

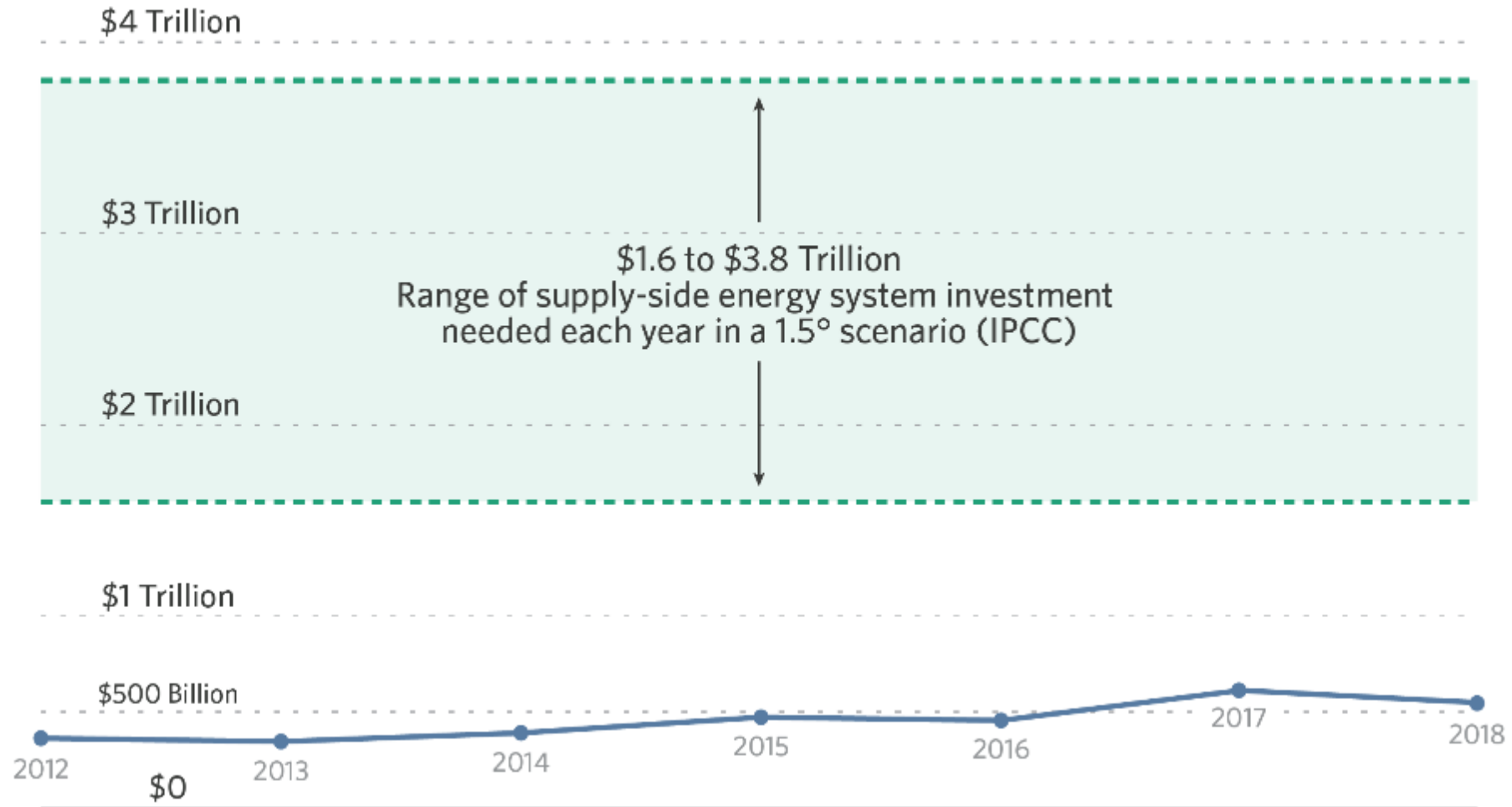


2020 Demo Day
(starting soon!)



2020 Demo Day

The Sustainable Investment Gap



Since 2014, the Lab has launched 41 solutions that tackle investment barriers in the **most critical sectors and regions** for action on climate change

Number of Lab instruments:



Renewable
Energy
19



Sustainable
Cities
18



Climate
Risk
12



Agriculture, Forests,
Nature-Based Solutions
10



Energy
Efficiency
8



Energy
Access
7



Asia
20



Africa
16



Latin America
15



Global
6

\$2.2 bn

mobilized for climate action in
emerging markets

\$370+ mn

invested by Lab Member institutions

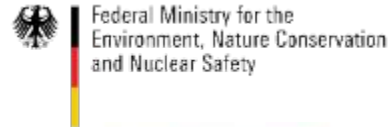
\$1.8+ bn

catalyzed in
additional investment



The Lab brings together 80+ institutions to address the sustainable investment gap

FUNDERS



MEMBERS



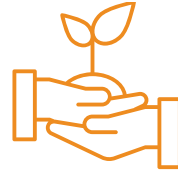
PAST FUNDERS



SECRETARIAT



The Lab's three ingredients to success



Public-Private Collaboration

Builds capacity and knowledge to deploy effective climate finance solutions.



Innovation & Transformative Solutions

Financially sustainable solutions that reduce barriers to investment in sustainable development.



Mobilizing Finance

Enables piloting and implementation of transformative solutions.

2020 Lab Instruments

Regional Focus

Brazil



Conexsus Impact Fund

**Sustainable Agriculture
Finance Facility**

India



**GROVE: Forestry Smart
Ledger**

Southern Africa



Climate Adaptation Notes

Thematic Focus



Sustainable Energy Access

GreenStreet Africa



Sustainable Cities

**Sub-National Climate Finance
Initiative**



Nature-based Solutions

Monetizing Water Savings



Sustainable Agriculture for Smallholders in Sub-Saharan Africa

Rural Prosperity Bond

Today's Impact

Grants

\$43 mn

Investment Opportunity

\$1.1 bn

=





Congratulations Class of 2020!



GROVE

Forest Smart Ledger



Mangrove deforestation remains rampant.

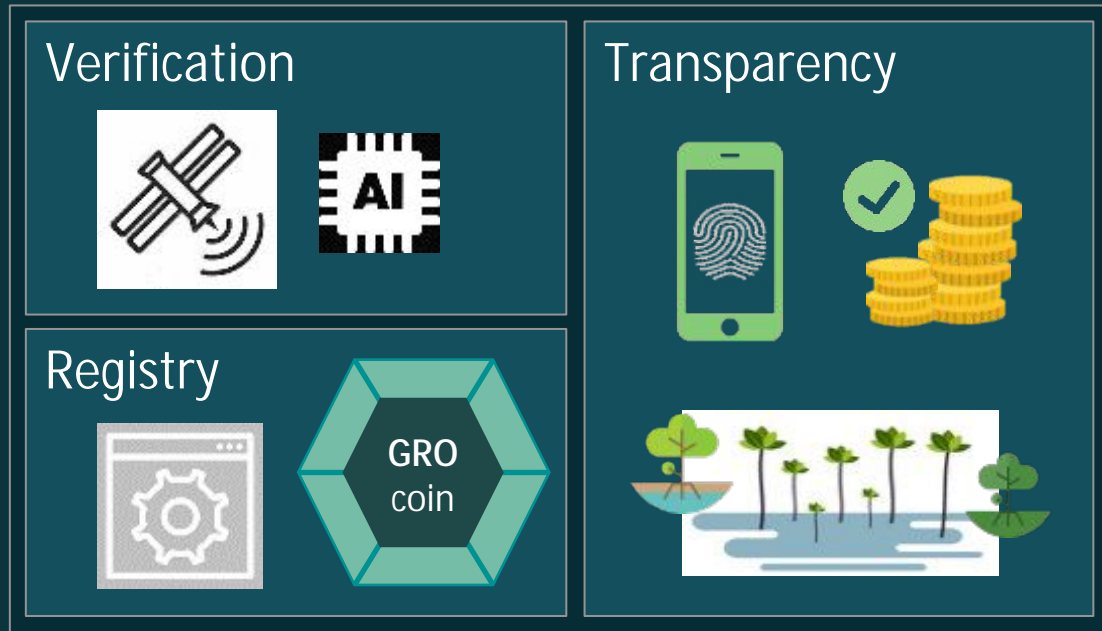


4.2B tons of CO₂ stored
24m ton CO₂ lost each year

Blue Carbon market failures

- Intermediary fees ($\frac{2}{3}$)
- Costly impact tracking
- Opaque brokerage

Ultra-scalable verification and financing.





Y1 - 2,500 ha pilots
Y3 - \$38M, 8.2m tCO₂e



DR. RYAN MERRILL
CO-FOUNDER & MANAGING DIRECTOR

PhD in Environmental Policy and 12 years experience in management and finance.



DR. SIMON SCHILLEBEECKX
CO-FOUNDER & EXECUTIVE DIRECTOR

PhD in Strategic Management and 10 years experience in ESG consulting and innovation.



ELSA LILLFORD
CHIEF REPRESENTATIVE OFFICER

Mangrove Coordinator for International Coastal Cleanup and Conservation Officer at Mastermark.



DANIEL SWID
CHIEF TECHNOLOGY OFFICER

Co-Founder of GenBlue and Regen Network. 15 years working with Silicon Valley startups.

Prototype

- Q2 20'
- Funding UX
- Smart contracts
- Mobile app
- Biometric KYC



- e-commerce integration

GROVE Forest Smart Ledger



Partnering for Blue
Carbon Registry
- Q1 21'

Direct Donations
Mangrove Pilots
- Q4 20'

Blue-Metals
Carbon Bond
- Institutional mangrove
conservation

Grant Funding

Research & Development

- \$1m for FSL stack
- *Result:* Open source biomass estimation via AI-backed digital contracts

Impact Investing

Handprint / Blue Bond

- *Equity:* \$1m seed funding: Handprint
- GROVE microfinance for mangrove pilots
- *Underwriting:* Blue carbon bonds

Partnership

Domicile the FSL Ledger

- Blockchain blue carbon registry
- Universal benefit sharing contract
- AI/ML, space-based carbon tracking

GROVE

Forest Smart Ledger

THANK YOU

Managing Director
Ryan K Merrill, PhD
ryan@globalmangrove.org

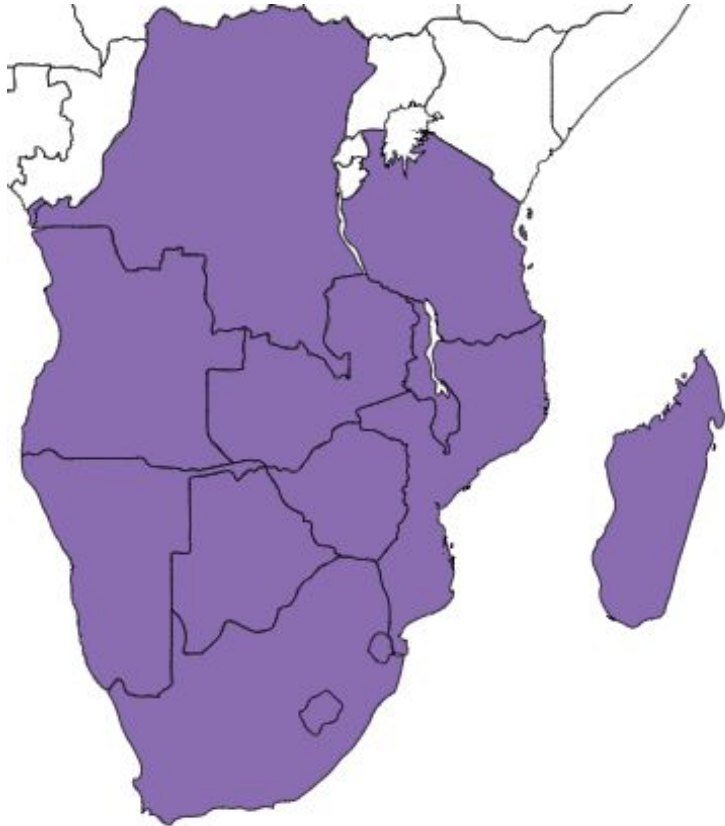
Executive Director
Simon JD Schillebeeckx, PhD.
simon@globalmangrove.org





Climate Adaptation Notes

The Challenge



Of the Southern Africa population:

39%

Lack access to safe drinking water

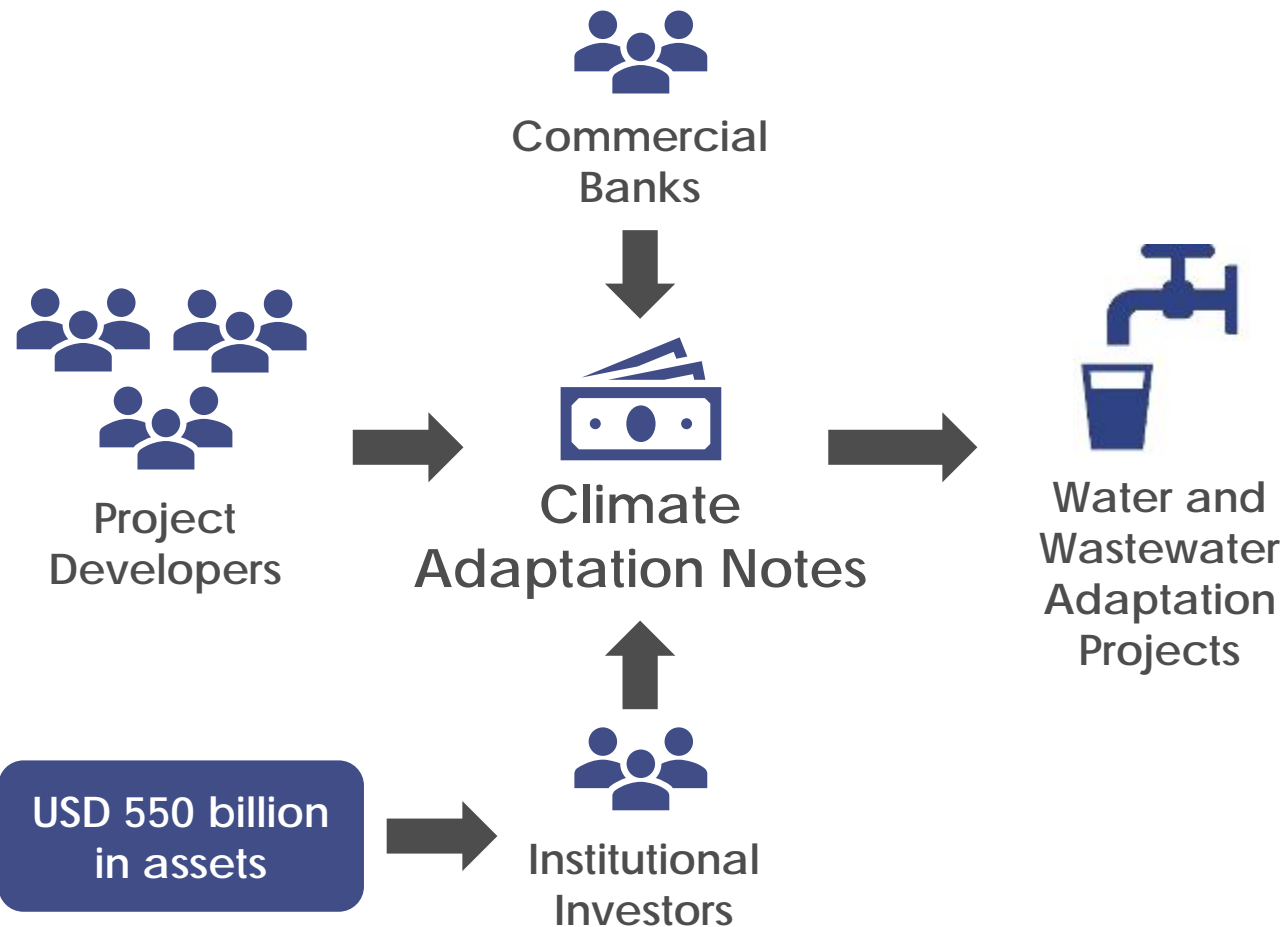
61%

Lack adequate sanitation

A new approach is needed to crowd-in institutional capital to invest in infrastructure for climate adaptation

The Solution

Climate Adaptation Notes



- ✓ Improves project **pricing and returns**
- ✓ Bridges **bank, institutional & DFI** funding
- ✓ Accesses **local debt capital markets**
- ✓ Unlocks asset-backed **infrastructure investment**

Projected Impact



Strengthens water and wastewater infrastructure to expand sustainable water supply and sanitation access

The USD 125 million pilot would:



Pilot Implementation: USD 125 million Issuance

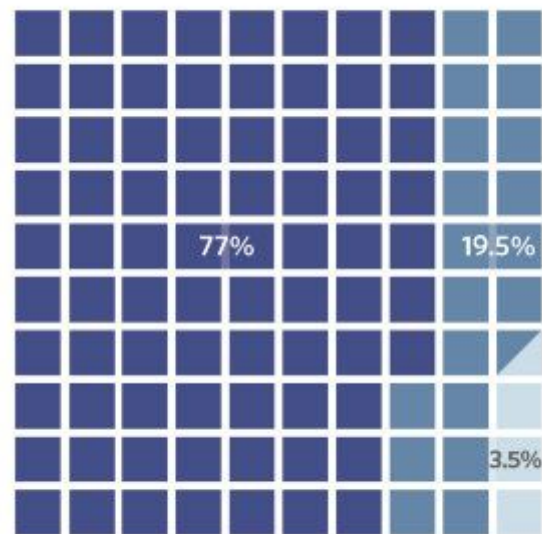
7.8
bn

Identified pipeline (USD)

70x

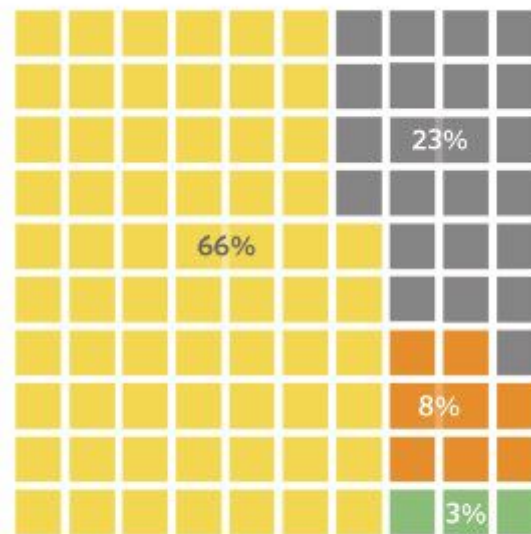
Pipeline to size of pilot

Country Breakdown

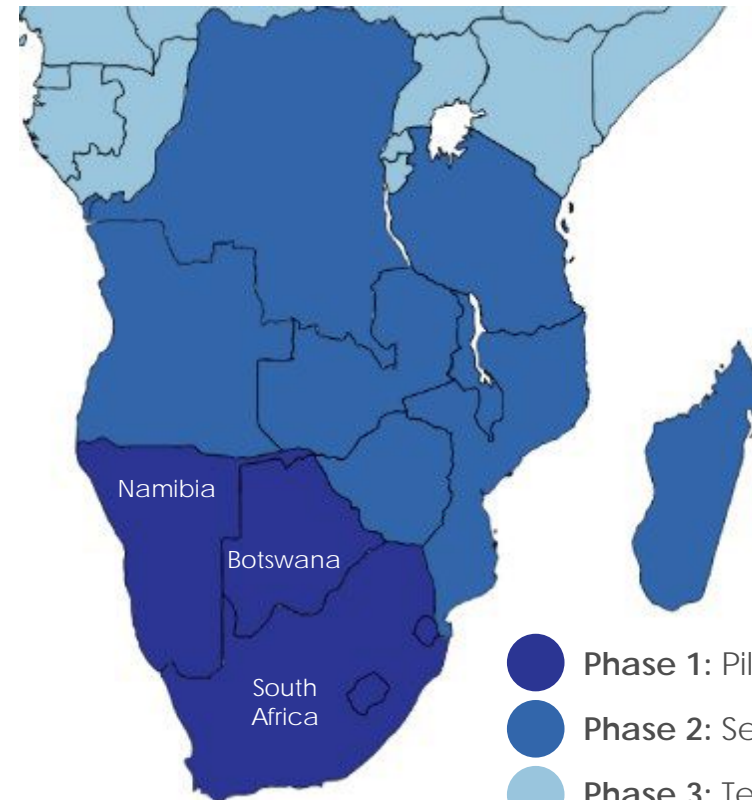


South Africa - 111 bn ZAR
Lesotho - 28 bn
Botswana - 5 bn
Namibia - 0.01 bn, <0.1%

Developer Breakdown



PPP - 95 bn ZAR
Private - 11 bn
Other - 33 bn
Municipality - 4 bn



Go-to-Market Strategy for Pilot Implementation

COMPLETED

Identified and consulted with **strategic partners**

Licensed independent **fund manager** in place

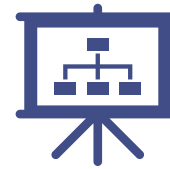
Favorable **legal opinion** obtained

Lab endorsement

NEXT STEPS



Sale and Implementation



Finalize Structuring and Marketing



Establish DCM Platform



Capital Raising: Grants



Engage with Strategic Partners



CAN has carried out comprehensive consultations

DFIs:



Commercial Banks:



Asset Managers, Pension Funds, Life Companies:



Associations, Academic Institutions, Consultants, and Other:



The Team



Jonathan First
Managing Director
GFA Climate & Infrastructure



Heather Jackson
CEO designate
Renewable by Nature



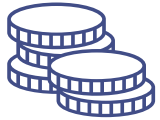
Funding Opportunity

SEEKING GRANT FUNDING:

USD 300K-500K

To:

- ✓ Establish DCM platform
- ✓ Complete legal work
- ✓ Implement financial & impact management process



TO ACHIEVE INVESTMENTS OF:

USD 175 million

From:

- ✓ Project developer equity
- ✓ DFI first loss capital
- ✓ Institutional capital
- ✓ Commercial banks

\$1 in grant funding leverages ~\$350 in investment

Thank you!

Jonathan First

Managing Director, GFA
Climate & Infrastructure,
Jonathan.First@gfa-ci.co.za

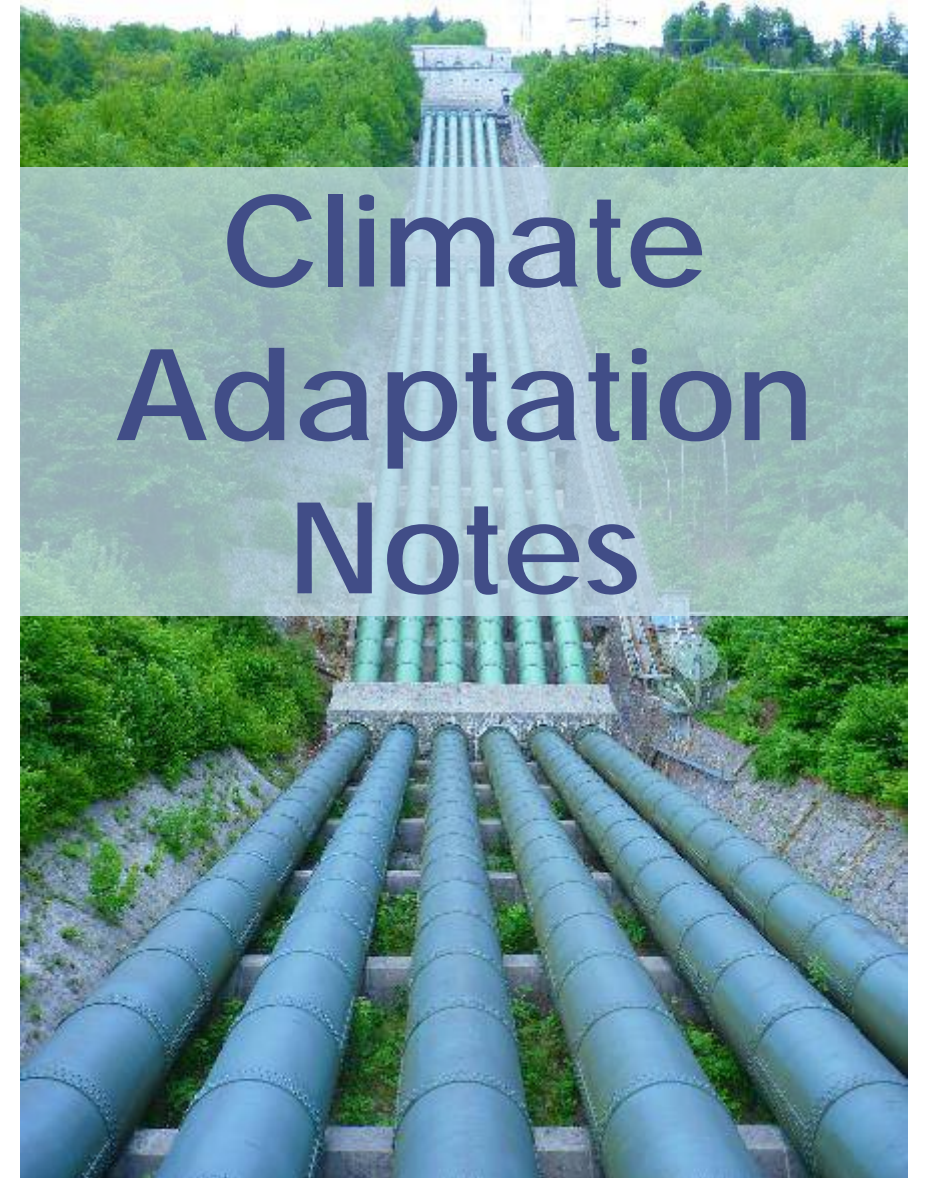


Heather Jackson

CEO designate,
Renewable by Nature
Fund Managers,
Heather@rbn.co.za



Climate Adaptation Notes





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Rural Prosperity Bond

Sofia Faruqi
Sean DeWitt



Photo Credit: Peter Irungu/ WRI

THE NEW RESTORATION ECONOMY



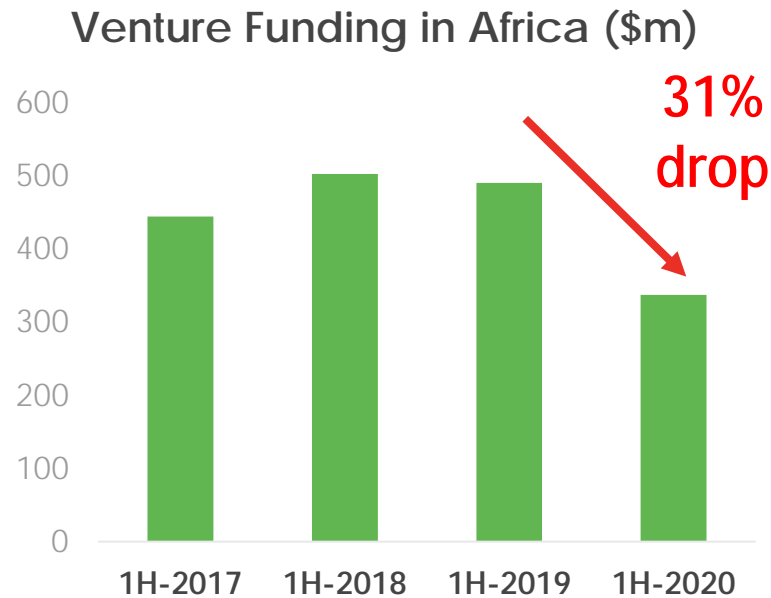
Norah the Entrepreneur



Kimathi the Farmer

CAPITAL IS SCARCE FOR RESTORATION ENTERPRISES

Rural SMEs working on sustainable agriculture and forestry



Source: Crunchbase



Source: UN World Food Programme

FINANCE IS MISSING PART OF THE EQUATION



Provides loans to restoration enterprises with incentives for smallholders.

- The Bond **sources pipeline** from the Land Accelerator (LA)
- LA program includes **mentoring and training** and acts as a **de-risking mechanism**



Financing + Capacity Building = ↓ Risk + ↑ Impact

EXPERIENCE + PASSION + GRIT



**WORLD
RESOURCES
INSTITUTE**



Sofia Faruqi

Senior Manager

New Restoration Economy



Sean DeWitt

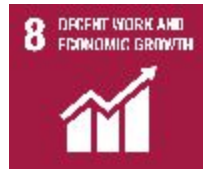
Director

Global Restoration Initiative

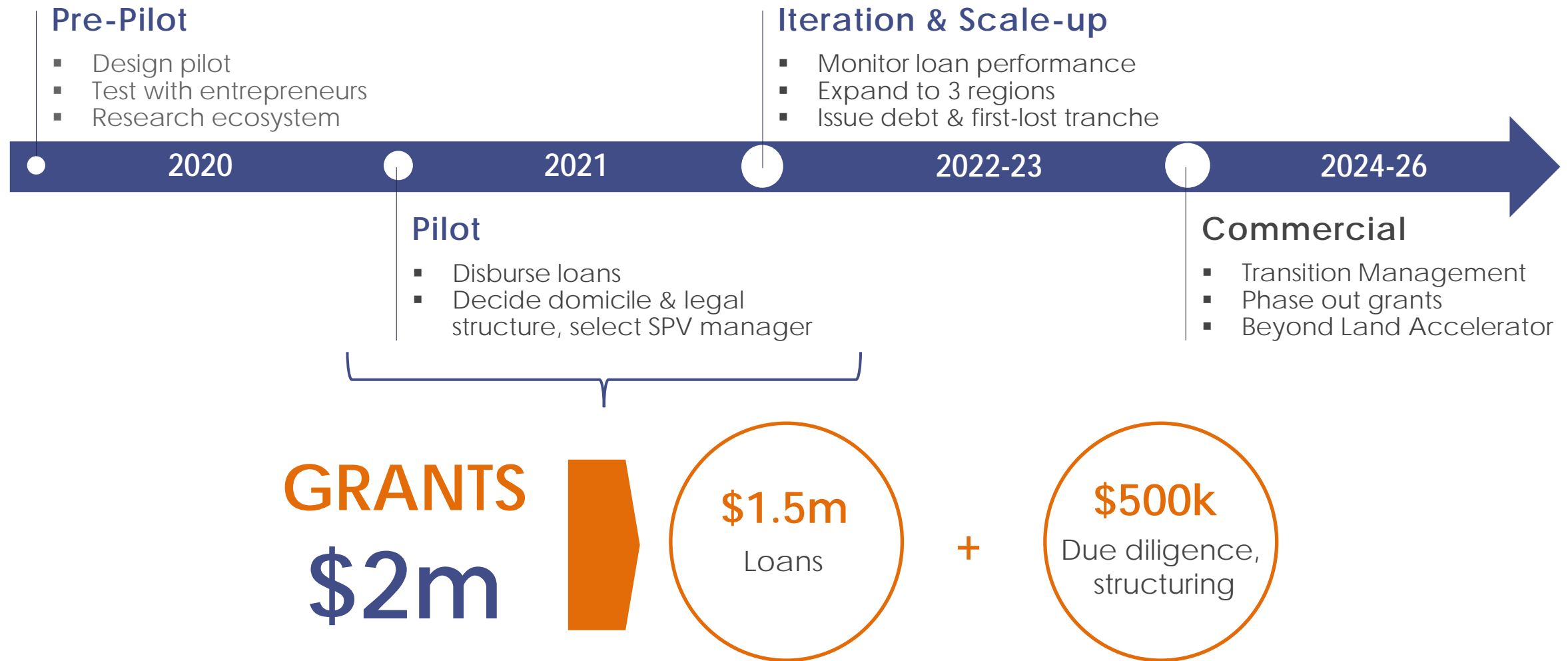
IMPACT IS LOCAL AND GLOBAL

Over 6 years, the instrument will mobilize ~400 loans

- Serve **840,000** farmers, mostly women
- Support over **18,000** rural jobs
- Restore **100,000** hectares of land
- Sequester **850,000 tCO₂eq**



PILOT WILL LAUNCH SOON ONCE FUNDED





RURAL PROSPERITY BOND

Sofia.Faruqi@wri.org

Sean.DeWitt@wri.org



WORLD
RESOURCES
INSTITUTE



GreenStreet Africa
DISTRIBUTED POWER FOR PUBLIC BUILDINGS

Managed by:



Endorsed by:



The Problem

Across Sub Saharan Africa

Money is not the Problem!



Almost **60% of health facilities** have no power for life-saving equipment.



Over **90 million children** attend schools without electricity.



World Bank: only \$1 Billion/year needed to 2030 to solarize Africa's health clinics
Grant Funding has not worked



Installations poorly designed, not maintained and abandoned



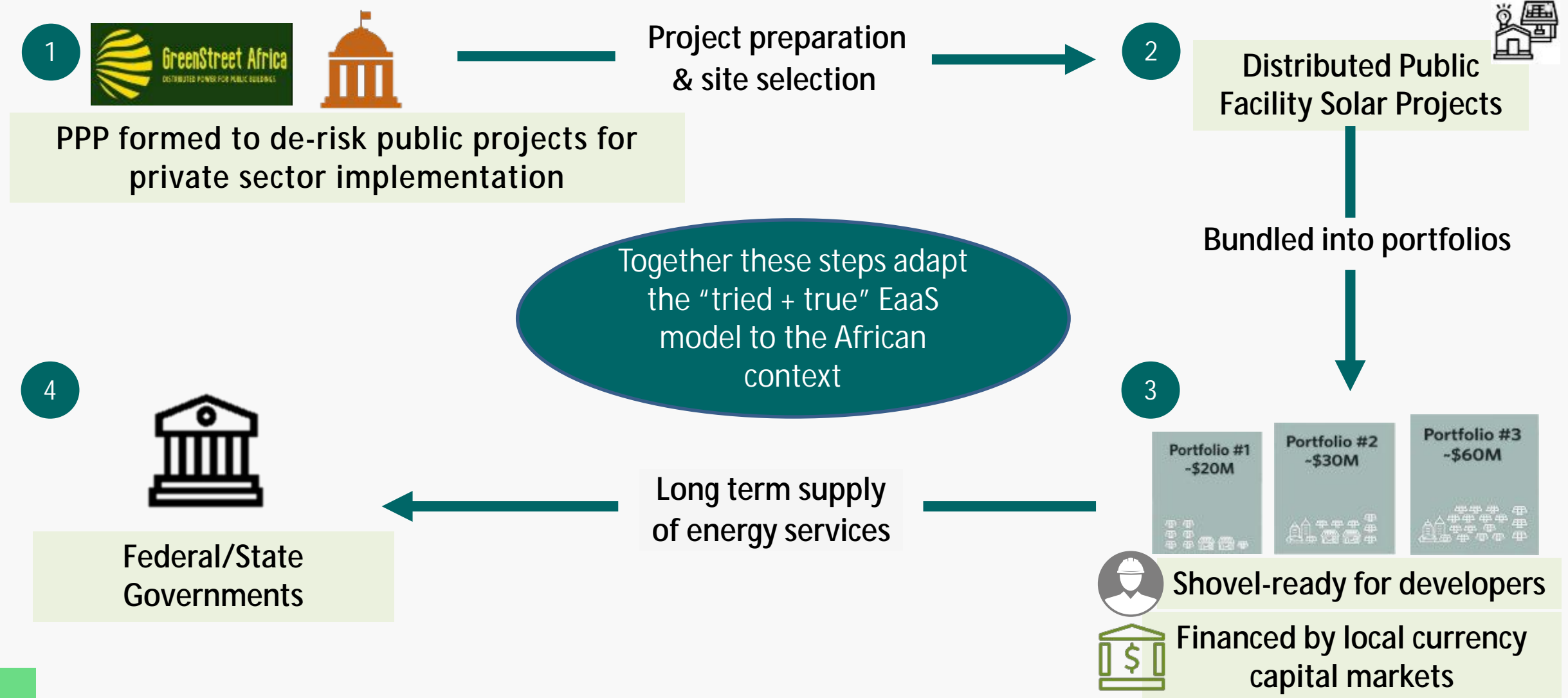
No private engagement



We Need a New Business Model!

GreenStreet's Solution: Adapting 'Energy as a Service' for Africa

The solution takes the following approach:

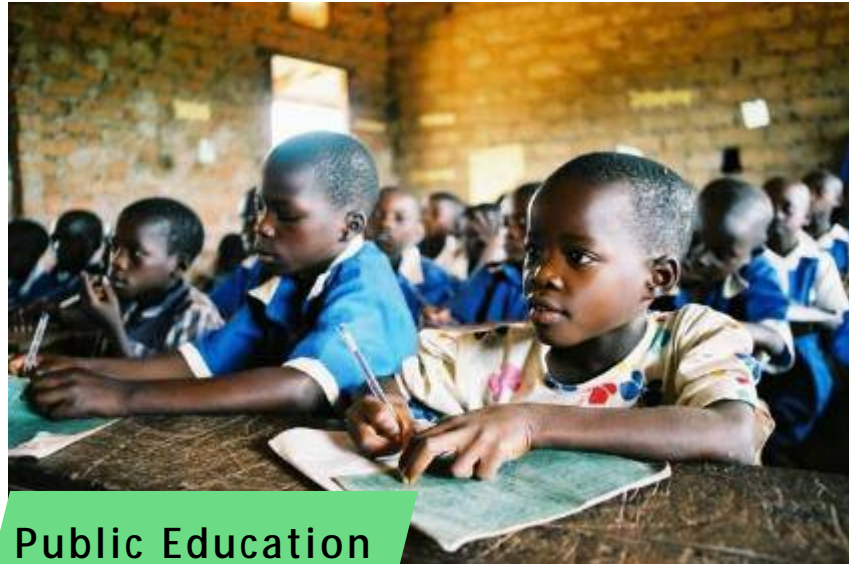


Impact

Expanding reliable, affordable clean energy supply to:



Public Health
Facilities



Public Education
Facilities

- Game changing, sustainable model to scale up delivery of solar energy services to public facilities
- Targeting solar systems for more than 100,000 health clinics and schools
- Enormous impacts for SDGs



Meet the Team



Manager of GreenStreet Africa

- 26 years of experience in 80 countries
- Developed & launched EaaS models for public sector in West Balkans and Ukraine
- GreenStreet Africa will be managed by a Nigerian team

Core Team



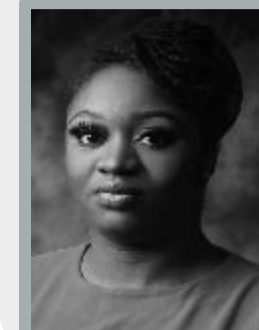
Clifford J. Aron
Principal

40+ years global
energy finance
experience



Ifechukwude Uwajeh
Deputy Director

10+ years energy
projects
experience in
Nigeria



Adanma Anizoba,
Analyst

3 years in Nigerian
energy sector



Pictures from projects in Croatia

Go-to-Market Strategy



Nigeria Pilot
Federal Hospitals



Expansion to

Smaller Health Clinics and Schools at
State and Local Government Levels

Regional expansion



Ghana



Kenya



Uganda



Funding/Investment Opportunities

2020-2021

Grant Funding

US\$ 2M

Pilot Launch in Nigeria

2021-2022

Impact Investors

US\$ 20M
(next 10 portfolios)

Equity Stake in GreenStreet Africa

Local bond
issues to
finance projects

Institutional Investors

Portfolio development

Payment Guarantors

De-risk investment

Backstop
government offtake
payments

THANK YOU

Contacts

Clifford J. Aron

Principal, GreenMax Capital Advisors

cja@greenmaxcap.com

Ifechukwude Uwajeh

Deputy Director - Africa Transaction Advisory,
GreenMax Capital Advisors

iuwajeh@greenmaxcap.com

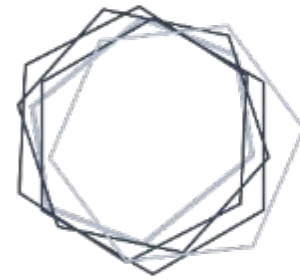
Adanma Anizoba

Research Analyst, GreenMax Capital Advisors

aanizoba@greenmaxcap.com



SUSTAINABLE AGRICULTURE FINANCE FACILITY



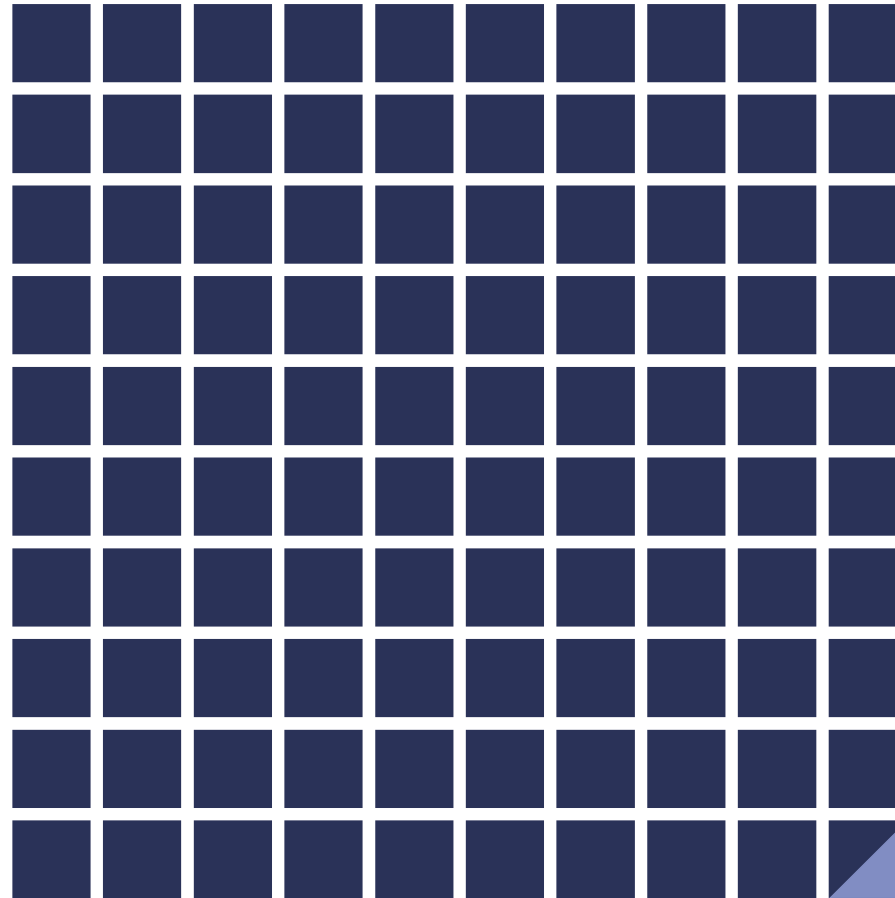
S A F F



The Problem

\$42 billion/year

Brazil's total rural credit subsidies



\$280 million/year

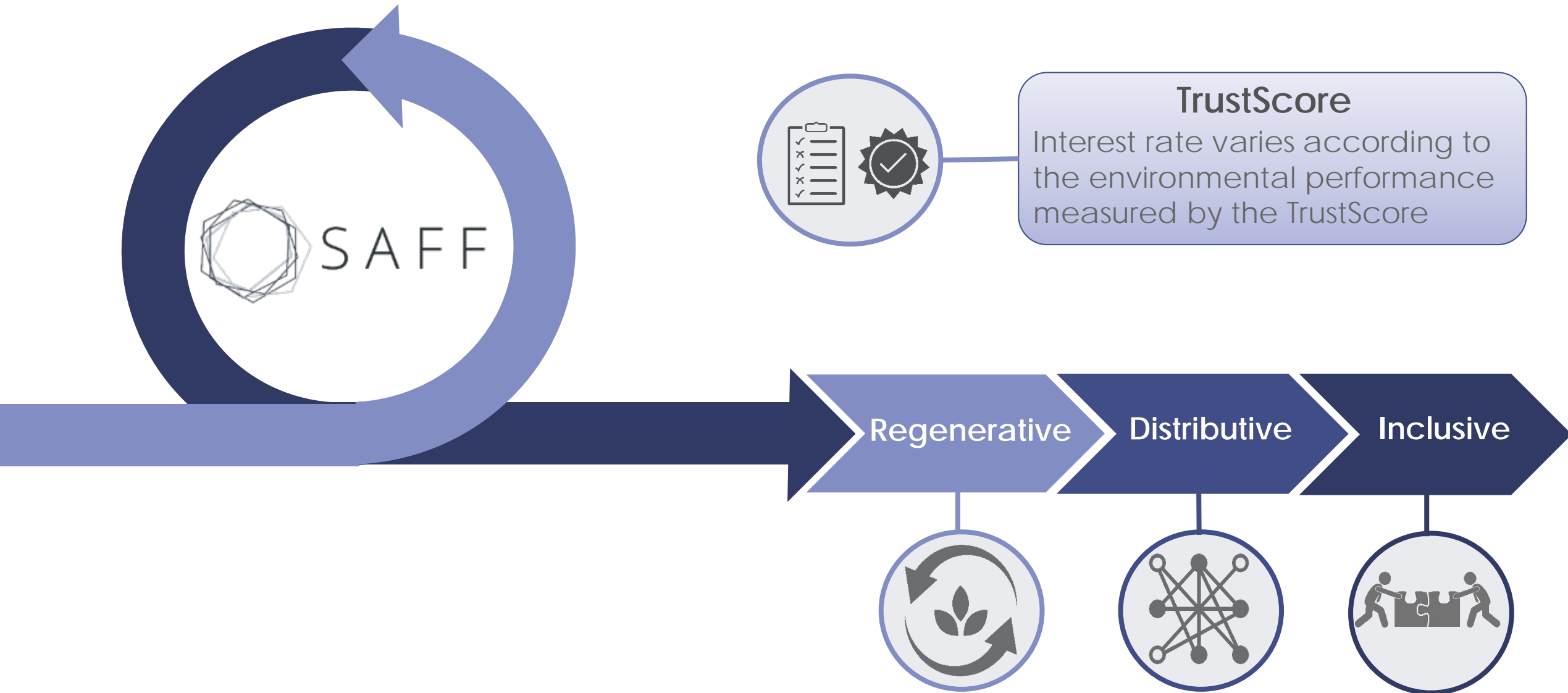
Low carbon financing
0.66% of total

The Solution



The Solution

The SAFF is a scalable, regenerative, distributive and inclusive rural credit ecosystem for low-carbon agriculture in Brazil.



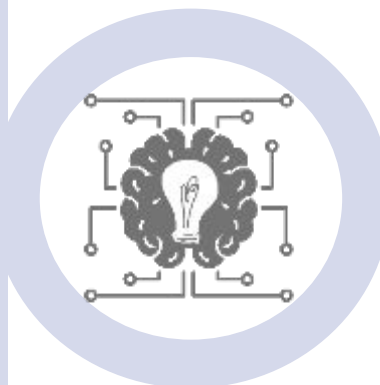
Impact



Pilot
2020/2021
900 farmers



Scalability
2021/2022
3,000 farmers



Replicability
2026
Over 10,000 farmers

Impacts
2030



- 5x increase in productivity
- 9 million hectares of "spared-land effect"
- 50 million tons of CO₂e mitigated

The Team



Proponents and technical expertise providers

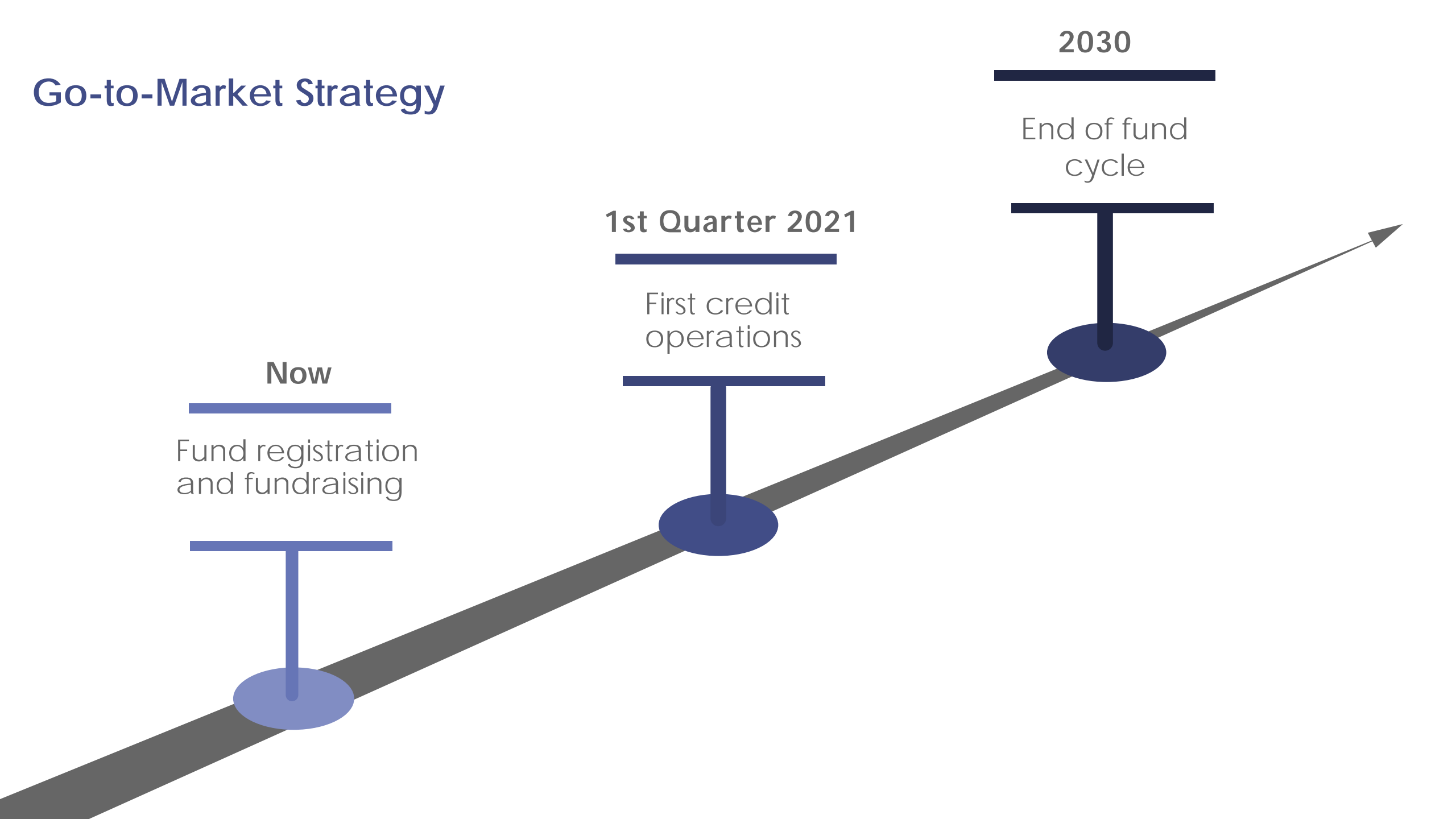
JGP

Fund Manager

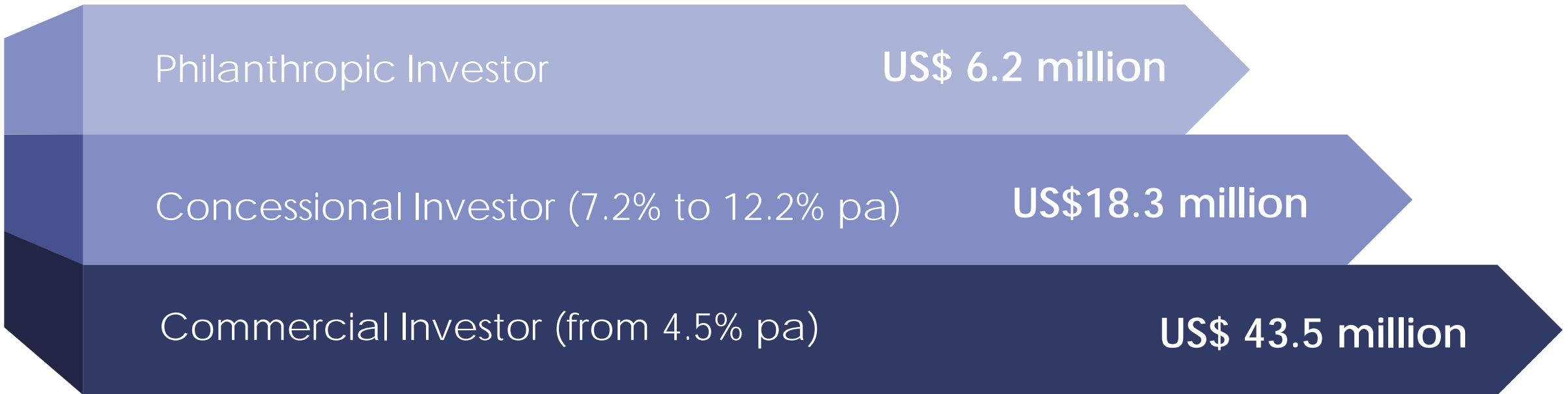
 **bradesco**

Trustee

Go-to-Market Strategy



Funding/Investment Opportunities



Investors will also be compensated with a 50% share of the carbon credits generated by the instrument in 10 years.

Thank you!

jose.pugas@agriipa.com.br

renato.rodrigues@embrapa.br

gracie.selva@redeilpf.org.br

www.climatefinancelab.org

SUSTAINABLE AGRICULTURE FINANCE FACILITY



SAFF



Sub-National Climate Finance Initiative

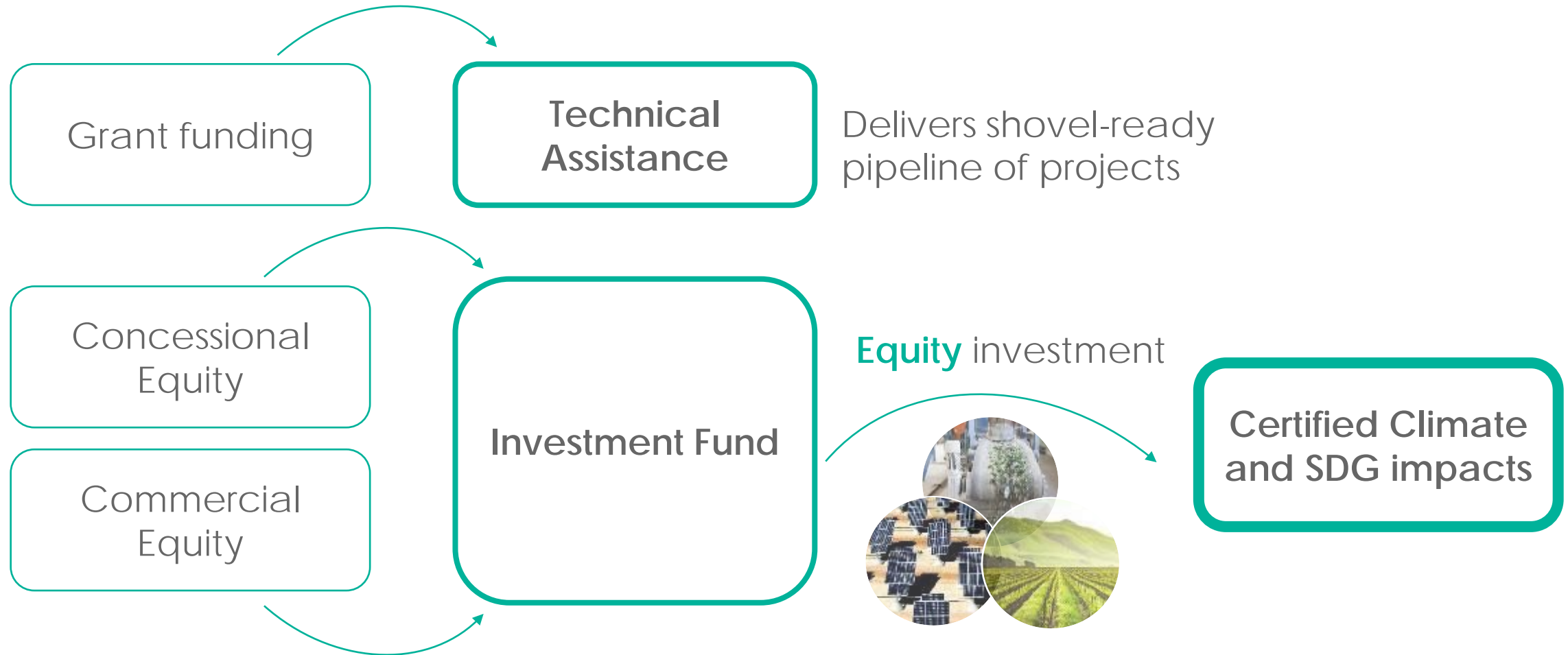


Mid-sized infrastructure (USD 5M – 75M) is underserved by equity financial mechanisms in developing countries

- The sustainable infrastructure investment gap in emerging economies exceeds USD 500 billion dollars per year
- Local investment choices will determine up to 80% of GHG emissions and at least 60% of Sustainable Development Goals targets



An integrated blended ecosystem



Investing in subnational sustainable infrastructure projects

Portfolio and Impact



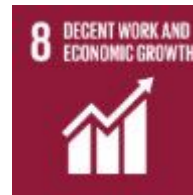
Direct Certified Impacts:



77 million tonnes of CO2 equivalent emissions



1.8 GWh renewable energy per year



20,000 permanent jobs



17 million residents with improved living conditions

Indirect Impacts:



The Consortium



Fund manager



TA manager



Subnational
Infrastructure



Impact Certification



Custodian, Administrator
and Distribution

Funding/Investment Opportunities



GCF contribution¹

Technical
Assistance

Grant

USD 28 million

USD 18.5 million

Fund

Concessional
Equity

USD 150 million

USD 150 million

Commercial
Equity

USD 600 million

1) Investment proposal approved by IC and submitted to Board, expected in November

Thank you!

Contact info

dalbertani@regions20.org

BFriedman@pcalp.com

Sub-National Climate Finance Initiative





CONEXSUS

Impact Fund

A blended finance platform to **unlock USD 200 million** in subsidized credit to **climate-smart community enterprises** in Brazil

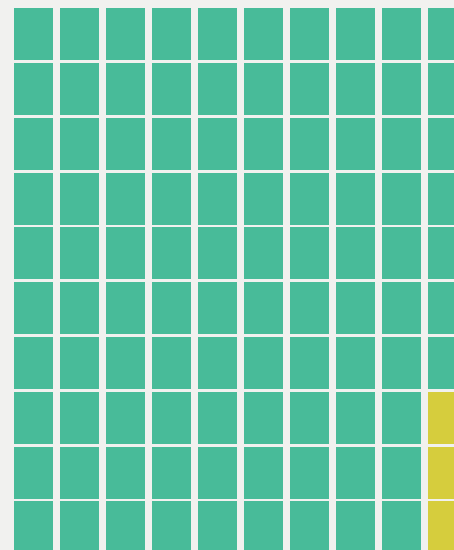
The Opportunity



NATIONAL PUBLIC RURAL CREDIT POLICY
PER YEAR (PRONAF*)

USD 7 billion

Dedicated public
credit lines for small
producers'

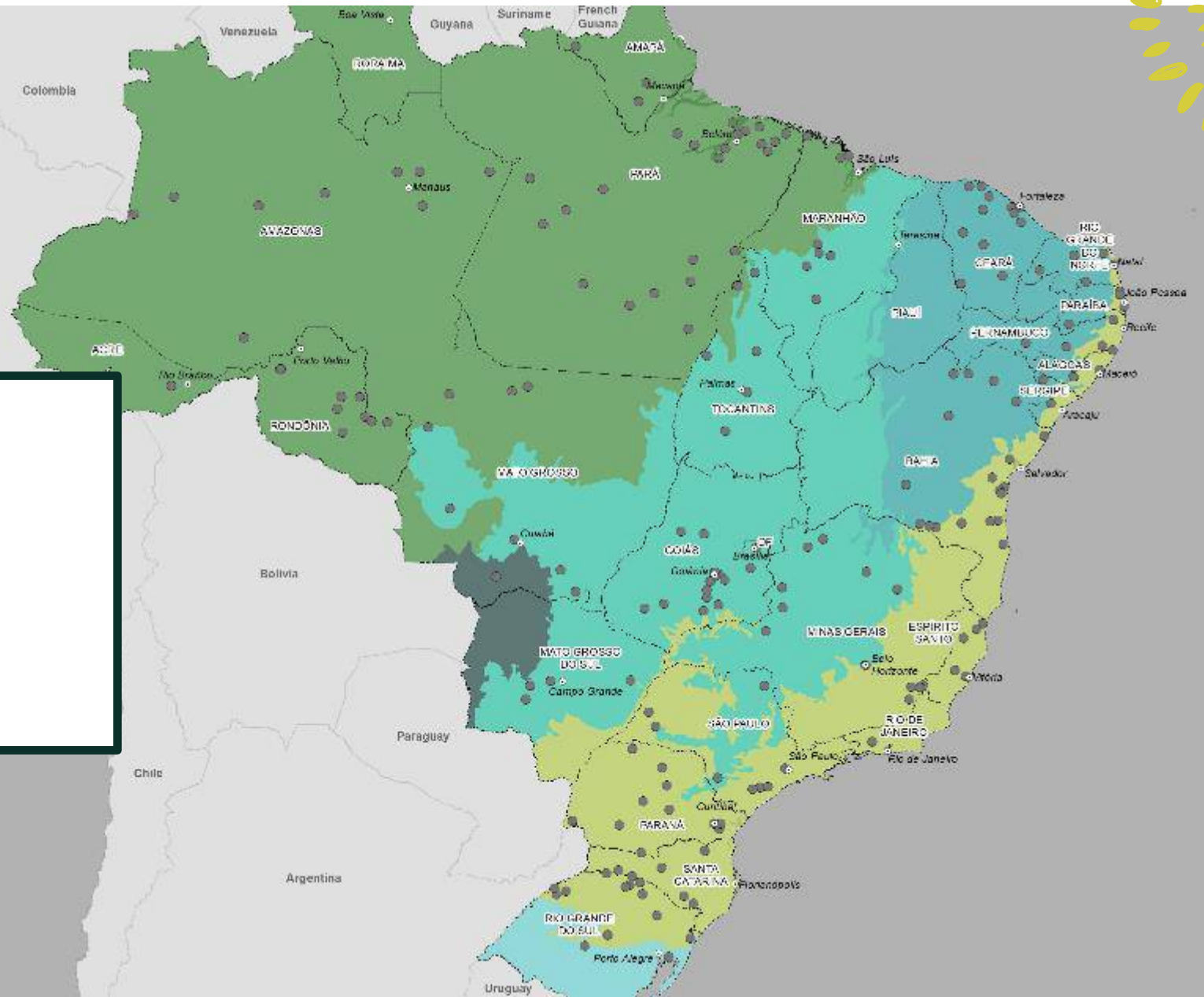


Sustainable production
systems take only

**USD 175
million**

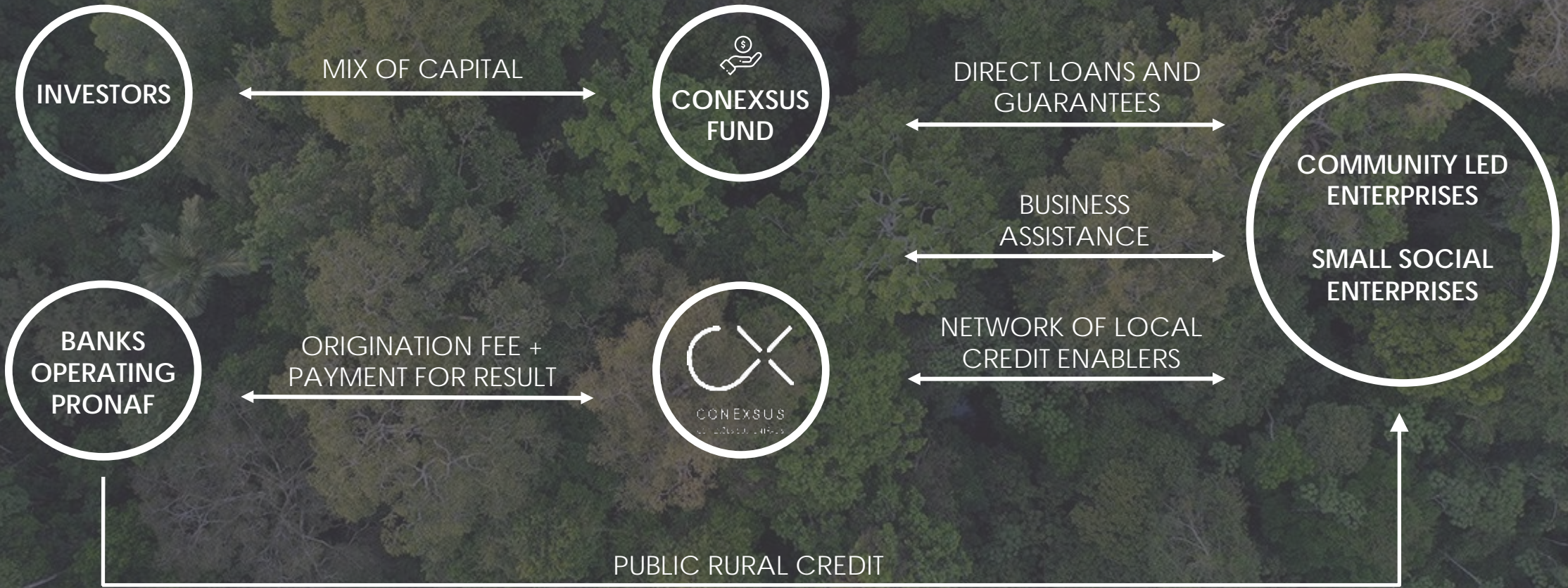
*Pronaf is the National Rural Credit Policy for Family Agriculture in Brazil.

Only 10% of 1,000
community enterprises
mapped can access
subsidized rural credit
policy



Conexsus Finance Plataform

USD 12 million in private capital to unlock
USD 200 million in rural credit in ten years



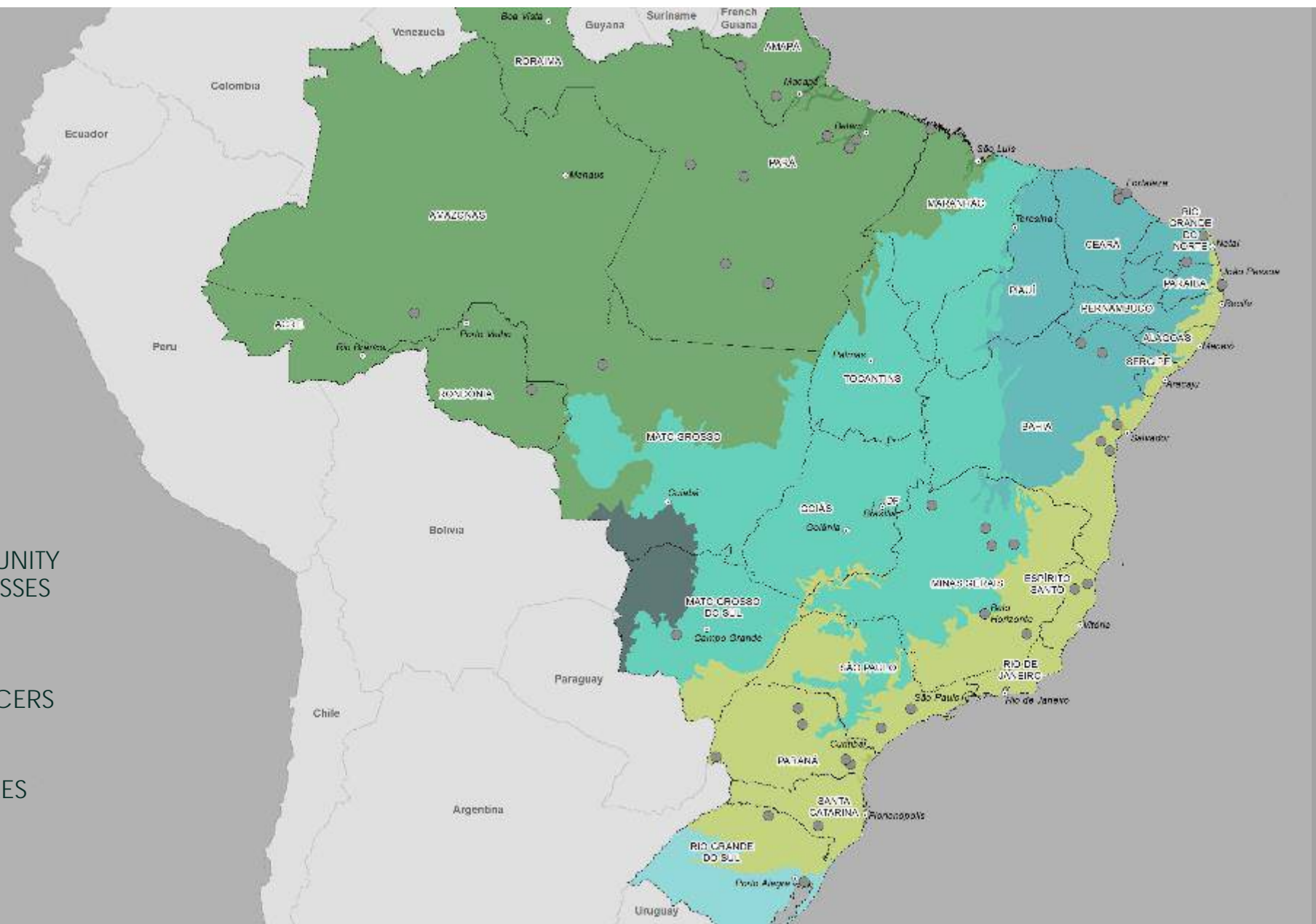
A **USD 2 MILLION** emergency credit line was raised to help community enterprises affected by COVID-19.

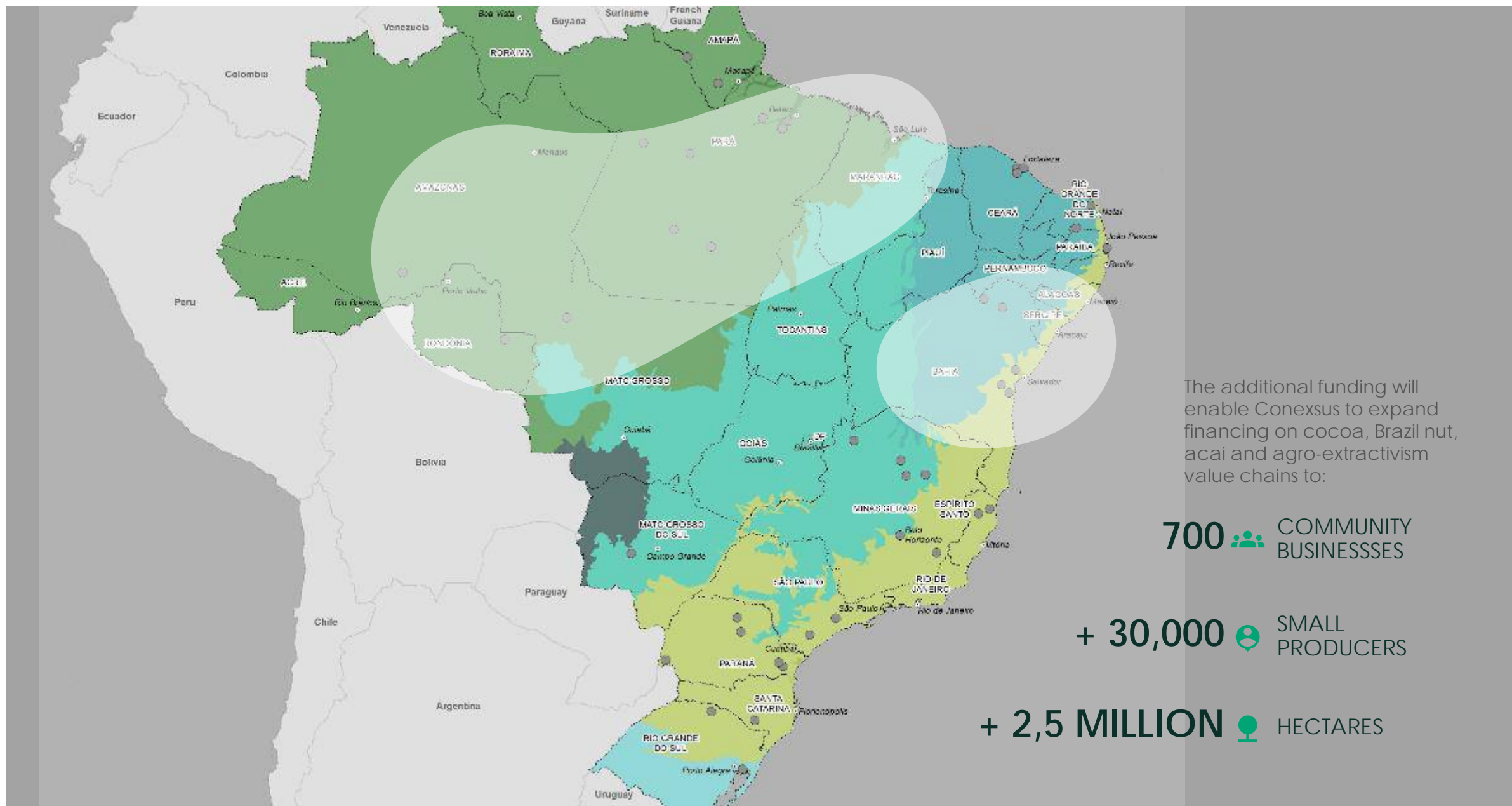
So far we have already disbursed 50% of the capital raised to:

+ 50  COMMUNITY BUSINESSES

+ 8,000  SMALL PRODUCERS

+ 24,000  HECTARES



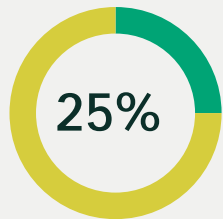


Investment Opportunities



USD 2 MILLION

IN GRANTS

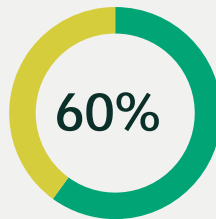


ALREADY
RAISED



USD 3 MILLION

IN CONCESSIONAL CAPITAL

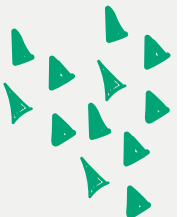



ALREADY RAISED
TWO ANCHOR
INVESTORS



USD 7 MILLION

IN COMMERCIAL CAPITAL



A photograph of two men working with coffee beans. The man on the left is wearing a white t-shirt and a face mask with a butterfly pattern. The man on the right is wearing a dark t-shirt with 'U.S. ARMY AIR ORDNANCE' printed on it and a blue face mask. They are both looking at the camera while sorting through a large wooden tray filled with coffee beans. A blue tarp is visible in the background.

We have a future of
opportunities in rural areas
and inside the forests...

Opportunities to build a truly
climate resilient economy.



CONEXSUS
CONEXÕES SUSTENTÁVEIS

Join Conexsus Platform
Thank You



/conexsus



/conexsus



/conexsus



/MundoConexsus

www.conexsus.org



MONETIZING WATER SAVINGS (MWS)

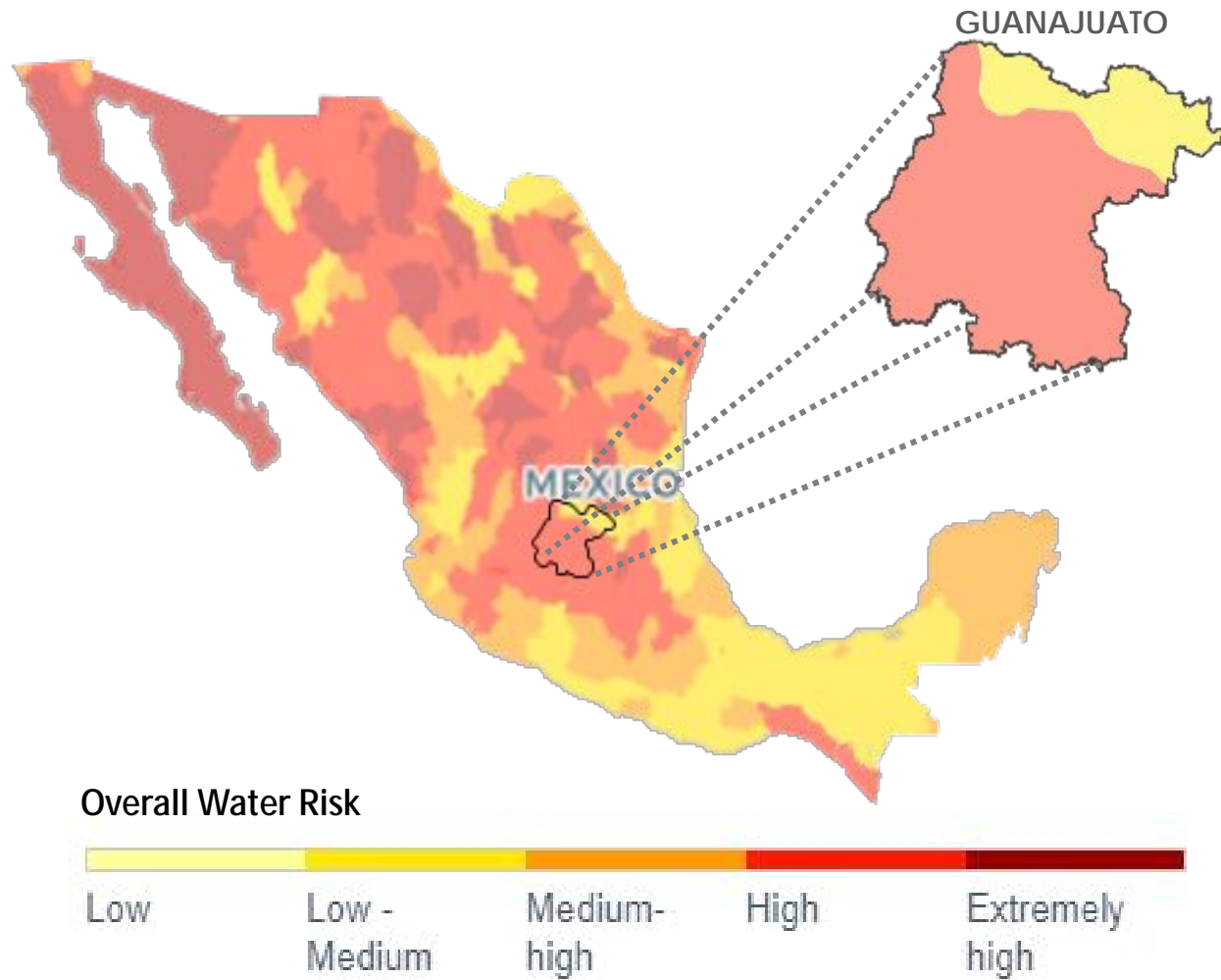
FUNDACION
FEMSA



WORLD
RESOURCES
INSTITUTE

Cities**4**Forests

THE PROBLEM:



Lack of Water + Non-Sustainable Practices

THE SOLUTION:

Pay for Performance

Access to Finance

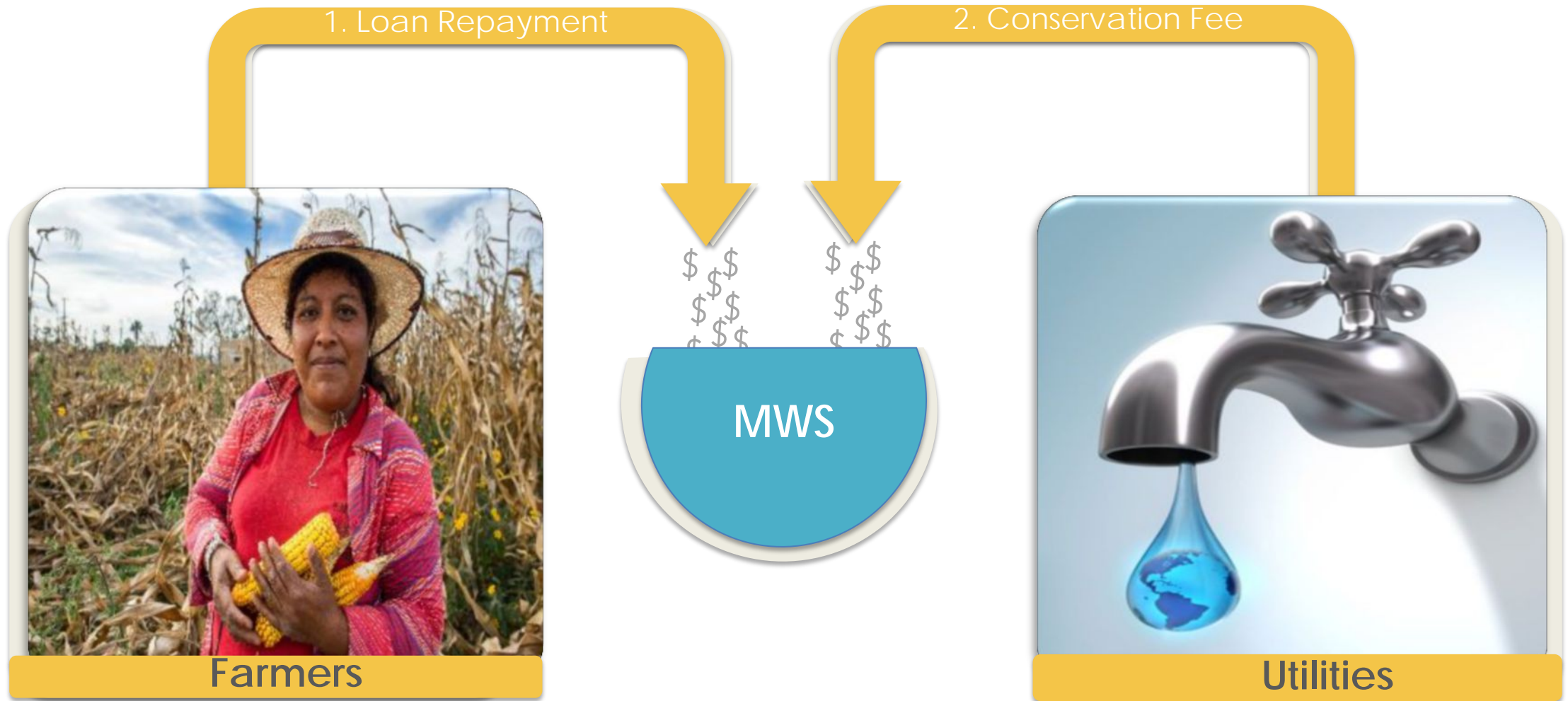


Technical Assistance



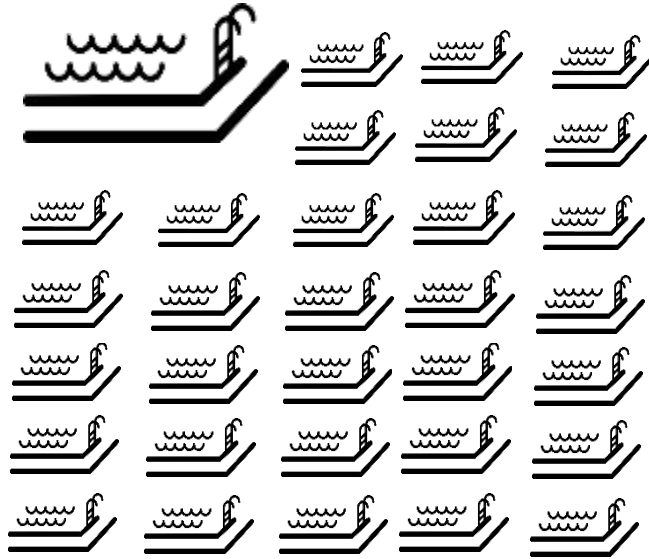
Integrated Value Chain

REVENUE STREAMS:

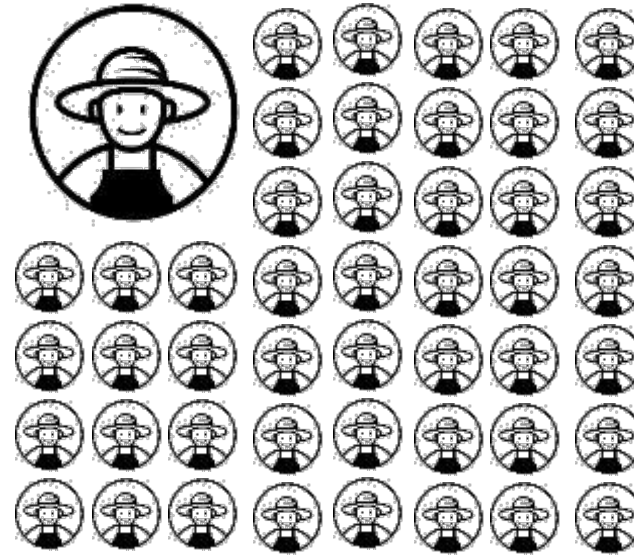


THE IMPACT:

28,000 Olympic-sized swimming pools of water saved per yr



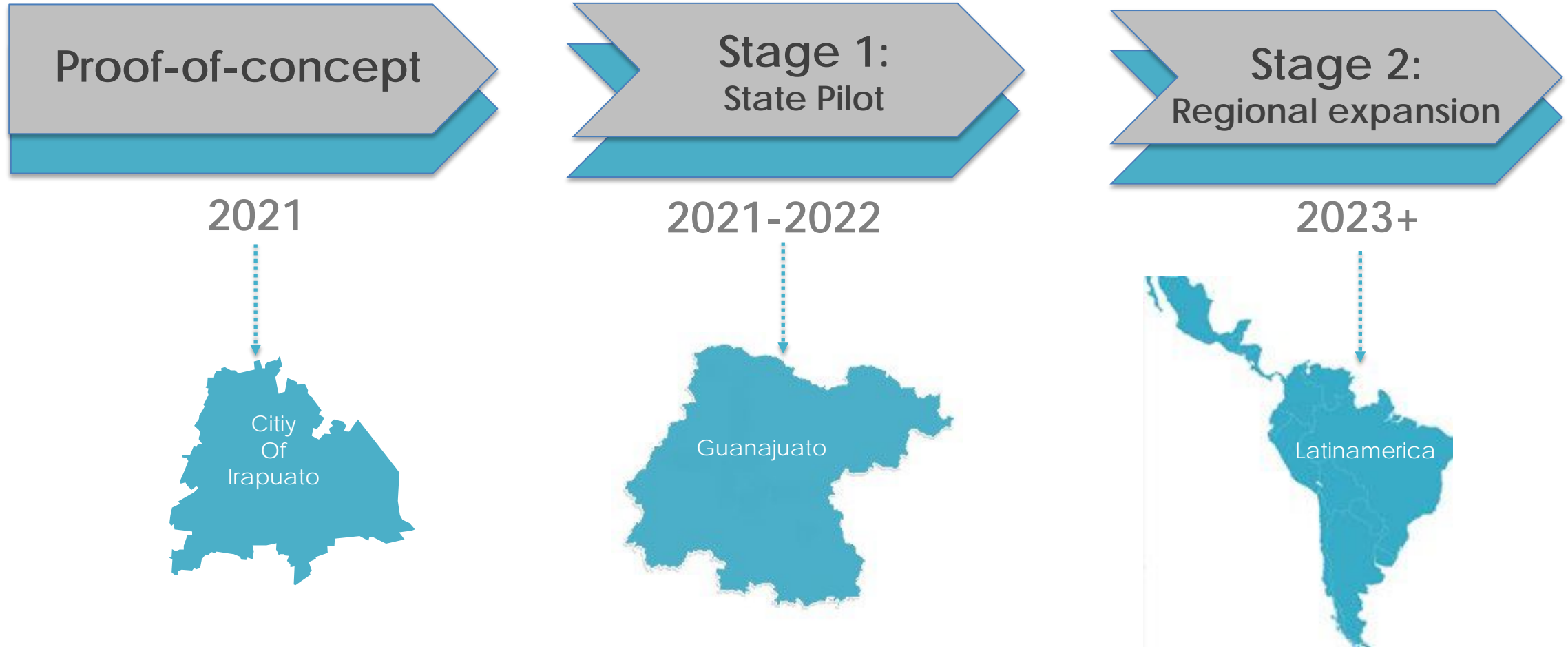
4,000+ small farmers reached



THE TEAM:



GO TO MARKET + SCALABILITY



PARTNERSHIPS AND INVESTMENT OPPORTUNITIES

PROOF OF CONCEPT

ASK: Grants + Partnerships

2021

\$800K

Feasibility
Studies

Hedge
mechanisms
design

PoC Rollout

STAGE 1

ASK: Concessional and Commercial Investments

2022

\$10M

Guanajuato State Pilot Rollout
20,000 ha | 4,000 Farmers

Thank you!

Gabriela Morales

gabriela.morales@wri.org

Ana Elizondo

ana.elizondo@femsa.com



MONETIZING WATER SAVINGS



WORLD
RESOURCES
INSTITUTE

Cities⁴Forests



Congratulations Class of 2020!