



2020 Investment Day

Decarbonizing Oil & Gas

Operations

Application Guidelines

This document provides information and guidance for applications to be eligible to participate in OGCI Climate Investments' 2020 Investment Day, and to potentially receive investment from OGCI Climate Investments.

About OGCI Climate Investments

The Oil and Gas Climate Initiative is a CEO-led initiative which aims to drive the industry response to climate change. Launched in 2014, our members engage together on action to accelerate the reduction of greenhouse gas emissions. Our US\$1 billion-plus fund, OGCI Climate Investments, supports the development, deployment and scale-up of technologies and business models.

What is an Investment Day?

An Investment Day is an exclusive, invitation-only event hosted by OGCI Climate Investments. Selected companies present their innovative technologies, service and business models to an audience of investors, industrial partners and our member companies. They are also eligible to potentially receive investment from OGCI Climate Investments, talk directly to customers and explore deployment opportunities.

Call for Proposals

To achieve the goal of keeping global warming well below 2°C, the Oil and Gas industry would need to be decarbonized by 3.4 Gt CO₂e in 2050, almost 90% of total emissions in business as usual¹. With the world's rising population and growing economies, meeting this demand for growth in a sustainable way will be a fundamental challenge for decades to come.

OGCI Climate Investments is looking for promising technologies or business models that help to decarbonize Oil and Gas operations in the following areas:

- Methane Mitigation & Utilization
- Low Carbon Power
- Reliability & Process Optimization
- Automation & Digitization
- Waste Heat Recovery
- Efficient Equipment

We will screen opportunities and select a shortlist of companies for presentation and discussion at the **Investment Day on March 9th 2020, at CERAWeek in Houston**.

¹World CO₂ and SF₆ Emissions from Fuel Combustion (IEA, 2018); World Emissions of CO₂, CH₄, N₂O, HFCs, PFCs (IEA, 2018), Global GHG Emissions EDGAR v4.3.2, WEO (IEA, 2018)

For the purpose of the 2020 Investment Day, OGCI Climate Investments is not considering proposals focused on CCUS. We are also restricting the downstream scope to refining operations.

Given the need to act quickly and have technologies commercialized 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 **Application Form** must be downloaded and all sections filled out. 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. Please include the following information:

- Technology, product or business solution
- Patents secured or pending
- Team introduction
- Partners
- Addressable market and size
- Demonstrations or showcases
- Financials
- Relevance to decarbonizing the Oil and Gas sector and scale of impact
- Investment proposal/financing round

The Application Form and Company Presentation should be submitted online via the page: <http://info.oilandgasclimateinitiative.com/investment-day-application>. OGCI Climate Investments will not accept printed and scanned versions of this document during the shortlisting process. Please save your documents in the following format: Company Name, 2020 Investment Day, Application Date (Year/Month/Date e.g. 20191118).

The deadline for submissions is **January 17th 2020 at 11:59 pm EST**. Late submissions will not be accepted. Applicants are encouraged to complete their submissions well in advance of the deadline.

Proposals will be shortlisted by **February 7th 2020** and offered the opportunity to present at the **Investment Day on March 9th 2020 at CERAWEEK in Houston**.

Evaluation methodology

Applications will be evaluated based on their potential to contribute to the overarching goal of significantly decarbonizing the Oil and Gas sector. Each case will be assessed using the evaluation matrix below. This 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 evaluation 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 within OGCI members or industry
	Strong partners/co-investors

Questions? Email us at contact@climateinvestments.energy