

A large white wind turbine stands on a green grassy hill. The background features rolling hills, distant mountains, and a sunset sky with orange and yellow clouds. The text is overlaid on the right side of the image.

# **ENECHANGE INSIGHT** **RENEWABLES**

**For Developers and Advisors**

**By:**  
**ENECHANGE**  
**SMAP Energy**

# Organizational Structure

**ENECHANGE**

ENECHANGE:

- ❑ Energy data company
- ❑ Provides switching services
- ❑ >98% market share in Japan

**SMAP**  
ENERGY

SMAP Energy:

- ❑ SaaS solution provider
- ❑ Analyzes electricity consumption and uses machine learning
- ❑ Advises utilities

**JE**  
RENEWABLES

**JE**  
VENTURES

Japan Energy Fund Renewables:

- ❑ Fund to invest in RE opportunities in Turkey and Jordan managed by ENECHANGE

**ENECHANGE INSIGHT**  
**RENEWABLES**

ENECHANGE Insight Renewables:

- ❑ Connects investors with RE opportunities globally and provides premium access

**ENECHANGE INSIGHT**  
**VENTURES**

# About Us (our companies)

## **SMAP Energy**

Founded in 2016 in London UK, Smart Meter Analytics Platform (SMAP) is a SaaS solution that allows utilities to analyse energy consumption data using advanced machine learning techniques to better understand customer behaviour.

*Founded by the same team in the Cambridge Energy Data Lab, in June 2017, ENECHANGE Co. LTD and SMAP ENERGY merged to form ENECHANGE Group.*

## **Japan Energy Fund**

ENECHANGE Group later partnered with Daiwa Investment Securities, Loop and Hokuriku to form a renewable energy investment fund, managed by members from SMAP Energy & ENECHANGE.

**Japan Energy Fund** (JEFund) aims to contribute to the realization of a sustainable society by focusing on the five SDGs goals through investment in the energy sector.

## **ENECHANGE**

Founded in 2017 and based in Tokyo Japan, ENECHANGE is an operator of a data mining company designed to analyse energy data, offering a power supplier switch service for enterprises and SIM card comparison site for companies and consumers. ENECHANGE Ltd (4169) went public on the Tokyo Stock Exchange on Dec 23, 2020.



## WHAT IS ENECHANGE Insight Renewables (EIR)?

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EIR is a professional **renewable energy systems investment advisor and liaison office** with teams in London, Los Angeles, Tokyo and Beirut; managed and operated by ENECHANGE and Smap Energy.

We provide market insight, **premium access to attractive RE projects** and **source investment opportunities in low-risk markets.**

We support our clients and sponsors through investment match-making, providing knowledge products and connecting with credible legal and regulatory authorities.

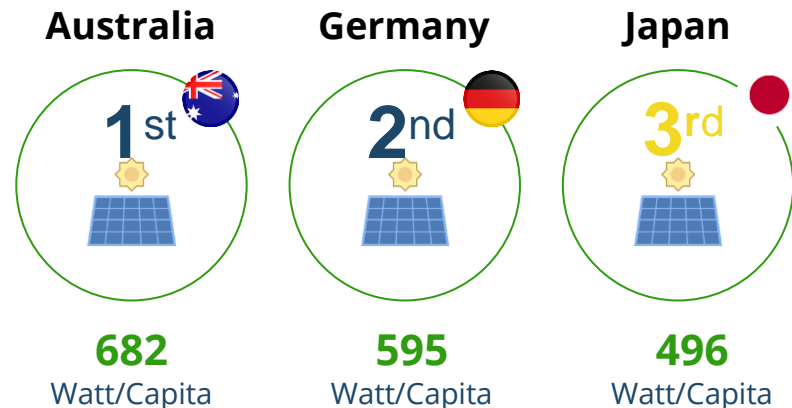


# Our Objective

*We aim to take the lead as the main catalyst that bridges investors with renewable energy companies and projects worldwide.*

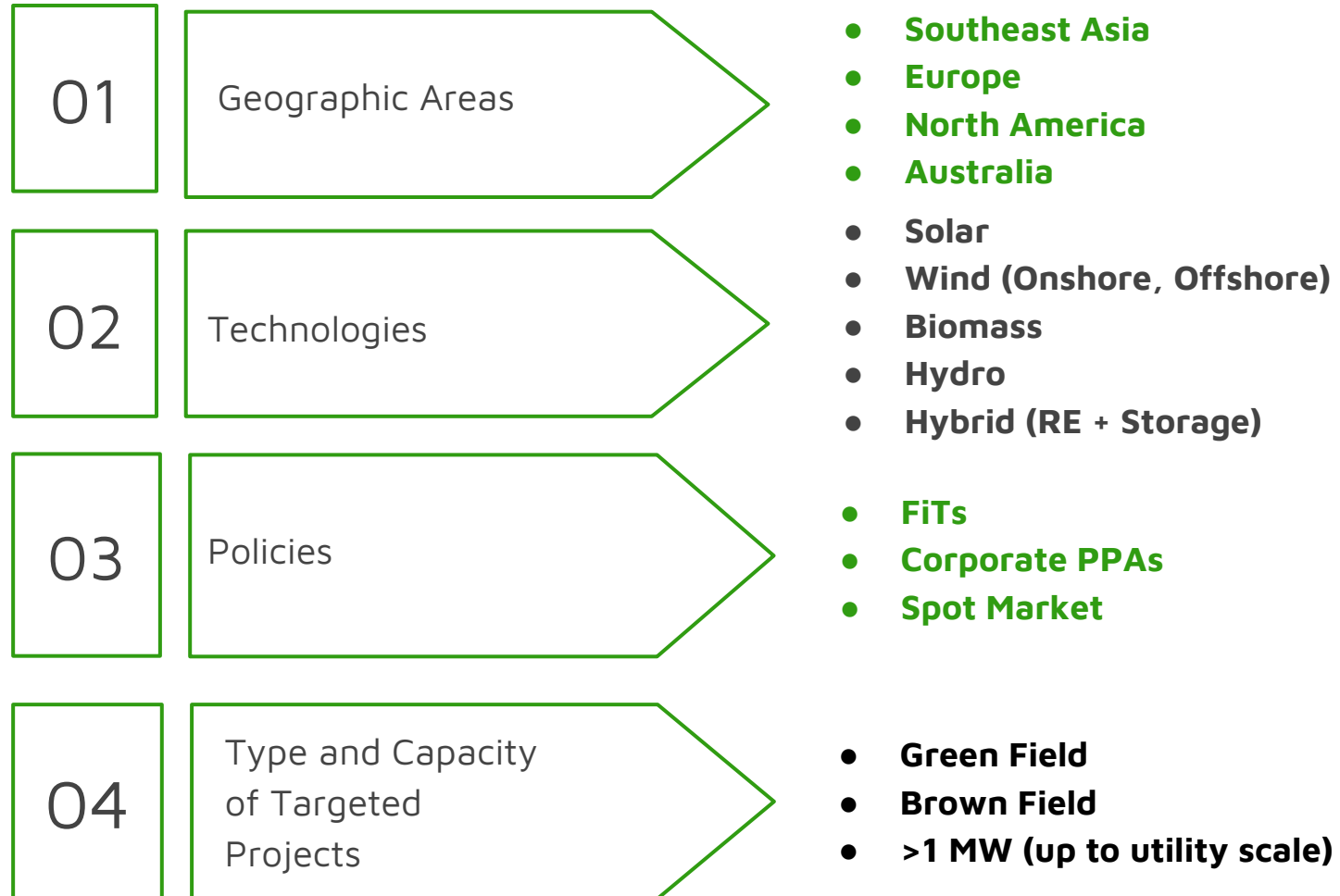
Our current sponsors are from Japan, North America and Europe.

Solar PV in Japan as an Example: Japan ranks 3rd worldwide in terms of installed solar capacity per capita at 496 Watt/capita. The nation has an abundance of renewable energy experts, developers and investors that are looking to branch out their portfolios into the global market.





# Current focus areas of our scouting team:





# How ENECHANGE Insight Renewables Works?

## 1. The Database

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We host a database of opportunities under our premium access platform to help connect investors to partners. Our team is always in an ongoing communication between the investors and developers to ensure the best support.

## 2. Monthly Webinar Series

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Our monthly webinar hosts international developers, market analysts and investors in the purpose of sharing knowledge and building unique relationships.

## 3. Annual Summit

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Our annual summit is tailored for building bilateral and multilateral business opportunities live concerted by the ENECHANGE Insight team.



**40+** Registered Developers/ Advisory firms/ Investment Funds

**250+** Available Investment Opportunities over **35** Countries

**40+** descriptive fields and criteria for each project

The projects have different policies **FiT, C&I, Spot Market and fall under various development stages**



**Solar**

**216** Projects

**14099** MW



**Wind**

**15** Projects

**815** MW



**Storage**

**8** Projects

**502** MW



**Hydro**

**5** Projects

**58** MW



**Others**

Green Hydrogen, WTE,  
Geothermal, Biomass

**21** Projects

**262** MW



# Database Sample

#	Region	Project Type	Technology	Project Architecture	COD	Capacity (MWp)	Policy
1	East Asia	Greenfield	Solar PV	Ground-mounted	Q1 2023	158	FIT
2	East Asia	Greenfield	Solar PV	Ground-mounted	Q3 2022	72	Merchant or Corporate PPA
3	South Asia	Brownfield	Solar PV	Rooftop	Q1 2020	1	Corporate PPA
4	Southeast Asia	Greenfield	Solar PV + Storage	Ground-mounted	Q2 2023	100	Merchant or Corporate PPA
5	Southeast Asia	Greenfield	Solar PV	Rooftop	Q3 2021	35	Corporate PPA
6	Southeast Asia	Greenfield	Wind	Onshore	Q4 2021	120	FIT
7	Southeast Asia	Brownfield	Solar PV	Ground-mounted	Q2 2019	50	FIT
8	Southeast Asia	Greenfield	Solar PV	Ground-mounted	TBD	96	FIT
9	Southeast Asia	Greenfield	Solar PV	Rooftop	Q2 2021	7	FIT
10	Southeast Asia	Brownfield	Solar PV	Rooftop	Q4 2020	1	Corporate PPA
11	Southeast Asia	Greenfield	Wind	Onshore	2023	150	Government PPA
12	Southeast Asia	Greenfield	Wind	Nearshore	Q2 2022	50	FIT
13	Southeast Asia	Greenfield	Solar PV	Rooftop	TBD	2	Corporate PPA
14	Southeast Asia	Greenfield	Solar PV	Rooftop	TBD	10	Corporate PPA

# Past Webinars: October 20 Webinar Agenda | EU

**16:00 - 16:20    ENECHANGE Insight | Renewables**

**Introduction & Mission**

**Overview and Summary of Presentations**

**16:20 - 16:35    Regional & RE Market Overview**

**Wood Mackenzie**, Tom Heggarty - Principal Analyst

**16:35 - 16:45    Relevant Regulatory and Policy Decrees**

**Eversheds Sutherland**, Michel Chatelin - Partner

**16:45 - 17:10    Developer Presentation and Relevant Projects**

**Powertis**, Javier Adiego - CFO

**Q&A**, Chaired by ENECHANGE Insight

**17:10 - 17:20    BESS in Europe**

**Clean Horizon**, Corentin Baschet - Head of Market Analysis

**17:20 - 17:45    Fund Manager Presentation and Investment Opportunity**

**Foresight Group**, Richard Thompson - Partner

**Q&A**, Chaired by ENECHANGE Insight

**17:45 - 17:50    *Material Summary and Future Webinar and Conference***

## Past Webinars: January 26 Webinar Agenda | SEA

**16:00 - 16:05    ENECHANGE Insight Renewables**

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**Introduction & Mission**

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**16:05 - 16:45    Developer Presentation and Relevant Projects**

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**Entoria Energy**, Vincenzo Fagiuoli - CEO  
**Q&A**, Chaired by ENECHANGE Insight

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**16:45 -16:50    BREAK**

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**16:50 - 17:30    Developer Presentation and Relevant Projects**

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**Limes Renewable Energy**, Cristiano Spillati - Managing Director  
**Q&A**, Chaired by ENECHANGE Insight

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**17:30- 17:35    *Material Summary and Future Webinar and Conference***

# Past Webinars: February 25 Webinar Agenda | NA

**09:00 - 09:05    ENECHANGE Insight Renewables**

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**Introduction & Mission**

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**09:05 - 09:45    Developer Presentation and Relevant Projects**

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**SunRay Power**, Alana Martell - Managing Member  
**Q&A**, Chaired by ENECHANGE Insight

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**09:45 -09:55    BREAK**

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**09:55 - 10:35    Developer Presentation and Relevant Projects**

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**Innovative Solar Systems**, Joseph Branson - Commercial  
Development and Sales Manager  
**Q&A**, Chaired by ENECHANGE Insight

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**10:35- 10:40    Material Summary and Future Webinar and Conference**

# SOLARPLAZA

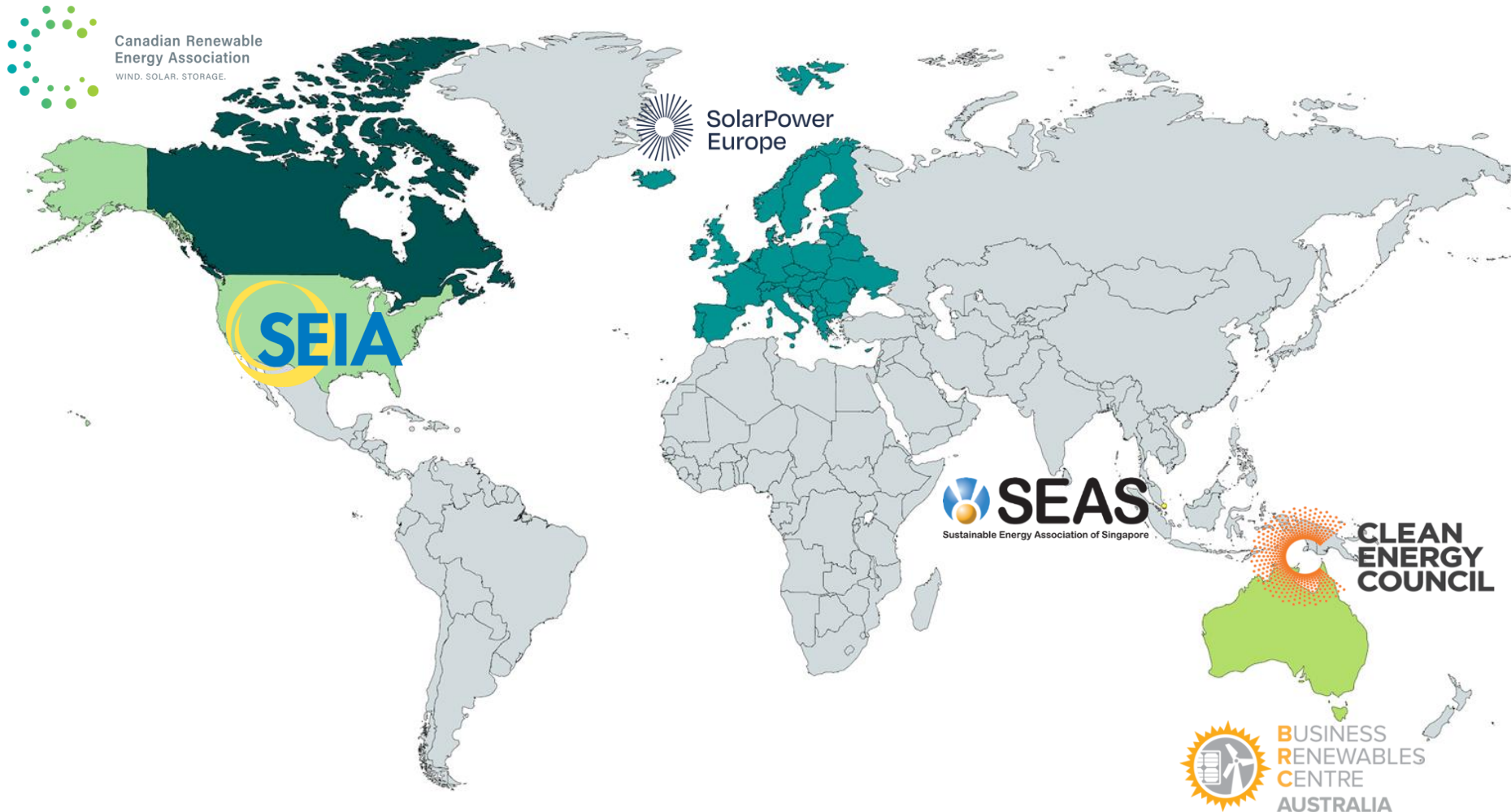
ENECHANGE Insight Renewables will be conducting the annual conference with support from SolarPlaza, one of the most prominent solar event organizers.

The company has been leading and inspiring the renewable energy industry with high-level events and trade missions for more than sixteen years.

- ESTABLISHED in 2004
- 140+ EVENTS
- 40+ COUNTRIES FROM CHILE TO CHINA
- 60.000+ PV PROFESSIONALS IN SOLARPLAZA NETWORK



*We are a proud member of leading energy associations operating in various regions in the world.*





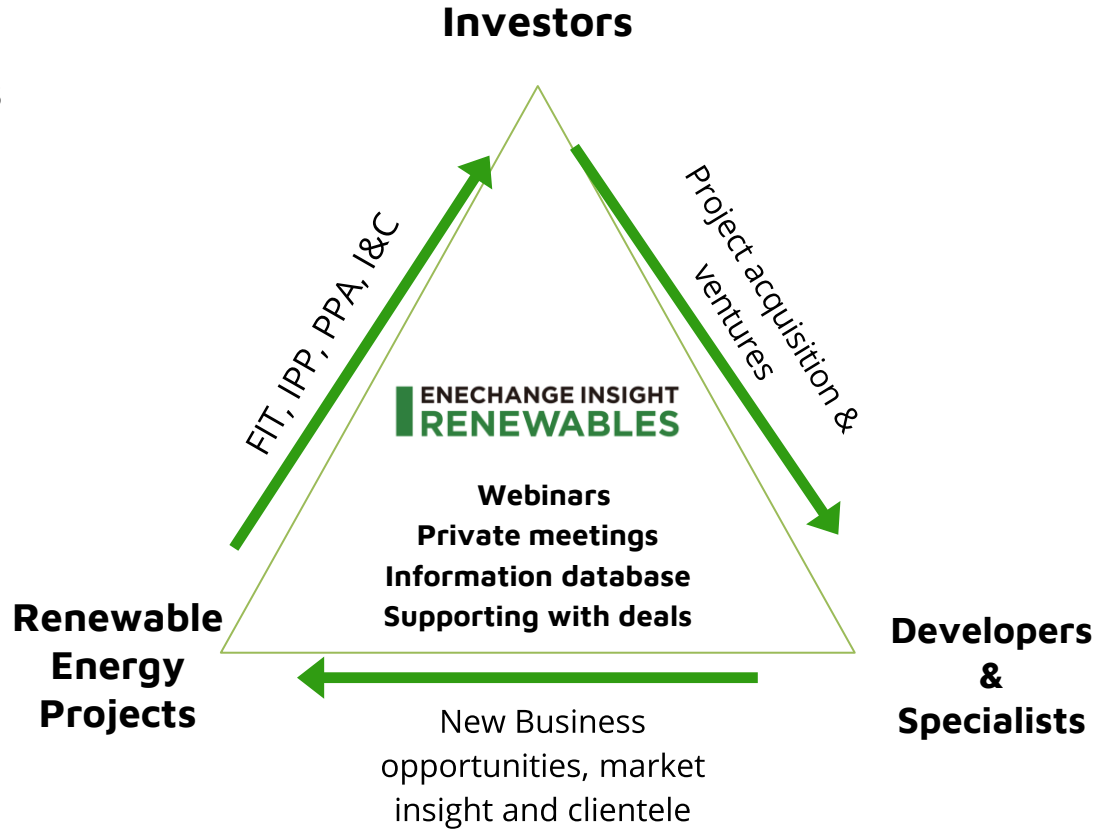
# Why Join?

## Developer

As a developer/operator, take on collaboration opportunities with investors and relevant companies who have a strong appetite for expanding in the renewable energy business globally.

## Specialist

As a specialist/analyst, present your work and assets on a multi-national platform and generate new leads and clientele.



# Our Partners in ENECHANGE Insight

大和エネルギー・インフラ

Daiwa Energy & Infrastructure



 Hokuriku Electric Power Company



CHUBU  
Electric Power

Mitsui Sumitomo Insurance

MS&AD INSURANCE GROUP



TOYOTA TSUSHO CORPORATION



中国電力



Tohoku Electric Power Co., Inc.



YON DEN



TOKYO GAS



ENEOS Holdings, Inc.

Panasonic

# Meet The Team



Yuichiro Shinohara  
ENECHANGE Executive  
Officer



Yuya Kato  
ENECHANGE RE Division



Adnan Mortada  
SMAP Energy CoFounder  
Manager MENA



Ahmad Diab  
SMAP Energy Manager



Jinan Bou Karroum  
SMAP Energy Business Analyst



Eppy Kurkjian  
SMAP Energy Investment Analyst



Oscar Martinez-Yang  
SMAP Energy Research Analyst

# CONTACT US

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18

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