

PRESS RELEASE

Perfesco and Demeter, through the Climate Infrastructure Fund, join forces to accelerate the development of energy efficiency solutions for industrial clients

Paris, 8 November 2022

The Climate Infrastructure Fund (article 9 SFDR), managed by Demeter, has closed its first investment by taking a majority stake in the capital of Perfesco Lighting 2, a project company subsidiary of Perfesco, carrying 8 energy efficiency contracts concluded with first rank industrial clients.

Perfesco, a subsidiary of the EDF Group, assists its customers in their energy renovation by delivering turnkey projects that are entirely financed by the gains from energy savings and related maintenance savings.

The Perfesco solution is an innovative initiative for decarbonisation and energy sobriety, contributing to a reduction in the electricity consumption of sites, regularly exceeding 7%. Perfesco assists manufacturers in reducing their energy consumption, and consequently their carbon footprint, thus contributing to the respect of their corporate social responsibility (CSR) commitments. By avoiding the need for clients to use their balance sheet, Perfesco, as a third-party investor, enables them to avoid the 'climate vs. competitiveness' dilemma when allocating financial resources. This approach unblocks projects with long payback periods that are sometimes relegated to a low-priority status, even though they have the potential to save energy. The Perfesco solution thus improves the resilience and competitiveness of customers.

Perfesco provides its clients with the benefit of its technical and financial know-how thanks to an integrated offer by being the sole interlocutor during the various stages of the project: study and design phase, financing, work execution and monitoring of guaranteed performance throughout the contract duration. Perfesco deploys its expertise in several areas:

- Lighting
- Electric motors
- Heat pumps
- Thermal furnaces

Perfesco and Demeter have already planned another operation in the coming months through a similar investment in Perfesco's next portfolio of energy efficiency projects, addressing, in the continuity of Perfesco Lighting 2, the energy efficiency approach of industrial customers, notably in the automotive, cement, paper and aeronautics sectors.

Laurent Kraif, CEO of Perfesco: *“Perfesco is delighted with this successful collaboration with Demeter, which attests to the quality of the assets deployed with our clients. This cooperation allows us to consider an accelerated development of our energy efficiency solutions in a new energy context. The objectives of the Climate Infrastructure Fund are fully in line with the energy sobriety approach of the manufacturers.”*

Philippe Detours, Managing Partner of Demeter: *“Demeter is pleased with this first investment for the Climate Infrastructure Fund, especially as new joint projects have already been identified for the coming months. Perfesco has developed a know-how that has been recognised by some of the biggest names in industry who now benefit from substantial energy savings thanks to Perfesco's expertise, and the infrastructure deployed on their sites. The Climate Infrastructure Fund aims to meet the needs of players like Perfesco in an innovative way.”*

About Perfesco

A subsidiary of the EDF Group, Perfesco was created in 2014 to develop and finance energy efficiency projects for industrial companies.

Perfesco has initiated its first energy efficiency projects in the field of lighting using connected LED technologies as a major innovation to ensure energy savings. Energy performance can be improved in multiple sectors (industry, large-scale services, health, infrastructure, etc.) and in many applications such as lighting, motors, furnaces, heat production, etc

Perfesco assists manufacturers, in France and abroad, with all their energy optimisation projects.

www.perfesco.com | <https://www.linkedin.com/company/perfescogroupeedf>

About Demeter and the Climate Infrastructure Fund

Demeter (www.demeter-im.com) is a major European player in private equity for the energy and ecological transition. Its funds invest between €1 and €30 million to support companies and projects in the sector at all stages of their development: innovative start-ups, high-growth SMEs and ISEs and infrastructure projects. Demeter has 37 people based in Paris, Grenoble, Metz, Madrid, and Düsseldorf. Demeter manages €1.2 billion and has made over 200 investments since 2005.

The Climate Infrastructure Fund (CIF) is an article 9 SFDR fund, dedicated to investing in energy efficiency infrastructure in France and Europe. CIF is the 3rd infrastructure fund managed by Demeter.

www.demeter-im.com | [linkedin.com/company/demet/mycompany/](https://www.linkedin.com/company/demet/mycompany/) |  @Demeter_im

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