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Wie Unternehmen Impact in ihr Produkt bringen können

Netzwerktreffen Nachhaltigkeit

Daniel Valenzuela, May ’22

Content

Intro
World Fund

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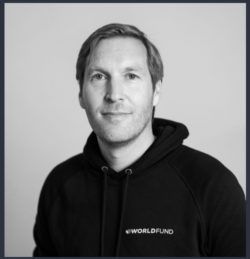
We are a climate tech VC

- €350m for tech with “100 Mt potential”
- Early to growth stage investments
- Entrepreneurial base of 200 LPs

Our team



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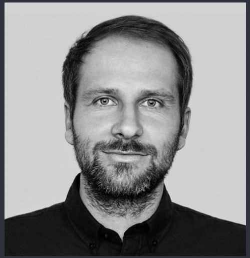

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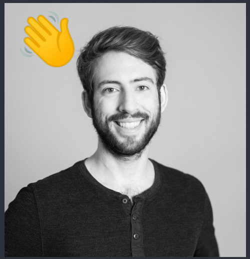

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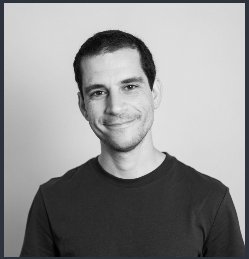

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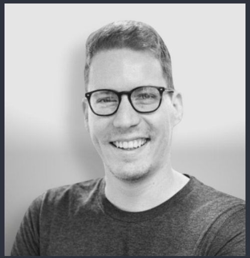

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Senior Analyst
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Pia Laguna de la Vera
Investor Intern
Research & Impact
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Fund strategy

Energy
35% of global emissions

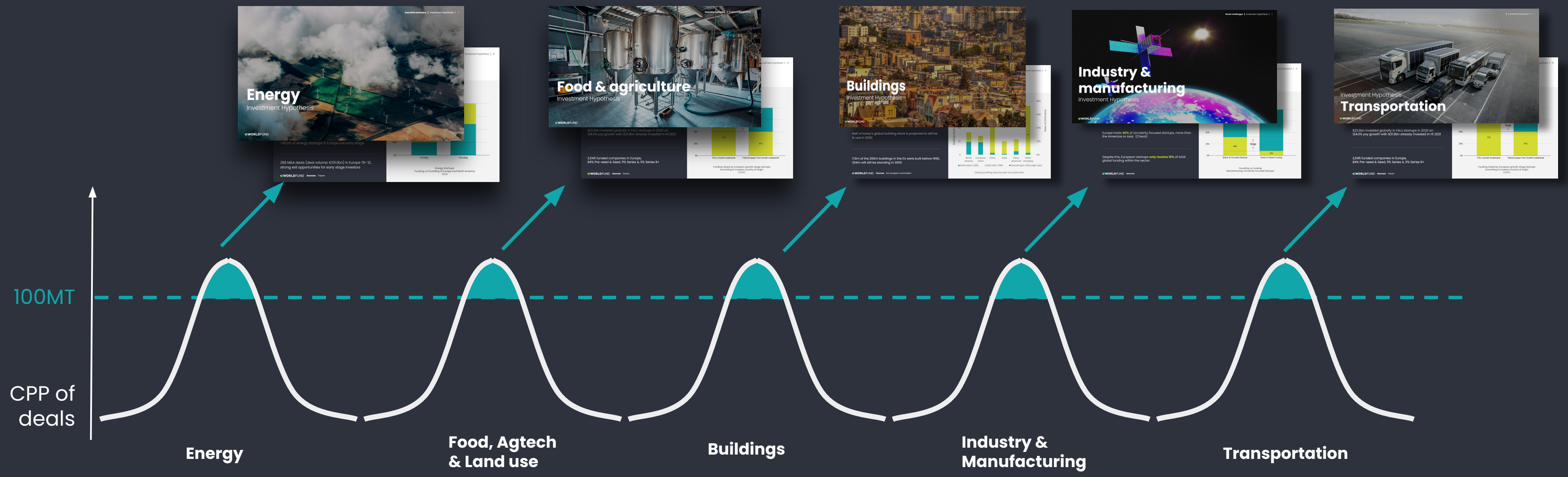
FALU
24% of global emissions

Transport
14% of global emissions

Buildings
6% of global emissions

Industry
21% of global emissions

We focus on the few sub sectors and startups that can have 100MT CPP



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Impact vs. ESG

How we look at impact vs. ESG

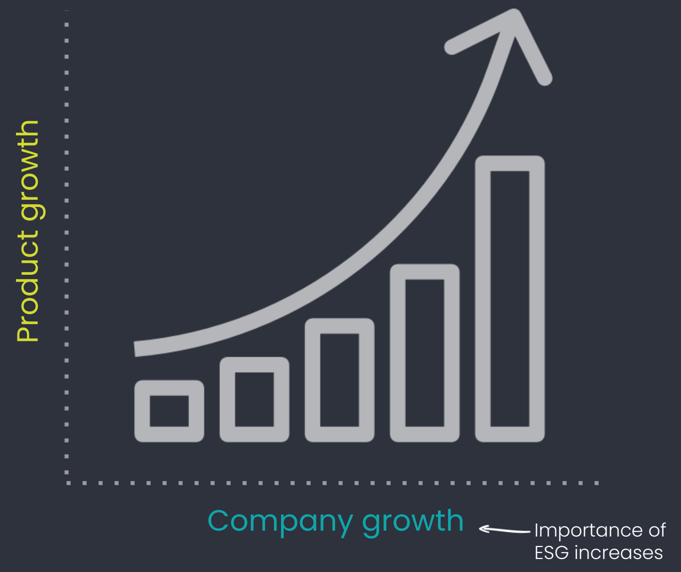
Strategic: CPP at the core of the product

- Product & market impact mechanics
- Impact decisions are embedded here
- Climate impact will accelerate company traction

Operational: growing a good company step by step

- For every stage, there are valuable ESG initiatives
- Every year, 2-3 ESG initiatives should be implemented
- ESG increases attractiveness for growth, acquisition, or IPO

Your primary lever is impact embedded in the product



How we look at impact

aka. how to implement it in your product

Focus on one key dimension and follow the science

We focus on greenhouse gas reduction potential

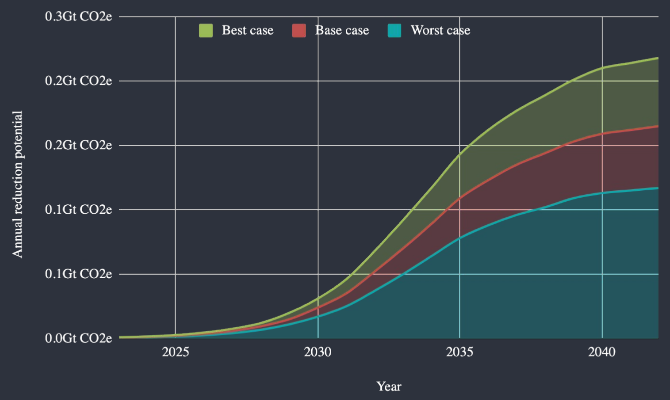
- Strong proxy for climate change mitigation
- Highest validity & data availability

but your focus can be different

Our main ingredient is total avoidable emissions (TAE)

More specifically

- Tech-level granularity
- Top-down analysis
- Consistent decision factor



Team	Traction	TAM	TAE	. . .
⭐⭐⭐	⭐⭐	⭐⭐	⭐⭐⭐	

Make sure to understand & communicate your data & assumptions

Consistency
in assumptions

Transparency
on data

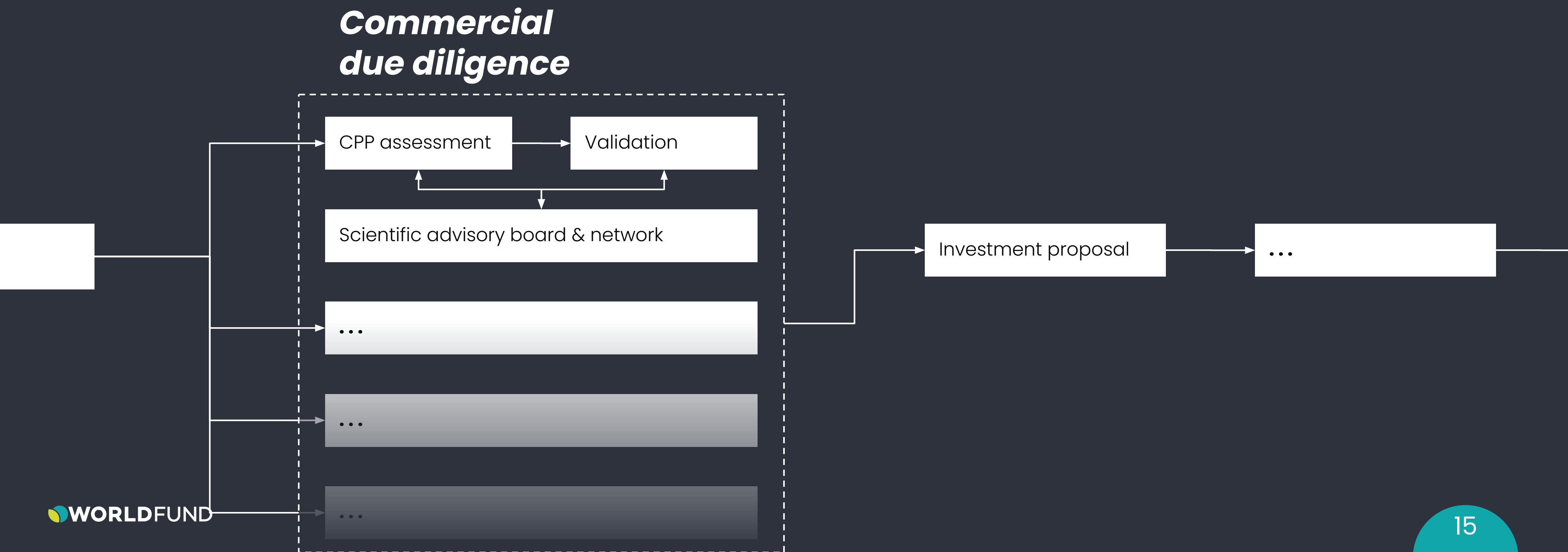
Conservatism
in estimates

Understanding
*the mechanics**

**Understanding the mechanics*

- Sensitivity & risk analysis with variables (market)
- Bottom-up & LCA-type analysis (product)
- Minimize variables & different scenarios

We make CPP part of our commercial DD



Behind every number, lies an entire theory of change

Will this investment fit our regenerative vision of

- Renewable, abundant energy
- Circular material bank
- Efficient, intelligent systems
- Full equity

For other dimensions make sure to not do do-no-harm

(this is where we get into ESG territory)

Binary assessment of

- Analysis of risk of harm
- Threshold-/qualitative assessments

The financial case for impact

“

The next 1’000 unicorns will be in climate tech
— Larry Fink, CEO Blackrock

The transformation to create a €5tr market lacks venture funding

€5.9tr revenue that committed to Net-Zero needs to be served

NZ by 2030

SIEMENS | BMW GROUP | IKEA
THALES | NOVARTIS | SAP

NZ by 2040

Carrefour | rb | T · ·
Unilever | Schneider Electric | RWE

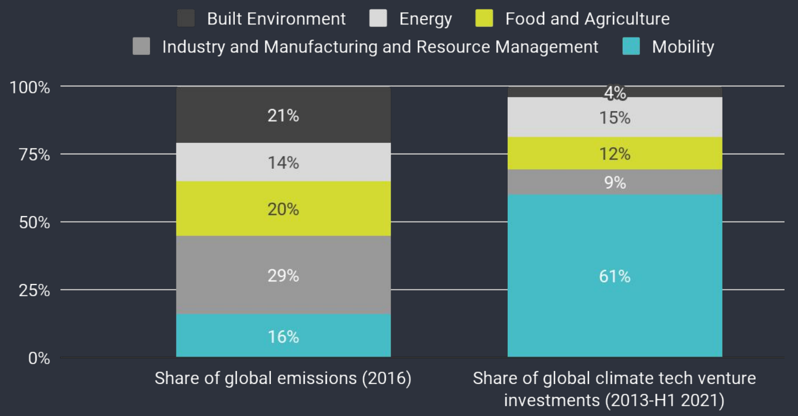
NZ by 2050

First continent to become net-zero by law

"A multi-trillion dollar market within 10 years"

McKinsey & Company | pwc | BCG BOSTON CONSULTING GROUP
Morgan Stanley | BlackRock | Goldman Sachs

Highest decarbonization value potential is not matched by deployed venture capital



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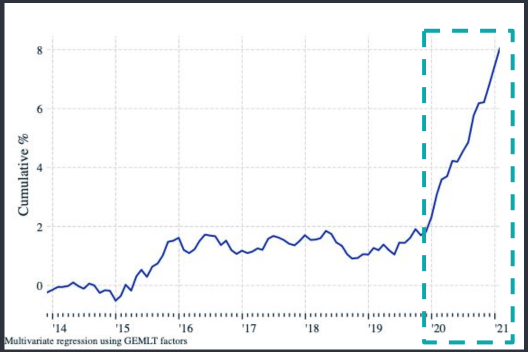
But the urgency for solutions is increasing — the entire economy faces climate transition erosion risks

High emitting incumbents are increasingly feeling the pressure of our climate crisis

Companies managing climate transition risks are increasingly outperforming peers



Significant uptick since 2020

Since 2020, climate science is catching up with governments, finance stack, and courtrooms:

- EU govs increase spend to >€.8tr by '27 & laying foundation for systemic change
- Financial stack prices in climate & EU built SFDR infrastructure for capital
- Successful lawsuits against corporates & govs set precedences for not sufficiently ambitious climate action plans

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Questions & discussion

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