

An aerial photograph of a red car driving on a gravel road that winds through a dense, lush green forest. The car is positioned in the lower right quadrant of the frame, moving away from the viewer. The forest is composed of various types of trees, with some showing signs of autumn. A small stream or path is visible on the left side of the road.

SHIFT⁴GOOD

We are backing the entrepreneurs reducing the
environmental impact of mobility

Impact Reporting 2022

1. Shift4Good

Shift4Good at a glance
Our Mission
Our Investment Thesis
Our Team

2. Impact Methodology

Article 9 SFDR
Impact Assessment Process
Our Impact Committee

3. Portfolio Companies

Eyelights
Compredict



1. Shift4Good



Shift4Good at a glance

1st closing Q3 2022 at €100m+

€250m - €300m

to invest in Series A/B
to create regional or world
champions



**Investment
Geographies**

70% Europe
+ 30% ASEAN / USA



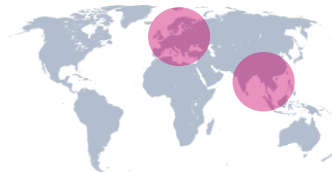
Best-in-class LPs

A unique blend of
Tier-1 Corporate &
Financial LPs



Experts' Fund

Focused on sustainable
mobility and circular
economy of mobility



Cross Border Europe <-> Asia

Support to build global champions
Teams in Paris and Singapore



Investors Collaboration Platform

Access to innovations,
partnership and derisked co-
investments opportunities



Strong Track-Record

Relevant Track record: 3.8x and 46%
IRR on Realized Investments



SFDR Article 9 Impact Fund

+ AMF & MAS registered
50% of the carried linked to Impact's
KPIs



Massive Support to Portfolio Companies

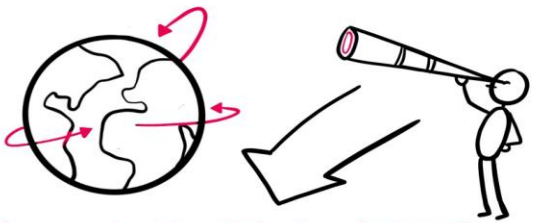
Unique network of qualified experts and to
Corporates for their expertise and partnerships



Renault
LUC JULIA

THE TWO WORDS TO REMEMBER ARE: SUSTAINABLE AND MOBILITY

LP'S COMMITTED FOR THE PLANET



INTERNATIONALISATION

WE CO-CONSTRUCT AN IMPACT PLAN AND MONITOR IT OVER TIME



Shift4good
MATTHIEU DE CHANVILLE



SUPPORT AND ENCOURAGE THE CHANGE



Bpi
ARNAUD CAUDOUX

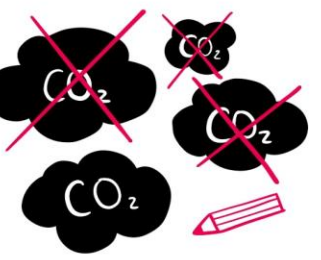
WE LIKE THE COMPLEMENTARITY OF YOUR PROFILES, AND THE BRIDGE YOU CREATE BETWEEN EUROPE AND ASIA



EiF
ALAIN GODARD

FOR ME, SHIFT4GOOD IS THE FUND THAT TICKS ALL THE BOXES

SYNERGIES WITH CORPORATES



DECARBONISATION

IMPACT



WE ARE SUPPORTED BY AN IMPACT COMMITTEE



Shift4good
THIERRY DE PANAFIEU



Shift4good
YANN MARTEIL

BOLD ENTREPRENEURS



WITH OUR ALGORITHMS INSTEAD OF PHYSICAL SENSORS, WE CAN LIGHTEN THE VEHICLE AND BETTER PREDICT THE MAINTENANCE OPERATION FOR A LOWER CARBON FOOTPRINT



Eyeights
ROMAIN DUFLOT



Compredict
STEPHANE FOULARD

ONE PLANET ONLY



COOPERATIVE EXPERTS

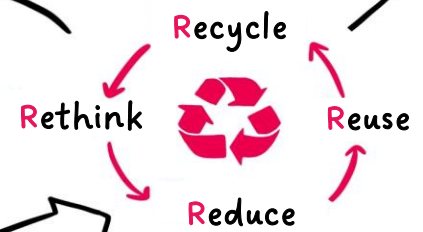


WE NEED INNOVATION, AND I STRONGLY BELIEVE IN WHAT YOU EMBODY



Minister of Transport
CLEMENT BEAUNE

CIRCULAR ECONOMY IN MOBILITY



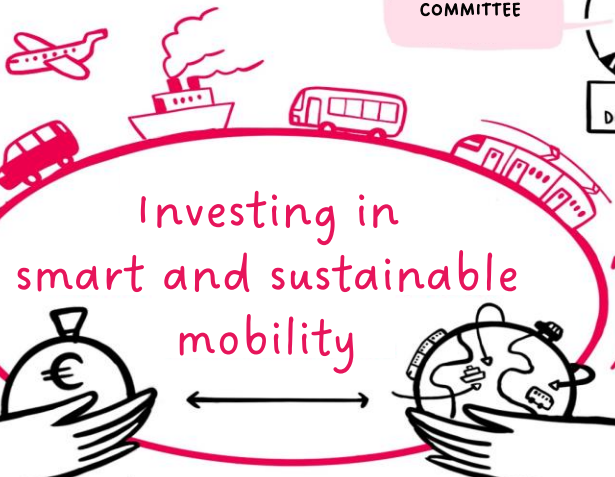
RESPONSIBLE INNOVATION



THANK YOU TO THE INVESTORS WHO TRUSTED US



Shift4good
SEBASTIEN GUILLAUD



Shift4Good at a glance

€3.5M

invested in 2 portfolio companies



EYELIGHTS



COMPREDICT

Virtual sensors for mobility

50%

Of our carried interest depends on **Impact results**.

100%

Of **sustainable** investments – SFDR Art.9 regulation.

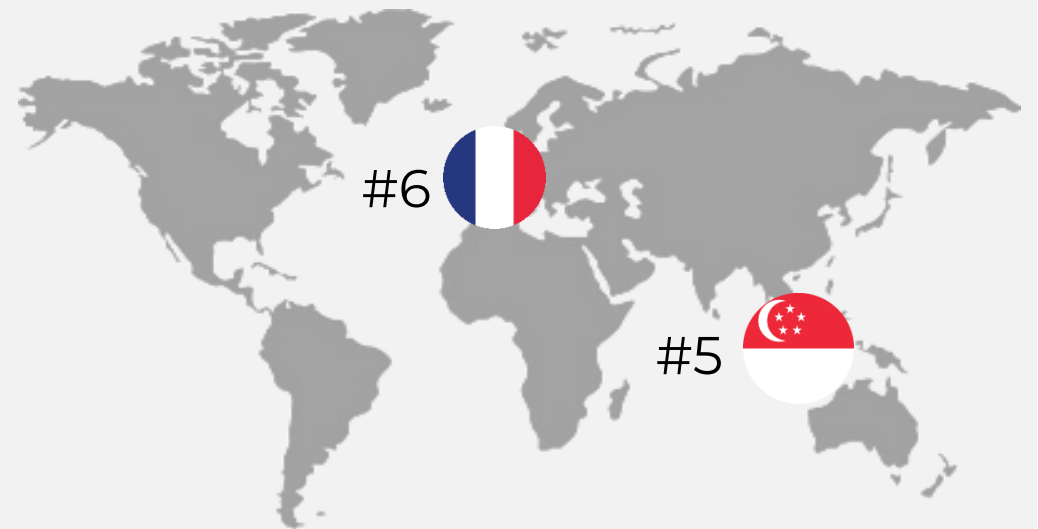
Art.9

Impact fund pursuing a **sustainability objective**

Governance

Independent Impact Committee, guardian of our impact ambition

Our International Footprint



Shift4Good Team is based in Paris & Singapore

Shift4Good **Mission**

Invest in
**Smart and Sustainable
Mobility startups**



While delivering first decile
financial performance...



Mobility must **shift**

23%

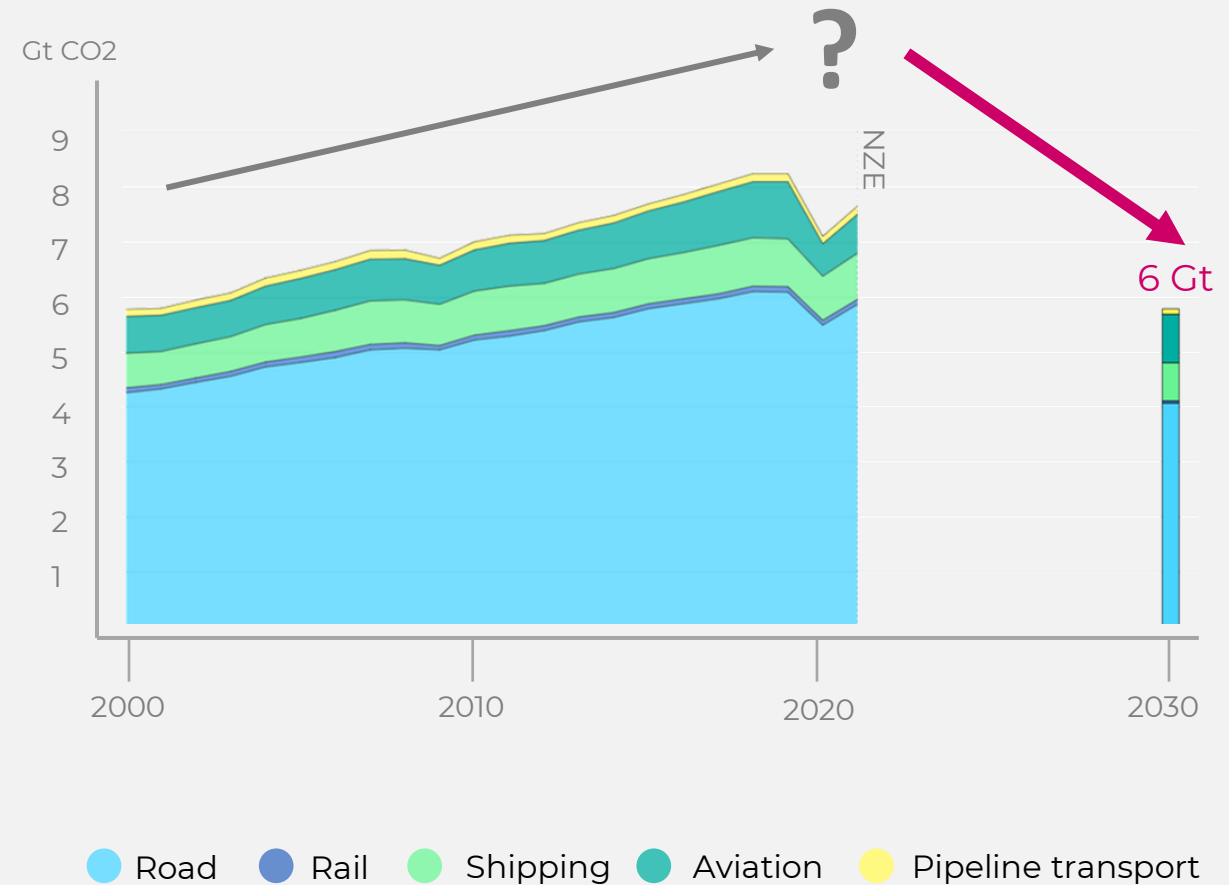
Transportation accountability
of total global GHG emissions

To be on track with Net zero by 2050,
sector emissions must fall by

20% by 2030

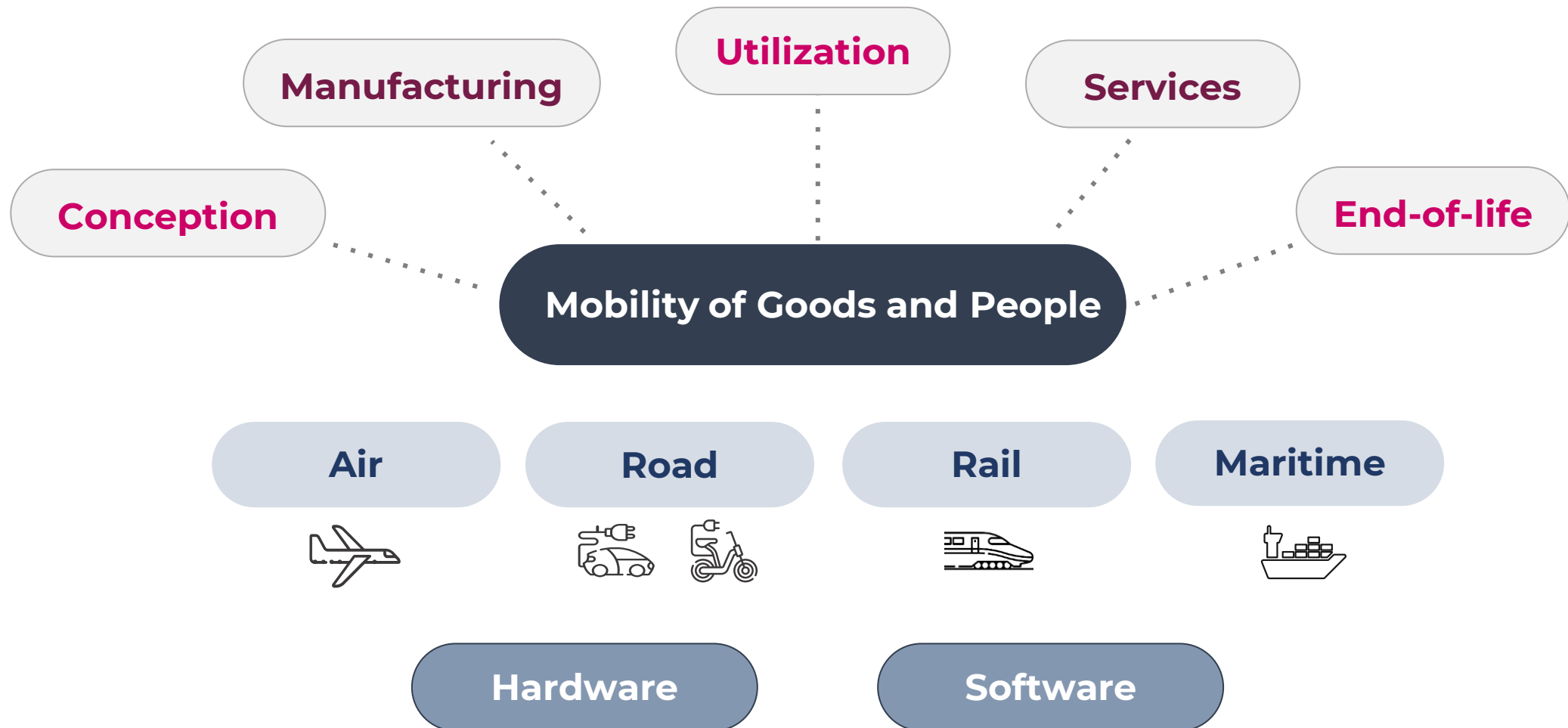
Sources: IPCC Report 2021, OurWorldData.org, ICCT. Global newswire 2022; International Energy Agency

Global CO2 emissions from transportation



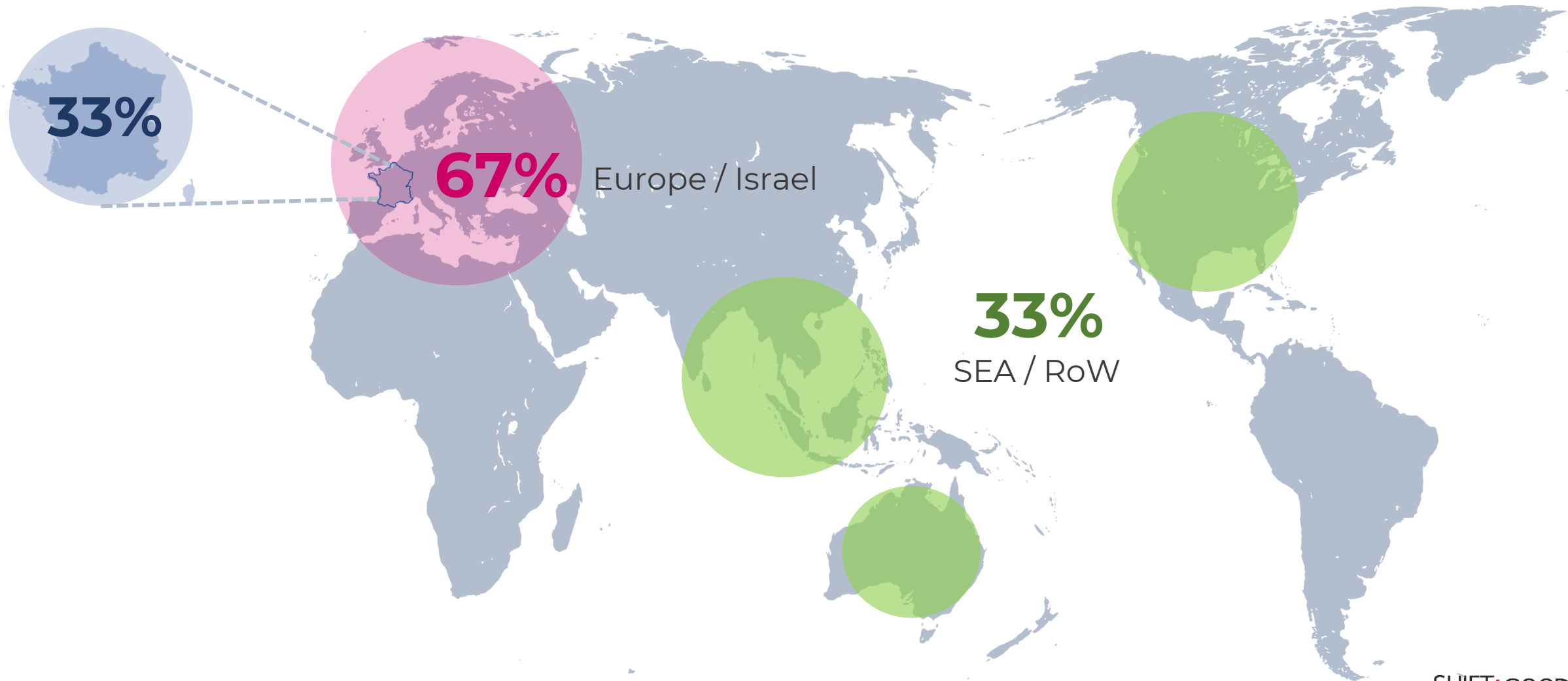
Investment Thesis

Decarbonizing the transportation industry

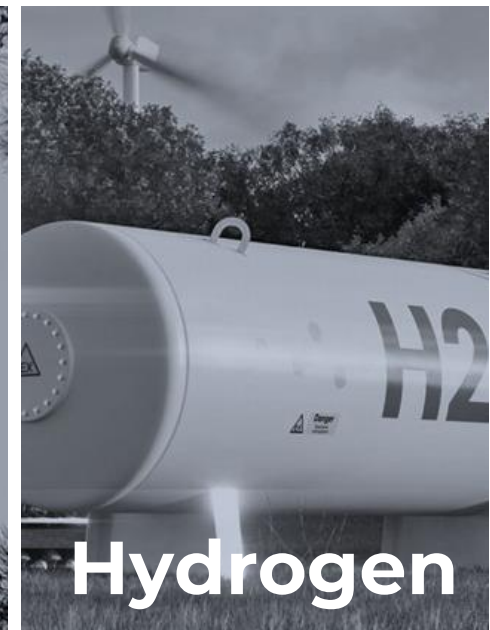
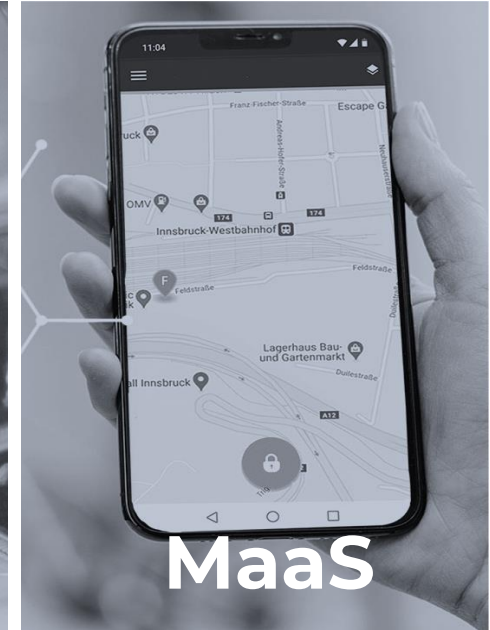
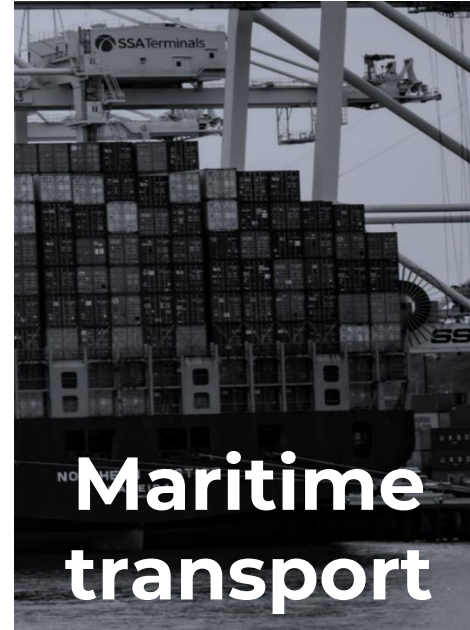


Global coverage

Geographical distribution of our Portfolio Strategy



Some of our **Topics of interest**



Global Team



Sébastien Guillaud

Founder & Managing Partner



Judith Toledano

Senior Analyst



Julien Beaumont

Partner Finance



Yann Marteil

Founder & Managing Partner



Matthieu de Chanville

Founder & Managing Partner



Françoise Le Poulichet

Operating Partner



Glenville Lee

Senior Associate



Florent Barret

Venture Partner



Alix Malafosse

Analyst



Thierry de Panafieu

Founder & Managing Partner



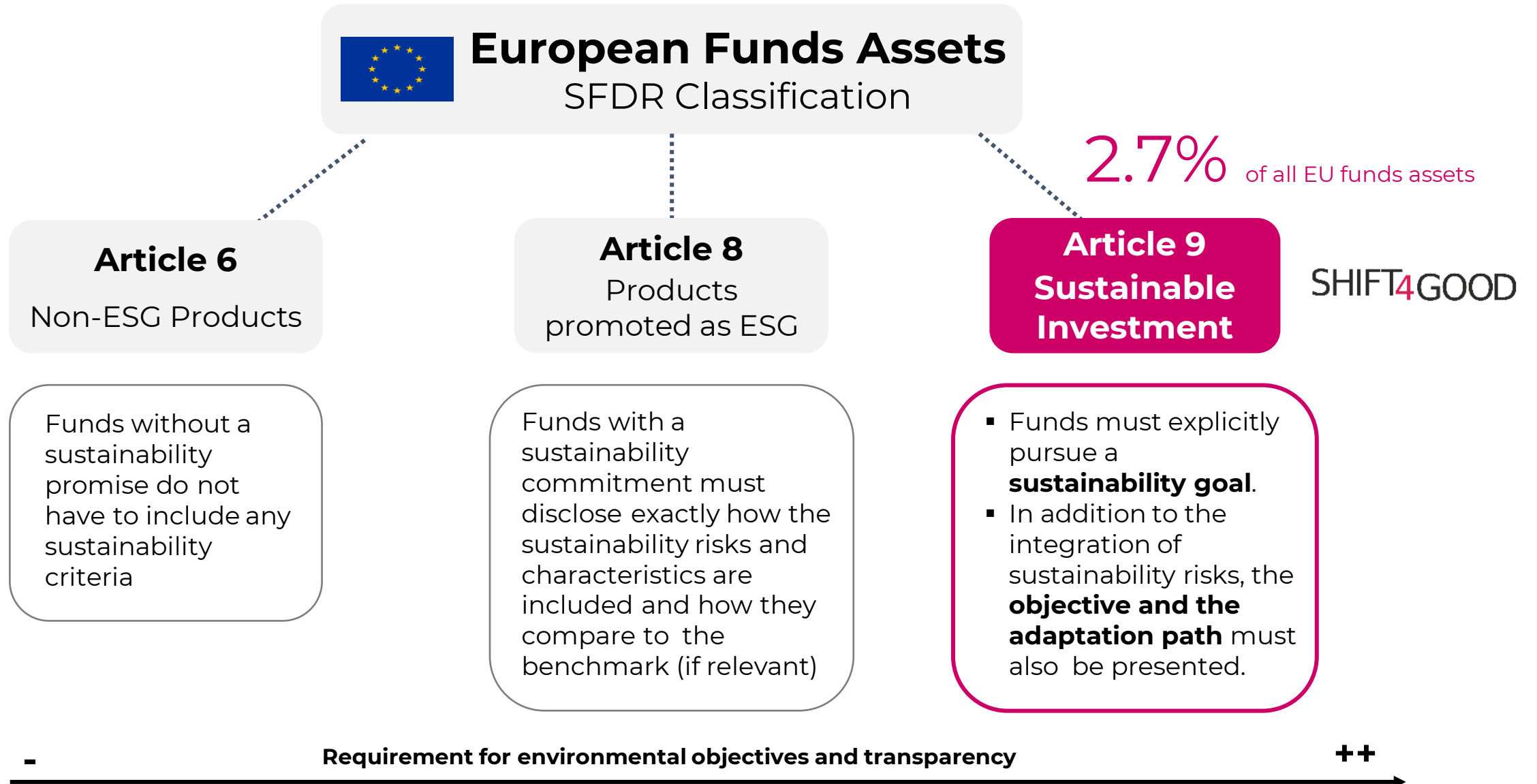
Su Ting Ho

Analyst

2. Impact Methodology



Shift4Good is an **Article 9** Impact Fund



Shift4Good is an **Article 9** Impact Fund

Shift4Good sustainability goal

Reduce CO2 emissions and mitigate other negative environmental impacts associated with the transportation sector

Shift4Good is committed to make 100% of sustainable investments

Impact Fund – Our vision

Shift4Good follow the 3 principles of Impact Investing

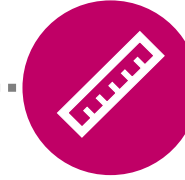
Intentionality

Shift4Good intentionality is to invest in startups that will create environmental impact alongside financial returns



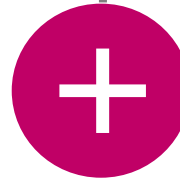
Measurability

Impact measurement requires a clear understanding and definition of the impact goals



Additionality

Additionality is the action or contribution of the investor that enables the startup to increase the positive impact generated



And is active in the Impact Ecosystem



Active member of France
Invest Impact Commission

SOLARIMPULSE
FOUNDATION

Expert for the Solar
Impulse Foundation

Impact Methodology – a 4 steps screening

To validate the impact assessment of an opportunity, it is necessary to go through these four steps.

1

Impact consideration

Startups must demonstrate their **impact ambition**

Assessed thanks to
S4G Leadership questionnaire

2

Impact strategy

Assessment of the **impact maturity** of the startup:
(1) Leadership, (2) Implementation,
(3) Results

Impact scorecard
based on 6 Strategic
Impact Objectives
(SIOs)

3

SFDR alignment

Assessment of the Sustainability of the startup (in SFDR sense):
S4G has an objective of 100% sustainable invest.

1. Contribution to an environmental objective of the **EU Taxonomy**
2. Do No Significant Harm (DNSH) other objectives
3. Good Governance practices

4

ESG audit

ESG assesment
(Governance, HR, Sourcing, Production, Distribution, etc.)

Audit is performed by an **external auditor** for Series A investment and internally for Seed ones.

Impact Methodology – a close support

Once in portfolio, companies are closely supported in their impact achievements

Impact KPIs and Impact Plan

- Definition of **2 Impact KPIs and an Impact Plan** approved by the Impact Committee before investment and further validated by the Advisory Committee.

The startup defines **2 Impact KPIs** that reflect the positive impact of the startup activity on the environment. These KPIs must be directly linked to the business plan in order to link acceleration of activity with impact achievements.

- KPIs and Impact Plan are presented at the **first post-closing Board meeting**
- Inclusion of **considerations on other environmental objectives**: biodiversity, carbon footprint, other pollution, etc. in the Impact strategy

Annual Monitoring

- Impact KPIs are monitored at each Board meeting
- **An annual audit and control of portfolio companies** are conducted to assess the achievement of their Impact KPIs
- **Annual Impact reporting** to LPs on portfolio startups' performances and of the fund global Impact performances

50% of Carried interest based on the impact performance of the portfolio companies

Benefiting from **first-rate Impact Committee**

The role of the Impact Committee is the **validation of Portfolio companies Impact KPIs and Impact Plan**, as well as the **Annual monitoring of Impact KPIs**.

Impact Committee

Member



Rodolphe Durand

Purposeful Leadership Chair at HEC-Paris ; Founder and academic director of the Society and Organizations Institute (S&O).

Chair



Tima Bansal

Professor and Research Chair of business sustainability at the Ivey Business School in Canada.

Member



Janet Sarah Neo

Chief Sustainability Officer for North Asia & China at L'Oréal. Alumna of Harvard Business Executive School and Global Women's Forum Rising Talents under 40.

3. Portfolio Companies





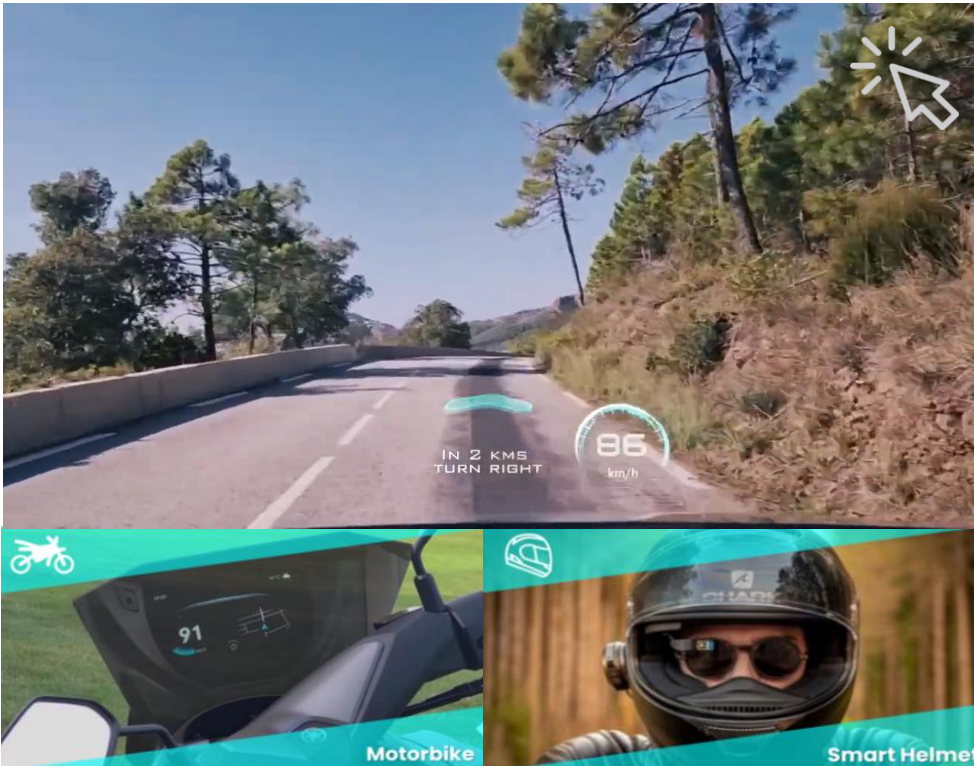
EYELIGHTS

Photonics & AR



Why we invested in Eyelights:

To reduce carbon footprint of vehicle production linked to dashboard screen and to improve driving experience



Mission

Invented a revolutionary technology to bring AR technology to mobility for better road safety and **screen size reduction & removal** at an affordable price

“ We are grateful that Shift4Good can accelerate Eyelights’ mission to reduce the impact of displays in the mobility industry ” Romain Duflot, CEO

Shift4Good ticket

3,000,000€

Round size

14,000,000€

Eyelight has a positive impact on CO2 emissions at different levels:

1

Reduce the CO2 footprint associated with the production and use of screen displays

2

Increase road safety thus reducing CO2 emissions related to emergency support and car replacement

480,000t CO2 emissions
cut targeted for 2026

19,300t CO2e cut already achieved by 2024

Impact KPIs

Impact KPI #1: Avoidance of CO2 emissions linked to the production of onboard screen display

Impact KPI #2: Avoidance of accidents leading to CO2 emissions (repair, replacement, emergency vehicles, etc.)



COMPREDICT

Virtual sensors for mobility

Connected Vehicles



Why we invested in Compredict:

Extending the vehicle life-cycle through better knowledge of its utilization is essential to the decarbonization of transportation.



Mission

Activating vehicle usage insights for a **sustainable vehicle life-cycle** by maximizing utilization and minimizing environmental footprint



Compredict at CES 2023

“ Shift4Good's investment has opened up new business opportunities for us by building relationships with automotive OEMs ” Stéphane Foulard, CEO

Shift4Good ticket

500,000€

Round size

6,000,000€

Compredict has a positive impact on CO2 emissions at three levels:

1

Accurate predictive maintenance enables a timely component replacement

2

Replace actual hardware sensors that have a significant environmental costs due to the use of rare earth materials

3

Software-based lightweight design enables CO2 emissions to be reduced

5.8t CO2 emissions

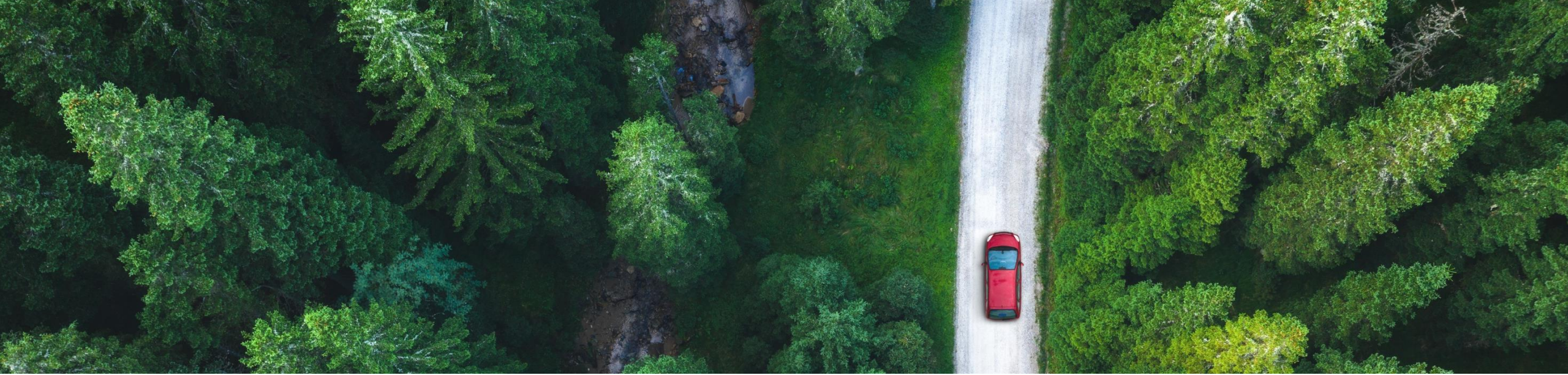
per vehicle can be saved thanks to Compredict technology over the lifetime of the vehicle

>1m vehicles

equipped by 2024

Impact KPIs

As a seed investment, there is no quantitative KPIs at this stage of investment. They will be defined if S4G participates to an upcoming Series A fundraising.



- End of Presentation -

SHIFT4GOOD

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