



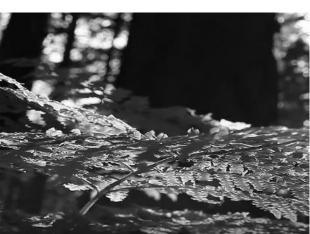


# Flagship Fund III

JUNE 2025















# Experienced, specialist energy transition investor

Specialist climate and energy transition investor...

2015

Launched by energy industry veterans

\$4.7Bn+

Assets under management

100+

Team size, including 40+ investors, 20+ researchers

145+

Investments across Growth, VC & Credit

...leveraging a vast, highly differentiated corporate and industrial partner network...

+08

Global strategic investors collaborating across EIP platform

100+

Thematic sub-sector deep dives

500+

Deals sourced annually via ecosystem & research<sup>1</sup>

\$3.4Bn+

Portfolio bookings from 900+ contracts w/in EIP ecosystem<sup>2</sup>

...to create an information and execution advantage across the investment lifecycle

**42.5**m tCO2e

avoided by EIP companies since  $2018^5$ 

31.4%

Avg. portfolio revenue growth '21 to '24 Fund I/II<sup>4</sup>

1.6<sub>×</sub>

Net MOIC Fund I<sup>3</sup> 1.0×

Net MOIC Fund II<sup>3</sup>

Notes: As 3/31/25 unless otherwise stated. (1) Based on average deals sourced from LPs and through EIP Working Groups from 2020 – 2023. (2) A contract represents a distinct deal between a portfolio company and a company introduced by EIP (including, but not limited to, strategic LPs). A booking is the dollar value of a contract, measured as total contract value (not annual value). (3) As of 3/31/25. Fund I performance is not inclusive of investment to launch Energy Impact Credit Fund I. Past performance is not indicative of future results. Please refer performance & target disclosures for additional information on the calculation methodology and assumptions. (4) Weighted average by equity invested. Excluding realizations.(5) Non-ownership weighted, EIP 2024 Impact & Sustainability Report. Please see performance disclosure for more details.

# Flagship Fund III Optimized for the energy transition



Structural drivers unlocking generational investment opportunity for energy transition solutions, anticipate outstanding market timing for Flagship III



Flagship growth/buyout strategy optimized for transition targeting proven business models and technologies which are ready to scale



EIP platform provides unique information and execution advantage across investment lifecycle via deeply engaged corporate and industrial partnerships



Established financial and decarbonization track record investing into energy transition companies since 2015

USD250 trillion opportunity across EIP target markets<sup>1</sup>

20% already deployed in 9 investments, tracking well at 1.4/0.8x Gross / Net MoM

80+ corporate partners unlocking \$3.4Bn+ bookings for portfolio<sup>2</sup>

22.1 MtCO2e avoided by Flagship companies since 2018<sup>3</sup>

20% already deployed into 9 on-strategy investments, tracking well at 1.4x Gross MoM and 0.8x Net MoM \$1.5 billion target, \$1.3 billion raised, strong momentum with final close September 2025<sup>4</sup>

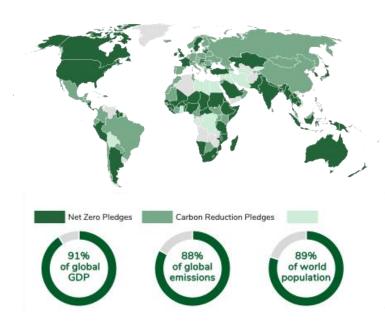
<sup>(1)</sup> McKinsey, "Financing the net-zero transition: From planning to practice," 2023; (2) A contract represents a distinct deal between a portfolio company introduced by EIP (including, but not limited to, strategic LPs). A booking is the dollar value of a contract, measured as total contract value (not annual value). (3) Non-ownership weighted emissions avoidance from Fund I and Fund II.. (4) As of 12/31/2024. Please see disclaimer & confidentiality statements.

The energy transition

A generational investment opportunity. Complex and collaborative.

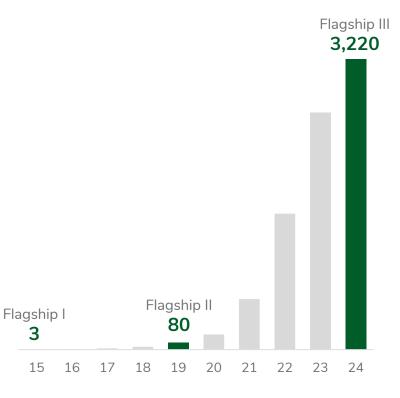
# Climate transition at a structural inflection point, poised for generational growth

# Wide-ranging public sector momentum globally<sup>1</sup>



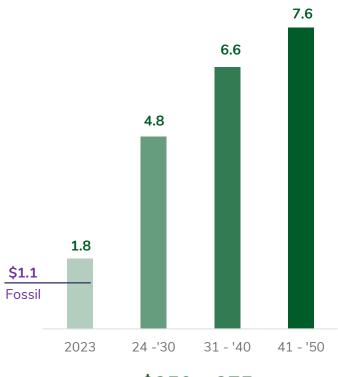
181 nations have made pledges to reduce emissions<sup>1</sup>

# Exponential growth in private sector commitment and engagement.<sup>2</sup>



3,220 companies have made net zero commitments

# A generational investment opportunity has arrived<sup>3</sup>



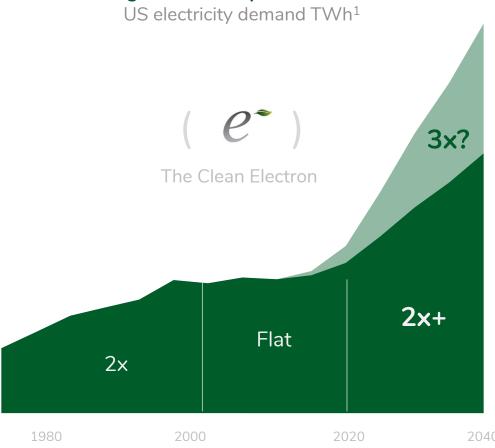
\$250 - 275tn

Total required investment by 2050 to reach net zero<sup>3</sup>



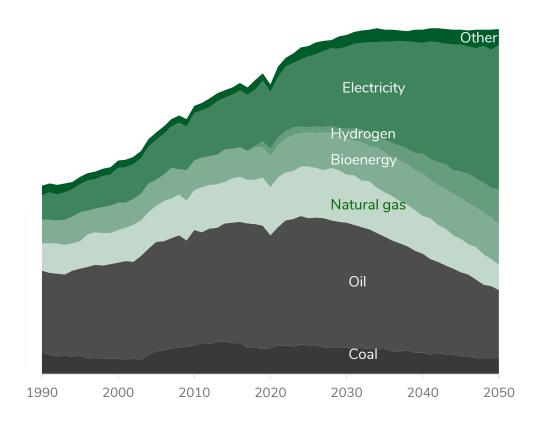
# Solutions ready Clean electrons and molecules needed for a decarbonized economy

# Clean electrons enable transition of electrification and huge increase in power demand



# Green molecules expansion supports the rest of the transition

US energy demand, quad btus<sup>2</sup>



# Complex opportunity Specialist know-how and industrial engagement key

# Energy transition is complex involving multiple stakeholders and drivers











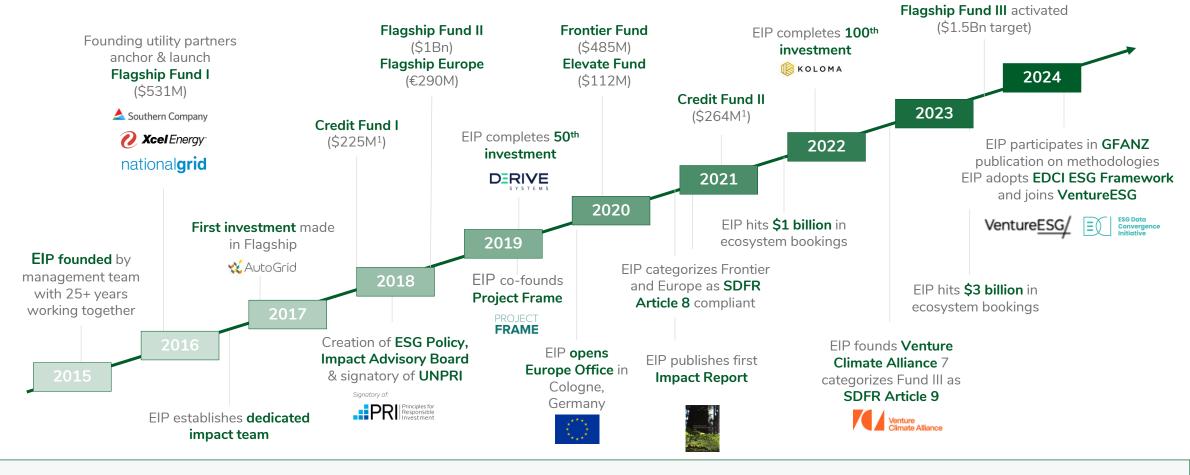
# Specialist sector knowledge and networks key for investment success





# Purpose built to invest in the energy transition

# Built for purpose A partner of choice for the energy transition



EIP has grown to become an established, specialist reference investor for the energy transition

\$4.7bn AUM, 100+ FTE, 145+ investments, 42m tC02e saved

# Our team Experienced investors. Insightful researchers. Pioneers and thought leaders.

### **Experienced Investment Team**







MP, Flagship



Partner, Flagship



Shawn Cherian Partner, Flagship



Partner, Flagship Partner, Flagship



Michael Donnelly Partner & CRO



MP, Europe





Kevin Fitzgerald Andy Lubershane Adam James Partner, RICE Partner, CX, Impact



Partner, RICE





CUO Europe



Joshua Feldman COO, GC & Partner





MP. Frontier



Partner, Frontier



Partner, Frontier



Harry Giovani MP, Credit



Anthony Oni MP, Credit MP, Elevate



Value Creation

Swapnil Shah Partner, Portfolio



Sam Bursten Principal, Frontier



Partner & CUO

Peter Fox-Penner Chairman, Impact MD, Technology



**Insightful Research & Innovation** 

Jake Elder

Taylor Rowe

VP. CX



SVP. RICE

Hugh Satterthwaite



Melissa Ball Director, Tech.

Mila Hunt



**Professional Operations** 



Deputy CCO



Principal, Credit





















Ryan Spencer







VP. Frontier





Yoachim Havnes

SVP. RICE





Jason Chris.













Asso., RICE

Doug Norfleet VP Ops, EU Asst. Controller

Chief People Officer

Jake Hoberg

VP, CEO Office

Julia Cheung

Finance Mgr.





Dan Giordano



Dhana Warnecke Marketing Mgr.



Asso., Flagship Asso., Flagship



Farah Foustok

Asso., Europe



Investor, Frontier

Noel Quinn



Investor, Frontier

Maen Razouqi





Kathryn Jackson



Asso., Credit





Javier Luna Asso., I&S



**Eddie Gillow** 







Asso., RICE Asso., Strategic Accts..









Finance Mgr.

Karla Vicente

Operations Mgr.

For. Pres., ABB Ex-Chair, SS Japan Chair, Eastpring Ex Rede Partners Ex. Sec., Energy Ex. MEO, DBJ Ass. Prof, Princeton Ex CEO, ULI Chair, AvalonBay Director, Multiple REIT

Comprehensive multidisciplinary team

Dan Brouillette



For. Pres., EEI For.US Sec of Energy Ex-CEO, Lazard Gulf Ex-CEO, HSBC Ex-CEO, Kuwait Airways Ex CTO RTI

Extensive track record doing deals together 145+

Industry leading research & innovation

Professional operations

# Unique ecosystem An established, relevant, dynamic corporate industrial network

80+

Corporate Investors

6

Critical climate transition sectors represented

80%+

Of global emissions within coalition sectors<sup>2</sup>

50%+1

Of NA Utility Industry



**Built Environment** 



150+

Ambassadors: CEOs. MDs, VPs, Specialists<sup>3</sup>

2,100+

**Energy Transition** Experts<sup>3</sup>

500+

Interactive Briefing Calls<sup>3</sup>

900+/\$3.4Bn+

Contracts / booking revenue between LPs & PortCos<sup>3,4</sup>





Deliberate, differentiated model provides a competitive advantage throughout the entire investment lifecycle



### Transition 'insider' Building an asymmetric information and execution advantage

Heat Pump Magic and Misgivings Future of Heavy Duty Transport Hubs Clean Fuels for Heavy Duty Transport Future of European Hydrogen and Gas Decarbonizing Fleets

Residential Analytics & Engagement
Customer Analytics & Engagement
Industrial Decarbonization Pathways 2022
Growth Next 30 Years of Climate Tech

Future of Cities & Transit Future of Gas 2021

Prefab and Modular Construction Battery Technology Breakthroughs

Cloud Security and Dev Sec Ops Market Update Asset Management Data Analytics

Construction Tech

Competing for the Customer Decarbonising Heating & Cooling

Connected Communities Renewables & Storage part (2)

Smart Home & DER
Digital Infrastructure
Al in the Energy Sector
Power Flexibility

CCUS

Deep Decarb: Hydrogen Deep Decarb Omnibus

Future of Storage
Climate Risk
Corporate Sustainability

Volt/Var Optimization Cyber Insurance

EV Charging BTM Storage

DERMS

UAV

Cybersecurity Circular Economy

C&I Building Optimization

Blockchain Micromobility

Gas Transmission

Smart Home Aerial Data & Analytics

Future of Grid Storage

DER Optimization & Control Mobility

Indoor Ag

Utility-Scale Storage Industrial Electrification Point Source CCS

loT Infrastructure

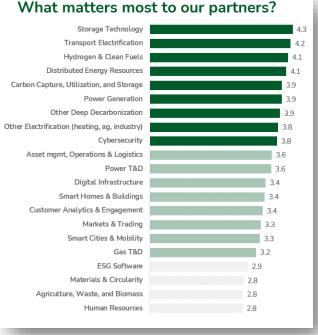
Hydrogen Risk & Resiliency

Fleet Management Commercial buildings

Markets and trading
HR tech
Electric Aviation

T&D O&M





100+

Thematic sector deep dives

2,100+

Partner experts engaged

650+

Companies Peer Reviewed

\$3.4bn+

Portfolio Bookings

EIP leverages one of the largest global, expert, corporate network powering the energy transition

# EIP advantage Offensive and defensive benefits throughout the investment lifecycle

### See more: Comprehensive Sourcing

- Thesis-led sourcing informed by partner ecosystem insights (e.g., survey, scoring)
- Unique understanding of the energy transition from partner interviews and 90+ EIP sector deep dives

13,800+ deals mapped

#### Win more: Valued Partner

- Leverage success and reputation as specialist, value-added growth investor, reference calls with satisfied EIP portfolio company CEOs
- Energy transition know-how and proven ability to drive value creation enables access

145+ investments, 95% proprietary



### Screen more: Informed Diligence

- Deep, unique sector and investment expertise across business models, end-markets, and geographies
- Detail deal review with 1,840+ EIP ambassadors over 80+ strategic partners

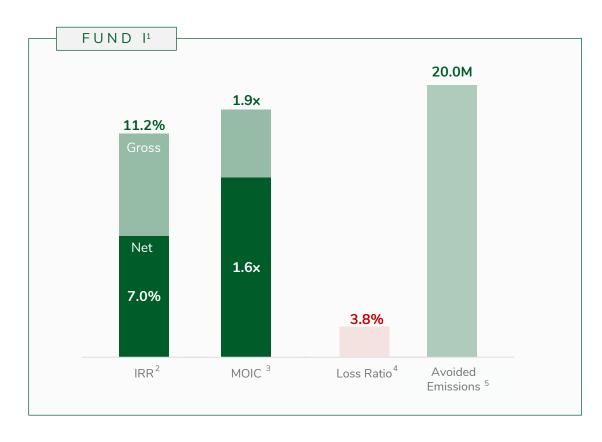
650+ company deep dives

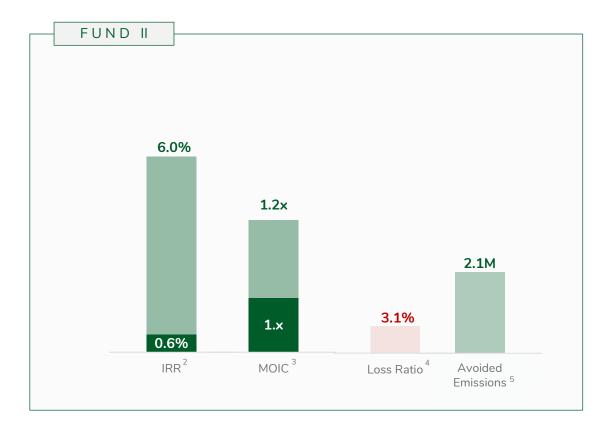
### **Grow more: Significant Value Creation**

- Dedicated value-creation specialists to advise on strategy & market approach to drive growth
- EIP commercialization team fostering introductions with leading industrial partners

\$3.4bn+ in bookings, 900+ contracts

# Track Record Delivering consistently strong, risk-adjusted financial and impact returns





Notes: (1) Performance figures not inclusive of investment to launch Energy Impact Credit Fund I. Past performance is not indicative of future results (2) As of 3/31/2025; References to "Gross Fund IRR" mean (A) in each case, an aggregate, compound, annual, since inception internal rate of return on limited partner invested capital, based on contributions, distributions and unrealized fair value as of the reporting date, computed on a "dollar weighted" basis, which takes into account the timing of cash flows and the amounts invested at any given time, and also including the impact of capital recycling (for the avoidance of doubt, with such returns being calculated for the limited partners taken as a whole, which in certain cases can result in a return that differs from one or more individual investors' returns based on the rimited partners taken as a whole, which in certain cases can result in a return that differs from one or more individual investors' returns based on the rimited partners taken as a whole, which in certain cases can result in a return that differs from one or more individual investors' returns based on the rimited partners taken as a whole, which in certain cases can result in a return that differs from one or more individual investors' returns based on the fund expenses that are borne by investors, which will reduce returns in the aggregate, and for the limited partners taken as a whole, which in certain cases can result in a return that differs from one or more individual investors' returns based on the fund expenses that are borne by investors, which will reduce returns in the aggregate, and for limited partners taken as a whole, which in certain cases can result in a return that differs from one more individual investors' returns being can be for some fund interest, and other fund expenses that are borne by investors, which will reduce returns and the fund expenses that are borne by investors, which will reduce returns and whole the fund expenses that are borne by investors, which will re



### Decarbonized Supply Enchanted Rock





Investment **Thesis** 

Proprietary, ultra-clean natural gas gensets providing affordable and reliable power to a variety of end markets



Resilience and peak shaving will be an increasingly difficult problem to solve for the energy transition Microgrid revenue forecast 30% CAGR 2015 – 2019



**Unique IP-protected solution** 

Only comprehensive on market with multiple patents

### Decarbonization Thesis

**EIP** 

Advantage



Direct, measurable impact

90% cleaner than traditional diesel generators with the same reliability standards and cost effectiveness

### Feb 2017

Entry Date

\$47.9 MM

Capital Invested

47.6%

FD Ownership

Yes (1)

FIP Board Seat?

Select Customers











Information & **Execution** 

- Sourced by EIP Research and Innovation experts as early leader in firm, clean backup power market
- Screened by 13 EIP strategic partners at Future of Gas working group
- Demonstrated reputation as partner of choice winning as the **first institutional investor** ever in the company
- Scaled the company by bringing both supply and demand side LPs from our coalition – catalyzed early growth with almost \$100 MM in bookings to date
- Providing deeper value-add services (e.g., assisting with data center GTM strategy)

### **Key Performance Metrics**

329

Operational Microgrids

1.7x

Gross Investment MOIC

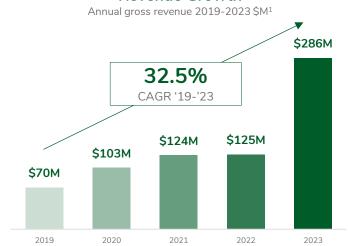
3,081

tCO2e avoided since 2018

11.5%

Gross Investment IRR

#### Revenue Growth



(1) As of March 31, 2025. Highly confidential and not for external use.

Note: The case studies presented herein are for illustrative purposes only and reflect a subset of investments made by EIP. Such case studies do not purport to be a complete list of investments and have been selected to provide examples of collaborations with EIP's strategic partners, types of investments made, and sectors invested in, by EIP and other nonperformance based characteristics. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Past performance is not indicative of future results. Please see the full list of investments as well as performance and confidentiality disclosures. Individual investment performance is presented on © Energy Impact Partners LP 2025 All Rights Reserved a gross basis only; full fund performance, including net performance, is available on page 14.

# Intelligent Infrastructure Dragos Cybersecurity





Jul 2017

Entry Date

\$52.5 M

Capital Invested

10.8%

FD Ownership

Yes

**EIP Board Seat?** 

**EIP Customers** 

20 Utilities

3 Molecule Partners

2 Industrial Partners

Driving the standard for industrial cyber security for the energy transition

Energy grid under increasing threat from cyber attacks – core utility priority

46 cyber attack incidents in energy in 2015

Uniquely qualified team with differentiated product and focus on utilities

Software, TOC, and Intelligence reports – 'land and expand'

Decarbonization Thesis

Investment

**Thesis** 



Enabling technology for utility security

Prevention, detection and remediation of incidents is key to increase distributed grid assets and remote access

EIP
Information &
Execution
Advantage

- Sourced by **experts from core EIP utility LP** as potential leader in cybersecurity for the energy market
- Screened by 15+ EIP strategic partners at Cybersecurity working group
- EIP led Series A driven by our value-added relationship with utilities
- Scaled the company by jump-starting growth through bringing 6 of 8 initial customers from our strategic investor coalition
- Invested \$50M+ total through participation in Series A through D

### **Key Performance Metrics**

456

Total Full-Time Employees 3.2x

Gross Investment MOIC

\$84.7

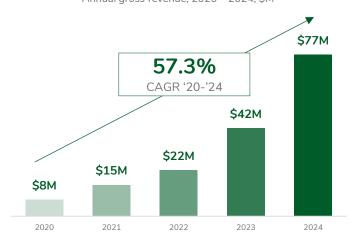
Annual Recurring Revenue

27.7%

Gross Investment IRR

#### **Revenue Growth**

Annual gross revenue, 2020 – 2024, \$M1





### Sustainable Demand Greenlots (Zeco Holdings)





Charger network operations software and deployment

# ĬŒ,

### Rapid expansion of EV HW/SW market

Market projected to grow to \$1.7bn opportunity by 2020 with \$300M directly addressable



### Leading EV charging solutions

At the time voted the leading solution by our working group and won competitive bids 4+ LPs

# Decarbonization Thesis

Investment

Thesis



### Reducing emissions from ICE vehicles

Expanding the US EV market through effective charging

### Feb 2017

Entry Date

\$19.3 M

Equity Invested

42.5%

FD Ownership

#### Yes

**EIP Board Seat?** 

Strategic Acquirer



# EIP Information & Execution Advantage

- Sourced by our **two of our utility partners** who awarded highly competitive contracts with Greenlots (market leader)
- Conducted diligence with help of strategic partner coalition which included 4 current customers
- Invested \$10M in first year as part of initial funding round + Series A– selected as a partner given our expertise in the utility industry
- Brought **10+ contracts with 6 EIP strategic partners** worth over **\$6 million+** USD in TCV
- Supported company with convertible notes and bridge funding while strategically positioning for successful exit with EIP LP

### **Key Performance Metrics**

29%

Market share at investment

2.4x

Gross Investment MOIC

16,000

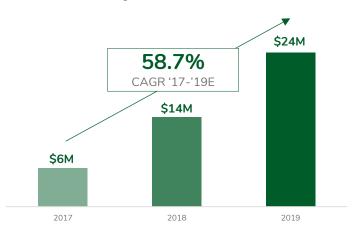
Est. GWh EV demand by 2035 at investment

98.7%

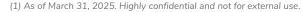
Gross Investment IRR

#### **Revenue Growth**

Annual gross revenue 2017 - 2019 YTD, \$M1

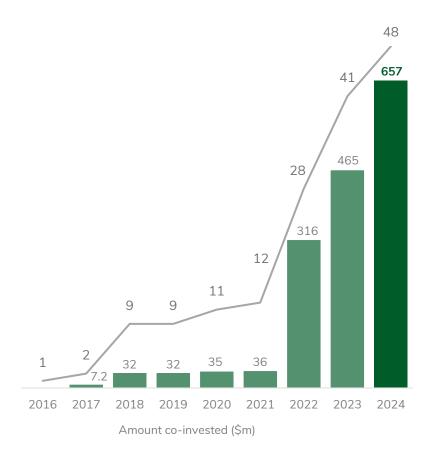


From time of investment to time of sale



# Partner investments Providing opportunities for direct and co-investment

### Cumulative Partner Direct / Co-Investments<sup>1</sup>



### 47 To Date



### **Enabling Informed Partner Investing**

- ✓ Early pipeline warning
- ✓ Peer review during Council Days (open to LPs)
- ✓ Real-time deal database access with videos
- √ Sharing detailed investment memos
- ✓ Access to our research and deal teams
- ✓ Providing insights and second opinion for partner direct investment activity

Notes: The portfolio examples above reflect a subset of investments made by EIP. Such examples have been selected to provide examples of collaborations with EIP's strategic partners and types of investments made by EIP and do not purport to be a complete list of investments. It should not be assumed that investments made in the future will be comparable in quality or performance to the investments described herein. Co-investment opportunities are subject to availability, contingent on various factors and are not guaranteed. Past availability of co-investment opportunities does not predict future offerings. (1) As of 3/31/2025.



# Flagship ||| Informed optimized investment strategy and execution

# Flagship Series 10 years of investing into the energy transition

	Fund I	Fund II	Fund III		
Size / Vintage	<b>\$531M</b> (2015)	<b>\$1,001M</b> (2020)	<b>\$1,500M target</b> (2023)		
Decarbonized Supply	ENCHANTED ROCK The Power is on.  PowerPhase	ION SOLAR	OXFORD FLOW Reimagining valve technology		
Intelligent Infrastructure	Quantela SWIMLANE Sense    SWIMLANE SENSE    SWIMLANE SENSE    SENSE    DRAGES    DRAGES    DRAGES    DRAGES    DRAGES    DRAGES    DRAGES    DRAGES    DRAGES   DRA	POWER FACTORS  PowinEnergy  Instagrid  Infravision  TRC  PICTIC Corelight  SIBROS  FINITE STATE  Ightlytics  NS1.	SÎTE CIROOS  XONA.		
Sustainable Demand	sparkfund RapidSOS The MARKETING EVOLUTION.  Arcadia Ovid greenlots  FIRSTFUEL Fing ecobee	9 Greenly  SMALLHOLD  SmartRent  SmartRent  SCYTHE  Hop SkipDrive  Hop SkipDrive  Hometree  PROTERRA	Quilt 🌣 💮 MESSAGE BROADCAST		

**Key Flagship Portfolio Stats** 

Exited companies in grey

Total Flagship capital invested<sup>1</sup> \$1.8Bn+

Total Flagship investments

**79** 

Average revenue CAGR<sup>2</sup>

31.4%

Cumulative tons of CO2e saved<sup>3</sup>

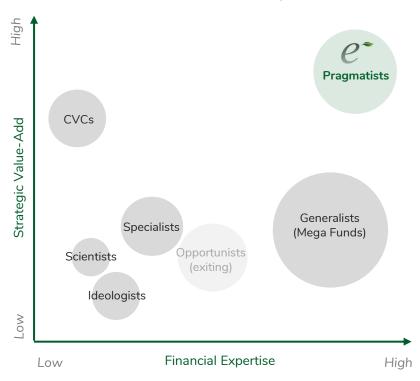
22.1M

Note: As of 3/31/2025. Exited deals include both realized and partially realized investments. Logos are for illustrative purposes only. The investment examples are not and should not be construed as investment advice or a recommendation to purchase or sell any particular security. (1) Invested and reserved for Flagship I, II, and III. (2) From 2021-2024, for Flagship I and II. (3) Non-ownership weighted, cumulative for Flagship I and II; 2024 EIP Impact & Sustainability Report. Please see the disclaimer & confidentiality sides at the end of this presentation for further information.

# Informed growth investor Flagship III ideally positioned within the market

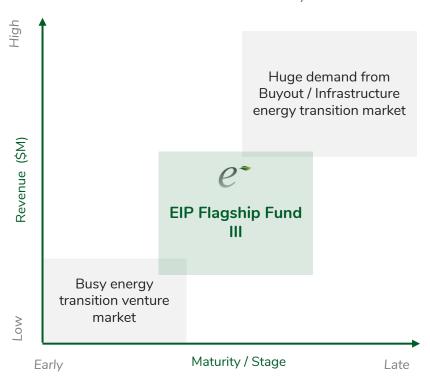
# EIP is an energy transition investor with a proven strategic approach

Illustrative based on EIP analysis<sup>1</sup>



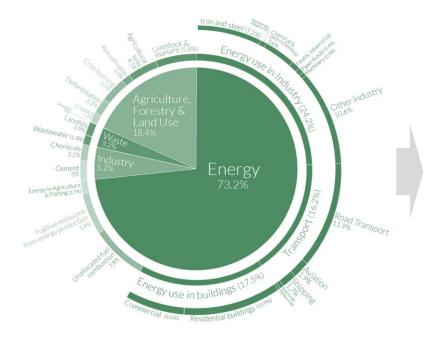
# Flagship III is focused on the underserved growth market for the energy transition

Illustrative based on EIP analysis<sup>1</sup>



# Clear focus We target three key themes for decarbonizing the global economy

73% of global carbon emissions are related to energy use<sup>1</sup>



### 1. Decarbonized Supply









### 2. Intelligent Infrastructure









### 3. Sustainable Demand









# Optimised strategy Proven approach to successful energy transition growth investing

Growth & Buyout

Controlling

Minority/majority

\$25-150m Initial equity tickets

(30-35 deals, low loss ratio)

**Diversified** 

80%+ NAM

Up to 20% EU

2.5x / 25%

Target Net Fund MoM/IRR<sup>1</sup>

### 1 Business Characteristics

- Commercial traction: Proven product/ service, accelerating sales, defensible position
- Scaling: Ability to drive organic and acquisitive growth, large TAM
- Profitability: Profitable unit economics or clear path to profitability
- Control: Control-orientation, minority or majority positions

### 2 EIP Ecosystem Leverage

- Sourcing: Proprietary deals, informed subsector focus
- Screening edge: Enhanced underwriting and due diligence
- Privileged access: Optimise terms as partner of choice
- Value creation: Ability to drive portfolio company growth

### 3 Energy Transition Goals

- **Decarbonisation thesis**: Solutions and enablers, colinear impact
- Minimum climate impact score: From EIP's Impact Methodology
- Target impact alignment: Determined impact KPIs and minimum threshold met
- SDGs targeted: 7, 9, 12, 13

70% Solutions<sup>1</sup>: directly avoiding GHG emissions

30% Enablers<sup>1</sup>: **facilitating energy transition impact** 



# Flagship Team Specialist investors. Established, scaled platform support.

### Flagship Investment Leadership



Hans Kobler CEO

- ICx Technologies
- Digital Power Capital
- GE Equity Energy
- · Bain & Company
- MBA, UT Austin



Sameer Reddy Managing Partner

- Evercore Partners (Power & Renewable Energy)
- · Lexicon Partners
- GE Energy
- · BS, Univ. of Florida



**Lindsay Luger** Partner

- Wexford Capital
- Digital Power Capital (DPC)
- BA. Columbia University



Steven Kantowitz Managing Partner, PE

- Warburg Pincus
- · Credit Suisse -Investment Banking
- MBA, Harvard University



**Shawn Cherian** Partner

- Third Point Ventures
- Cisco Systems
- Merrill Lynch
- · BA. Cornell University



**Cassie Bowe** Partner

- · PowerGen Renewable Energy
- SunPower Corporation
- MBA, Stanford



**Matthias Dill** Partner (Europe)

- Statkraft Ventures
- HighTech Gründerfonds
- · PhD. Technische Universitat Braunschweig



**Steven Yang Principal** 

- · SER Capital Partners
- Energy Capital Partners
- BS, Carnegie Mellon University

### **Platform Leadership**



**Kevin Fitzgerald** Chief Utility Officer



Michael Donnelly Chief Risk Officer



Joshua Feldman COO. General Counsel



**Andy Lubershane** Partner, R&I



**Evan Pittman** Partner, R&I



**Adam James** Partner, Impact

25 yrs Founders Working Together ~\$1.8bn+ Capital Deployed<sup>1</sup>

**79** Investments<sup>1</sup>

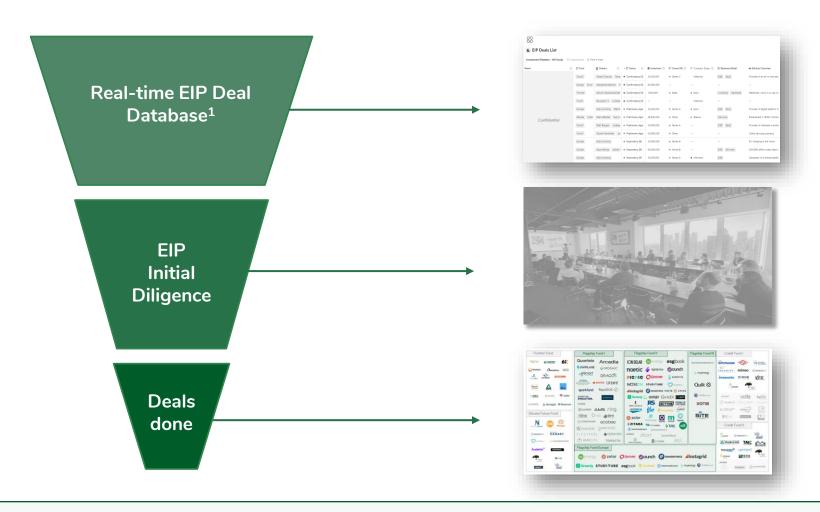
Global Offices

150+

Flagship Investor Team

Partner Ambassadors<sup>2</sup>

# Sourcing advantage Vast global visibility into broad energy transition landscape



13,800+

All-time deals tracked by EIP<sup>1</sup>

650+

Reviewed by EIP with input from partner experts<sup>2</sup>

145+

Investments made across platform (<1% total deals tracked)

Pragmatic, informed transition investor with highly selective deal selection process (<1% yield)



# Value driver Unique, proprietary ecosystem model drives portfolio company growth



### Impact leadership Decarbonization integrated throughout investment lifecycle

Investment Phase Ownership Phase

Sourcing

Early Read

Final Approval

Onboarding Management

Exit

Source companies that align with the energy transition and deliver direct or enabling impact, focusing on maximizing:

- Decarbonization
- Strategic value

Assess impact thesis based on:

- Impact themes
- Impact pathways
- Impact thresholds
- Contribution to stakeholders

**≡ ⊕** Impact Assessment

Quantify impact based on:

- Scale
- Depth
- Duration
- Additionality

A Risk Assessment

Embed sustainability in deal documentation

- Reporting
- GHG footprint

Annual performance check-ins with PortCos

Tracking and benchmarking of impact and ESG KPIs

Assess expected and achieved impact

Ad-hoc portfolio support

Highlight impact and sustainability achievements in exit story

Present impact growth opportunities



Peter Fox-Penner Chairman of Impact

Dedicated, Expert Team



Adam James Head of Impact



**Natalia Costa** Sr. Associate



Javier Luna Associate

Supported by Advisor TIDELINE

Impact Advisory Board



**Lene Hodge** Nysnø



Brandon Middaugh Microsoft



Jeff Lyng Xcel Energy



Thato Keinetsee APG



Anne Klee C2ES, ex-GE

Memberships & Engagements



Decarbonization 167 Annual GHG reduction EIP portfolio (mm tCO2 / year)<sup>1</sup> 42.5 23.1 11.8 2.6 5.4 8.0 5-yr 2018 2019 2020 2021 2022 2023 **Enabled** 

# Fund III Portfolio 20% of Flagship Fund III target size already invested

9 Investmen	nts	\$253M Invested <sup>1</sup>	\$54M Reserved		<b>20%</b> Of Target Size <sup>2</sup>	<b>100%</b> Track Coverage
SÎTE 20/20	Intelligent Intell	-enabled traffic control & flagging	g services for	MESSAGE BROADCAST	Sustainable Demand: Leading utility-focus communications plat	ed customer engagement and
<b>S</b> GridBeyond	_	nfrastructure: sponse aggregator and flexibility	v services	Quilt 🌣	Sustainable Demand: First-of-a-kind ductl pumps	ess, mini-split residential heat
xona	•	nfrastructure: cess for operational technology nts		OXFORD FLOW Reimagining valve technology	Decarbonized Supply Valves and regulator	rs to eliminate fugitive emissions
TICHNOLOGIS	_	nfrastructure: d asset monitoring to identify pre n defects	9-	∯ myenergi	Stainable Demand: Leading vertically-int home management s	egrated EV charging and energy ystem <sup>3</sup>
<b>c</b> iroos	Al Agentic	nfrastructure: Site Reliability Engineering solut sibility and increase efficiency	ion to			Case study follows

### Sustainable Demand Quilt





**Dec 2023** 

Entry Date

\$20.0 M

Capital Invested

16.3%

FD Ownership

Yes

**EIP Board Seat?** 

Select Business Partners







Modernizing and digitizing legacy heat pumps



Heat pump sales growth requires HW/SW solutions

Heat pump sales expected to reach \$30B by 2030 in the US, at 9-10% CAGR from 2022, representing 20M homes



Quilt's unique D2C model

Owning the value chain from customer acquisition to product development with best in-class HW/SW design

# Decarbonization Thesis

**EIP** 

Information &

Execution

Advantage

Investment

Thesis



Directly enabling emissions reduction for households

Allowing households to move away from oil and gas and electrify, responsible for 20% of US emissions

# Sourced by EIP R&I team following "Heat Pump Magic & Misgivings" executive briefing in 2024

- Evaluated by 20+ LPs at Council Day in Feb 2023
- **EIP invested in \$33M Series A** alongside Galvanize and other credible partners in the space
- Next gen product is opportunity to accelerate heating electrification
- Potential for Quilt to adopt TOU rates allowing flexibility for utilities and advancement of Quilt's smart layer
- Resi electrification has significant impact on utility loads highly strategic & deepens existing relationships

### **Key Performance Metrics**

400%

Efficiency vs. NG boilers

\$74M

Pipeline demand on waitlist

#1

Most efficient zone-2 heat pump

1.1M

tCO2e carbon savings through 2050 2400+

Unique customers on waitlist 24

Full time employees on staff

### **Heat Pump Sales Market Growth**

Forecasted 9-10% CAGR to Reach 20M Home Target



(1) As of March 31, 2025. Highly confidential and not for external use.

### Intelligent Infrastructure Site/2020





Leading tech-enabled traffic control solutions and technology provider enabling safe, efficient and reliable flagging operations



Continued increase in T&D and infrastructure spending drives persistent need for traffic control Grid reliability, aging infrastructure, regulatory support



Utilizing proprietary Guardian SmartFlagger to enhance operations, accelerate growth and expand margins Hundreds of internal crews equipped with SmartFlaggers

### **Impact Thesis**

Investment

Thesis



Enhance worksite safety and efficiency Foundational to critical infrastructure and electrification projects

### May 2024

Entry Date

\$100.0 M

Capital Invested<sup>2</sup>

25.7%

FD Ownership

Yes (4)

**EIP Board Seats** 

Select Customers











**EIP** Information & Execution Advantage

- Strategic structured investment to enable transformational acquisition of a scaled competitor, creating one of the largest traffic control companies in North America
- Conducted diligence with help of strategic partner coalition which included ~7 customers, ~4 prospects, including the Company's largest customer
- Invested \$150M in 2024 as part of a strategic structured investment with New Mountain Capital – selected as a partner given our expertise in the utility industry and ability to drive strategic value
- Actively facilitating introductions to key departments and contacts at over 30 potential utility customers and has supported ongoing M&A diligence, underwriting and integration efforts

### **Key Performance Metrics**

1.000

Approx daily jobs

1.14x

Gross Investment MOIC

3.700+

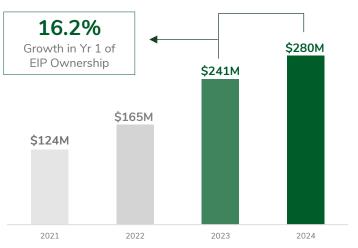
**Employees** 

15.7% Gross

Investment IRR

#### **Revenue Growth**

Annual gross revenue 2021- 2024, \$M1





### Sustainable Demand Message Broadcast (now "Convey")





Enabling critical communications for utilities and their customers



Frequency and criticality of utility comms will continue to grow as utilities become "customer-first"

Outage, billing, energy efficiency, service needs all drive communication needs



MB is the leading utility-focused communications platform purpose-built for the industry

Services dozens of utilities and critical infrastructure customers

### **Impact Thesis**

Investment

Thesis



Secure and reliable comms during critical events Omni-channel, tailored customer engagement

Jan 2024

Entry Date

\$50.0 M

Capital Invested

22.5%

FD Ownership

Yes (2)

**EIP Board Seats** 

Select Customers













**EIP** Information & Execution Advantage

- Carved-out of Norwegian public company in proprietary process due to engagement in prior deal process and strong familiarity with the business, products and customers
- Conducted diligence with help of strategic partner coalition and broader utility network which included ~15 customers, ~5 prospects and ~20 industry experts
- Invested \$50M in 2024 as part of a buyout with OceanSound – selected as a partner given our expertise in the utility industry and ability to drive strategic value
- Within the first year, enabled \$6MM+ of ARR with 7 EIP strategic partners worth over \$22MM in TCV
- Drove significant upgrades to the executive team, bolstered go-to-market strategy and closed 3 M&A deals

### **Key Performance Metrics**

60%

Of Top 25 Utilities in the **US** Served

~\$30M

Bookings with 9 EIP LPs to date

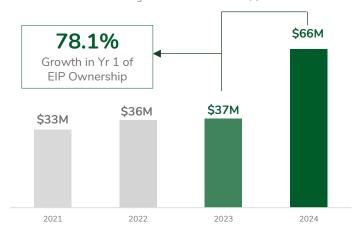
2 Billion

Communications Sent

Tuck-in Acquisitions

#### Revenue Growth

Annual gross revenue 2021- 2024, \$M1



(1) As of March 31, 2025. Highly confidential and not for external use.

# Flagship Fund III Portfolio 20% already deployed and tracking well

### **Fund-Level Performance**

Fund	Vintage	Gross Fund IRR <sup>1</sup>	Gross Fund MoM <sup>2</sup>	Net Fund IRR <sup>1</sup>	Net Fund MoM <sup>2</sup>
Flagship Fund III <sup>3</sup>	2024	139.4%	1.43x	-40.9%	0.81x

### **Investment-Level Performance**

Company Name	Initial Investment	Equity Invested (\$m)	Cash Received (\$m)	Remaining Value (\$m)	Total Value (\$m)	Total Gain/(Loss) (\$m)	Gross Investment MoM <sup>2,4</sup>	Gross Investment IRR <sup>2,4</sup>
Quilt Systems	Dec-23	20.0	-	20.0	20.0	-	1.00	0.0%
Message Broadcast (Convey)	Jan-24	50.0	-	74.6	74.6	24.6	1.35	34.9%
Xona Systems	May-24	21.8	-	21.8	21.8	-	1.00	0.0%
Site 20/20	May-24	100.0	-	113.8	113.8	13.8	1.00	0.0%
VIE Technologies	Nov-24	15.0	-	15.0	15.0	0.0	1.00	0.4%
Oxford Flow	Dec-24	8.5	-	8.4	8.4	(0.1)	0.99×	-4.3%
Ciroos	Mar-25	20.0	-	20.0	20.0	-	1.00×	0.0%
Europe Co-Investment		17.9	-	20.6	20.6	2.7	1.08	10.7%
Investment-Level Total		\$253.1	-	\$294.2	\$294.2	\$41.0	1.16	18.0%

Notes: Past performance is not indicative of future results. Please refer to the performance disclosure slide for important performance information. Europe Co-Invest represents deals that Energy Impact Fund III LP co-invested alongside our Energy Impact Fund SCSp. It includes myenergi & GridBeyond. Please refer to detailed case studies in the appendix for details. (1) All Figures as of 3/31/2025, unless indicated otherwise, and unaudited. (2) Internal rates of return are computed on a "dollar weighted" basis, wh" is a perfect an aggregate compound, annual gross internal rate of return based on contributions, distributions to investors for the amounts and timing of investors' contributions to the relevant fund and such fund's distributions to investors (which, for the avoidance of doubt, reflects the effects of recycling of capital by such fund). In addition, Fund III luli level subscription facility, ine of credit, which permitted such funds to fund purchases of investments through such facility and to delay capital calls from investors until repaying such facility. Fund IRRs with respect to such funds generally would have been lower had such funds not utilized such subscription facilities. The performance of an individual investor in a fund may differ from fund level returns due to factors including, but not limited to, (i) the timing of an investor's capital contributions, including as a result of a later subscription and renal returns action that were not common to all investors or other tax determinations, (iii) differences in fees or expenses allocable to certain investors as a result of fund's investment IRR" are investment level metrics that EIP believes are more direct indications of the investors as a result of fund's investments. "Investment IRR" are investment level metrics that EIP believes are more direct indications of the investments, excluding any impact from fund level economic or cash flow timing considerations, and therefore take into consideration the amounts and timing of the relevant fund'

# Flagship Fund III Pipeline Increasing quality and quantity

	EIP Investment Theme	Company Description	Initial Equity Ticket
Company A	Decarbonized Supply	Reverse logistics network transforming organic food waste to renewable natural gas	\$45-55m
Company B	Intelligent Infrastructure	Developer of smart components for computer AI-enabled vision sensors and software	\$20-30m
Company C	Intelligent Infrastructure	Cloud-based field service and asset management software platform	\$20-30m
Company D	Intelligent Infrastructure	Developer of "Hyper-Scan Fiber Sensing" solution for monitoring largescale critical infrastructure assets	\$20-\$30m
Company E	Intelligent Infrastructure	Operator of a wildfire management platform intended to help fire professionals detect threats and confirm fires	\$10-20m
Company F	Intelligent Infrastructure	CIS / billing software for energy retailers and utilities, land and energy asset management, and pipeline management for O&G companies	\$100-150m
Company G	Sustainable Demand	Leading national service provider of comprehensive power system solutions	\$100-150m
Company H	Sustainable Demand	European focused provider of electrical, mechanical, instrumentation and high voltage engineering solutions	\$50-150m
Company I	Sustainable Demand	Labor aggregator using a hybrid model of blue sky and storm resources	\$100-150m
Company J	Sustainable Demand	The highest-density and most energy efficient voltage regulators for advanced processors & Al chips	\$15-25m
Company K	Sustainable Demand	Developer of modular high-performance data centers designed to support the accelerating demand of compute for AI applications	\$20-30m



# Conclusion EIP ideally positioned within an exceptional market opportunity

Unprecedented Energy Transition Opportunity



Market poised for explosive growth



Significant valuation reset



**2-3x electricity demand** growth in US<sup>1</sup>

**55% decrease** in energy transition valuations from peak<sup>2</sup>

Growth only **14% of private capital** for energy transition<sup>3</sup>

Flagship Fund III
Ideally
Positioned



Stellar reputation as value added investor



**Expanded and engaged ecosystem** 



Dedicated, specialist investment & research team

Top Growth Investor (Climate 50, 2023)<sup>4</sup>

**80+ strategic partners**, 900+ ecosystem contracts, \$3.4bn+ bookings<sup>5</sup>

24 dedicated researchers, **100+ sector deep dives** 



# Terms<sup>1</sup> Standard terms established with strong lead

Target Size \$1.5Bn (\$2Bn cap)

Target Return MOIC 2.5x+ net / 3.0x gross

Target Return IRR 25%+ net / 30%+ gross

Geography North America & Western Europe

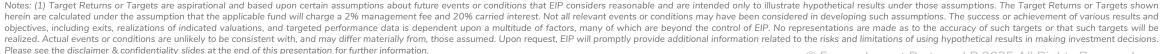
Stage **Growth Equity** 

Impact Decarbonization solutions and enablers

Management Fee / Carry 2% / 20% (European Waterfall)

Hurdle Rate 8%

Timing Sept 2025



### Contact us

### Hans Kobler

Founder & Managing Partner
Kobler@EnergyImpactPartners.com

### Sameer Reddy

Managing Partner, Flagship
Reddy@EnergyImpactPartners.com

### **Jeremy Smith**

Senior Advisor

Jeremy@EnergyImpactPartners.com

### **Steven Simone**

Managing Director, Investor Relations Simone@EnergyImpactPartners.com

Appendix
Additional Fund I, II, III Case Studies

# Flagship Fund III Early portfolio developing on-pace and on-strategy



Fund III: A leading vertically-integrated EV charging and energy home management system



- ✓ Hardware and software for EVs and EHMS
- ✓ Sourced and vetted by EIP network strong strategic relevance for LPs, high potential to scale through collaborations
- ✓ Profitable, >\$10M in EBITDA, with robust margins (>40% gross)
- ✓ Invested \$14.6M in growth equity round in October 2023

#### Fund III: First-of-a-kind ductless, mini-split residential heat

Quilt 🌣 pumps



- ✓ Vertically-integrated heat pump provider owning everything form the hardware to software to installation (~20% of US emissions)
- ✓ Sourced through EIP executive brief on heat pumps in a highly competitive process
- ✓ High growth potential as Quilt takes adv. of rebate programs and works w/ EIP strategic LPs
- ✓ EIP led a \$33M Series A round with a \$20M investment in Dec 2023



Fund III: A leading utility-focused customer engagement and communications platform



- ✓ Provides critical communication solutions for utilities and other infrastructure providers
- √ 23 utility customers & 12 non-utility customers with 70+ FTEs



EDISON







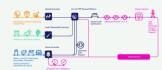




- ✓ Presented at EIP Utility Customer Roundtable
- ✓ Participated in highly structured carveout from Link Mobility for \$220M in Jan 2024 (\$50M invested by EIP)







#### Fund III: Demand response aggregator and flexibility services provider

- ✓ Proprietary technology platform is a full -service offering supporting C&I customers to achieve net zero
- ✓ 350+ customers and 800+ sites across a mix of industrial sectors
- ✓ 2.6+ GW load portfolio and 500+ MW storage portfolio
- ✓ EIP invested €10M in €52M Series C round



## Flagship Fund III Early portfolio developing on-pace and on-strategy



# Fund III: Remote Access for Operational Technology Environments







- ✓ Fine-tuning software and hardware products and securing marketing partnerships ahead of their Bay Area product launch in Q2 2024
- ✓ EIP initial investment \$17m in May 2024











# Fund III: Valves and regulators to eliminate fugitive emissions



- ✓ Innovative design for suite of valves and regulators for O&G, biomethane & H2 markets
- ✓ Products are well tested have been installed since 2019



- ✓ Can withstand higher pressures and more leak-resistant H2 applications
- ✓ EIP is near close to co-lead Series C with an investment of ~\$18M



# Fund III: Technology-Enabled Traffic Control & Flagging Services



- ✓ Vertically integrated traffic control services provider focused on public and private roadway projects Continuing to execute on M&A opportunities to increase geographic reach and grow utility relationships
- ✓ EIP co-led buy-out round with a \$100m investment in May 2024.¹ EIP owns 25.9% of the company









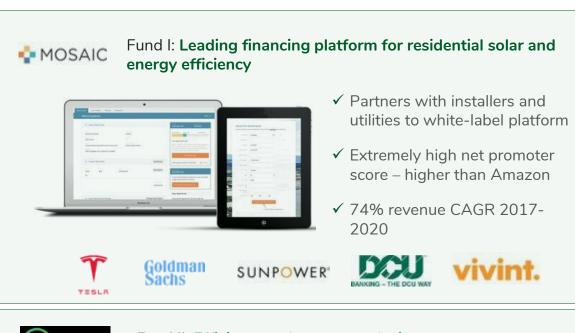
# Fund III: Al-powered asset monitoring to identify pre-degradation defects



- ✓ Ruggedize non-intrusive vibration & temp sensor w autonomous predictive solution using AI and embedded ML
- ✓ 35% inc in uptime, 30% reduction in maintenance cost, and 20% inc in asset life
- ✓ EIP initial investment \$15M investment in November 2024



## Fund I and Fund II Example Deals Decarbonized Supply





#### Fund I: Microgrid as a Service



- ✓ Commercial-scale microgrids that use proprietary, ultra-clean, quiet natural gas genset alongside other resources
- ✓ Critical solution to keep lights on in Texan market
- ✓ EIP 1<sup>st</sup> institutional investor with \$10M in 2017 and invested in series A-1 with \$11.5M
- ✓ High potential to deploy with data center customers / electric & gas utilities in EIP network soci

A Sempra Energy was



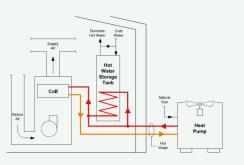








#### Fund II: Efficient gas heat pump design



- ✓ Developer of thermally-driven heat pump technology designed to offer costeffective and sustainable heating alternatives
- ✓ Product designed for residences & small business customers demonstrated a coefficient performance of 140% in field trials
- ✓ Started manufacturing in Q4 2023
- ✓ EIP led Series A in November 2022



### Elevate: Real-time gas emissions monitoring



- ✓ Proprietary, stationary ground sensor package for continuous monitoring and quantification of leaks from upstream assets
- ✓ Highly strategic to decarbonization of natural gas



**Xcel** Energy







- ✓ Global market for emissions monitoring systems expected to reach \$4.5Bn by 2025
- ✓ EIP invested in Series A in 2021 and Series B in 2022.



## Fund I and Fund II Example Deals Intelligent Infrastructure

#### Fund II: Sustainable, high performance, composite based utility poles



✓ RS Technologies ("RS") manufactures highly engineered composite-based utility poles and related products that offer superior functionality and longevity relative to traditional wood, steel and concrete alternatives

✓ RS's products are used by more than 450 customers in nearly 30 countries

**♦ aps** ✓ FIP's investment in October 2022 included several co-invests from EIP partners



Fund II: Automating transmission construction & O&M

- First commercial drone-based aerial power line stringing system to improve the efficiency and safety of conductor stringing
- TX System has delivered 100% of aerial power stringing in New South Wales since 2020
- EIP led Series A with a \$17M in 2023 and owns 23% of the company





///Sterlite Power





FORTIS<sub>ING</sub>



### Fund II: Leading utility-scale battery storage integrator



- ✓ Utility-scale grid storage system integrator with strong EIP customers
- ✓ EIP Invested \$30M in highly structured buy-out in 2021 and an additional \$50M in Series A-1 and \$135M in
- deliver > \$2bn of revenue in 2024
- ✓ Expected to be significantly EBITDA













- ✓ Smart, cloud-based platform that automatically optimizes EV charging, for a greener, cheaper charge
- ✓ Potential to bring substantial revenues both in the EU and US
- ✓ Already in discussions with multiple EIP coalition partners
- ✓ Europe fund led Series A in June 2021 and participated in Series B April 2023.















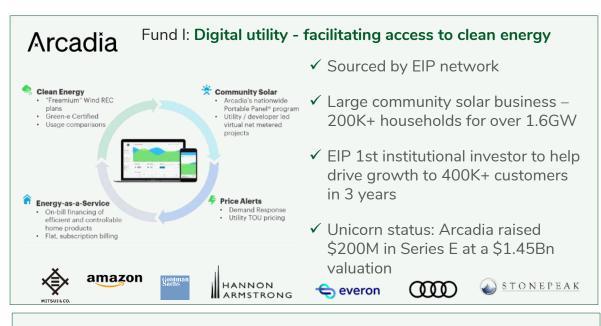








## Fund I and Fund II Example Deals Sustainable Demand





# AEROSEAL. Fund II: Innovative duct & air leak sealing technology



- ✓ Duct and vent sealing solution for residential, multi-family, and commercial buildings that quickly seals holes from the inside
- ✓ Deployed in 260,000+ buildings in over 30 countries
- ✓ EIP invested in Aeroseal's 2021 Series A, 2022 Series A-1, and 2023 Series B



- Fund II: Multi-family smart home automation platform
  - ✓ Strong inroads with top 50 property managers (key gatekeepers with ~10% share of multi-fam market)
  - ✓ >1mm connected devices across >155k units and homes
  - ✓ EIP invested in Series C in March 2020, exited August 2021



**SmartRent** 









### Decarbonized Supply Oxford Flow





Outperforming legacy valve industry with innovative solution



Investment

Thesis

Decarbonization

Thesis

**EIP** 

Information &

Execution

Advantage

Disrupting large valve market with asset-light model

\$94B valve market targeted with outsourced manufacturing helping to lower costs than incumbents



**Diverse end markets with multiple distribution channels** Selling to O&G, T&D, and utilities through third-parties and

Selling to O8 direct sales

Lowering emissions with innovative product

70% of methane emissions come from valves and OFs valves are zero emissions by design

Sep 2024

Entry Date

\$18.0 M

Capital Invested<sup>2</sup>

29.0%

FD Ownership

Yes

**EIP Board Seat?** 

Select Partners





• **Proprietarily sourced** through strong relationship with partner network & value-add reputation

Presented at Clean Molecule Council Day – commercial diligence leveraged several EIP strategic partners

- EIP led the \$25M Series C in 2024 alongside BP Ventures with European co-investment
- Actively engaging with EIP strategic coalition towards commercial contracts to help decarbonize gas assets
- Building strong use cases for Hydrogen, Ammonia and CCS LP/strategic partners

#### **Key Performance Metrics**

70%

Lower cost vs incumbent

57

Patents for technology

80-90%

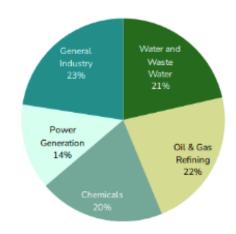
Smaller & lighter vs. incumbent

-4.3%

Gross Investment IRR 0.99x

Gross
Investment MOIC

#### Valve Market End Use





### Sustainable Demand Arcadia Power

### Arcadia



May 2017

Entry Date

\$32.9 M

Capital Invested

17.1%

FD Ownership

Yes

**EIP Board Seat?** 

Select Partners













Harnessing the power of utility bill data to accelerate the energy transition



~\$200 billion market opportunity by 2020; larger today



Unique ability to integrate widest variety of billing data & entrenched relationship with IOUs

100+ IOUs on platform with 14.000 users

#### Decarbonization **Thesis**

**EIP** 

Information &

**Execution** 

Advantage

Investment

**Thesis** 



**Enabling residential electrification** 

Expanded into community solar - 200,000 homes & 2,500+ organizations connected to solar farms

# Screened by 20+ LPs at Flagship Council Day

Sourced through engagement with **EIP expert network** 

- EIP led Series A as first institutional investor given our strategic relationships with their core utility customers
- Scaled the company through several customer introductions with our LPs - 20 contracts worth \$78M+ to date
- Consistently increased our investment as confidence grew - participating in Series A through Series E
- Resulted in \$1.5 billion post-money valuation in most recent Series F2

### **Key Performance Metrics**

2GW+

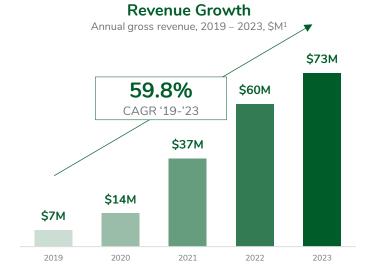
Solar energy under mamt.

2.0xGross Investment MOIC

559,238

tCO2e avoided since 2018

**15.1%** Gross Investment IRR



(1) As of March 31, 2025. Highly confidential and not for external use. (2) Source: Pitchbook, access 12/1/2024

Appendix
Track Record

### Flagship Fund I Investments as of Q1 '251,2,3,4

FIF	Unrealized	d Portfolio	(in	millions
L11	Officalized	a i ditidilo	(111.1	11111110113

Company Name	Initial Investment	Equity Invested (\$m)	Cash Received (\$m)	Remaining Value (\$m)	Total Value (\$m)	Total Gain/(Loss) (\$m)	Gross Investment MoM	Gross Investment IRR
Sense Labs	Aug-16	10.9	-	7.1	7.1	(3.8)	0.65	(7.9%)
Sparkfund	Jan-17	49.3	-	51.6	51.6	2.4	1.05	1.2%
Enchanted Rock	Feb-17	47.9	3.4	79.6	83.0	35.1	1.73	11.5%
Arcadia Power	Apr-17	32.9	-	66.4	66.4	33.5	2.02	15.1%
Quantela (acq. Cimcon)	Nov-21	24.5	-	22.9	22.9	(1.6)	0.93	-1.0%
Dragos	Jul-17	52.5	-	166.9	166.9	114.3	3.18	27.7%
Mosaic	Feb-18	10.0	-	2.5	2.5	(7.5)	0.25	(18.0%)
Urbint	Jun-18	25.4	-	25.6	25.6	0.2	1.01	0.1%
Marketing Evolution	Mar-19	26.8	-	1.6	1.6	(25.2)	0.06	(43.4%)
Swimlane	May-19	71.2	-	113.8	113.8	42.5	1.60	11.8%
eSmart	Jun-19	18.2	-	8.4	8.4	(9.8)	0.46	(17.6%)
Particle	Aug-19	23.4	-	10.6	10.6	(12.7)	0.45	(16.4%)
RapidSOS	Sep-19	17.0	-	26.9	26.9	9.9	1.58	8.8%
Unrealized Investment-Level Total		\$410.2	\$3.4	\$583.9	\$587.3	\$177.2	1.43	7.6%

EIF Realized and Partially Realized Portfolio (in millions)

Eli Hedilzed dird i dirtaliy Hedilzed i Ortolo (ili milliota)										
Company Name	Initial Investment	Equity Invested (\$m)	Cash Received (\$m)	Remaining Value (\$m)	Total Value (\$m)	Total Gain/(Loss) (\$m)	Gross Investment MoM	Gross Investment IRR		
AutoGrid	Apr-16	7.6	8.4	-	8.4	0.8	1.11	2.7%		
Opus One	May-16	5.5	12.6	-	12.6	7.1	2.29	21.7%		
FirstFuel	Jun-17	14.0	23.8	-	23.8	9.8	1.70	48.0%		
PowerPHASE	Jun-17	12.5	-	-	-	(12.5)	-	n/a		
Greenlots	Apr-17	19.3	45.5	0.3	45.8	26.5	2.38	98.7%		
AMS	Jun-17	13.8	3.4	-	3.5	(10.5)	0.24	(39.9%)		
Ring	Dec-17	25.0	50.0	-	50.0	25.0	2.00	433.9%		
Clevest Solutions	Dec-17	11.7	19.7	-	19.7	8.1	1.69	19.8%		
Ecobee	Feb-18	31.5	40.3	-	40.3	8.8	1.28	5.9%		
Via (acq. Remix)	Jan-19	11.5	11.5	12.6	24.2	12.6	2.10	19.7%		
ViriCiti	Jan-19	6.0	22.7	-	22.7	16.6	3.76	70.0%		
Trifacta	Jul-19	23.8	29.5	-	29.6	5.7	1.24	8.4%		
Attivo	Mar-19	10.7	20.2	-	20.2	9.6	1.90	19.5%		
BHI	Dec-17	10.0	20.4	-	20.4	10.4	2.04	17.5%		
EICF LP	Feb-18	74.5	62.7	52.4	115.0	40.5	1.54	10.7%		
Realized Investment-Level Total		\$277.4	\$370.8	\$65.3	\$436.0	\$158.7	1.57	17.4%		
Investment-Level Total		\$687.5	\$374.2	\$649.2	\$1,023.4	\$335.8	1.49	10.6%		

Notes: Past performance is not indicative of future results. Please refer to the performance information. (1) Investment performance for Fund I excludes certain credit investments transferred to EICF as a seed portfolio. (2) Internal rates of return are computed on a "dollar weighted" basis, which takes into account the timing of cash flows and the amounts invested at any given time, and reflect an aggregate compound, annual gross internal rate of return based on contributions, distributions, and unrealized fair value as of 3/31/2025. "Fund IRR" and "Fund MoM" are fund level metrics and therefore take into consideration the amounts and timing of investors' contributions to the relevant fund and such fund's distributions to investors (which, for the avoidance of doubt, reflects the effects of recycling of capital by such fund). In addition, Fund I utilized a fund level subscription facility line of credit, which permitted such funds to fund purchases of investments through such facility and to delay capital calls from investors until repaying such facility. Fund IRRs with respect to such funds generally would have been lower had such funds not utilized such subscription facilities. The performance of an individual investor in a fund may differ from fund level returns due to factors including, but not limited to, (i) the timing of an investor's capital contributions, including as a result of a later subscription and related charges, (ii) various structuring elections, including the use of one or more blocker entities on a particular transaction that were not common to all investors or other tax determinations, (iii) differences in fees or expenses allocable to certain investors as a result of taxes or other considerations and (iv) the excuse or exclusion of an investor for one or more of such fund's investment IRR" are investment IRR" are investment level metrics that EIP believes are more direct indications of the investment performance of the funds' investments, excluding any impact from fund level economic or cash flow timing considerations, and therefore take into consideration the amounts and timing of the relevant fund's payments when making such investments and such fund's receipt of payments when realizing such investments. (3) Performance figures for Fund I do not include investments which became seed investments for Energy Impact Credit Fund I (EICF). Similarly, the performance of other EICF investments and EICF as a whole is not included as credit investments do not form part of the investment strategy of the Fund. Upon request EIP will provide the results of Fund I inclusive of EICF. (4) Investment-level IRR and MoM are 48 presented on a gross basis. For net fund-level performance, please refer to slide 30.

### Flagship Fund II Investments as of Q1 '251,2,3

#### EIF II Unrealized Portfolio (in millions)

Company Name	Initial Investment	Equity Invested (\$m)	Cash Received (\$m)	Remaining Value (\$m)	Total Value (\$m)	Total Gain/(Loss) (\$m)	Gross Investment MoM	Gross Investment IRR
Picnic	Dec-19	5.4	-	4.4	4.4	(1.0)	0.82	(6.2%)
Finite State	Dec-19	25.5	-	25.2	25.2	(0.3)	0.99	(0.4%)
GridX	Mar-20	30.1	-	64.3	64.3	34.1	2.13	22.4%
Flo	Feb-21	35.3	-	21.1	21.1	(14.3)	0.60	(13.8%)
Powin Energy	Mar-21	52.8	-	27.0	27.0	(25.8)	0.51	(16.7%)
HopSkipDrive	Apr-21	25.0	-	105.1	105.1	80.1	4.21	50.3%
Aeroseal	May-21	6.6	-	20.0	20.0	13.3	3.01	36.5%
Corelight	Jun-21	38.5	-	55.9	55.9	17.4	1.45	10.3%
Smallhold	Aug-21	4.5	-	0.0	0.0	(4.5)	0.00	(85.7%)
Power Factors	Aug-21	17.8	-	21.3	21.3	3.4	1.19	5.2%
Measurabl	Sep-21	54.2	-	41.4	41.4	(12.8)	0.76	(9.9%)
Sibros	Oct-21	38.0	-	34.7	34.7	(3.3)	0.91	(2.6%)
Zitara	Nov-21	10.4	-	7.6	7.6	(2.8)	0.73	(9.2%)
Hippo Harvest	Nov-21	3.5	-	5.2	5.2	1.7	1.48	13.2%
Mill Industries Inc.	Jan-22	34.6	-	26.3	26.3	(8.3)	0.76	(10.3%)
Singularity	Jan-22	2.0	-	2.1	2.1	0.1	1.04	1.1%
Stream Security (fka Lightlytics)	Jan-22	17.2	-	17.3	17.3	0.1	1.01	0.3%
ION Solar	Feb-21	25.5	6.8	25.8	32.6	7.1	1.28	9.1%
RS Technologies	Oct-22	53.3	-	73.3	73.3	20.1	1.38	13.9%
Stone Mountain Technology, Inc.	Oct-22	22.5	-	22.5	22.5	0.0	1.00	0.1%
Scythe Robotics, Inc.	Dec-22	24.6	-	20.4	20.4	(4.2)	0.83	(8.9%)
Coronet Cybersecurity	Jan-23	40.0	-	57.1	57.1	17.1	1.43	21.3%
TRC Companies, Inc.	Apr-23	50.4	-	80.0	80.0	29.6	1.59	28.1%
Infravision Holdings Pty Ltd	Jun-23	19.0	-	20.5	20.5	1.5	1.08	4.8%
Europe Co-Investment		80.6	-	66.2	66.2	(14.4)	0.84	(4.2%)
Unrealized Investment-Level Total		\$717.3	\$6.8	\$844.5	\$851.3	\$134.0	1.19	6.1%

#### EIF II Realized and Partially Realized Portfolio (in millions)

				•				
Company Name	Initial Investment	Equity Invested (\$m)	Cash Received (\$m)	Remaining Value (\$m)	Total Value (\$m)	Total Gain/(Loss) (\$m)	Gross Investment MoM	Gross Investment IRR
Proterra	Jun-21	3.0	3.8	-	3.8	0.8	1.26	68.4%
Li-Cycle	Aug-21	12.0	15.1	-	15.1	3.1	1.26	104.2%
SmartRent	Mar-20	5.0	15.4	-	15.4	10.4	3.09	77.8%
NS1	Jun-20	35.0	35.0	0.4	35.4	0.4	1.01	0.4%
Oort Inc.	Jul-22	4.5	16.6	-	16.6	12.1	3.69	178.5%
Noetic	Jul-21	12.3	10.8	1.1	11.9	(0.4)	0.97	(1.0%)
Moxion Power	May-21	24.5	-	-	-	(24.5)	0.00	n/a
Realized Investment-Level Total		\$96.2	\$96.8	\$1.4	\$98.2	\$2.0	1.02	1.2%
Investment-Level Total		\$813.6	\$103.6	\$846.0	\$949.5	\$136.0	1.17	5.7%

Notes: Past performance is not indicative of future results. Please refer to the performance disclosure slide for important performance information. (i) Energy Impact Fund II LP made a co-investment in the deals alongside our Energy Impact Fund SCSp. (1) All Figures as of 3/31/2025, unless indicated otherwise, and unaudited. (2) Internal rates of return are computed on a "dollar weighted" basis, which takes into account the timing of cash flows and the amounts invested at any given time, and reflect an aggregate compound, annual gross internal rate of return based on contributions, distributions, and unrealized fair value as of 3/31/2025. "Fund IRR" and "Fund MoM" are fund level metrics and therefore take into consideration the amounts and timing of investors' contributions to the relevant fund and such fund's distributions to investors (which, for the avoidance of doubt, reflects the effects of recycling of capital by such fund). In addition, Fund II utilized a fund level subscription facility line of credit, which permitted such funds to fund purchases of investments through such facility and to delay capital calls from investors until repaying such facility. Fund IRRs with respect to such funds generally would have been lower had such funds not utilized such subscription facilities. The performance of an individual investor in a fund may differ from fund level returns due to factors including, but not limited to, (i) the timing of an investor's capital contributions, including as a result of a later subscription and related charges, (ii) various structuring elections, including the use of one or more blocker entities on a particular transaction that were not common to all investors or other tax determinations, (iii) differences in fees or expenses allocable to certain investors as a result of taxes or other considerations and (iv) the excuse or exclusion of an investor for one or more of such fund's investments. "Investment IRR" are investment level metrics that EIP believes are more direct indications of th

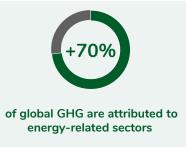
Appendix Impact Methodology and Leadership

### Impact Funnel We identify and invest in the highest emitting sectors

We invest in solutions that address the largest emitting sectors









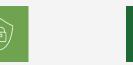


From energy generation to consumption and the infrastructure in between

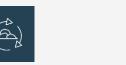
#### **Decarbonized Supply**



#### Intelligent Infrastructure



#### **Sustainable Demand**





With quantifiable results that accelerate the energy transition through two impact pathways



#### **Directly Avoided GHG Emissions Impacts**

Portfolio companies that lead to direct GHG avoidance



#### **Foundational Energy Transition Impacts**

Portfolio companies that enable non-GHG impacts critical to the energy transition

### Impact Pathways The impact of our portfolio to the energy transition

The real-world change caused or enabled by our portfolio is derived from a combination of direct GHG emissions avoided and foundational solutions that support other aspects of the energy transition, such as resilience, reliability or adaptation.

### 70%

#### Companies that directly avoid GHG emissions

Companies with direct avoided GHG emission impacts assessed via rigorous baseline vs. investment scenario modeling.

These lower or zero-emission solutions replace incumbent higher emissions solutions, making existing processes less GHG intensive and avoided future emissions.

Arcadia

Avoided emissions from community solar projects, paired with air pollution and water consumption reduction



Avoided emissions from utility-scale battery energy storage systems, with stability and reliability co-benefits



Avoided emissions from displacement of diesel backup generation, with 99.99% combined reliability co-benefits



30%

# Companies that enable non-GHG impacts within the energy transition

Companies critical to the energy transition whose benefits contribute to improved resilience, reliability, and/or climate adaptation. Their impacts are assessed through custom KPIs.

Foundational companies can enhance GHG savings as part of a larger value chain, but their impact cannot be assessed in tons of GHG emissions directly avoided.



Drone Enabled Line Stringing Services for T&D and emergency response; key for increasing grid capacity and renewables expansion



Analytics platform and marketplace designed to accelerate carbon reduction investment in commercial buildings



Customer engagement software provider that enables utilities to reach their customers during mission-critical, emergency, outage events or other operations

# Our impact journey Committed to impact since our inception

2015	2018	2019	2020	2021	2022	2023	2024
Flagship I	Credit I	Flagship II	Europe Fund	Frontier Fund	Credit II	Flagship III	
EIP is founded	Impact team is created as a dedicated function  1st year of impact data collection	Release of EIP's ESG Policy Creation of EIP's Impact Advisory Board EIP becomes a signatory of UNPRI	EIP co-founds Project Frame and becomes a member of the steering committee	EIP categorizes Frontier and Europe funds as SFDR Article 8		EIP co-founds the Venture Climate Alliance EIP categorizes Flagship III as SFDR Article 9	EIP participates in GFANZ publication of Transition Finance and Decarbonization Contribution Methodologies EIP adopts the EDCI ESG Framework and joins VentureESG
		Principles for Responsible Investment	PROJECT <b>FRAME</b>			Venture Climate Alliance	entureESG/. Ese Data Convergence Initiative
	0.8M	1.8M	2.8M	6.4M	<b>11.</b> 3M	19.4M	Total annual enabled savings by our portfolio companies (tCO2e)
	10+	18+	25+	50+	75+	90+	Corporates in EIP's strategic network
15		35+				70+	Number of portfolio companies

### Our impact leadership EIP has achieved widespread recognition for our work on Impact

### Transparent annual reporting

EIP has tracked Impact data since 2018





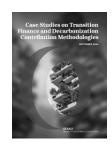


### Industry leading thought leadership

EIP's contributes to industry leading thought leadership









### **Industry recognition**

EIP's leadership is recognized and awarded



Climate 50: Top Growth VC Fund(1)



Impact Assets 50: Top 50 Impact Fund(2)



Real Deals: Future 40 ESG Innovator Award

(3)



ESG Investing Awards 2024: Best ESG Investment Fund in Energy Transition category Finalist<sup>(4)</sup>



ESG Investing Awards 2025: Best ESG Investment Fund in Climate Transition Category Finalist<sup>(5)</sup>

### **Engagement with the IMM community**

EIP is active in the impact investing community and working groups

Founding member





Networks of active engagement







Member



Venture<u>ESG/</u>.

Other impact initiatives



ESG Data Convergenc Initiative





### Impact Team EIP was purpose built for advancing the clean energy transition

- Energy Impact Partners is focused on identifying and deploying the technologies that drive the energy transition and global decarbonization.
- Our competitive advantage comes from close collaboration with 80 leading corporates, including utilities, large energy consumers, and tech firms.
- This collaboration yields deep, nuanced insight into the energy transition and the products and services needed for faster decarbonization.
- Our Impact Team and Advisory Board ensure that EIP's investments and processes are underpinned by best-in-class practices, such as industry-leading impact measurement and management.

### **Impact Team**



Adam James
Partner
Head of Impact



Peter Fox-Penner
Chairman



Natalia Costa i Coromina



Javier Luna Associate

### **Impact Advisory Board**



Ann Klee



**Brandon Middaugh**Microsoft Climate Innovation



Thato Keinetsee



Lene Hodge Nysno Climate Investmen



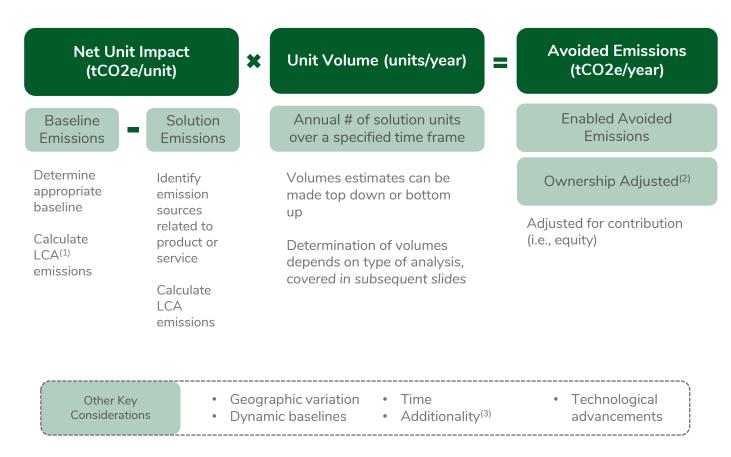
Jeff Lyng
Xcel Energy



TBD HSBC

### Avoided GHG Emissions EIP's approach to measuring avoided GHG emissions

EIP's methodology closely aligns with Project FRAME's methodology and follows the following general formula:



EIP co-developed the first methodology whitepaper with Project FRAME (2023)

#### **Foreword**

FRAME

We are pleased to introduce the latest and most significant Project Frame methodology guidance, Pre-Investment Considerations: Diving Deeper into Assessing Greenhouse Gas Impact.

During the past few years, we have seen large increases in capital allocated to green technologies and reduction of greenhouse gas (GHG) emissions into the atmosphere has become a key metric to track the performance of companies, funds, and fund managers. Reporting on estimated GHG emissions is becoming nearly universal - and may soon become mandatory - for most mature businesses and financial enterprises. This reporting is governed by the World Resources Institute/World Business Council for Sustainable Development (WRI/ WBCSD) GHG Protocol. However, when it comes to estimating expected future GHG savings, there are no common standards. We sometimes see companies and investors compete to report the highest impact numbers from their projects or investments, perhaps encouraged by financial incentives linked to these numbers. It is only through the most accurate reporting possible can we serve the ultimate purpose of allocating capital to investments with the highest real impact.

The ambition of Project Frame is to build consensus around common impact terminology and best practices and thereby better direct climate-focused investment toward highest-potential solutions. This

methodology is a collaboration among dozens of respected climate investors. Through these efforts, we hope to build a global community of investors that work collaboratively to improve reporting quality and transparency

Measuring impact is a challenging task, but this should not discourage us from making progress one step at a time. While the endeavor must always take into account unique circumstances, and will never be perfectly accurate, achieving greater commonality in practices like setting baselines can improve the comparability and transparency of impact measurement. We see this methodology as a starting point for more research and collaboration among Frame members, scientists, and other experts and practitioners.

We have been privileged to serve on Frame's Steering Committee (SC) alongside other distinguished members. We appreciate the leadership provided by Prime Coalition, Project Frame Director Keri Browder, and our fellow SC members. In a world that is increasingly fragmented in many areas and facing greater urgency for climate action, Frame is an important contribution to fostering both international cooperation and climate change mitigation.

Peter Fox-Penner Chief Impact Officer Energy Impact Partners

Siri Kalvig Chief Executive Officer Nysnø Climate Investments

Pre-investment Considerations:
Diving Deeper into Assessing
Future Greenhouse Gas Impact

April 2023



### Avoided GHG Emissions Reporting multiple analyses transparently

Annual
Enabled
Avoided
Emissions

emissions

Lifetime Enabled
Avoided Emissions

Life-of-product avoided emissions based on current installed base

Planned 5-year Enabled Avoided Emissions

First 5-year plan of commercial availability of emerging products



42.5M

tCO2e avoided by portfolio since 2018

153M

tCO2e life-of-product avoided emissions based on 2023 installed base

167M

tCO2e planned 5-year enabled avoided emissions for products once commercial

~10G

tCO2e estimated avoided emissions of current technologies in EIP's portfolio

Higher certainty



Actual data



Forward-looking data

Bubble size indicates time encompassed

Higher uncertainty



### Disclaimer & Confidentiality

The information contained herein is provided for informational and discussion purposes only and is not an offer to sell or a solicitation of an offer to buy an interest in EIP Flagship Fund III LP ("Fund II"), Energy Impact Fund II LP ("Fund II"), Energy Impact Fund II LP ("Fund II"), Energy Impact Fund II LP ("Fund II"), Elevate Future Fund II LP ("Impact Fund III"), Energy Impact Credit Fund II LP ("Impact Fund III"), Energy Impact Credit Fund III LP ("Impact Fund III"), Energy Impact Credit Fund III LP ("Impact Fund III"), Energy Impact Credit Fund III"), Energy Impact Credit Fund III") or any successor fund thereto. Each of the aforementioned funds is sometimes referred to as a "Fund" and collectively as the "Funds".

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The information contained in this document may still be in draft form, or certain investment performance information may be recently updated and therefore may be different from the information contained in the offering memorandum. Any decision whether to invest in any fund must be based on the information in the fund's offering memorandum and not on the information contained herein.

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For this purpose, the tax treatment of a transaction is the purported or claimed U.S. Federal income tax treatment of the transaction and the tax structure of a transaction is any fact that may be relevant to understanding the purported or claimed U.S. Federal Income Tax Treatment of the Transaction.

Certain information contained herein constitutes "forward-looking statements", which can be identified by the use of forward-looking terminology such as "may", "will", "should", "except", "anticipate", "target", "project", "estimate", "intend", "continue" or "believe" or the negatives thereof or other variations thereon or comparable terminology. Due to various risks and uncertainties, actual events or results or the actual performance of any fund may differ materially from those reflected or contemplated in such forward-looking statements.

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The case studies presented herein are for illustrative purposes only and reflect a subset of investments made by EIP. Such case studies have been selected to provide examples of collaborations with EIP's strategic partners, the types of investments made, and sectors invested in, by EIP and other non-performance characteristics and does not purport to be a complete list of investments. Such examples may be ongoing investments are not intended to be, and should not be construed as, investment advice or a recommendation to purchase any particular security. It should not be assumed that the investments described herein will achieve their objectives or that any investments made in the future will be comparable in quality to the investments described herein. EIP will provide a full list of investments upon request.

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### Performance Disclosure

Past performance is not indicative of future results and there is a possibility of substantial loss in connection with an investment in the Fund, including the potential for a total loss of an investment. Performance returns reflect the reinvestment of proceeds, other account earnings, and non-recalled distributions. Net investment performance of individual portfolio companies, or groups of portfolio companies (other than a fund's entire portfolio), is impracticable due to the manner in which fees and carry are allocated at the fund level. Gross investment performance of individual portfolio companies, or groups of portfolio companies, does not take into account management fees, partnership expenses, or carried interest that would reduce the net return to limited partners of the funds making those portfolio company investments.

Target Returns or Targets are aspirational and based upon certain assumptions about future events or conditions that EIP considers reasonable and is intended only to illustrate hypothetical results under those assumptions. The Target Returns or Targets shown herein for EIP Flagship Fund III LP are calculated under the assumption that the applicable fund 1) has an activation date of 7/1/2023, 2) has a total fund size of \$1.5 billion, 3) charges a 2% management fee and 20% carried interest, 4) targets an investment pace of ~19% of commitments per year in new investments during the first four years of the fund, and 5) can utilize a subscription credit facility for a period of one year to bridge capital calls. Not all relevant events or conditions may have been considered in developing such assumptions. The success or achievement of various results and objectives, including exits, realizations of indicated valuations, and targeted performance data is dependent upon a multitude of factors, many of which are beyond the control of EIP. No representations are made as to the accuracy of such targets or that such targets will be realized. Actual events or conditions are unlikely to be consistent with, and may differ materially from, those assumed. Upon request, EIP will promptly provide additional information related to the risks and limitations of using hypothetical results in making investment decisions.

References to "Gross Fund IRR" and "Net Fund IRR" mean (A) in each case, an aggregate, compound, annual, since inception internal rate of return on limited partner invested capital, based on contributions, distributions and unrealized fair value as of the reporting date, computed on a "dollar weighted" basis, which takes into account the timing of cash flows and the amounts invested at any given time, and also including the impact of capital recycling (for the avoidance of doubt, with such return being calculated for the limited partners taken as a whole, which in certain cases can result in a return that differs from one or more individual investors' returns based on the timing of capital transactions), (B) in the case of Gross Fund IRR, calculated without reflecting management fees, carried interest, and other fund expenses that are borne by investors, which will reduce returns in the aggregate, and (C) in the case of Net Fund IRR, calculated including the effect of management fees, carried interest, and other fund expenses described in the immediately preceding clause (B).

The funds utilize lines of credit, which generally delays the timing of capital contributions and results in the Gross Fund IRR and Net Fund IRR for any such fund generally being greater than it would have been without use of such lines of credit. Lines of credit utilized by the funds typically incur interest as well as other expenses, such as commitment fees and unused capacity fees. The private equity industry lacks a comprehensive set of generally accepted rules for calculating and presenting rates of return and other elements of financial performance, and EIP is not required by law to follow any particular methodology. In addition, the unrealized values that form the basis for any IRR may not be realized in the future, which would materially and adversely affect the actual IRR.

Gross Fund MOIC is a fund level metric and is calculated by taking Fund Net Asset Value and adding back total distributions, partnership expenses, management fees, organizational costs, and carried interest divided by total capital called, net of recycled distributions. Net Fund MOIC adds the limited partner capital account balance and total limited partner non-recallable distributions, and divides that total over total limited partner capital called, net of limited partner recycled and recallable distributions.

Gross Investment IRR is an aggregate, compound, annual, since inception, gross internal rate of return on investments. Gross Investment IRR does not reflect management fees, carried interest, taxes, transaction costs in connection with the disposition of unrealized investments and other expenses that are borne by investors at the fund level, which will reduce returns in the aggregate. Internal rates of return are computed on a "dollar weighted" basis, which takes into account the timing of cash flows and the amounts invested at any given time. Note that the calculations include the impact of capital recycling.

Gross Investment MOIC is an investment level metric and is calculated by dividing the portfolio's Total Value of investments over total cost of investments. Gross Investment MOIC does not include partnership expenses, management fees, organizational costs, and carried interest, which will reduce the returns to investors at the fund level in the aggregate.

### Performance Disclosure (cont.)

Weighted Average Realized IRR is shown for illustrative and discussion purposes only. Such calculation is calculated by multiplying each realized investment's (including partially realized investments in which EIP has received proceeds of at least 75% of total capital invested throughout the life of the investment) total invested capital by its realized IRR and divided by the invested eapital for all realized investments. The calculation assumes that any realized investments that were fully written off by EIP (i.e., zero dollar value) has a realized IRR of negative 100%. Calculating the Weighted Average Realized IRR necessitates an IRR input for every deal. This calculation is not possible for fully written off deals given that IRR calculations require at least one positive cash flow. A different assumed negative IRR would therefore yield a different weighted-average result. It should not be assumed that any investors will realize the gross or net Weighted Average Realized IRR performance returns. Net returns on individual investments including the subset of investments displayed herein are for informational purposes only to provide an illustration of the potential impact of applicable fund-level fees, expenses and carried interest on the corresponding gross returns. Net returns on individual investments or subsets of investments do not represent actual investment performance experienced by any investor. Moreover, such net returns have been calculated on a pro-forma basis given that no fund in practice allocates specific fund-level fees, expenses or carried interest to specific investments or subsets of investments, and therefore such net returns have been calculated on a pro-forma basis given that no fund in practice allocates specific fund-level fees, expenses or carried interest to specific investments or subsets of investments, and therefore such net returns reflect certain implicit assumptions that are not true in all cases. For example, this calculation methodology implicitly assumes that each of the appl

The investments and associated performance figures displayed on this page reflect a subset of investments made by EIP. The subset represents realized and partially realized investments extracted from the relevant fund's portfolio. In the case of total Flagship realizations and total gross/net Weighted Average Realized IRR, such figures are representative of the combined subset of Fund I and Fund II realized and partially realized investments as of 12/31/2024. The total return figures are hypothetical in nature and not actually achieved by any one portfolio given the combination of both Fund I and Fund II realized and partially realized investments and are calculated using the criteria and assumptions described above. The total returns figures do not represent actual investment performance experienced by any investor. Upon request, EIP will promptly provide the performance results of the entire each fund's entire portfolio as well as any additional information related to the risks and limitations of using hypothetical performance in making investment decisions promptly upon request.