



# GDF SUEZ NEW VENTURES

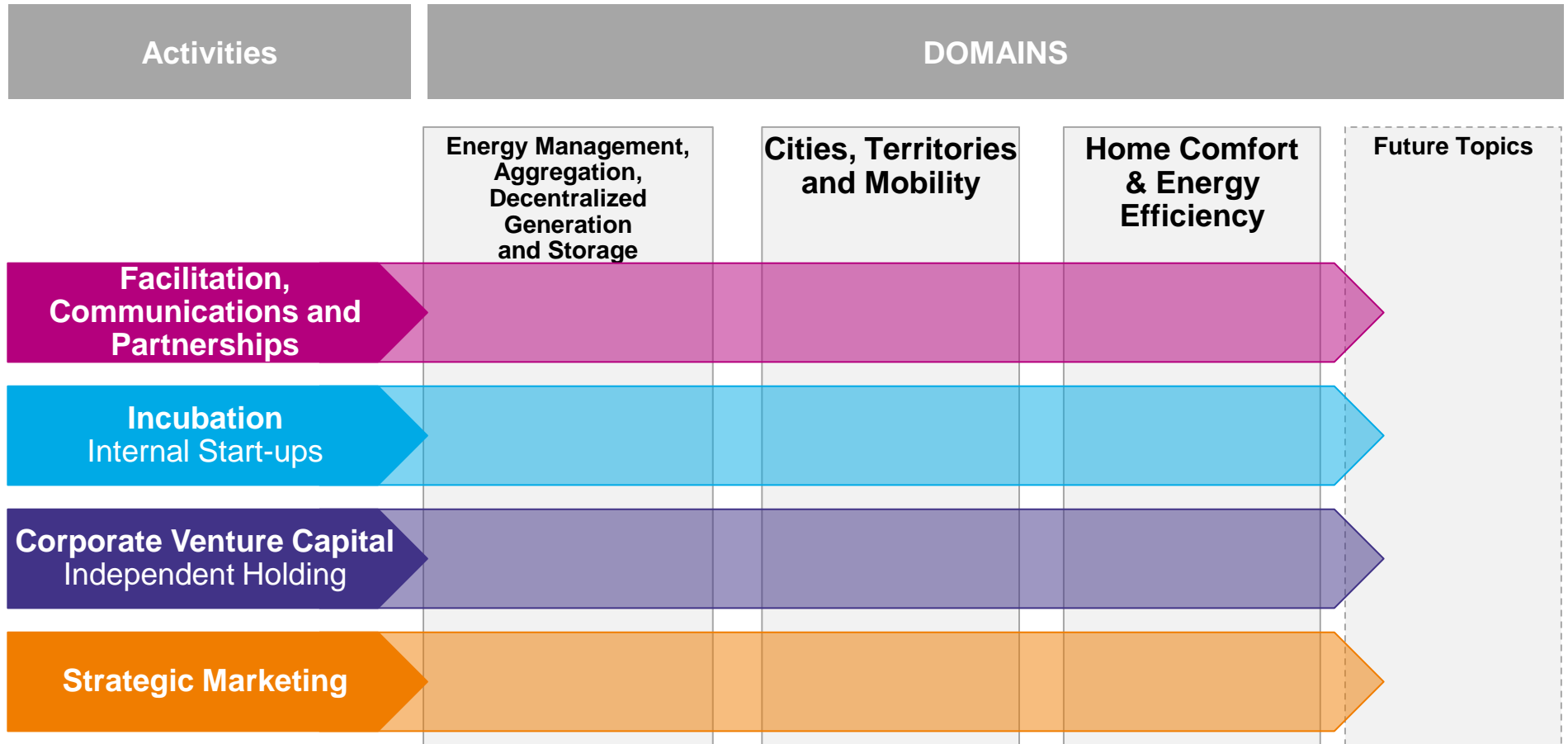
The Venture Capital arm of the Group

**Newventures**  
GDF SUEZ

**GDF SUEZ**

ÊTRE UTILE AUX HOMMES

# Innovation, Marketing & New Business



# GDF SUEZ New Ventures – Direct Investment Strategy

<b>OBJECTIVE</b>	<i>CVC aims at accelerating the development of new business linked with energy transition by capturing external innovation. Investments are selected to foster strategic projects with BUs with financial performance requirements</i>
<b>FUND SIZE</b>	100 MEUR over 3 to 5 years
<b>FOCUS</b>	Start ups with a <b><u>differentiating technology or an innovative business model</u></b> & looking for an industrial partner
<b>SECTORS</b>	Energy Management & Aggregation; Cities Territories and Mobility ; Home Comfort, Decentralized generation and storage ;
<b>GEOGRAPHY</b>	Europe, US
<b>INVESTMENT STRATEGY</b>	<ul style="list-style-type: none"><li>• Preferably at development stage</li><li>• With endorsement by one or several Business Units</li><li>• On the average 1 to 5 MEUR initial stake</li><li>• Minority share</li><li>• Always take a seat on board</li><li>• Exit strategies : Transfer to Business Units ; Merge or Acquisition by other corporates, IPO,...</li></ul>

# OPEN INNOVATION @GDF SUEZ

## Newventures investments

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### Powerdale (Belgium)

- Energy Monitoring : hardware (loggers) & software (platform)
- Electro Mobility : hardware (charging points) & software (management platform)
- Under development : open data platform which can be used to supply other services, e.g. Demand Side Management.



### Tendril (USA) : B2C Energy Efficiency

- Data-driven Energy Services Management (ESM)
- Cloud-based software platform provides the infrastructure, analytics and understanding required to deliver personalized energy services



### Sigfox (France) : Internet of Things

- Provider of dedicated cellular connectivity for Internet of Things and Machine-to-Machine communications.



# Follow us

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GDF SUEZ Innovation





# CLEANTECH FORUM SAN FRANCISCO

Adrian Tuck, CEO, Tendril

MARCH 18, 2015



# Who We Are

2004	BOULDER CO	Acquire Engage Activate	LEADING <b>ESM</b> PROVIDER	TENDRIL® Using Energy Intelligence to enable a smarter market for energy products and services
OPERATIONS NORTH AMERICA / EUROPE	150M \$150M in funding to date (VC & Strategic)	80+ EMPLOYEES		





# PARTNERSHIP WITH GDF SUEZ

## EUROPEAN ENERGY CONSUMERS HAVE UNIQUE NEEDS

- Provides access to Tendril's enterprise-class software platform.
- Addresses the issue of energy transition in Europe.
- Ensures a personal and engaging experience for millions of energy customers.

