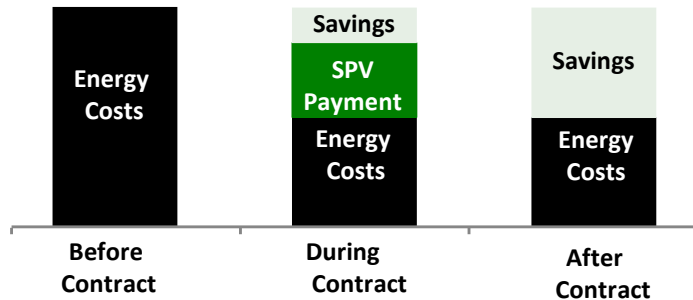


FAEE works with third parties to measure and verify savings.



GENERAL PRINCIPLES

- The designed project generates savings in energy consumption and energy costs
- The Fund finances the cost of the project and signs a service contract with the client



- The Fund receives a portion of the energy savings that pays off the investment and the profitability (5-10 years)
- At the end of the contract, the customer continues to benefit from the savings.

MAIN BENEFITS FOR CUSTOMERS

- **Improve profitability:**
 - ✓ Benefit from a portion of the savings from day 1
 - ✓ Profitability = $\frac{\text{Savings}}{\text{Investments}} = \infty$
- **Better infrastructures: Zero-cost Renovation**
 - ✓ The client has a zero cost asset
 - ✓ The client has a performing asset
 - ✓ Improve the comfort and image of the company
- **Optimization of related activities**
 - ✓ Subcontracting to specialized companies
 - ✓ Investments allocated solely to the development of the company's core business
- **Positive impact on the environment**
 - ✓ Improving corporate social responsibility
 - ✓ Savings in tons of CO2

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FAEE SIGNS SERVICE CONTRACTS AND FUNDS ENERGY EFFICIENCY PROJECT COSTS
ELIGIBLE PROJECTS: MORE THAN 5 MDHS IN THE MEDIUM TO LONG TERM

Main intervention criteria

Technology

- Tested and proven technology in similar EE projects

Counterparty

- Customer with a solid credit risk, public or private company

Duration of the performance contract

- Less than 15 years⁽¹⁾

Type of eligible projects

Buildings



- Lighting
- Heating, Ventilation, Air Conditioning
- Building automation systems
- Water treatment
- Self-generation of electricity

Industrial Processes



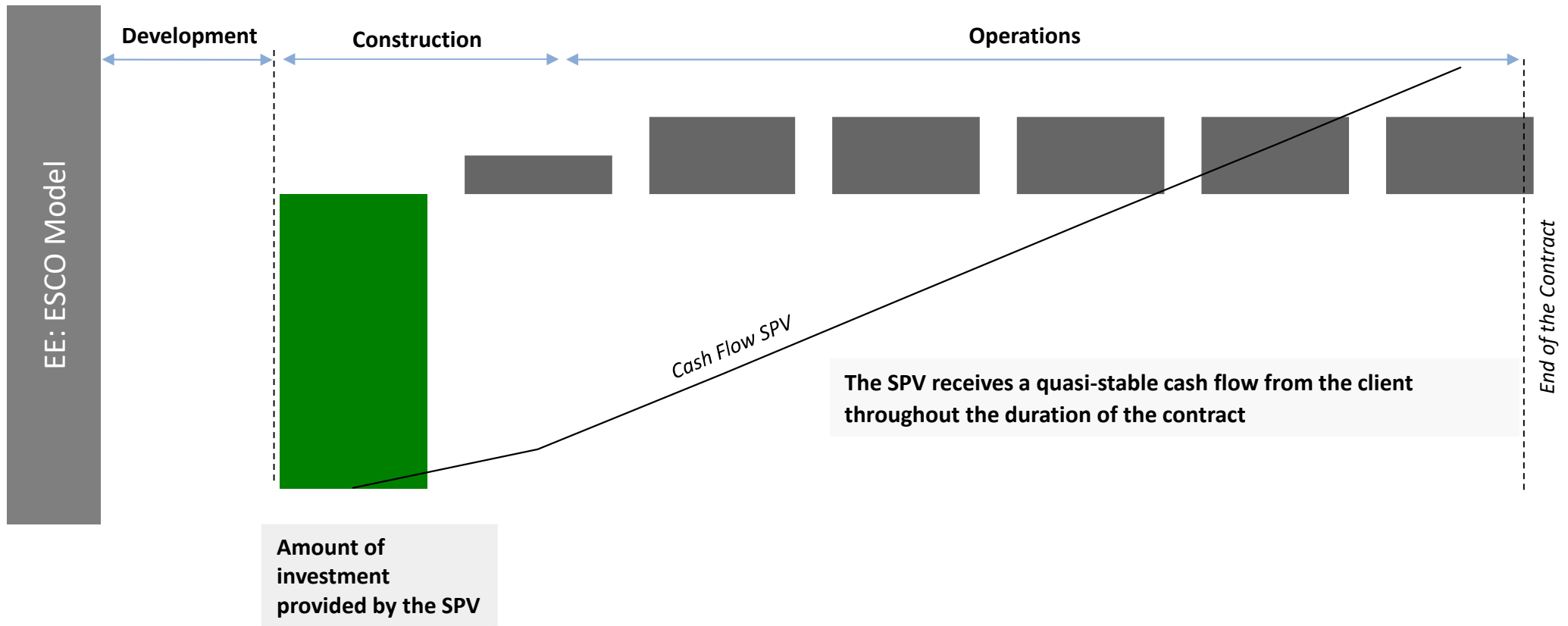
- Electric motors
- Pumps and processes
- Heat recovery
- Cogeneration

⁽¹⁾ Possibility of extension under certain conditions for projects with a service contract duration >15 years

Benefits for economic actors:

- ✓ Mobilization of 100% of the investment amount required for the EE project
 - ✓ Non-recourse financing;
- ✓ Possibility of buying out already operational EE projects;
 - ✓ Turnkey solution -the material warranty-
- ✓ Allows the customer to focus on his core business.

The duration of the contract depends on the share of energy savings that the customer wishes to recover from the start of the performance contract





AT THE INITIATIVE OF THE ATTIJARIWAFI BANK GROUP
AND IN PARTNERSHIP WITH ECONOLER,



**THE FAEE OFFERS AN INTEGRATED APPROACH TO IMPLEMENTING EE PROJECTS:
THE IMPLEMENTATION OF ENERGY TRANSITION PROJECTS DOES NOT REQUIRE ANY INVESTMENT FROM THE CLIENT**

**The FAEE is a fund of more of 600 MMAD (~60 M\$) and has been approved by the AMMC
The first closing 200 MMAD (~20 M\$) and the official Start of the fund has occurred in
September 2024**

- Main challenges:**
- Regulatory framework
 - Tax and accounting framework
 - Ecosystem of ESCOs
 - Pedagogy with clients for a new scheme

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