

THE GUINNESS SUSTAINABLE ENERGY REPORT

Developments and trends for investors in the sustainable energy sector

December 2021

THE GUINNESS SUSTAINABLE ENERGY FUND

This is a marketing communication. Please refer to the prospectus and KIID for the Fund before making any final investment decisions.

The Guinness Sustainable Energy Fund is managed for capital growth and invests in companies involved in the generation, storage, efficiency and consumption of sustainable energy sources (such as solar, wind, hydro, geothermal, biofuels and biomass). We believe that over the next twenty years the sustainable energy sector will benefit from the combined effects of strong demand growth, improving economics and both public and private support and that this will provide attractive equity investment opportunities.

The Fund is run by co-managers Will Riley and Jonathan Waghorn, supported by Jamie Melrose (analyst). The investment philosophy, methodology and style which characterise the Guinness approach have been applied to the management of various energy equity portfolios at Guinness since 1998.

Please see Section 3 of this report for detailed performance data on the Guinness Sustainable Energy Fund.

Important information about this report

Past performance does not predict future returns

This report is primarily designed to inform you about recent developments in the energy markets invested in by the Guinness Sustainable Energy Fund. It also provides information about the Fund's portfolio, including recent activity and performance. This document is provided for information only and all the information contained in it is believed to be reliable but may be inaccurate or incomplete; any opinions stated are honestly held at the time of writing, but are not guaranteed. The contents of the document should not therefore be relied upon. It is not an invitation to make an investment nor does it constitute an offer for sale.

Signatory of:



HIGHLIGHTS FOR NOVEMBER

REVIEW OF COP26, SUSTAINABLE ENERGY IMPLICATIONS

This month, we review some of the key outcomes of COP26 and the implications for the energy transition. While new pledges and alliances were agreed based around a 1.5° temperature increase target, post-COP26 pledges/targets still imply warming of around 2.1° by 2100 while current policies imply warming of around 2.7°. We assess the investment implications of these temperature gaps and the implication for the sustainable energy sector as a whole.

EQUITIES

Sustainable energy equities underperforming

Sustainable energy equities underperformed global stock markets during November. Over the month, the Guinness Sustainable Energy fund (Class Y) delivered a return of -4.7% (in USD) which was behind the MSCI World at -2.2%. Year to date, the Guinness Sustainable Energy fund (Class Y) has delivered a return of +10.3% (in USD), behind the MSCI World at +16.8%.

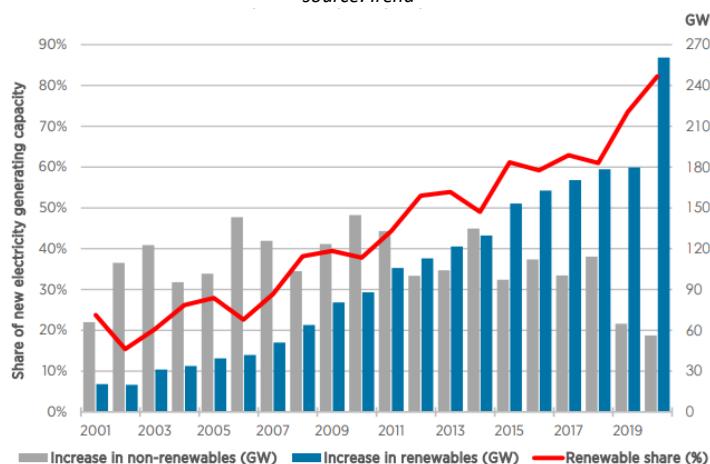
In the portfolio, the strongest performers were our US electric vehicle component manufacturers, including Onsemi which benefitted from strong 3Q results/outlook and Gentherm which rebounded after 3Q results at the end of October were initially taken poorly. Ameresco and EnPhase Energy continued to be strong performers. Weaker performers included TPI Composites, Johnson Matthey and Vestas Wind Systems.

SHARE OF NEW CAPACITY FROM RENEWABLES AT 82%

There was a surge in new renewable power generation capacity in 2020 taking the share of renewables in total capacity expansion to 82%, from 73% in 2019. As a result, the renewable share of total installed generation capacity rose by two percentage points from 34.6% in 2019 to 36.6% in 2020.

Renewable share of annual power capacity expansion

source: Irena



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1. NOVEMBER NEWS AND EVENTS IN REVIEW

In this section, we review the key news items and their impact on our various portfolio sub sectors over the last month.

News	Sub Sector	Impact
Rivian, manufacturer of electric pick-up trucks and SUVs, IPO'd earlier in November with a market capitalisation in excess of \$100bn, greater than either Ford or General Motors. The shares were IPO'd at \$78/sh on 9 th November and closed their first day at over \$100/sh before rallying even further to \$172/sh on 16 November. Rivian has just over 50,000 pre-orders plus an order from Amazon for 100,000 commercial delivery vehicles by 2025. The company has yet to make a profit.	Electrification	
The Long Duration Energy Storage (LDES) Council, formed at COP26, published its inaugural report during the month stating that a 1.5° warming scenario would require between 85TWh and 140TWh of LDES by 2040 with an investment of USD 1.5 and 3 trillion. The report highlights various options including electrochemical, thermal and mechanical technologies that overall would require a 60% cost reduction between 2022 and 2040 in order for them to be economic.	Storage technologies	
The new IEA Renewables report has reported that 280GW of new renewable energy generation capacity was installed in 2020, marking a record year for new installations. According to the report, renewable energy generating capacity will exceed that of fossil fuels and nuclear energy combined by 2026 (based on current trends) but this level of growth is still only about half that required to meet net zero carbon emissions by mid-century.	Generation	
China Petroleum & Chemical Corporation (Sinopec) has started construction of what it believes to be the world's largest solar-to-hydrogen project with an annual production target of 20,000 tonnes of renewable (green) hydrogen by mid-2023. The company plans to spend nearly US\$0.5bn on the construction of the electrolyser plant in Xinjiang which will be served by a 300MW solar plant. The green hydrogen will be used in the company's own petrochemical and refining operations.	Green hydrogen	
Royal Dutch Shell has decided not to invest in the planned Cambo oil field located north west of the Shetland Islands in the UK North Sea. The field was planned to deliver 170mn barrels of oil and 53bn cubic feet of natural gas and had recently become a target for environmental campaigners. Shell concluded that "the economic case for investment in this project is not strong enough at this time"	Oil investment	

2. MANAGER'S COMMENTS

Review of COP26 and implications for Sustainable Energy

This month, we review some of the key outcomes of COP26 and the implications for the energy transition. While new pledges and alliances were agreed based around a 1.5° temperature increase target, post-COP26 pledges/targets still imply warming well in excess of 1.5°. We assess the investment implications of COP26 and the implication for the energy transition as a whole.

COP26 ended on November 12 and we have now had a chance to consider the various announcements and agreements and to consider implications for the sustainable energy sector. The conference delivered incremental progress: new net zero targets; additional country pledges; and some top emitters either announcing new targets or confirming previous announcements. In this regard, India's new targets and 2070 net zero ambition was a significant surprise. We saw new pledges and alliances addressing methane emissions, deforestation, the financing of overseas hydrocarbon developments, zero emissions vehicles and steel. Amongst the new alliances, the climate co-operation announced between the US and China was the stand-out.

The final COP26 agreement was the first ever to reference coal, although there was disappointment that "phasing out" coal was toned down to "phasing down" coal in the final version of the agreement.

In our view, the achievements made at COP26 were better than feared, but not as good as hoped. And from the perspective of investing in the energy transition, we found the following to be particularly interesting:

- **The target has shifted to 1.5 degrees rather than "below 2 degrees".** The focus of the climate debate has now clearly shifted from the 2015 Paris Goal of "limiting global warming to well below 2°, preferably to 1.5° Celsius" to a specific 1.5° target. We see this as significant: the difference between achieving 1.5° and 2°, in terms of the pace and size of the clean energy transition, is substantial. The half a degree of difference requires an additional c.850GT of carbon emissions to be rapidly avoided, equivalent to one third of total historical global carbon emissions between 1850 and 2019.
- **The Paris rulebook has been approved.** An agreement on Article 6 (the 'Paris rulebook'), which helps to "*promote an integrated, holistic and balanced approach to assist governments in implementing their Nationally Determined Contributions (NDCs) through voluntary international cooperation*", has been achieved. Article 6 provides a policy foundation for an emissions trading system, a first step on the path to the implementation of a global price on carbon. We view carbon pricing as critical to achieving the energy transition, although a global scheme is still some years away.
- **Annual ratcheting of NDCs.** In a measure that will help to maintain the momentum achieved at COP26, NDCs will now have to be updated annually, rather than every five years. The next update will be required at COP27 at the end of 2022, with countries requested to strengthen their 2030 targets. The higher frequency of NDC updates underlines the urgency with which the UN believes that new climate commitments will be required.

- Investment.** One of the four defined goals of COP26 was to agree how developed countries would make good on their promise to mobilise at least \$100bn in climate finance per year for developing countries by 2020. The media have focused on the \$100bn target not being achieved during the conference, but we note that investment commitments did increase, leaving the \$100bn target within reach in 2022/23.

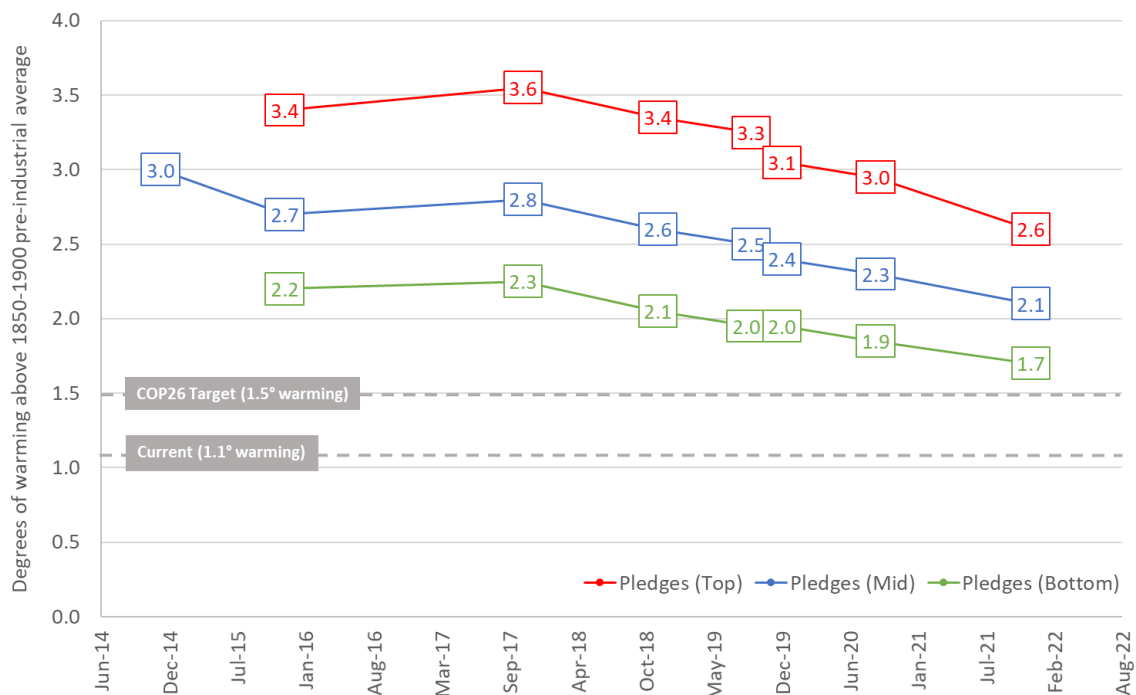
To put the achievements of COP26 and the wider UN climate process into perspective, we have analysed the work of Climate Action Tracker (CAT). CAT is an independent scientific analysis produced by two research organisations (Climate Analytics and the New Climate Institute) which has been provided to global policy makers since 2009. At the end of COP26, CAT forecasted the following:

- Current policies.** If current country policies are sustained, a mid-point 2.7° increase in global temperature by 2100 (relative to the pre-industrial average temperature), with the range of outcomes being +2.0° to +3.6°.
- Current pledges.** If all countries fully implement their submitted and binding long-term targets and 2030 NDCs made at COP26, a mid-point 2.1° increase in global temperature by 2100 (relative to the pre-industrial average temperature), with the range of outcomes being +1.7° to +2.6°.

To put these assessments into some context, we have tracked historical CAT reports and, after making adjustments for the exit and return of the United States to the Paris Agreement, we find a trend of steady progress, culminating in the outcomes mentioned above.

Implied warming from NDCs, pledges and targets

source: Climate Action Tracker; Guinness Asset Management estimates



We can see from the chart that the decisions made in association with COP26 are part of a trend in reducing expected temperature increases. According to CAT analysis, expected temperature increases have fallen from 2.7° (after COP15 in Paris in late 2015) to 2.1° after COP26. Recent pledges are a step

on the journey to 1.5° but the additional steps required to get there are still very significant and becoming increasingly urgent, according to IPCC analysis.

- In terms of **current pledges**, ratcheting NDCs to reduce expected warming from 2.1° to 1.5° would require a further reduction of in excess of 1,000GT of CO₂ (equivalent to the total emissions from the combustion of fossil fuels over the last forty years) from being emitted. This would require governments to wean their economies off fossil fuels rapidly, especially coal.
- In terms of **current policies**, reducing warming from 2.7° to 1.5° implies a significant uplift in investment and real activity. Based on data from the IEA, actual investment in clean energy generation would need to average \$2.6trn per annum by 2030 - more than treble the recent investment of around \$0.7trn. By our estimates, solar power generation would need to grow at a rate of around 24%pa in the 2020s and wind would need to grow at around 16%pa (both these rates being substantially higher than our base case estimates of 17%pa and 12%pa respectively). In addition, world energy demand would need to be flat over the next twenty years (a substantially more efficient outlook than our base case demand growth of around 1%pa and the 30yr historical average rate of around 1.9%pa).

As portfolio managers, we are continually looking to get exposure in the Guinness Sustainable Energy Fund to areas where growth is attractive and where investee companies combine growth with barriers to entry. We highlight the following business areas that are supported and enhanced by the outcomes of COP26:

Within the **displacement** sector, we find that the importance of efficiency technologies continue to be underestimated. For example, we see interesting opportunities for:

- Heat pumps, where almost 180m heat pumps were used for heating in 2020, having grown at nearly 10% per year over the past 5 years. A 1.5° scenario would need the installed heat pump stock to be 600m by 2030, implying a growth rate of 13%pa.
- Building efficiency, where annual building energy efficiency renovation rates need to jump from less than 1%pa currently to 2.5%pa by 2030 globally, helping to keep household appliance and plug load electricity consumption by appliances flat for the next decade.

Within the **electrification** sector, we find that the electrification of light passenger vehicles is progressing well but that other forms of transportation (heavy duty trucking, marine and aviation) are lagging significantly:

- EV passenger sales in 2021 are estimated to be around 6% of global auto sales. In a 1.5° warming scenario, the IEA believe that there will need to be around 300m EVs on the road in 2030, and for global auto sales to be 60% EV by that date.
- Biofuel demand would need to rise from the current ten-year average growth rate of 5%pa to 14%pa over the next decade. Biofuels are particularly important for trucking, shipping and aviation with few other low-carbon technology options. Biofuels could help to decarbonise aviation where there are little other options currently.

Within the **generation** sector, we find that renewable power deployment as a whole still needs to expand significantly to meet a 1.5°, or net zero emissions by 2050, scenario. According to the IEA, annual generation must increase at an average rate of nearly 12% during 2021-2030, almost twice the rate achieved between 2011 and 2020.

Within the **installation and equipment** sector, opportunities exist for the provision of equipment for all the forms of renewable power generation required to achieve those targets, as well as:

- Network and grid upgrading where investment in grid activities, according to the IEA for a 1.5° scenario, triples by 2030, with particular focus on the creation of smart grids and digital investments (representing around 40% of total grid investments in this decade).
- Development of a hydrogen economy where, according to the IEA Net Zero Emission 2050 outlook, 2030 green hydrogen from electrolysis needs to expand to 80MT (from 0.5MT in 2020) while blue hydrogen needs to expand from 0.7MT to 56MT in 2030.

In conclusion, current policies offer significant investment opportunities in the energy transition, but align with a level of climate warming that does not come close to 1.5°. COP26 has accelerated the transition but there is still a long way to go. The Guinness Sustainable Energy fund is positioned in companies that we expect to benefit from the transition that we expect to accelerate further.

3. PERFORMANCE - Guinness Sustainable Energy Fund

The Guinness Sustainable Energy fund (Class Y, 0.74% OCF) delivered a return of -4.7% in the month, while the MSCI World Index (net return) delivered -2.2% (all in USD terms).

Past performance does not predict future returns.

Performance overview (30 November 2021)

	1 month	3 months	6 months	1 year	YTD	Dec 31 2018 *
Guinness Sustainable Energy Fund (Class Y)	-4.7%	-1.5%	7.2%	26.1%	10.3%	166.8%
MSCI World NR Index	-2.2%	-0.9%	4.9%	21.8%	16.8%	72.9%
Outperformance/Underperformance	-2.5%	-0.5%	2.3%	4.4%	-6.5%	93.9%

* The strategy was relaunched as of end December 2018

Performance overview (30 November 2021)

1 year rolling performance to	Nov-21	Nov-20	Nov-19	Nov-18**	Nov-17**
Guinness Sustainable Energy Fund (Class Y)	26.1%	74.5%	12.7%	-6.8%	15.6%
MSCI World NR Index	21.8%	14.5%	14.5%	0.1%	23.7%
Outperformance/Underperformance	4.4%	60.0%	-1.8%	-6.9%	-8.1%

Monthly performance record (30 November 2021)

Total return (all in USD)	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	YTD
Guinness Sustainable Energy Fund (Y class, 0.74% OCF)	12.2%	3.7%	-2.6%	7.2%	-8.6%	7.5%	-1.5%	-3.0%	1.8%	2.1%	2.3%	8.5%	31.4%
MSCI World NR Index	7.8%	3.0%	1.3%	3.5%	-5.8%	6.6%	0.5%	-2.0%	2.1%	2.5%	2.8%	3.0%	27.7%
Relative	4.5%	0.7%	-4.0%	3.7%	-2.9%	0.9%	-2.0%	-1.0%	-0.3%	-0.5%	-0.5%	5.5%	3.8%

Total return (all in USD)	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	YTD
Guinness Sustainable Energy Fund (Class Y)	-2.3%	-2.0%	-18.0%	12.1%	9.0%	9.5%	13.9%	11.0%	-0.3%	5.1%	15.6%	14.4%	84.1%
MSCI World NR Index	-0.6%	-8.5%	-13.2%	10.9%	4.8%	2.6%	4.8%	6.7%	-3.4%	-3.1%	12.8%	4.2%	15.9%
Relative	-1.7%	6.5%	-4.8%	1.2%	4.2%	6.9%	9.1%	4.3%	3.2%	8.1%	2.8%	10.1%	68.2%

Total return (all in USD)	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	YTD
Guinness Sustainable Energy Fund (Class Y)	4.5%	-1.1%	-1.4%	0.4%	0.5%	4.0%	1.1%	3.5%	-3.8%	7.5%	-4.7%		10.3%
MSCI World NR Index	-1.0%	2.6%	3.3%	4.7%	1.4%	1.5%	1.8%	2.5%	-4.2%	5.7%	-2.2%		16.8%
Relative	5.5%	-3.6%	-4.7%	-4.3%	-0.9%	2.5%	-0.7%	1.0%	0.3%	1.8%	-2.5%		-6.5%

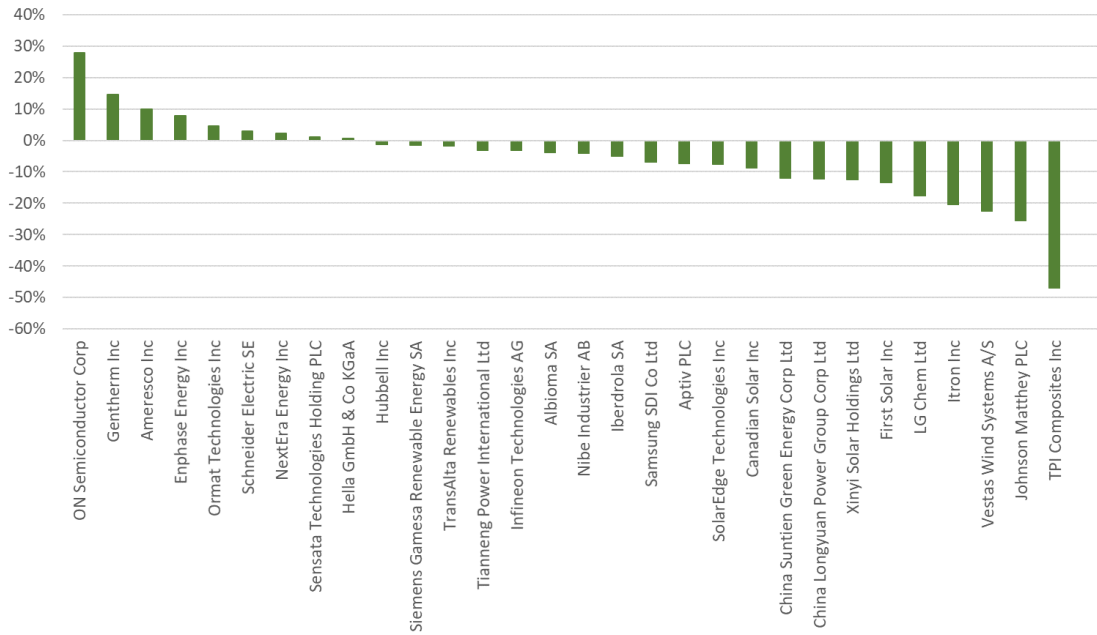
**Simulated Past Performance prior to 16/02/2018. The Performance shown is a composite simulation for Y class performance being based on the actual performance of the Fund's E class, which has an OCF of 1.24%, and has existed since the Fund's launch. The Guinness Sustainable Energy Fund was launched on 19/12/2007 (A class, 1.49% OCF). The E Class was launched on 02/09/2008 (1.24% OCF). The Y class was launched on 16/02/2018 (0.74% OCF).

Past performance should not be taken as an indicator of future performance. The value of this investment and any income arising from it can fall as well as rise as a result of market and currency fluctuations as well as other factors. You may lose money in this investment. Returns stated above are in US dollars; returns in other currencies may be higher or lower as a result of currency fluctuations. Investors may be subject to tax on distributions. The Fund's Prospectus gives a full explanation of the characteristics of the Fund and is available at www.guinnessfunds.com.

Source: Financial Express, bid to bid, total return. Fund returns are for share classes with a current Ongoing Charges Figure (OCF) of 0.74%; returns for share classes with a different OCF will vary accordingly.

Within the Fund, the strongest performers were ON Semiconductor, Gentherm, Ameresco, Enphase Energy and Ormat while the weakest performers were TPI Composites, Johnson Matthey, Vestas, Itron and LG Chem.

Stock by Stock performance over the month, in USD

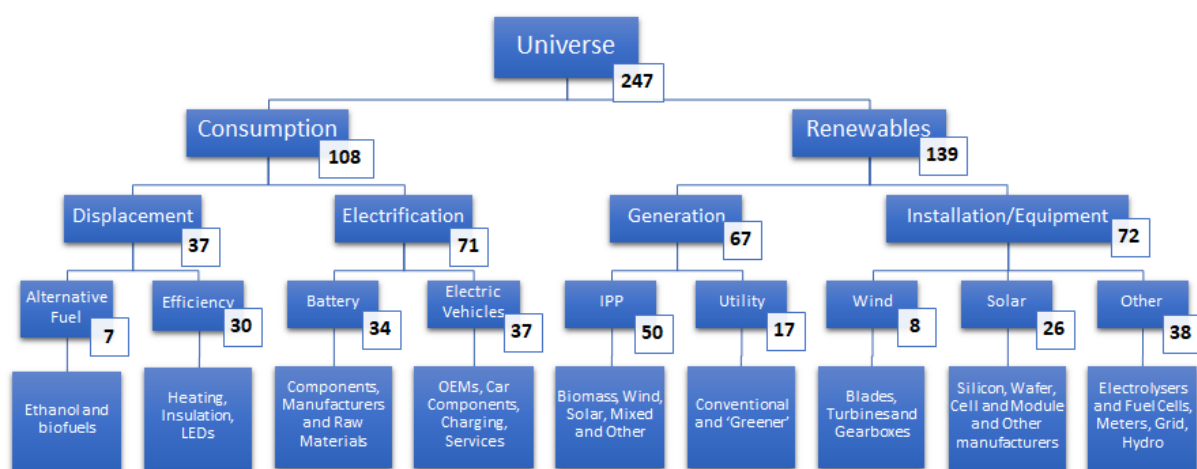


Source: Bloomberg. As of 30 November 2021

4. PORTFOLIO - Guinness Sustainable Energy Fund

The Guinness Sustainable Energy fund is positioned to benefit from many of the long-term themes associated with the transition towards a lower carbon economy and of sustainable energy generation via investment in companies with activities that are economic with limited or zero government subsidy and which are profitable. Our investment universe comprises around 250 companies which are classified into four key areas:

- **Generation** includes companies involved in the generation of sustainable energy, either pureplay companies or those transitioning from hydrocarbon-based fuels
- **Installation** includes companies involved in the manufacturing of equipment for the generation and consumption of sustainable energy
- **Displacement** includes companies involved in the displacement or improved efficient usage of existing hydrocarbon-based energy
- **Electrification** includes companies involved specifically in the switching of hydrocarbon-based fuel demand towards electricity, especially for Electric Vehicles



We monitor each of the industry areas very closely and hope that detailed top down (macro) analysis of each (complemented with disciplined equity screening and stock valuation work) will allow us to deliver attractive fund performance via an equally weighted portfolio of 30 stocks. The portfolio is designed to create a balance between maintaining fund concentration and managing stock-specific risk.

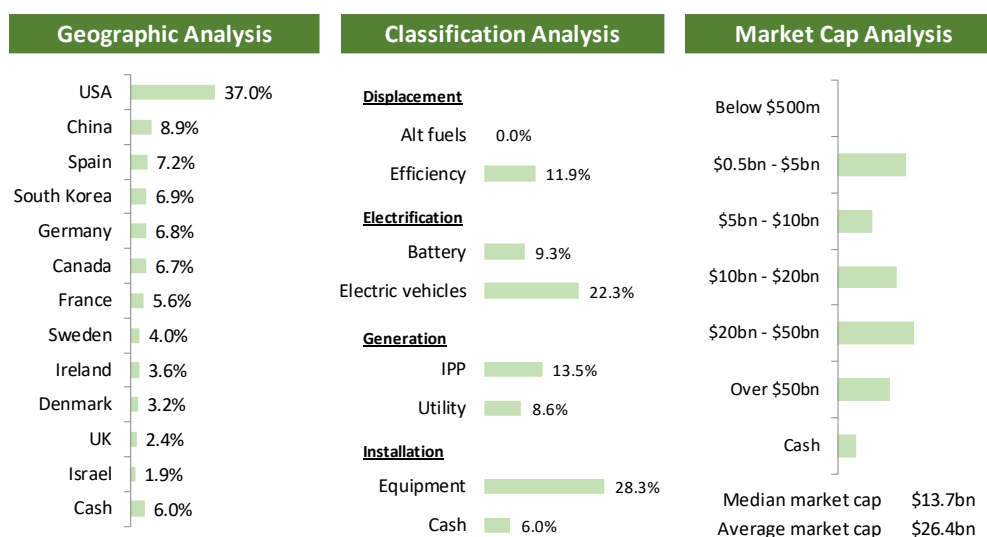
Guinness Asset Management is a signatory of the United Nations Principles for Responsible Investment. The Guinness Sustainable Energy Fund prioritises returns whilst delivering concentrated exposure to companies playing a key role in global decarbonisation. The Fund's holdings align most closely with four of the UN's sustainable development goals:



Buys/Sells

There were no stock switches during the month, but the portfolio was actively rebalanced.

Portfolio structure analysis



Source: Guinness Asset Management.

Portfolio sector breakdown

The following table shows the asset allocation of the Fund at month end and at previous year ends.

Asset allocation as %NAV	Current	Change	Year end	Previous year ends	
	Nov-21		Dec-20	Dec-19	Dec-18
Consumption	43.5%	6.8%	36.7%	41.7%	26.5%
Displacement	11.9%	2.0%	9.9%	13.4%	16.4%
Alternative Fuel	0.0%	0.0%	0.0%	0.0%	3.9%
Efficiency	11.9%	2.0%	9.9%	13.4%	12.5%
Electrification	31.6%	4.8%	26.8%	28.2%	10.1%
Batteries	9.3%	-1.5%	10.8%	12.6%	3.9%
Electric vehicles	22.3%	6.3%	16.0%	15.7%	6.2%
Renewables	50.4%	-10.0%	60.4%	54.1%	69.7%
Generation	22.1%	-2.5%	24.6%	22.2%	27.3%
IPP	13.5%	-3.5%	17.0%	18.9%	26.7%
Utility	8.6%	1.0%	7.6%	3.2%	0.6%
Installation	28.3%	-7.5%	35.8%	32.0%	42.5%
Equipment	28.3%	-7.5%	35.8%	32.0%	42.5%
Cash	6.0%	3.0%	3.0%	4.2%	3.8%

Source: Guinness Asset Management.

Valuation

At the month end, the Guinness Sustainable Energy portfolio traded on the following multiples:

As at 30 November 2021	P/E			EV/EBITDA			Dividend Yield		EPS Growth		CFROI*		
	2020	2021E	2022E	2020	2021E	2022E	2021E	2022E	2014-19	2019-23	2020	2021E	2022E
Guinness Sustainable Energy Fund	37.6x	28.3x	24.5x	17.6x	15.0x	13.1x	1.1%	1.2%	5.9%	13.2%	5.0%	6.3%	8.1%
MSCI World Index	37.9x	19.5x	18.3x	18.6x	13.4x	12.4x	1.8%	1.9%	3.8%	11.1%	6.9%	8.3%	8.6%
Fund Premium/(Discount)	-1%	45%	34%	-5%	12%	6%							

*Portfolio = median CFROI; Index data = Credit Suisse World Index median CFROI

Source: Guinness Asset Management; Bloomberg

Portfolio holdings, as at end October 2021

Our portfolio is typically allocated across 30 equally weighted equities providing exposure across the value chain of sustainable energy.

We hold c.44% weight to companies associated with the consumption (or demand) of sustainable energy. Our largest exposure here is to companies involved in the electrification of demand, either via the creation of new batteries (10%) or the electrification of transportation (21% weight) while we have 13% weight to those companies involved in either displacing existing energy sources or improving overall energy efficiency.

We hold two lithium-ion battery manufacturers. LG Chem is a large Korean chemicals company that is the largest lithium-ion battery manufacturer in the world while Samsung SDI is a pure play lithium-ion battery manufacturer, currently in the top 10 in the world. Johnson Matthey provides exposure to cathode chemistry while Tianneng represents the only non-lithium-ion battery exposure in the portfolio.

The portfolio holds six names in the electric vehicle sub-category, giving it exposure to companies that provide semiconductors, electronics, components and software/services to the growing EV and autonomous vehicle industry. ON Semiconductor and Infineon are providers of power semiconductors that are a necessity for higher voltage electric vehicles to become competitive with ICE (internal combustion engine) vehicles while Gentherm, Hella, Aptiv and Sensata are component manufacturers and service providers that should benefit from the ever increasing amount of electronics present in electric vehicles.

Our displacement holdings provide pure play quality exposure to heating industries (Nibe Industrier), energy efficient electrical equipment and services (Hubbell) and energy efficiency projects (Ameresco) and the group as whole will benefit from the increasing industry focus on energy efficiency that is expected to be a very long term trend.

In terms of the supply of sustainable energy, we hold a 22% weight to companies involved in the generation of sustainable energy and 30% weight to those exposed to the installation of or equipment used in the process of sustainable energy generation.

China Suntien and China Longyuan are our two pure play Chinese wind power producers and they represent around a third of our generation exposure. The remaining exposure comes in the form of biomass (Albioma), geothermal (Ormat) and then broad-based wind/solar renewable energy generation through TransAlta Renewables and NextEra Energy (the largest producer of renewable energy in the world). Iberdrola is our only Utility company.

We hold exposure to the solar and wind equipment and manufacturing value chains. Xinyi Solar is the world's largest supplier of the glass used in solar cell modules and both EnPhase and SolarEdge manufacture the inverters required to convert DC solar power into consumable A/C electricity. Canadian Solar and First Solar give integrated exposure to the solar cell and module manufacturing process.

Vestas and Siemens Gamesa are both well placed providers of wind turbines in the world providing broad exposure to the strong growth that we expect in the onshore and offshore wind markets while TPI Composites offers niche exposure to the high skilled business of manufacturing wind turbine blades.

Our remaining exposure to Installation (Itron and Schneider Electric) gives exposure to companies that provide equipment and services to improve the efficiency and metering of electricity transmission and consumption.

Portfolio themes, as at end October 2021

Theme	Example holdings	Weighting (%)
1 Electrification of the energy mix	 	18.3%
2 Rise of the electric vehicle and auto efficiency	 	24.1%
3 Battery manufacturing		7.4%
4 Expansion of the wind industry	 	14.3%
5 Expansion of the solar industry		15.1%
6 Heating, lighting and power efficiency		12.5%
7 Geothermal and biomass	 	4.0%
8 Other (inc cash)		4.3%

Portfolio at end October 2021 (for compliance reasons disclosed one month in arrears)

Guinness Sustainable Energy Fund (31 October 2021)			P/E			EV/EBITDA			Price/Book			Dividend Yield		
Stock	% of NAV	Market Cap USD	2020	2021E	2022E	2020	2021E	2022E	2020	2021E	2022E	2020	2021E	2022E
Displacement/Efficiency														
Hubbell Inc	3.9%	10,848	26.3x	23.6x	21.5x	16.5x	15.8x	14.2x	5.2x	4.9x	4.8x	1.8%	2.0%	2.1%
Nibe Industrier AB	4.3%	29,961	99.1x	75.4x	69.1x	54.4x	44.3x	40.8x	13.0x	13.1x	11.6x	0.3%	0.5%	0.5%
Ameresco Inc	4.3%	4,221	82.0x	62.2x	50.3x	39.5x	30.4x	24.8x	8.4x	6.3x	5.8x	n/a	n/a	n/a
	12.5%													
Electrification/Battery														
LG Chem Ltd	3.5%	50,206	41.7x	15.7x	19.2x	12.8x	7.7x	7.9x	3.2x	2.9x	2.5x	1.1%	1.3%	1.3%
Samsung SDI Co Ltd	3.8%	42,939	78.9x	44.5x	34.7x	27.3x	21.9x	17.2x	3.7x	3.6x	3.2x	0.1%	0.1%	0.1%
Johnson Matthey PLC	3.0%	7,232	14.9x	15.2x	12.1x	9.2x	8.6x	7.6x	2.0x	1.7x	1.8x	2.3%	2.1%	2.9%
Tianneng Power International Ltd	0.1%	1,287	4.2x	4.0x	3.4x	1.3x	1.4x	1.2x	1.0x	0.8x	0.7x	6.9%	3.7%	4.0%
	10.3%													
Electrification/Electric Vehicles														
Aptiv PLC	3.7%	46,768	96.4x	64.5x	36.2x	30.8x	23.2x	17.2x	6.3x	5.6x	4.9x	0.1%	0.1%	0.3%
ON Semiconductor Corp	4.0%	20,696	60.7x	17.2x	15.2x	22.6x	11.8x	10.1x	5.8x	4.8x	4.0x	n/a	n/a	n/a
Infineon Technologies AG	4.0%	60,871	64.0x	35.9x	27.8x	26.3x	17.4x	14.5x	4.9x	4.7x	4.3x	0.6%	0.7%	0.8%
Sensata Technologies Holding PLC	3.3%	8,732	25.9x	15.9x	13.6x	16.1x	11.8x	10.6x	3.2x	2.8x	2.4x	n/a	n/a	n/a
Hella GmbH & Co KGaA	3.0%	7,693	42.0x	19.4x	23.4x	9.6x	7.7x	8.2x	2.7x	2.8x	2.5x	0.3%	1.5%	1.3%
Gentherm Inc	3.2%	2,447	40.2x	27.4x	21.2x	18.1x	15.6x	12.7x	4.4x	n/a	n/a	n/a	n/a	n/a
	21.2%													
Generation/IPP														
NextEra Energy Inc	4.3%	167,429	37.3x	33.8x	31.1x	22.4x	21.8x	18.8x	4.1x	3.9x	3.7x	1.6%	1.8%	2.0%
China Longyuan Power Group Corp Ltd	3.2%	18,781	25.4x	19.3x	16.9x	12.1x	10.3x	9.1x	2.2x	2.0x	1.8x	0.8%	1.0%	1.2%
Ormat Technologies Inc	2.7%	4,050	42.6x	53.9x	39.5x	13.0x	13.4x	11.1x	2.4x	2.1x	2.0x	0.6%	0.7%	0.8%
TransAlta Renewables Inc	3.5%	3,944	43.1x	28.2x	24.9x	12.8x	12.3x	11.3x	2.2x	2.3x	2.4x	5.0%	5.1%	5.1%
Albioma SA	1.3%	1,257	20.5x	19.4x	17.8x	9.5x	9.5x	9.0x	2.2x	2.3x	2.1x	2.5%	2.5%	2.7%
China Suntien Green Energy Corp Ltd	3.0%	7,029	14.5x	9.3x	8.7x	19.7x	14.1x	12.2x	1.4x	1.2x	1.1x	2.8%	3.5%	3.8%
	18.0%													
Generation/Utility														
Iberdrola SA	3.7%	75,038	17.3x	17.6x	16.0x	10.6x	10.5x	9.7x	1.5x	1.7x	1.6x	4.3%	4.3%	4.6%
	3.7%													
Installation/Equipment														
Schneider Electric SE	4.0%	97,769	33.3x	25.6x	23.1x	21.1x	17.4x	16.0x	3.7x	3.8x	3.6x	1.8%	1.9%	2.0%
Itron Inc	2.8%	3,518	51.6x	62.0x	33.9x	22.7x	26.3x	18.1x	8.0x	2.9x	2.8x	n/a	n/a	n/a
Xinyi Solar Holdings Ltd	3.4%	18,605	31.7x	26.8x	23.5x	22.3x	19.5x	17.0x	6.7x	4.8x	4.2x	1.5%	1.7%	2.0%
SolarEdge Technologies Inc	2.1%	18,539	89.3x	69.5x	53.4x	77.4x	52.4x	37.5x	17.2x	14.4x	11.1x	n/a	n/a	n/a
Enphase Energy Inc	2.3%	31,250	182.7x	101.3x	76.7x	150.0x	89.2x	65.8x	63.7x	46.0x	30.6x	n/a	n/a	n/a
First Solar Inc	4.2%	12,715	31.3x	29.6x	47.1x	24.0x	19.0x	22.8x	2.3x	2.1x	2.0x	n/a	n/a	n/a
Canadian Solar Inc	3.1%	2,493	24.9x	23.1x	15.2x	12.0x	9.6x	7.4x	1.5x	1.3x	1.1x	n/a	n/a	n/a
Vestas Wind Systems A/S	3.8%	43,594	58.8x	53.3x	42.0x	24.4x	21.8x	18.3x	9.9x	7.4x	6.7x	0.5%	0.5%	0.8%
Siemens Gamesa Renewable Energy SA	3.0%	18,415	n/a	n/a	87.2x	51.0x	42.5x	20.3x	2.9x	3.5x	3.5x	0.0%	n/a	0.1%
TPI Composites Inc	1.4%	1,253	n/a	n/a	38.0x	14.6x	18.5x	11.1x	6.3x	7.6x	5.7x	n/a	n/a	n/a
	30.1%													

The Fund's portfolio may change significantly over a short period of time; no recommendation is made for the purchase or sale of any particular stock.

5. OUTLOOK - Sustainable Energy and the Energy Transition

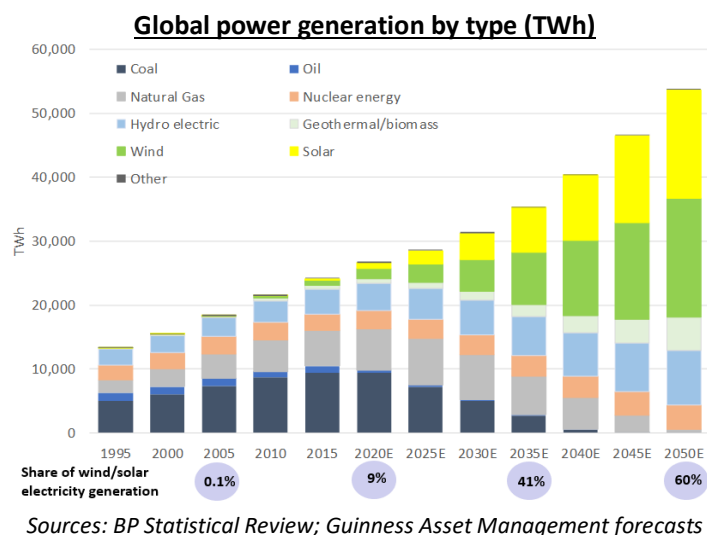
Sustainable energy: the long term and the effect of COVID

Over the next thirty years, the world will continue its transition to a sustainable energy system. The key factors driving the transition are:

- **Population and GDP growth** putting a significant strain on today's energy supply
- **Economics** as sustainable sources of energy will be cheaper than the incumbents
- **Climate change** leading the world to reduce carbon emissions via cleaner energy
- **Pollution** forcing governments to drive air pollution out of cities via cleaner energy
- **Energy security** as sustainable energy sources, which are more evenly spread across all countries, facilitate lower reliance on energy imports

The outcomes of the energy transition will of course be wide-ranging. On the **supply** side, we see a sustained shift towards renewable power generation, fulfilling global power generation needs which are set to double by 2050. On the **demand** side, we believe that improved energy efficiency will be key to limiting energy consumption growth to a manageable level so that it can be increasingly satisfied by renewable sources.

Within the power generation industry, we expect a radical change in energy mix. Today, the global power mix is predominantly driven by coal and natural gas (35% and 24% respectively), whilst variable renewable generation (wind and solar) have less than a 10% share. By 2035, we expect wind and solar to have grown to around 40% of the generation mix, increasing to around 60% by 2050.

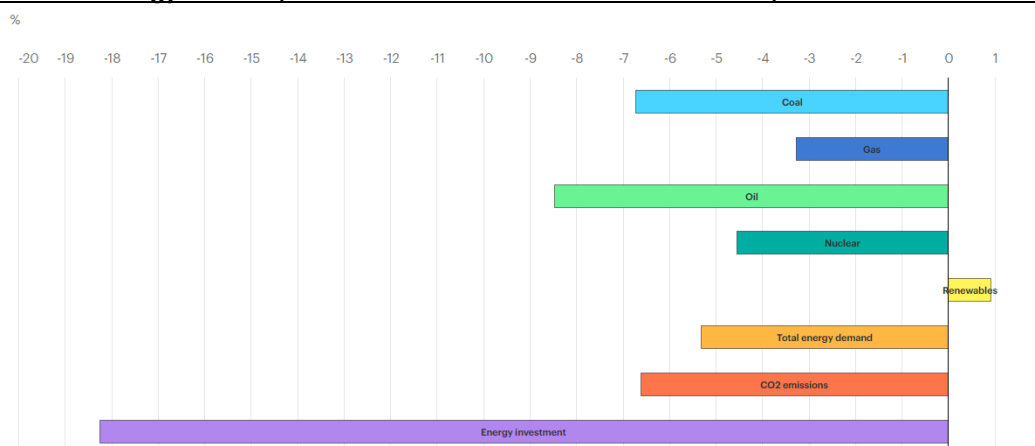


The effect of COVID-19 on the energy industry and the energy transition

The COVID pandemic has had a number of short-term and long-term effects on the global energy market and the energy transition, most notably causing global energy demand to contract by over 5% in 2020 vs 2019 as a result of lockdowns and reduced transportation. Renewable energy sources have performed better in the weaker demand environment (since operating costs are close to zero) and we expect that renewable energy demand will have increased by around 1% in 2020 relative to coal demand (down around 7%) and crude oil (down around 9%). A net benefit of COVID lockdowns and reduced global transportation has been lower CO₂ emissions (down nearly 7% on 2019 levels) although these emissions will rebound once economies unlock and transportation resumes. More worrying on a longer-term basis is the fact that

investment across the entire energy industry is likely to be down 18% in 2020 versus 2019; energy investment was already at the low end of the required range to facilitate the energy transition.

Key estimated energy demand, CO₂ emissions and investment indicators, 2020 relative to 2019 (%)



Source: IEA World Energy Outlook 2020

Governments across the world are agreeing stimulus packages to kick start their economies back into growth-mode post-COVID. These investment programmes have been heavily focused on sustainable energy technologies and activities because they satisfy near-term post COVID government and social needs on a number of levels, including:

- **Employment** investment in low carbon infrastructure tends to be more up front capital-intensive and local economy/employee-intensive than traditional energy developments. A recent analysis by the International Renewable Energy Agency (IRENA) estimated that 40m jobs could be created in the area globally by 2050.
- **Economic materiality.** The same analysis estimates that investments in the energy transition could have a 5x multiplier effect on GDP.
- **Interest rate sensitive** low carbon infrastructure projects require greater upfront capital (and have lower operating costs) so they are more sensitive to the cost of financing. They are more likely to benefit relative to conventional projects in the post-COVID ultra low interest rate environment.

The near-term economic benefits of sustainable energy combined with increasing decarbonisation commitments triggered several key government policy commitment announcements during the year. The three most significant announcements, in our opinion, came from China, the US and the EU. China announced plans to become 'carbon neutral' by 2060; clean energy and infrastructure targets were central to US President Elect Biden's manifesto; and the long-awaited EU Green Deal was proposed, with its plan to achieve 'climate neutrality' by 2050.

Combined, these three commitments represent major political momentum and proposed investment to support an acceleration globally towards energy efficiency, electrification and clean energy, all of which are core themes in the energy transition.

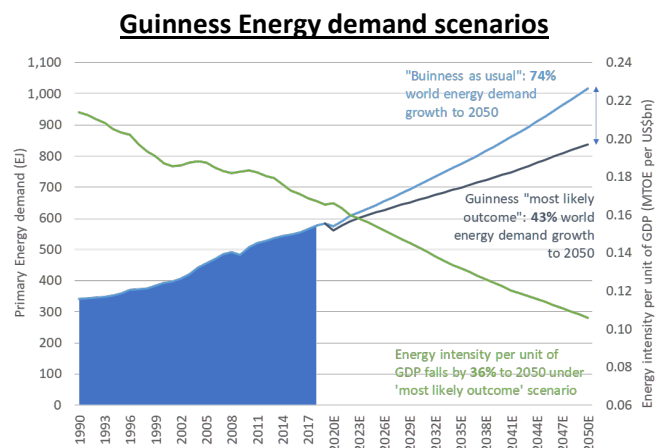
At the end of March 2021, President Biden unveiled a \$2.25 trillion "Build Back Better" spending plan. The plan included significant incentives for sustainable energy, including a ten-year extension of the solar investment tax credit (the ITC, which currently expires at the end of 2023) and the inclusion of energy storage projects within the extended ITC. The plan also includes the building of a network of 500,000 EV chargers by 2030, up from about 40,000 currently.

Displacement: energy efficiency and alternative fuels

Our 'big picture' view: being energy efficient is as important as producing cleaner energy

It is a common misconception that achieving rapid growth in renewable power generation will be enough to deliver government pollution, energy security and de-carbonisation targets. Renewable generation is a key part of the solution, but we see the displacement and more efficient use of existing energy sources as just as critical, and arguably more urgent, in achieving these goals. The IEA refers to the theme of energy efficiency as being the 'first fuel' that should be considered in delivering the energy transition. It is the one energy source that every country can access in abundance immediately.

We carry out two demand scenarios as part of our modelling of long-term world energy demand. Our 'business as usual' case sees world energy demand growing by 74% to 2050 as per capita energy demand and the energy intensity of GDP follow historic patterns. The level of global energy demand implied by 'business as usual' looks unsustainable, in our opinion. We believe that a more likely outcome for world energy supply and demand is one where energy demand growth is moderated substantially via the displacement and more efficient use of existing sources.



Source: BP Statistical Review, Guinness Asset Management

Our 'most likely outcome' scenario reflects this view and sees global energy demand grow by 43%

from 2019 to 2050 despite the global population growing by 26% and global GDP more than doubling.

While per capita energy demand stays broadly flat at 1.8-1.9 tonnes of oil equivalent (TOE), we see every \$1bn of global GDP requiring only 95 tonnes of oil equivalent (Toe) in 2050 relative to the current intensity of 170 Toe in 2018. Delivering on energy efficiency is worth tens of trillions of dollars to world GDP by 2050; there are clear economic, as well as climate-related reasons, for the world to consume energy more efficiently.

Review of 2020: efficiency efforts fall further behind long term required levels

The COVID pandemic has had a substantial impact on energy efficiency activity in 2020, likely leading to 2020 being another year of energy efficiency improvements that are well below the required long term run rate to deliver on Paris de-carbonisation goals. Energy efficiency is difficult to measure, and the pandemic will make the measurement of efficiency gains even harder, but initial indications from the IEA are that energy intensity is expected to have improved by only 0.8% in 2020, roughly half the weather-adjusted rates seen in 2019 (1.6%) and 2018 (1.5%).

The pandemic also delayed investment in future energy efficiency projects, with investment here likely to fall by 9% versus 2019. Globally, we find Europe leads the way in energy efficiency investment, with the continent representing 86% of the US\$66bn of funding for energy efficiency-related measures announced as part of governments' stimulus packages at end of October 2020.

Outlook for 2021 and beyond: buildings still a focus but more government policy required

The near-term outlook for improving energy efficiency continues to look weak. Energy intensity improvements typically track global GDP with a one-year delay and, with global GDP likely to have fallen by 4.4% in 2020 according to the IMF, we expect that energy efficiency measures in 2021 will still be impressive in certain areas but below the long term required level globally. Moreover, current low energy prices make it even more difficult to justify investing to save energy on a purely economic basis.

Government intervention, along the lines of what was announced in 2020, will be required to make the saving of energy a necessity for companies and individuals rather than an optional extra. We note that government standards and specifications on energy efficiency cover only 35% of global energy end use.

We expect that building efficiency will be a key focus in the near term as, amongst other aspects, investments in the efficiency of buildings are estimated to create around 15 jobs for every US\$1m spent. Buildings account for ~30% of global final energy consumption and energy-related CO2 emissions and in order to achieve the goals of the Paris Agreement, energy intensity (consumption per unit of floor area) of buildings needs to fall by >2.5% per year, more than double the current rate of 0.5-1% pa.

The economic benefit of achieving greater energy efficiency is very significant in the near term. The expected 0.8% improvement in energy efficiency in 2020 would mean that the world generated around US\$1trn more GDP for the same amount of energy used in 2019. Had the 2019 level of energy efficiency been sustained, at 2%, the GDP saving could have been closer to US\$2.5trn.

Electrification: lithium-ion batteries and electric vehicles

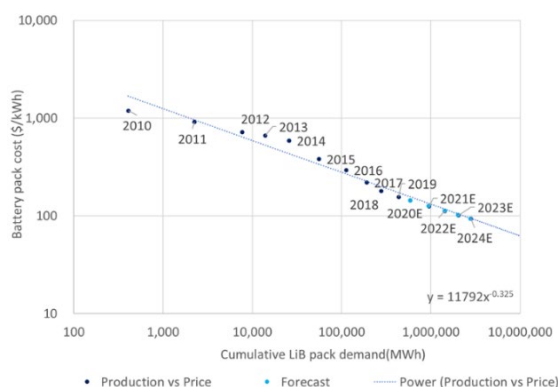
Our ‘big picture’ view: rapid growth in battery storage and electrified transportation

The energy transition will see energy demand being ‘electrified’ as it moves away from predominantly hydrocarbon fuels and gases towards the consumption of electricity directly. Our ‘electrification’ sector includes those companies involved in the key enablers of this transition: the lithium-ion battery and the electric vehicle. The battery industry is critical here in that it will serve electric vehicles and also provide a stationary energy storage solution in electricity grids, allowing variable renewable energy (i.e. solar & wind) to play an expanding role in the global power stack.

The catalyst for greater **lithium-ion battery** use has been sharp falls in the cost of manufacturing. According to BNEF, battery costs are down 89% over the decade from 2010 to 2020 (an implied ‘learning rate’ of around 18%) with the average cost being \$137/kWh in 2020. Significant economies of scale from mass battery manufacturing have lowered costs and, as these continue, the average cost of producing a lithium-ion battery for an EV is likely to fall towards \$100/kWh in the mid-2020s. Of note, BNEF reported the first instance of a sub \$100/kWh battery pack being manufactured for an e-bus in 2020.

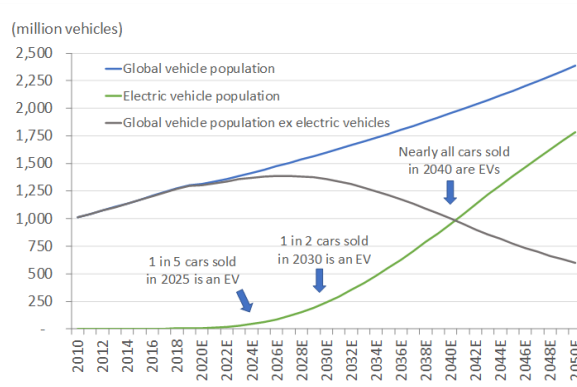
This would allow **electric vehicles** to compete on price with ICE vehicles without subsidies. We expect an acceleration in the uptake of new EVs, with around 20% of new passenger vehicles sales being electric in 2025, rising to around 50% in 2030. On this basis, there will be nearly 300m electric vehicles on the world’s roads by 2030. This level of electric transportation would displace nearly 4m barrels of day of world oil demand in that year.

Lithium-ion battery costs and cumulative capacity



Source: BNEF, Guinness Asset Management, OPEC, Woodmac

Electric vehicle Update



The demand for lithium-ion batteries in **grid (stationary) storage** is likely to grow very rapidly as the cost of delivering a 'renewable + storage' power system improves. Higher levels of variable renewable power in many electricity grids is resulting in low intraday power prices and incentivising developers to make new renewable power projects fully 'dispatchable' (via the addition of storage) in order to supply electricity at different points in the day and benefit from higher power prices. In 2019 there was 173 GW of grid storage globally (representing maybe 2% of global power generation capacity) and around 90% of this was in the form of pumped hydro.

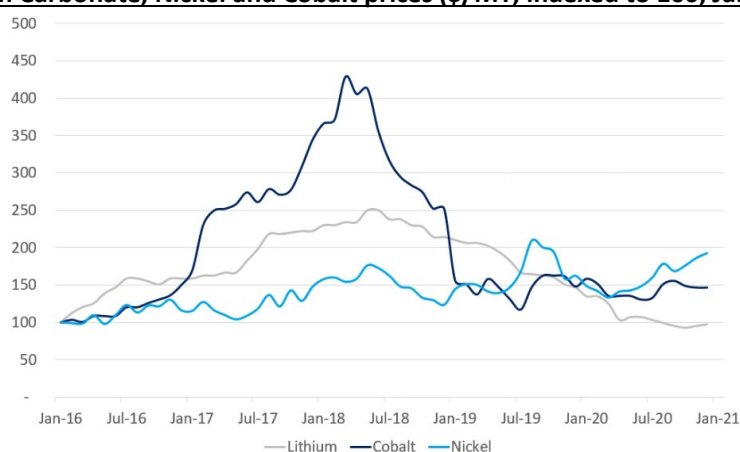
Review of 2020: very strong growth across batteries, EVs and stationary storage

2020 was another year where **lithium-ion batteries** took more share of both the global auto and global grid (stationary) storage industries as investment and capacity of lithium-ion battery manufacturing continued to ramp.

According to Bloomberg New Energy Finance, **lithium-ion battery** manufacturing reached 470 GWh in 2020 (up from 352 GWh in 2019 and 249 GWh in 2018) with most of the capacity additions being taken by auto manufacturers for their new EV models. At around 70% market share, China dominates manufacturing capacity but in 2020 we saw many new lithium-ion battery factories outside China being announced. Lithium-ion batteries typically degrade during long distance seaborne travel, hence new manufacturing facilities are being planned closer to auto manufacturing plants and to customer demand centres.

Despite the growing demand, the prices of the main raw materials were reasonably flat during 2020. Cobalt and Nickel (at \$31,400/tonne and \$13,700/tonne respectively) in 2020 were broadly flat on 2019 levels while Lithium carbonate (at \$6,800/tonne) was down around 40% on average versus 2019. While nickel prices were flat on average in 2020, there was strong positive price momentum into year end.

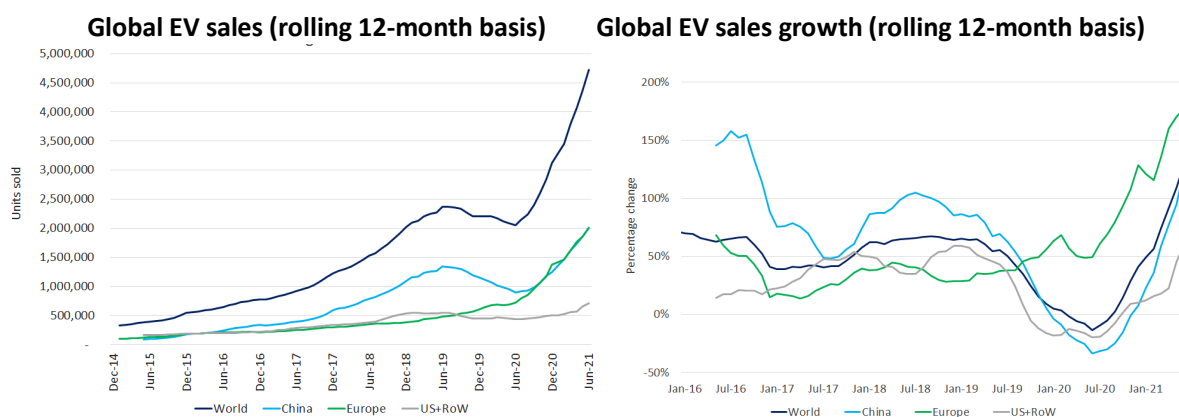
Lithium Carbonate, Nickel and Cobalt prices (\$/MT, indexed to 100, Jan 2016)



source: Guinness Asset Management, Bloomberg

By our estimates, the total global **electric vehicle** passenger vehicle fleet reached nearly 10m vehicles at the end of 2020 with new sales in 2020 being about 2.8m vehicles, a growth of around 25% versus sales of 2.2m in 2019. This growth compares very favourably to overall global light vehicle sales of around 75m vehicles in 2020, down 16% on 2019 levels. Growth has continued in 2021, with new EV sales being in excess of 10% market share in 16 countries in the first half of 2021.

The sharp recovery in EV demand has been dominated by Europe, with the European EV market being the biggest globally at the end of 2020 and similar in size to China in mid 2021.



Source: Guinness, EV-Sales

The strength in Europe was driven by new generous EV incentives offered by Germany and France (amongst other countries) and stricter emissions standards that went into effect at the start of 2020, which incentivised auto manufacturers to either increase their EV offerings and sales levels or purchase emissions credits to make up for carbon shortfalls. A key milestone was achieved in Europe during 2020 as new registrations for the broader category of ‘electrified vehicles’ - including light-hybrid cars (HEVs) as well as PHEVs and BEVs – reached 25% and overtook that of diesel vehicles. After stagnating in 2019, the Chinese market also saw a rebound in EV sales activity by the third quarter leaving the market broadly flat over the year.

The market for **grid (stationary) lithium-ion battery storage** also grew handsomely in 2020, with deployments expected to have reached around 10,000 MWh, up around 50% on the levels seen in 2018/2019. The reduction in manufacturing cost spurred demand for batteries for use in a variety of grid-attached ancillary services, and the falling cost of large-scale renewables-plus-storage means that grid operators and utilities started to see credible paths to replacing coal and gas generators, justified by economics during the year.

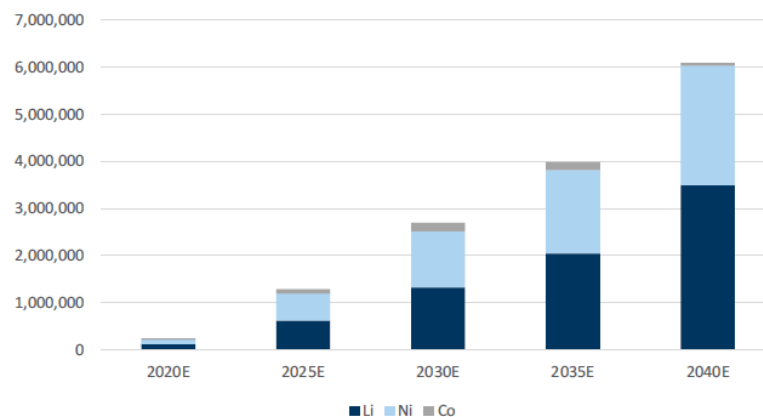
Outlook for 2021 and beyond: rapid growth across batteries, EVs and stationary storage

We expect sustained growth in **lithium-ion battery manufacturing** capacity in 2021 and beyond, taking large scale manufacturing capacity to more than 1,200GWh in 2023 and then significantly higher by the end of the decade. These facilities are being built globally, but China will still maintain its dominance, with its share of global capacity staying in the 65-70% range.

As an illustration of the scale of the potential growth and the volatility around long-term forecasting, Tesla recently indicated that its annual battery needs alone will reach 3,000 GWh by 2030 - from 44 GWh currently. While this target also includes batteries for storage and other applications, if it is achieved, it would imply an overall lithium-ion battery market of around 6,000 GWh (based on 50% market share). This implies a dramatic impact on the demand outlook for lithium-ion battery raw materials as shown in the scenario from Goldman Sachs below.

Long term demand outlook for lithium, nickel and cobalt (tonnes per annum)

source: Goldman Sachs



To help fulfil demand, we also expect to see increasing focus in the coming years on the recycling of lithium-ion battery raw materials. Current recycling rates are estimated to be very low (around 10%) because recycling old batteries is a complex and expensive task. In the coming years, we expect government funded and mandated support for the battery recycling industry to bring about growth and economies of scale and, with the evolution of a re-use market, lithium-ion battery recycling will become a mainstream activity thus alleviating pressure on raw material production.

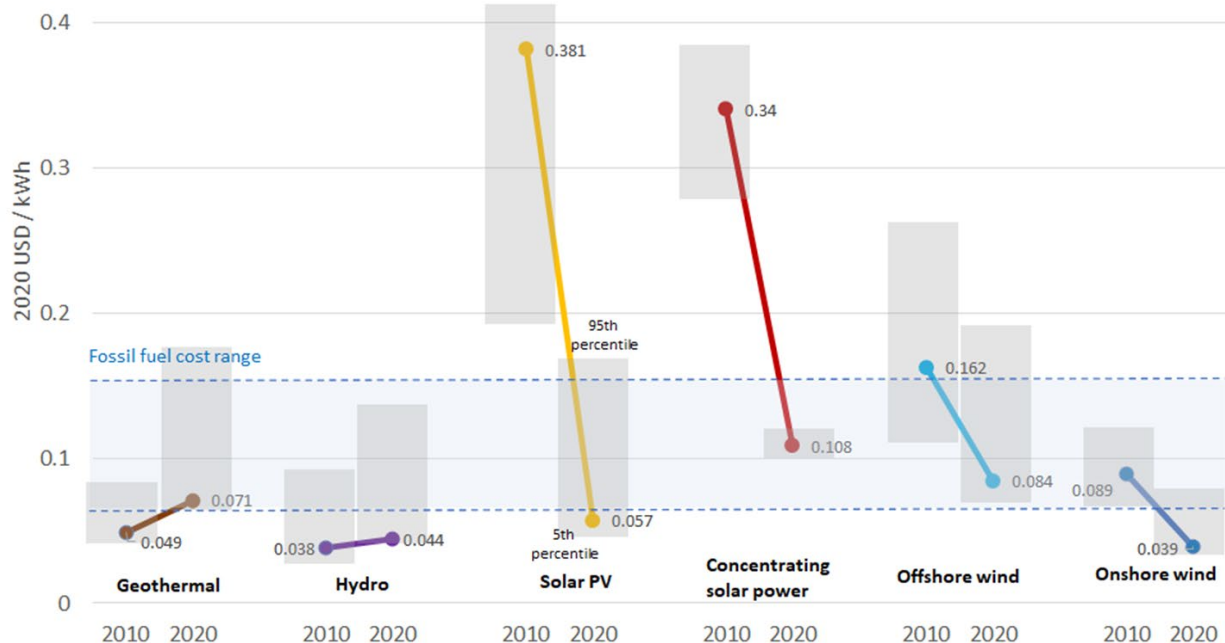
The recent growth trends for **electric vehicles** will continue through 2021 supported by clear commitments from governments towards the electrification of transportation. We expect new EV sales to be in excess of 4m vehicles in 2021, up over 50% versus 2020 sales and representing around 5% of global total light vehicle sales of 83m units (up 11% in 2020 levels). Looking longer term, we expect that predominantly all passenger vehicle sales will be EVs by 2040.

While starting from a lower base, the outlook for **stationary lithium-ion battery storage** continues to look very strong in 2021 and beyond as utility scale solar developers focus more on 'solar + storage' projects in order to benefit from higher power prices at certain times of the day. While residential deployment in areas like the US is still dependent upon tax credits, we expect utility scale operations to grow rapidly and to be more economic than other large-scale storage options (for example hydrogen) on an unsubsidised basis.

Generation and installation: renewables versus fossil fuels

Before considering the detailed dynamics of key renewable power generation markets of wind and solar, it is worth considering the significant changes that have been seen across various renewable power generation technologies since 2010. Onshore wind and solar PV have joined hydro and geothermal power to sit at the lower end of the cost range for new fossil fuel power generation. As we will highlight in the coming sections, however, there is still further room for both wind and solar power generation technologies to deliver further cost reductions.

Global LCOE* of utility-scale renewable power generation technologies (2010–2020)

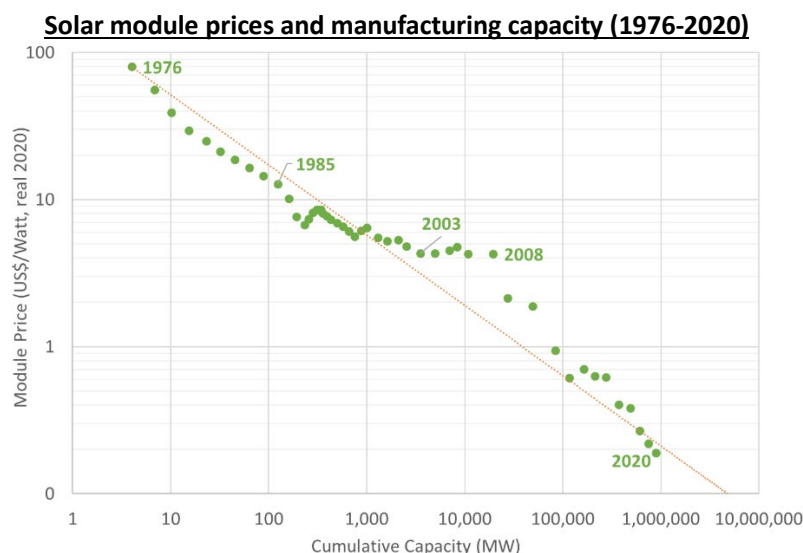


Source: IRENA; Guinness Asset Management. *LCOE – The levelized cost of energy, also referred to as the levelized cost of electricity or the levelized energy cost (LEC), is a measurement used to assess and compare alternative methods of energy production. The LCOE of an energy-generating asset can be thought of as the average total cost of building and operating the asset per unit of total electricity generated over an assumed lifetime.

Generation and installation: solar power

Our ‘big picture’ view: solar module cost reductions continue to support rapid growth

The fact that solar PV is being taken seriously today as a variable renewable energy source owes much to the significant fall in the price of crystalline silicon PV modules. In their infancy, in the late 1970s, a PV module cost around \$80 per watt (\$/W). By 2010, this had been reduced to around \$2/W, a rapid decrease but one that still left solar as being uneconomic versus most other energy generation sources. Critically, the learning rate this decade (the cost reduction for every doubling of cumulative industry capacity) continued at a similar level – around 28% - bringing us to a module cost of around \$0.18/W in 2020, around 90% lower than the cost in 2010.



Source: IRENA; Guinness Asset Management

Falling costs have caused rapid growth, with annual solar installations growing from 19 GW in 2010 to an estimated 129 GW in 2020. In the initial years (2010-2014) OECD countries dominated the market but, by 2015, non-OECD countries (predominantly China) increased their rate of new installations and brought the global market to a 50/50 balance between the OECD and non-OECD. China’s annual installations grew by 34 GW p.a. over the subsequent two years, representing nearly all of the 42 GW p.a. of growth in installations globally over that period. Growth has been more balanced since then, with the OECD increasing its installation rate by 16 GW p.a. and the non-OECD increasing by 23 GW pa. As of 2020, China still dominated the global solar module installation market, at 52 GW in a global total of 141 GW.

Global solar module installations, 2008-2021E (GW)

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021E
OECD solar installations (annual)												
North America	1	2	4	6	7	8	14	11	10	11	17	22
Germany	7	7	8	3	2	1	2	2	4	4	5	5
Italy	4	8	4	1	0	0	0	0	0	1	1	1
Spain	0	0	0	0	0	0	0	0	0	5	3	4
Rest of Europe	3	4	5	5	5	6	4	3	4	6	8	10
Australia	0	1	1	1	1	1	1	2	4	4	4	4
South Korea	0	0	0	1	1	1	1	1	2	3	4	4
Japan	1	1	2	7	10	11	8	8	7	7	8	6
Total OECD	17	23	24	24	25	29	29	26	31	40	49	55
<i>Change in OECD annual installations</i>	<i>10</i>	<i>7</i>	<i>0</i>	<i>0</i>	<i>2</i>	<i>4</i>	<i>0</i>	<i>-3</i>	<i>5</i>	<i>9</i>	<i>9</i>	<i>6</i>
Non-OECD solar installations (annual)												
China	0	3	3	14	13	19	30	53	44	33	52	70
India	0	0	1	1	1	2	5	10	11	12	4	11
Rest of non-OECD	1	3	3	4	6	6	11	9	22	34	40	48
Total Non-OECD	2	5	8	18	21	27	46	72	77	78	92	129
<i>Change in non-OECD annual installations</i>	<i>1</i>	<i>3</i>	<i>2</i>	<i>11</i>	<i>2</i>	<i>6</i>	<i>19</i>	<i>26</i>	<i>5</i>	<i>1</i>	<i>14</i>	<i>37</i>
Total solar installations (annual)	19	29	31	42	46	56	75	98	108	118	141	184
<i>Change in world annual installations</i>	<i>11</i>	<i>10</i>	<i>2</i>	<i>11</i>	<i>4</i>	<i>10</i>	<i>19</i>	<i>23</i>	<i>10</i>	<i>10</i>	<i>23</i>	<i>43</i>

Sources: BP, Bloomberg, Guinness Asset Management

Review of 2020: COVID and cyclical tightness in solar manufacturing slows demand growth

The cost reductions discussed above have come from a number of technological and economic improvements, including more efficient use and lower pricing of polysilicon, the shift from multi-crystalline to mono-crystalline polysilicon and scale/manufacturing improvement across the other parts of the solar PV system. Further technology and manufacturing improvements were made in 2020 across the various components of the solar value chain:

- **Polysilicon** is the initial raw material for a solar wafer. Poly prices hit record lows in the middle of 2020 as a result of oversupply and then, in 3Q, an explosion and floods disrupted supply from some Chinese factories, forcing poly prices up nearly 50%.

- **Polysilicon wafer manufacturing** remained significantly in excess of polysilicon capacity throughout the year, keeping manufacturing margins under pressure. Capacity continues to switch to mono silicon wafers (now at 180 GW capacity) and away from multi silicon wafers (capacity down from 55 GW in 2019 to 24 GW in 2020).
- **Solar cell and module manufacturing** saw significant capacity expansion in 2019 (maintaining a high level of oversupply) with new larger diameter cell capacity coming online. Higher cost producers shut in production leaving even the Tier 1 manufacturers and vertically integrated companies facing very challenging manufacturing economics. Solar glass prices increased by around 50% in the second half of the year as a result of limited supply and growing demand from bifacial panels (which utilise larger amounts of solar glass) further compressing module margins.

Solar module installations on a global basis were much less affected by COVID than initially feared. In the middle of the crisis, it was mooted that the rate of global installations would decline in 2020, registering the first year of module installation rate declines in recent history. Ultimately, new installations increased by 23 GW in 2020, to reach 141 GW. **China** was the largest market globally with installations averaging around 52 GW in 2020 (up from 33 GW in 2019) as the country recovered from COVID faster than other countries. **India** was the weakest of the larger markets, suffering weak demand due to the impacts of COVID-19, border conflicts at the China-India border and a clearer demand response to higher module prices. **OECD** demand, at 49 GW, was 20% higher than 2019 with North America dominating the growth (+4 GW versus 2019) predominantly resulting from continued attractive tax credits in the United States.

Outlook for 2021 and beyond: global demand becomes more price sensitive

The outlook for solar installations in 2021 depends very much on solar module pricing and how it is affected by the developments in the polysilicon, wafer, cell and module (including solar glass) markets.

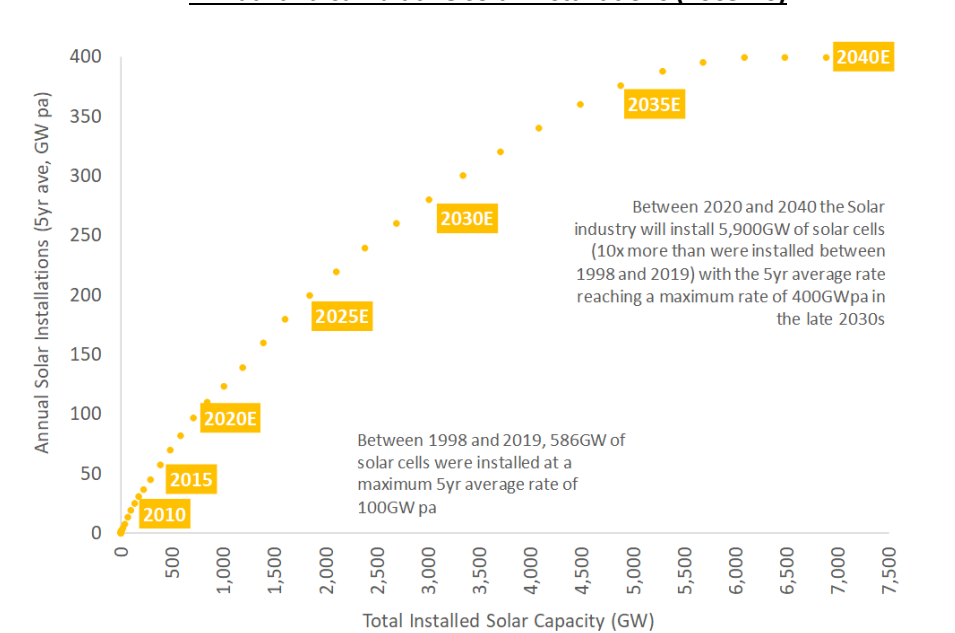
- **Poly-silicon** capacity will grow to 630k mtpa at the end of 2021 (growing 80k mtpa in 2021) with the marginal cost of new capacity being in the region of \$4-6/kg. Prices should weaken, alleviating margins for module manufacturers.
- **Poly-silicon wafer manufacturing** capacity is likely to increase further in 2021, leaving the wafer industry even further oversupplied (and probably price pressured) than it was in 2020. With the start of a large plant from GCL during the year, the industry will effectively complete its transition to mono-grade manufacturing by the end of 2021.
- **Solar cell and module manufacturing** New capacity additions will increase oversupply again with cell and module prices likely to remain under pressure. With limited new solar glass capacity planned for 2021 (and therefore prices unlikely to recede) there will be more module margin pressure bringing the risk of price cutting to defend market shares.

Solar module installations are expected to reach around 184 GW in 2021, up 43 GW on the level achieved in 2020. **China** will implement the 14th Five-Year Plan starting in 2021, under which solar projects will no longer be subsidized and the move to grid parity will be completed. With strong government support and individual installation targets for each province (rather than subsidy allowances), the key factor is now the relative economic attractiveness of solar versus other forms of electricity generation. **India** solar module demand is likely to be around 11GW, up 7 GW on the 2020 activity that was held back by COVID. In the **United States**, a Biden presidency leads to installations of around 22 GW in 2021 driven by the solar Investment tax credit (ITC) which has been extended for a further two years as part of the country's COVID stimulus. **Europe** will register around 20-25 GW of new installation demand in 2021, broadly unchanged on 2020 levels.

In **conclusion**, the global outlook for solar looks robust and the improved cost competitiveness of solar energy opens the way for a rapid expansion of solar in the global electricity grid. Between 2020 and 2040,

the solar industry will install 5,900 GW of solar cells (10x more than were installed between 1998 and 2019) with the 5yr average rate reaching a maximum rate of 400 GW p.a. in the late 2030s.

Annual and cumulative solar installations (2005-40)



Source: Guinness Asset Management estimates, BP

Generation and Installation: wind power

Our ‘big picture’: a lower growth industry with great offshore potential still to come

The decline in the cost curve for wind power installations over the last ten years has not been as dramatic as solar, but it started from a lower base that was already competitive with some fossil fuel power generation. Indeed, the overall learning rate for the development of wind turbines since the early 1980s has been around 11%, versus a learning rate for all-in wind project capex of round 7%, implying a shallower pricing decline for other wind plant components.

The success of the wind industry is being driven by turbines becoming larger. The median size of onshore turbines in 2010 was around 2GW, and today this has risen to around 3.5GW. By 2050, BNEF estimate that the median size will be over 5GW. The scale improvements offshore are even more striking, with a move up from 7GW today to around 19GW by 2050. Larger wind turbines bring overall economies to the installation process because less foundation work and less cabling is needed and there are fewer parts to install and maintain. Improved performance monitoring systems are increasing the efficiency of installation and maintenance work.

The greater scale and improved design of turbines has set onshore wind costs on a path of declining costs. In 2008, onshore wind power cost an average of 8.5c/kwh, falling to a below 4.5c/kwh in 2020 and expected to fall further to 3.8c/kwh by 2030.

Having peaked in 2015 at 63GW of newly installed wind capacity (versus 36GW in 2010), the world wind market looks to have accelerated again (to around 72 GW), making 2020 a record year for installations and the highest year-on-year increase in new capacity.

Annual onshore and offshore wind installations (GW)

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021E
Onshore wind installations (annual)														
North America	9	11	6	8	15	2	7	10	9	8	8	10	15	15
Latin America	0	0	0	0	0	0	5	3	3	3	3	4	5	6
Europe	6	9	9	10	12	11	11	11	12	13	8	9	12	16
China	6	14	17	18	14	15	21	29	22	17	19	26	32	25
India	2	1	1	1	1	1	1	1	2	3	2	2	1	3
RoW	3	3	3	4	4	3	4	5	5	5	6	5	6	8
Total onshore	27	38	35	40	45	32	48	59	54	48	45	52	71	73
<i>Change in onshore annual installations</i>		12	-3	5	5	-13	16	11	-6	-6	-2	7	19	2
Offshore wind installations (annual)														
China	0	0	0	0	0	0	0	1	1	1	2	3	4	5
UK	0	0	1	0	1	1	0	1	0	1	2	2	1	0
Germany	0	0	0	0	0	0	0	2	0	2	0	2	0	0
RoW	0	0	0	0	0	1	0	0	0	1	0	1	2	3
Total offshore	0	0	1	0	2	2	1	4	1	4	4	8	6	9
<i>Change in offshore annual installations</i>		0	1	-1	1	1	-1	4	-4	3	0	3	-1	3
Total wind installations (annual)	27	38	36	40	46	34	49	63	54	52	50	60	77	82
<i>Change in world annual installations</i>		12	-2	4	6	-13	15	14	-9	-3	-2	10	17	5

Source: Bloomberg, BP and Guinness Asset Management

Review of 2020: onshore installations likely to be plateauing; offshore still hopeful

The wind industry likely generated around 6% of world power generation in 2020, with about 95% of the installed capacity being onshore turbines. Here we will separately consider the key factors for the onshore and offshore wind markets in 2020.

Comparing the **onshore wind** industry to other high growth parts of the sustainable energy industry, it is interesting to think that the installation rate of onshore wind likely started to reach a near term plateau level in late 2020. Most forecasters expected total onshore installations to be around 71 GW in 2020 (up 19 GW on 2019 and 26 GW on 2018 levels respectively) but recent data from the Global Wind Energy Council (GWEC) indicates that onshore installations were as high at 87 GW in 2020. We expect further clarity over time but note that any growth surprise in 2020 will likely not be repeated again in 2021. Onshore installations in China surprised to the upside during 2020 (at 49 GW according to GWEC), consistent with the Q3 carbon neutrality announcement, while similar to solar, the extension of tax credits in the United States helped to sustain further onshore demand growth.

There was constructive cost data for the **offshore wind** industry suggesting that the LCOE for offshore wind has fallen over 30% from 2010-2020, from \$161/MWh to less than \$115/MWh, putting it well within the cost range of fossil fuel generation. Despite these improving economics, much of the offshore industry still relied on some form of subsidy to be economic in 2020. Grid parity is starting to appear and during 2020 we saw subsidy-free offshore wind projects being signed in the UK, Germany, and the Netherlands. These underline the significant potential of the offshore industry which benefits from better operational and visual characteristics as well as being close to key demand areas which are often coastal.

Annual installations of offshore wind capacity increased from 0.9 GW in 2010 to 8 GW in 2019 before receding a little, predominantly as a result of COVID, to 6 GW in 2020. According to Bloomberg, at the end of 2020, total installed offshore wind capacity was estimated to be 36 GW with China leading at nearly 11 GW, followed by the UK at 10 GW and Germany at 7.5 GW.

Outlook for 2021 and beyond: Onshore plateau; offshore suffers COVID related decline

In 2021, global **onshore wind** installations are expected to plateau at around 73 GW (up around 2 GW on 2019 levels). The reason for the decline is mostly China, where wind projects have yet to fully reach the grid parity requirements that are necessary within the 14th Five Year Plan. Excluding China, the global onshore market will remain robust, driven by delays due to COVID-19, and installations could reach nearly 50 GW in 2021 (versus 39 GW in 2020), marking a similar increase to that seen in 2019. Within this, the outlook for

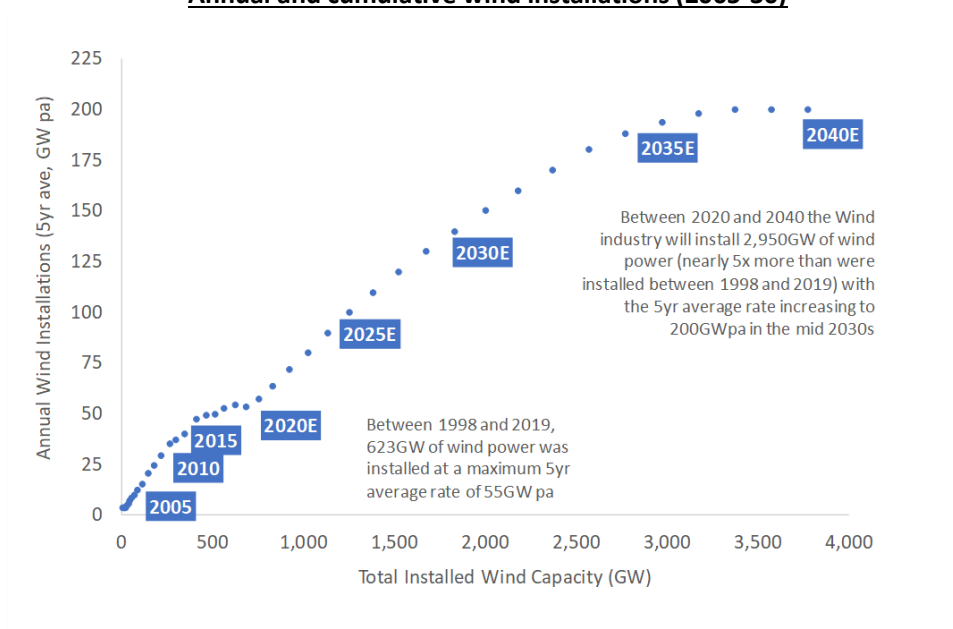
installations in the United States has improved as a result of the twelve-month extension of the 60% Production Tax Credit (PTC) for wind projects.

Despite the improving long term growth outlook, new **offshore wind** capacity additions in 2021 will likely be lower than those seen in 2020 as a result of project delays stemming from COVID lockdowns in 2020. Ultimately, COVID is likely to act as a significant stimulus to longer term offshore wind growth as offshore projects are more capital intensive and project economics will benefit from the current environment of ultra-low interest rates. We can see over 20 GW of offshore project tenders to be awarded in 2021.

Looking longer term, increasing scale and larger turbine power capacities should allow the offshore sector to grow faster than onshore in the years ahead with new installations increasing every year from 2021 to 2030, reaching 12-15 GW p.a. in 2025 and more than doubling again by 2030. By the end of the decade, offshore installed capacity could be close to 200 GW and will likely be dominated by China, the UK, the United States and Germany but with the addition of new entrants such as the Netherlands, Taiwan, Japan, France, Korea, Denmark and India. The EU alone is targeting 60 GW of offshore wind capacity by that time, with some of it dedicated towards the new hydrogen economy.

In **conclusion**, putting our views for the onshore and the offshore together, we expect the wind industry to install a further 2,950 GW of new capacity between 2020 and 2040, reaching a peak installation rate of around 200 GWpa in the mid-2030s. The total installed capacity would be around five times as much as was installed between 1998 and 2019.

Annual and cumulative wind installations (2005-30)



Source: Bloomberg, BP, Guinness Asset Management

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The documentation needed to make an investment, including the Prospectus, the Key Investor Information Document (KIID) and the Application Form, is available in English from www.guinnessfunds.com or free of charge from:

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- the Promoter and Investment Manager: Guinness Asset Management Ltd, 18 Smith Square, London SW1P 3HZ.

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