



2019 Venture Day  
Energy Efficiency solutions to  
lower CO<sub>2</sub> emissions  
Application Guidelines

This document provides information and guidance for applications to be eligible to participate in OGCI's Climate Investment's 2019 Venture Day and to potentially receive investments from OGCI Climate Investments.

## About OGCI Climate Investments

The Oil and Gas Climate Initiative is a voluntary, CEO-led initiative which aims to lead the industry response to climate change. Launched in 2014, OGCI is currently made up of thirteen oil and gas companies that pool expert knowledge and collaborate on action to reduce greenhouse gas emissions. Its billion-dollar investment arm, OGCI Climate Investments, supports the development, deployment and scale up of low emissions technology.

## Call for proposals

OGCI Climate Investments invites companies to apply for investment. OGCI Climate Investments has allocated up to USD 50M for promising technologies or business models that reduce CO<sub>2</sub> via increased efficiency in the following value chains: **Energy** - including oil and gas, distribution networks - or **Industrial** - including materials, construction and other heavy industries.

We will screen opportunities and select a short-list of 10-15 companies for presentation and discussion at the 2019 Venture Day, on 11 March 2019 in Houston.

## Scope for application

From production of primary energy to final conversion into useful energy, nearly two thirds of energy globally is lost, or wasted<sup>1</sup>. Increasing energy efficiency, and therefore decreasing the total amount of energy required to deliver the same goods and services is a critical component to achieving our goal of reducing CO<sub>2</sub> emissions.

A 10% increase in energy efficiency in the US will eliminate 1 gigaton of CO<sub>2</sub> emissions, without having to reduce demand. With the world's growing population and rising economies, meeting this demand growth in a sustainable way will be a fundamental challenge for decades to come.

We define energy efficiency as lowering CO<sub>2</sub> emissions and intensity for any process or system. We would like to focus on two key sectors: the energy and industrial sectors. Both with their idiosyncratic challenges and opportunities, they are a fundamental part of the equation in reducing GHG emissions.

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<sup>1</sup> IEA WEO (2018) & Lawrence Livermore National Laboratory (2018)

We are calling for proposals in the following themes/ sectors:

- i. Materials and Resources
  - New feedstock
  - Novel use of materials
- ii. System Design and Process Optimization
  - More efficient devices (e.g. novel unit operations, sensors to detect performance degradation, refrigeration units...)
  - Drive Systems (e.g. compressors, motors, pumps...)
  - Waste Heat Recovery
  - Process Optimization
- iii. Automation and Digitization
  - Automation
  - Digitization
  - Sensors, IoT devices
- iv. Distribution Networks
  - Cold Storage
  - Microgrids
  - Power networks
  - Remote and Offshore Power

For the purpose of the 2019 Venture Day, OGCI Climate investments is not considering proposals focused on energy efficiency solutions for the residential sector.

Given the need to act quickly and have technologies commercialised and deployed, we are looking for business ideas and technologies that are ready to be scaled and need growth capital. We are **not** looking to fund research and development projects but instead aiming to be a deployment accelerator.

### Application submission and important dates

The deadline for submissions is **31<sup>st</sup> January 2019 at 11:59 pm EST**. Late submissions will not be accepted. Applicants are encouraged to complete their submissions well in advance of the deadline.

The **Application Form** should be submitted online at the page: <http://info.oilandgasclimateinitiative.com/venture-day-application> and is to be accompanied by a **Company Presentation**. Please note that we cannot accept any proprietary or confidential information, and any information received will not be treated as confidential. . Please read the Terms of Submission that must be accepted when submitting the application on our website. If you cannot answer any of the questions on this application because of confidentiality, simply mention this as part of the answer.

The **Company Presentation** must be uploaded in PDF-format and may be no more than twenty (20) pages in length including all text, graphics and tables. Any pages beyond the limit will not be

considered. The document must use Calibri 11-point font with a minimum of 1.0 line spacing. The document must be written in English.

If your proposal is shortlisted, you will be notified by OGCI Climate Investments by **15<sup>th</sup> February 2019** and offered the opportunity to present at the **Energy Efficiency Venture Day on 11<sup>th</sup> March 2019 at CERA Week in Houston.**

### What is 2019 Venture Day?

2019 Venture Day is an invitation-only event hosted by OGCI Climate Investments. Short-listed companies will have the opportunity to present their business ideas during the day. There will also be an opportunity for entrepreneurs to informally network with OGCI member companies, investors and potential customers. Attendees include entrepreneurs, operational and energy experts, including representatives of our thirteen oil and gas member companies, and like-minded investors.

### Evaluation methodology

Applications will be evaluated based on their potential to contribute to the overarching goal of significantly lowering CO<sub>2</sub> emissions. Each case will be assessed using the evaluation matrix below, which includes key investment criteria used to determine how well the proposal aligns with the overarching objectives and the likelihood of getting the technology and/or business solution deployed at scale.

Key investment criteria	
Scale of impact	
	Potential scale of impact
	Time to scale impact
	Overall fit with objectives
Financial return	
	Potential for return on investment
	Ability to drive revenues, cashflows and EBITDA
	Clear routes to commercialisation
Technology or solution	
	Uniqueness of IP or solution
	Position relative to competition or market
	Technical validation/risks
Commercial viability	
	Credible business model
	Market size
	Partner from value chain identified
Capability to succeed	
	Management team skills and experience
	Ability to deploy: members or industry
	Strong partners/co-investors

Questions? Contact us at [contact@climateinvestments.energy](mailto:contact@climateinvestments.energy)