

THE LAB DEMO DAY

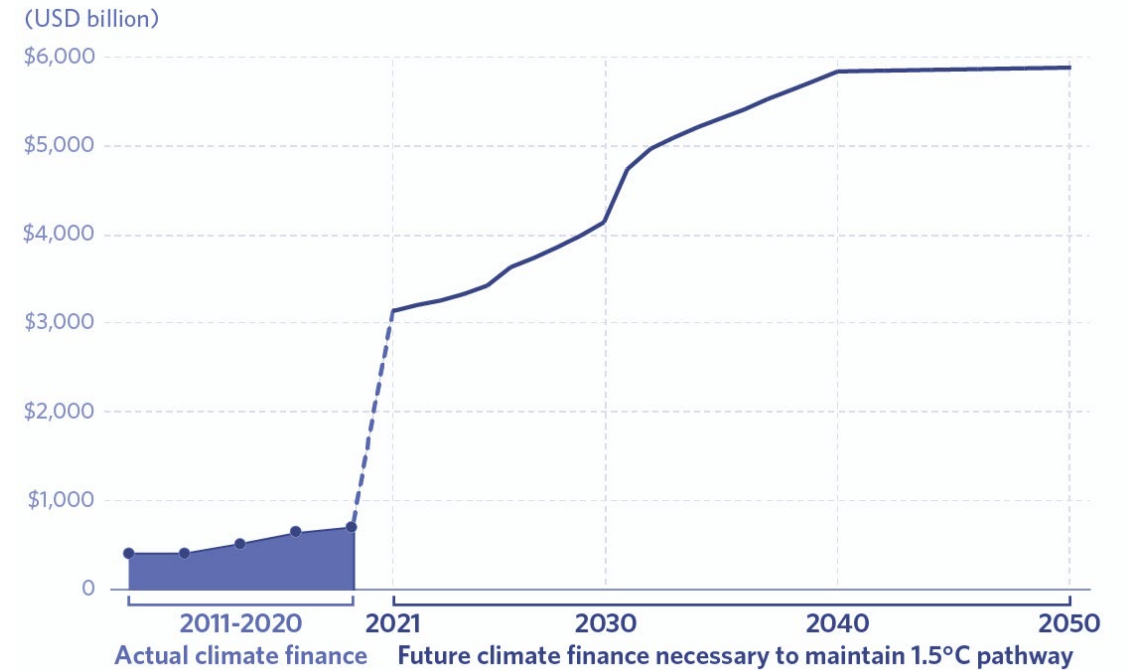
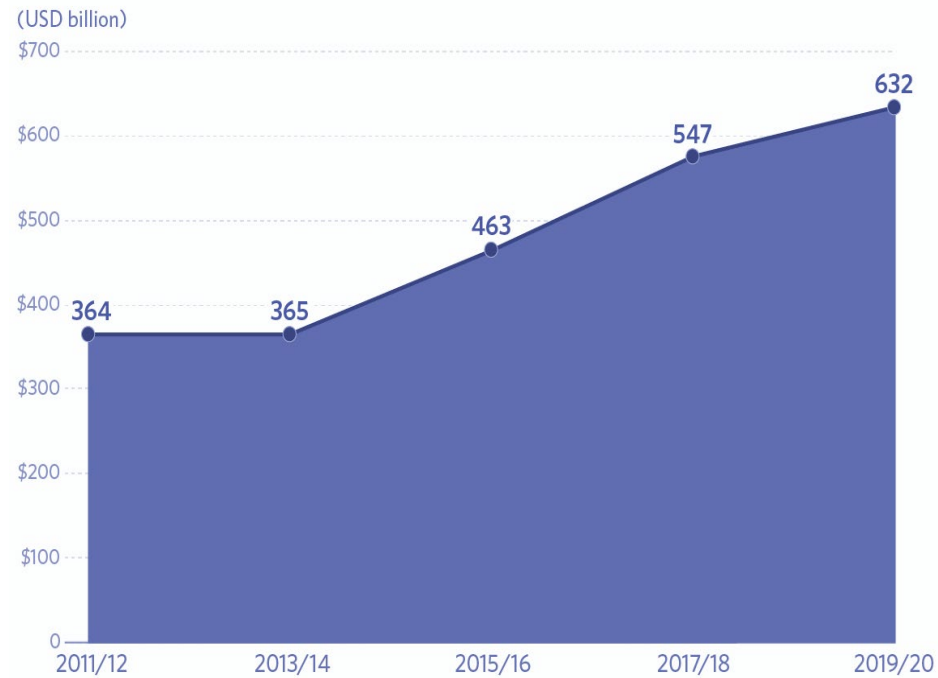
October 19

10:00 AM ET

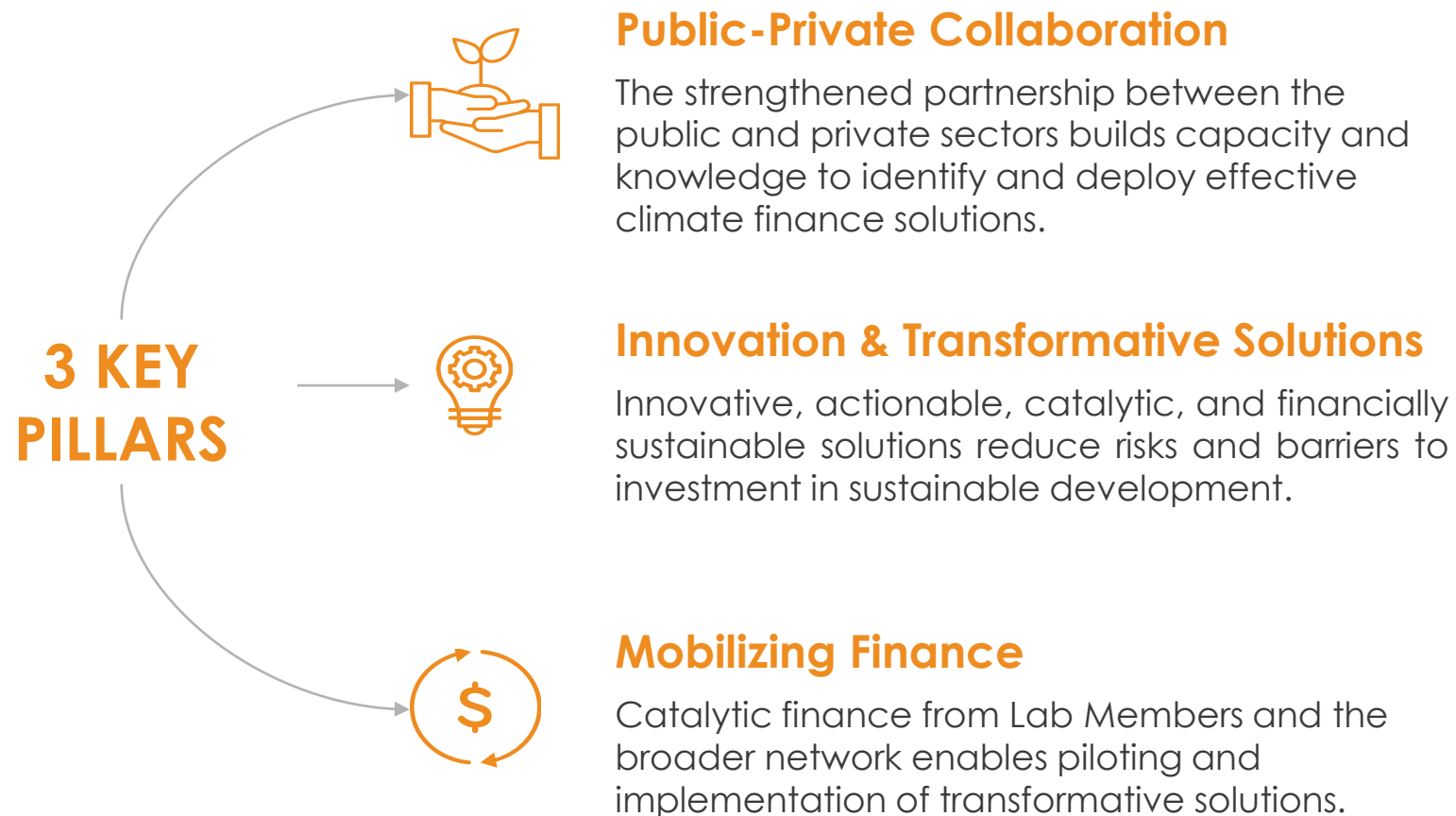
4:00 PM CEST



Global climate finance flows reached \$632 billion in 2019/2020, but current investment levels are still far behind what's needed for a successful low-carbon transition ...



The Lab develops innovative financial instruments that can drive billions in private investments to action on climate change



~\$3.3Bn

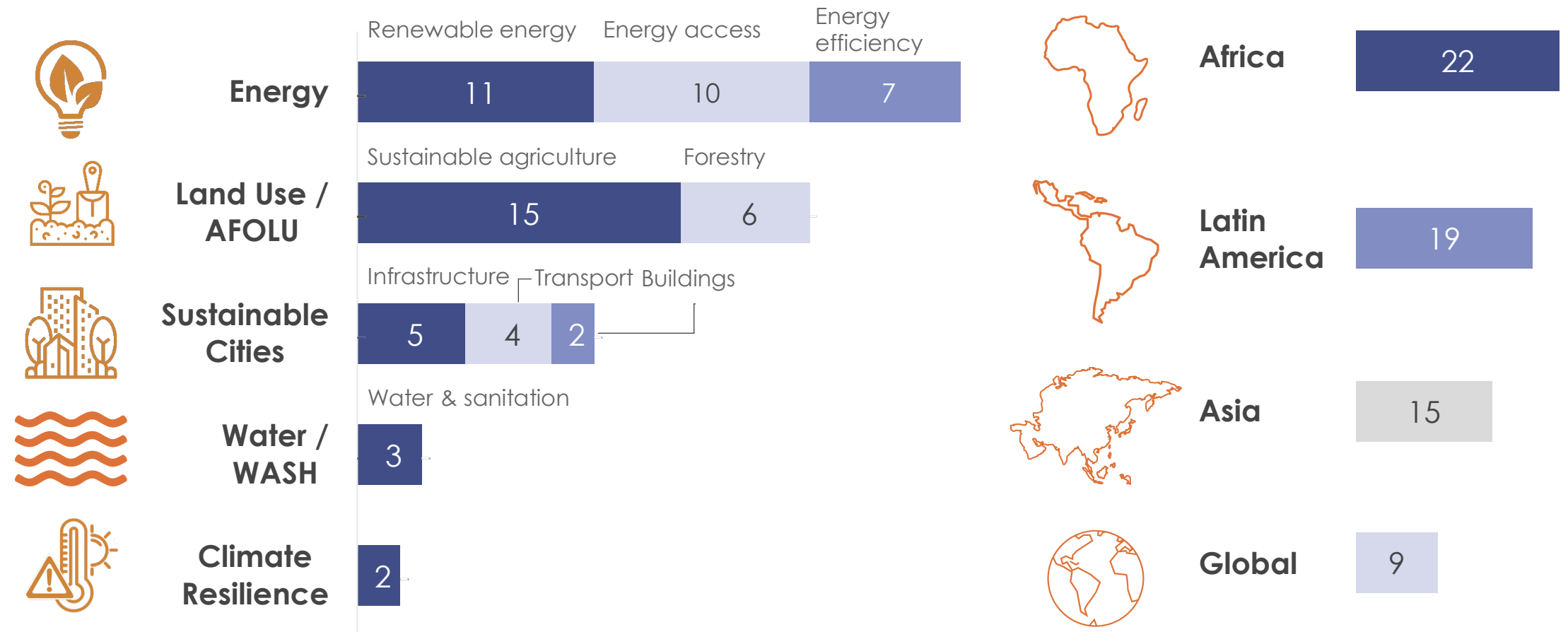
CAPITAL MOBILIZED

65 INSTRUMENTS
DEVELOPED

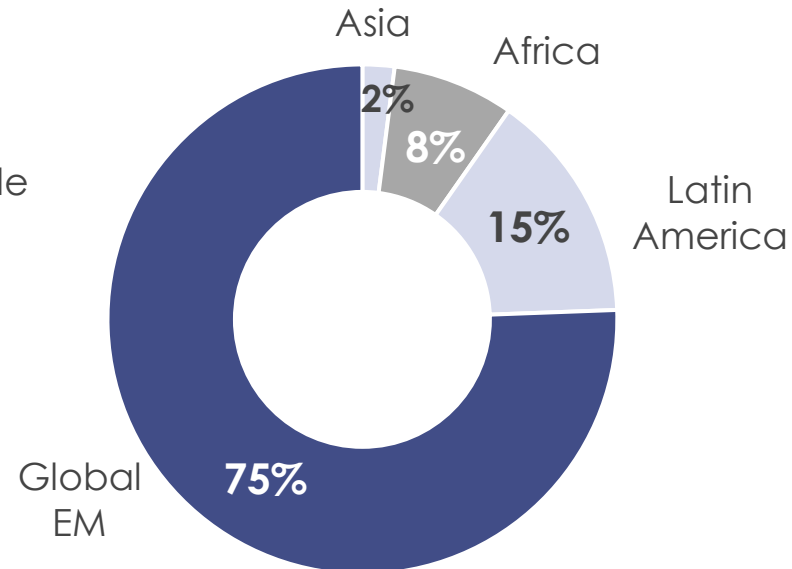
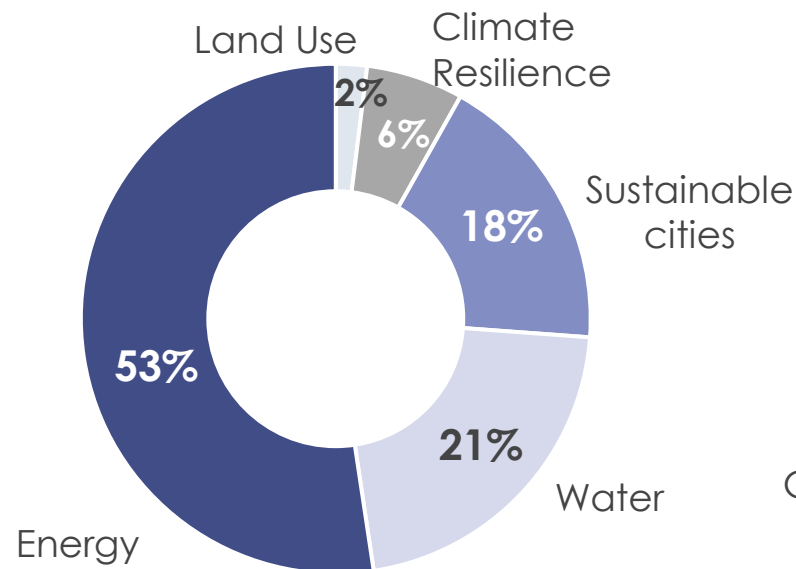
70+ MEMBERS

8 CYCLES
CONDUCTED

The Lab portfolio is composed of **65 instruments** addressing climate change mitigation and adaptation



... that have collectively mobilized over **\$3.3 billion** in climate investments



47%

PRIVATE CAPITAL

77%

ACTIVE PORTFOLIO

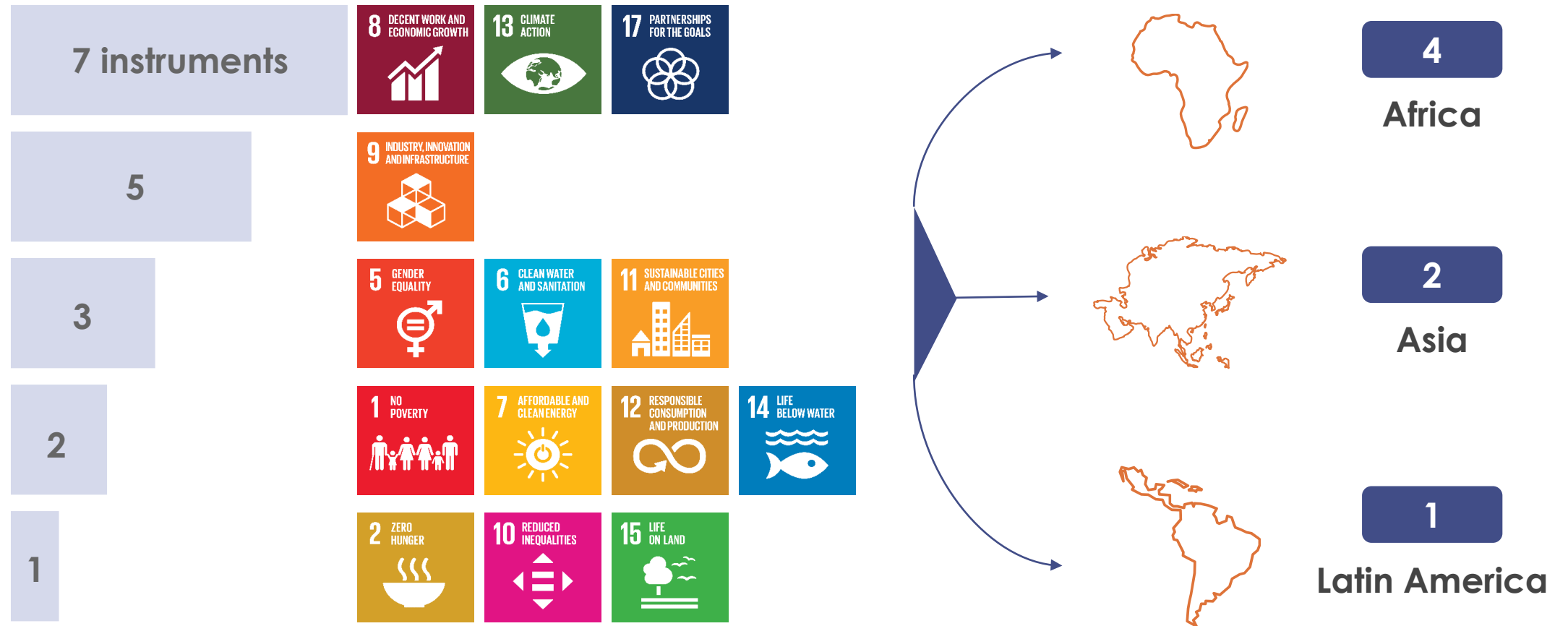
54%

CAPITAL MOBILIZATION
SUCCESS RATE

2022 Lab instruments span high-impact and challenging sectors



Today's impact: 14 Sustainable Development Goals addressed across multiple regions in 3 continents



Today's investment opportunities

COMMERCIAL CAPITAL

\$1.3 billion



CONCESSIONAL CAPITAL

\$676 million



GRANTS

\$153 million



Available for immediate investment



Total Capital mobilization needed



THE **Development
Guarantee**
GROUP

The Green Guarantee Company.

Global Innovation Lab for Climate Finance – Demo Day
October 2022

guarantee.dev

The Development Guarantee Group

The Development Guarantee Group



The Development Guarantee Group (DGG) brings together the collective experience of Cardano Development and experts in setting up and running guarantee companies focused on emerging markets

DGG is the **world's first dedicated guarantee platform** focused on designing, developing, and operating guarantee solutions and companies that can effectively mobilize private sector capital towards funding development and sustainability challenges

The Team



Lasitha Perera, CEO

- Over 23 years of debt capital markets and structured finance experience in developed and developing markets
- Former CEO of GuarantCo, a leading local currency guarantor in developing capital markets in Africa and Asia



Dale Petrie, CFO

- Over 12 years in financial and operational leadership roles in financial services
- Former CFO / Finance Director of GuarantCo, a leading local currency guarantor in developing capital markets in Africa and Asia



Anne Desdoigts, Managing Director – Origination and Execution

- Over 23 years of combined experience as an investment banker and a lawyer in complex cross-border and emerging market transactions, across project finance, corporate finance and other structured financings



Boo Hock Khoo, Managing Director – Risk

- Started-up the Credit Guarantee and Investment Facility (CGIF) - the guarantee trust fund of the Asian Development Bank
- Developed new guarantee structures for SE Asian local currency bond markets

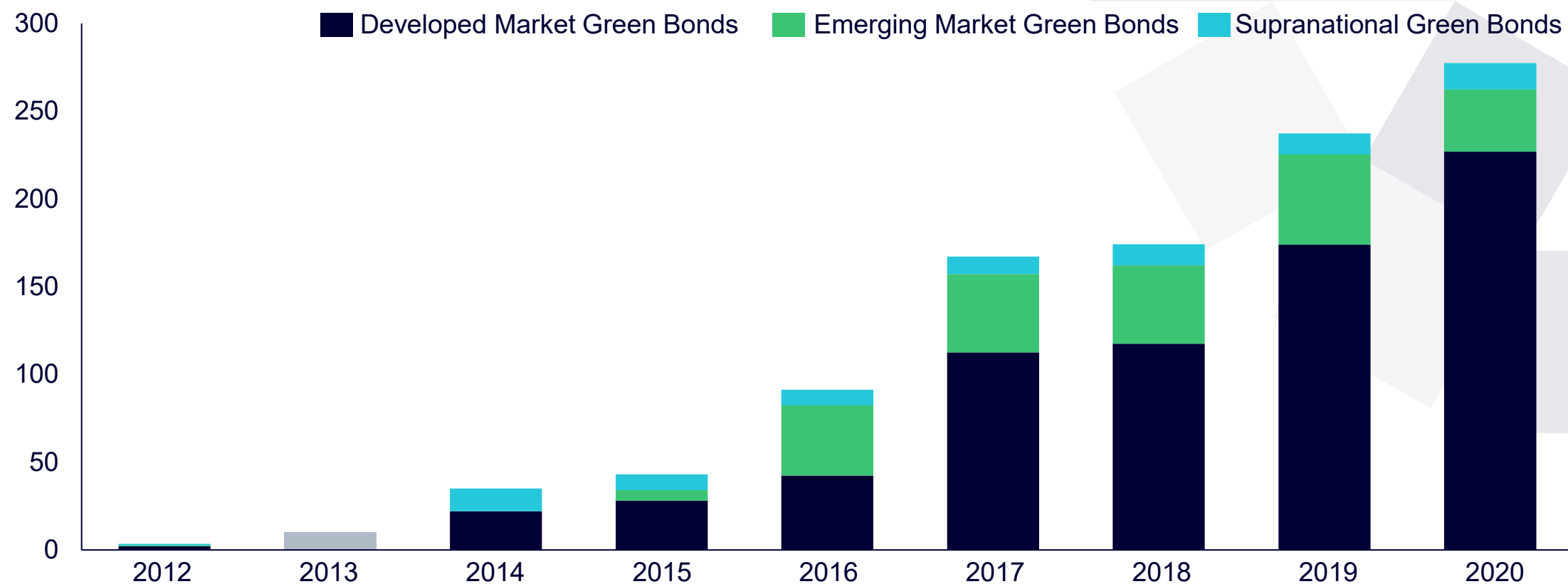
The Problem We Want To Solve

Local capital markets in developing countries cannot address the climate finance gap by themselves



Exponential global green bond market growth but emerging market green bond volumes are static

Global ESG Thematic Bond Issuance (US\$ billion)



The Credit Rating Barrier For Emerging Markets

Global Credit and Capital Markets



Credit Risk	Moody's	Standard & Poor's	Fitch
Highest quality	Aaa	AAA	AAA
High quality (very strong)	Aa	AA	AA
Upper medium grade (strong)	A	A	A
Medium grade	Baa	BBB	BBB

Investment Grade

Lower medium grade (somewhat speculative)	Ba	BB	BB
Low grade (speculative)	B	B	B

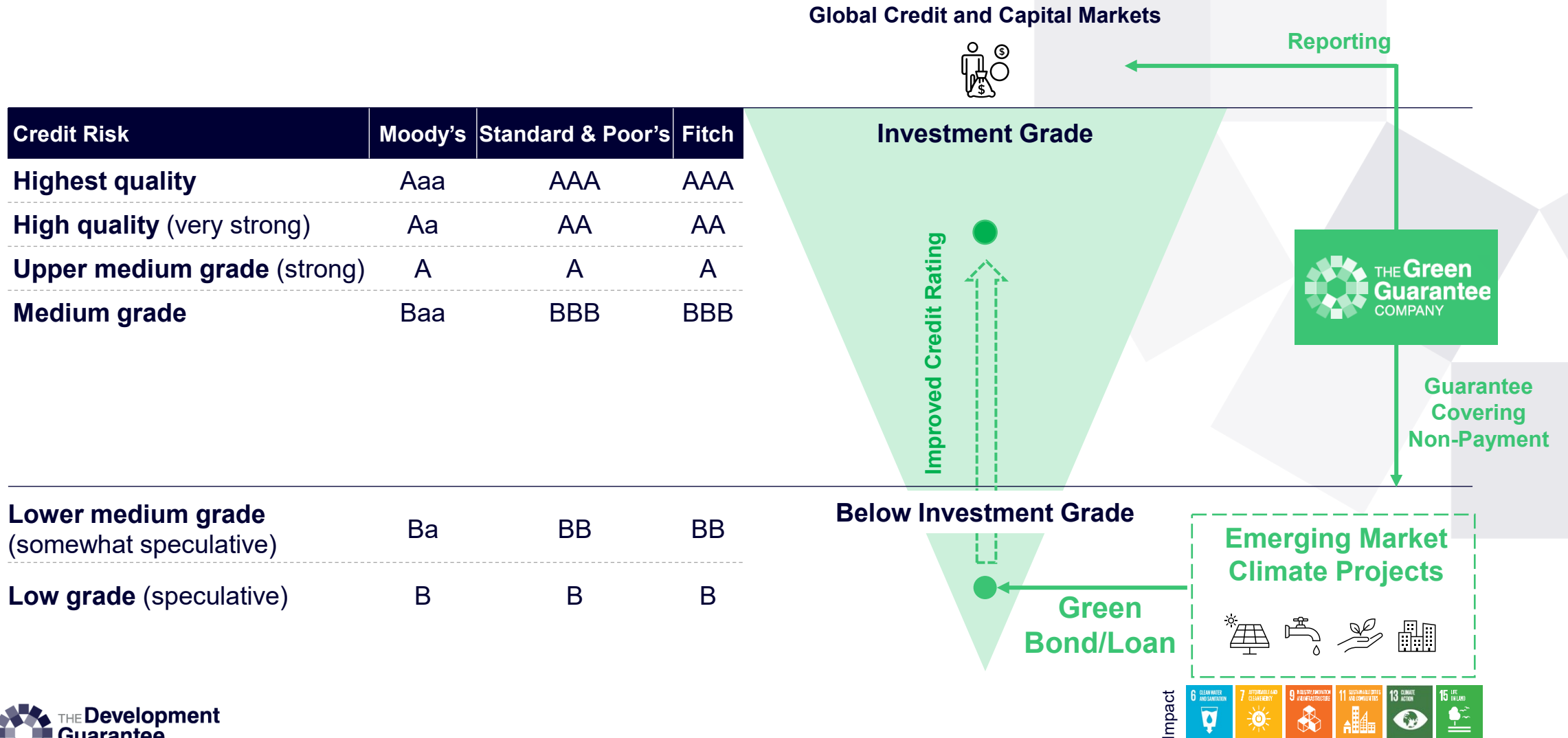
Below Investment Grade

Green
Bond/Loan

Emerging Market
Climate Projects



How The Green Guarantee Company Can Help



The Green Guarantee Company (GGC)

MISSION

Use guarantees to deliver climate mitigation and adaptation projects to help deliver a net zero carbon economy and environmental and social sustainability



Worldwide Recognition



Guarantees to emerging market borrowers

GGC will have an investment grade rating and provide guarantees to emerging market borrowers to improve their own credit rating and increase the pool of capital available to them to finance climate adaptation and mitigation (“green”) projects



Reporting services

GGC will provide reporting services to investors in global capital markets to help them monitor the progress and impact of an emerging market investment in a green project

Investment Attributes



16x catalytic potential over 10 years, and mobilize up to \$10 billion in climate finance



9% expected return on equity
10% expected gross IRR



Potential to abate **75 million tons of CO2e** and help **17million (direct) and 20 million (indirect) beneficiaries** become more climate-resilient



Track record setting up and scaling **6 guarantee companies** in emerging markets

The Green Guarantee Company is a cross-cutting climate finance initiative with the ability to work globally across multiple sectors



What We Need to Succeed

Go-to-Market Strategy

2022 - 2023

5 signed MoUs for transaction origination

DBS, Deutsche, MUFG, Shinhan Bank Standard Chartered

BBB/Stable indicative credit rating

Assigned by an **international rating** agency to GGC

\$900k grant raised

Grant from GCF to start operations in 6 months

\$100 million capital raised for first close

\$80 million commitments, fundraising for \$20 million

Pipeline consolidation

Selecting opportunities in target countries



In progress

In progress

2023 - 2024

- Close **first transactions**
- Second close: **\$150M paid-in equity**
- Technical assistance facility: **\$10M in grants**

2024 - 2028

- **Expand to LDCs**
- Increase capitalization: **\$350M equity**
- Prepare for **public listing**

Funding Opportunities

\$20M

Raise by **Q1 2023**

Concessional capital to
complete \$100 million
first close

Anchor investors: **Green Climate
Fund and UK Mobilist**

- *Investors approved-in-principle to provide USD 80 million allocated to first close of USD 100 million subject to last mile USD 20 million being found*



Contact:

Lasitha Perera – lasitha.perera@guarantee.dev

Thank you.■



Impact Capital
for Development

Climate Insurance Linked Resilient Infrastructure Financing (CILRIF)

October 2022

The Challenge

Cities are often at the frontline of extreme weather events. High barriers keep them from adjusting to risks incurred

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Lack of Liquidity

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Lack of Liquidity



Budget
Reallocation

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Lack of Liquidity



Budget
Reallocation



Access to Financing

The Challenge

Cities are often at the frontline of extreme weather events. High barriers keep them from adjusting to risks incurred



Lack of Liquidity



Budget
Reallocation



Access to Financing



Limited Investment
in Resilience
Infrastructure

The CILRIF Approach

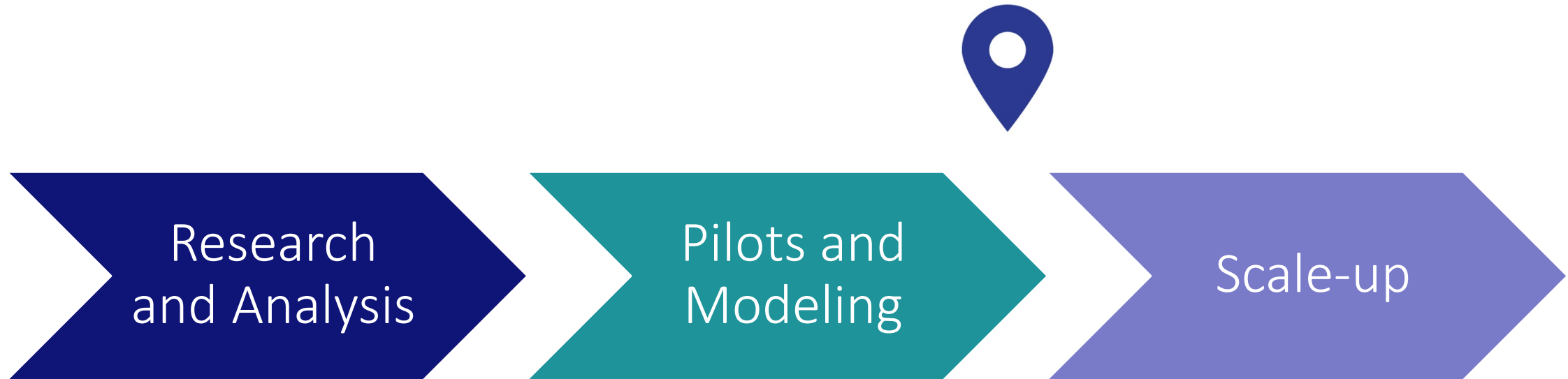
Long-term insurance that promotes resiliency

- ✓ Liquidity access for recovery
- ✓ No budget reallocation
- ✓ Commitment to **investment in resilient** infrastructure
- ✓ Lower insurance premiums over time upon resiliency investments
- ✓ Decreased financing costs

How it works



Implementation



Climate Insurance-Linked Resilient Infrastructure Financing



Promotes
Climate
Adaptation

Climate Insurance-Linked Resilient Infrastructure Financing



Promotes
Climate
Adaptation



Is Data Driven &
Science Based

Climate Insurance-Linked Resilient Infrastructure Financing



Promotes
Climate
Adaptation



Is Data Driven &
Science Based



Mitigates
Inequalities

Climate Insurance-Linked Resilient Infrastructure Financing



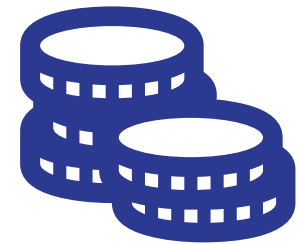
Promotes
Climate
Adaptation



Is Data Driven &
Science Based



Mitigates
Inequalities



Facilitates Access to
Capital

Impact

6 CLEAN WATER
AND SANITATION



8 DECENT WORK AND
ECONOMIC GROWTH



9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



11 SUSTAINABLE CITIES
AND COMMUNITIES



13 CLIMATE
ACTION



Powerful Partner Coalition

A coalition of voluntary contributors from global organizations

Insurance & Reinsurance Companies



Munich RE

NGOs



Engineers

miyamoto.

Academics



Experts

re:FOCUS
PARTNERS



Milliman



giz



CLIMATE
ADVISORY

Development Agencies



Investors



nuveen
A TIAA Company

CILRIF Team

UNCDF - Facilitation



Abhisheik Dhawan, *Sustainable Finance and Partnership Specialist*

- Responsible for creating innovative blended finance vehicles, leading partnership efforts for UNCDF at a corporate level and overseeing the creation of CILRIF multi stakeholder working group over the last 18 months.
- Over 20+ years of experience in international markets, financial services, and sustainable development, Abhisheik has worked with banks and technology companies, including startups, in India and the United States, engaging with clients across continents.

Volunteers



Karin Andersson

International
Humanitarian Action, PhD
candidate in Sport Science



Aidan Berkey

Strategy consultant



Nikunj Bhimsaria

MBA student with a
background in strategy
consulting and
philanthropy



Giulia Franzoso

Corporate and capital
markets attorney,



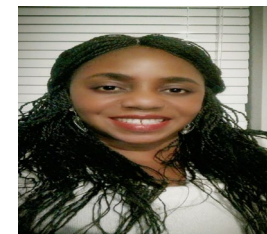
Sarah Eschner

Project manager, market
research and innovation



Aliya Khabdulina

Risk management
consultant



Becky Ogbodo

Data & supply chain
analyst, post graduate
student



Hale Tatar

Credit risk manager

Fundraising Opportunity

**\$20
million**

Grant seed capital needed for the
Technical Assistance and Subsidy Facility

“Through the CILRIF project, we are learning to integrate it, to harmonize it, and now we can see a different aspect of our data, because of the CILRIF project.”

Anthony Xenon DL Walde EnP.

Chief, Planning Section, Department of Environmental Services

Abhisheik Dhawan

Abhisheik.dhawan@uncdf.org

Cilrif.team@uncdf.org

www.uncdf.org/cilrif



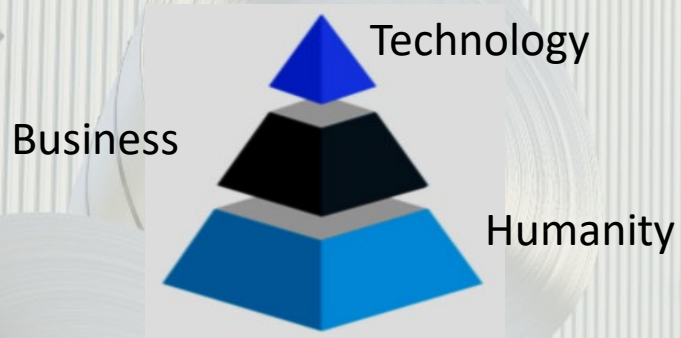
@uncdf

**Take part in the
conversation with UNCDF**

FINANCING STEEL DECARBONIZATION

India





Powered by BTH © Sustainability Framework

**Impact does not
dilute commercial
performance**

TECHNOLOGY

Fossil to Green

BUSINESS

*Health technology assessment
to Sustainable*

HUMANITY

Inequity to Inclusivity

TEAM



Abhijit Basu

Keeper of the Purpose (KOP)

- Business, Technology, and Humanity Catalyst



Mark Ruth

Energy Decarbonization

- NREL Hydrogen@Scale
- Director, Analysis



Sridhar Seetharaman

Steel Decarbonization

- US DOE Advisor Low Carbon Materials Technology
- Former TATA Steel/Royal Academy Chair



Eric Stevenson

Impact Digitization

- Former CTO, BAAQMD
 - 30 years as Emissions & Pollution Regulator
-

CHALLENGES IN THE STEEL INDUSTRY

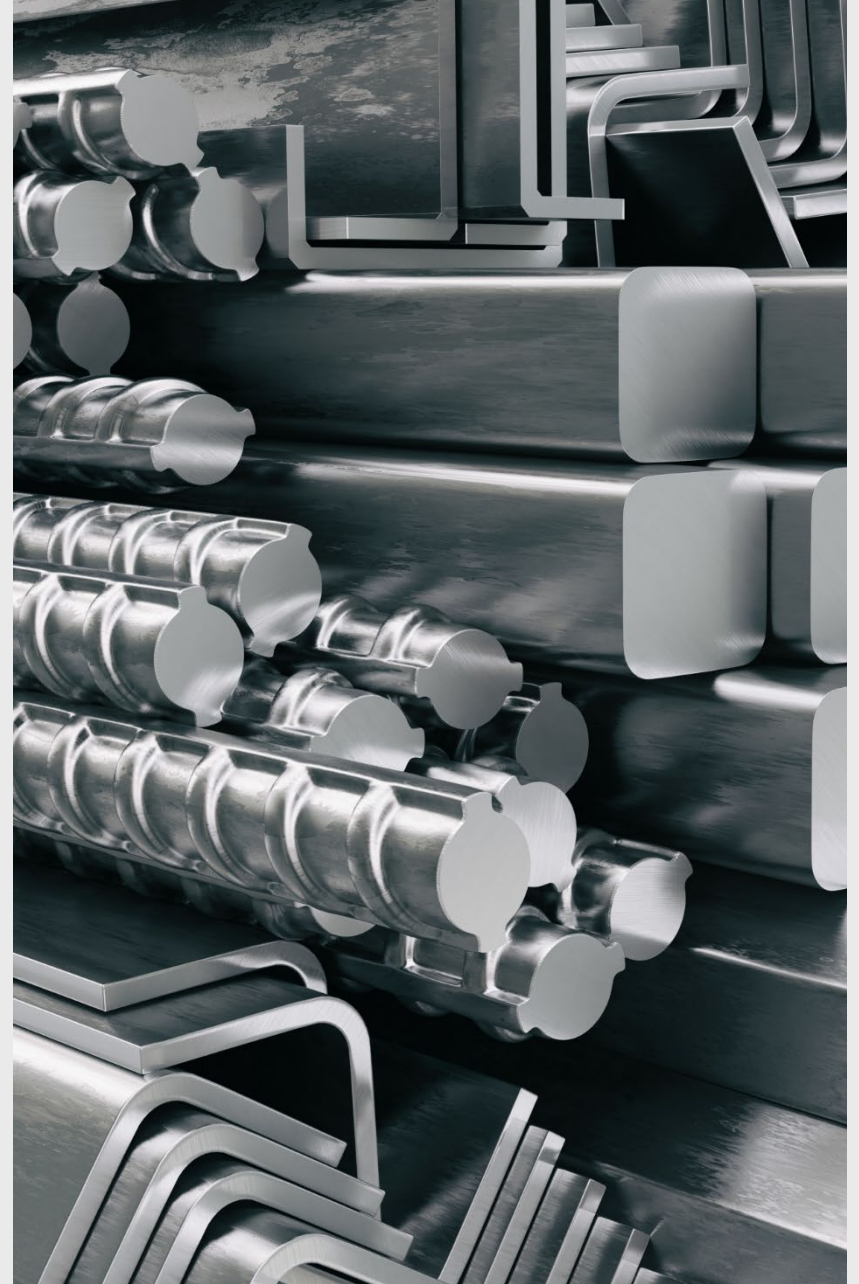
Emission intensive sector

Steel is a hard to abate

Early-stage technology

New cleaner technologies under development and/or underutilized

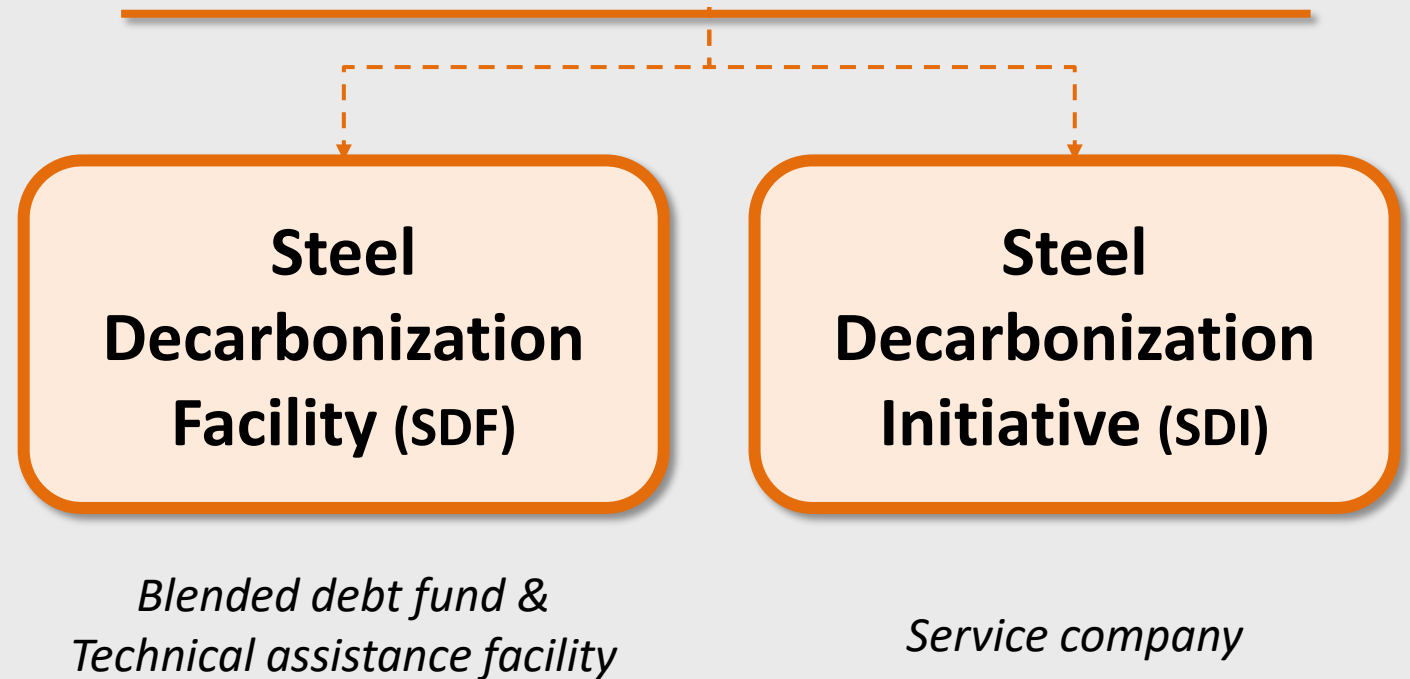
To decarbonize the steel sector, we need to overcome **technological challenges** and the **funding gap**



THE SOLUTION

First climate-impact and return-oriented mechanism that will promote the adoption of a diverse range of low-carbon technologies (LCT) for decarbonizing the steel sector

Financing Steel Decarbonization (FSD)



INNOVATION: MAIN BARRIERS ADDRESSED

TRADITIONAL BARRIERS

Unsuitable risk-return profile
of low carbon technologies

Low investment intensity and
adoption levels by steel
companies

Competitive market prevents
large investments in new tech

Blended catalytic finance

Partnerships with leading
sustainable companies

Segmentation with price
support

CAPITAL

CARBON

COMMODITY

CLIMATE INVESTMENT BARRIERS

Limited clarity on pathways and
pipeline of bankable projects

Lack of coordination and enabling
ecosystem among de-risking tools

Process for demonstration of
impact of climate investments

Industry associations +
Project preparation

Ecosystem integration

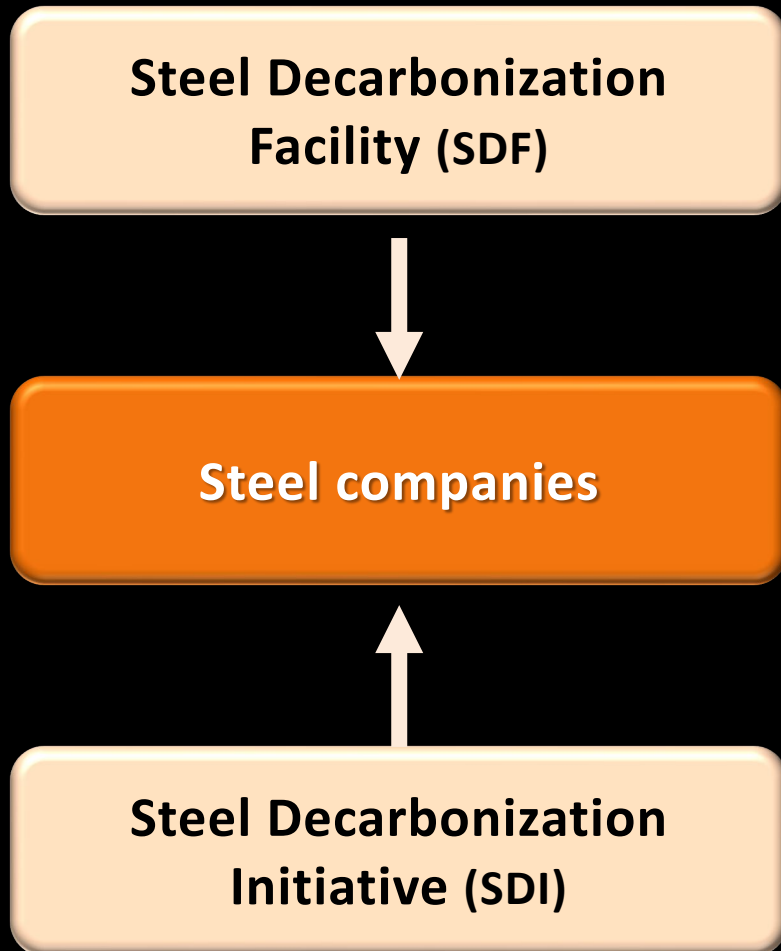
Transparent impact
monitoring & reporting

CONSUMER OF TECHNOLOGY

COMPLEXITY

ACCOUNTABILITY

HOW IT WORKS



Investment and technical support:

Commercially available technologies (50%)

New and innovative technologies (50%)



Low-carbon steel production



One-stop service provider:

End-to-end support for developing decarbonization projects

ECONOMIC, SOCIAL AND ENVIRONMENTAL IMPACT



25% steel emission intensity reduction
250 MtCO₂e reduction over the lifetime



20-30 MTPA capacity to
mobilize 7x concessional capital
and **3.5x** overall capital



Capital, technology and market
connectivity **ecosystem &**
partnerships



**Work, Income
Equality & Health**



Cost of abatement
2 USD/tCO₂ concessional
4 USD/tCO₂ overall

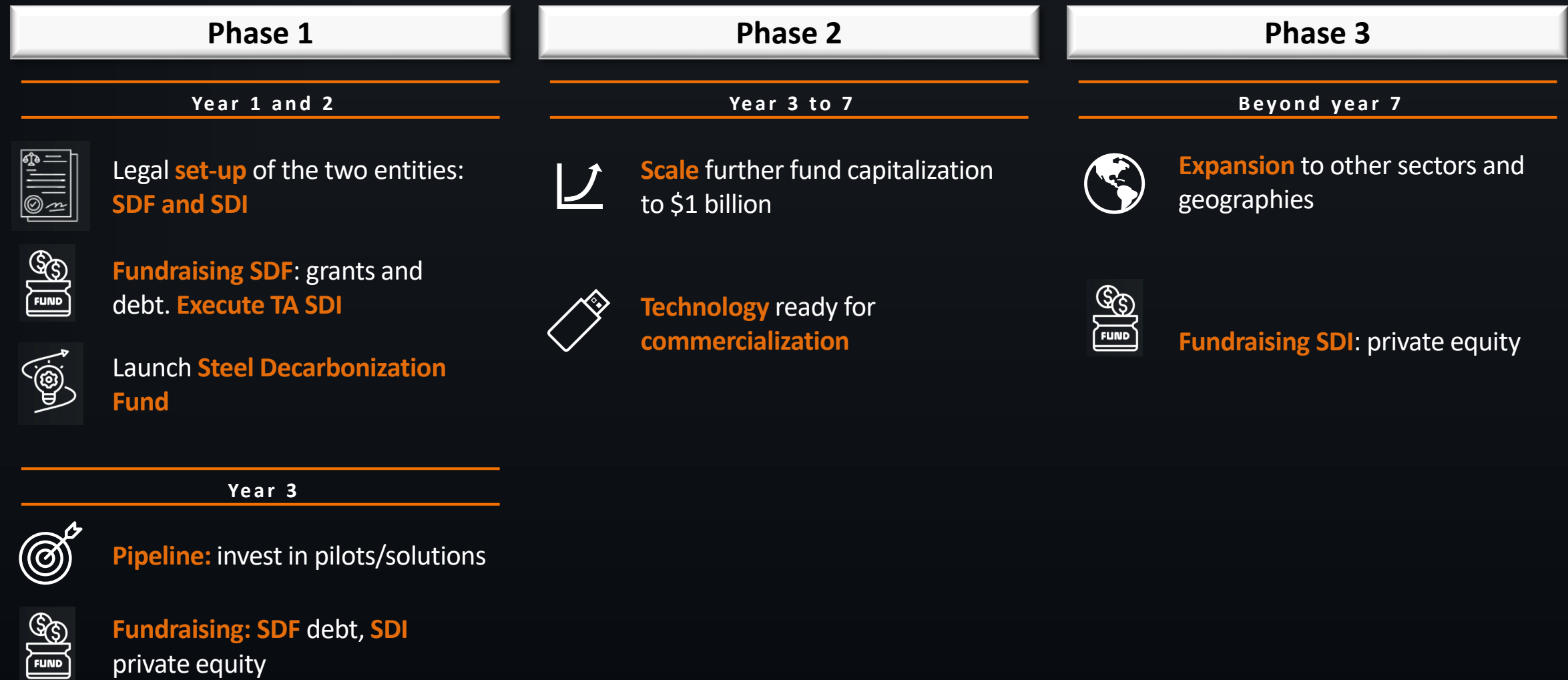


Innovation-led industrial
infrastructure development



Sustainable industry and
livelihoods
250 MtCO₂ reduction

IMPLEMENTATION PATHWAY



FUNDRAISING OPPORTUNITIES

Concessional Money Lacks Hard to Abate Focus:

Deploy Money to bridge the
Hard to Abate Chasm to
Deliver Impact and
Commercial Performance

\$20M

Grants

Start-up capital and technical assistance

\$98M

Concessional Equity

First loss for de-risking and reducing financing cost

\$98M

Commercial Debt

Senior debt in SDF technology fund

\$18M

Commercial Equity

Equity stake in SDI service company

CONTACT

De-risking capital, technology and market connectivity for **steel decarbonization** across horizontal production processes and vertical supply chain.



Smartex



Abhijit Basu

abasu@smartex.me



@jarasochiye



<https://www.linkedin.com/in/basuabhijit/>



<https://thinkofheart.medium.com/>

METHANE CAPTURE SERVICE



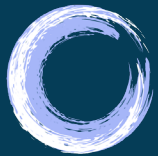
bluemethane



OPEN HYDRO

For a climate resilient future

GET TO KNOW OUR TEAM



OPEN HYDRO
For a climate resilient future



bluemethane

Combining Bluemethane's technology
and Open Hydro's extensive network in
the hydroelectric sector

**SCALABLE SOLUTIONS FOR
METHANE CAPTURE**



Cristina Díez Santos
CEO, Open Hydro



Louise Parlons Bentata
CEO, Bluemethane



Néstor Rueda-Vallejo
CTO, Bluemethane



María Ubierna
CPO, Open Hydro

The Challenge



METHANE

is responsible for half of net global warming to date. A sharp reduction in emissions is essential.

HYDROPOWER

methane emissions are often an overlooked problem.

FINANCE

for methane capture technologies is limited which prevents them from scaling

BRAZIL

Holds more
reservoirs with high
methane emissions
than anywhere else
in the world

TECHNOLOGY
COMBINED WITH
INNOVATIVE
FINANCE CAN
TRANSFORM THIS
LANDSCAPE

The Solution

The first methane capture-as-a-service



Unlocks investment in new methane capture tech



Minimizes technology adoption risk






Generates carbon credits and energy



Reduces emissions

STRUCTURE

-  Bluemethane will develop the methane capturing plant
-  Open Hydro will own and manage the methane capture and biogas plant under an **SPV structure**
-  Hydropower plant operators will **host the project** in their sites

REVENUE STREAMS



ENERGY SALES

Methane will be removed from the water and fed into the biogas plant



CARBON CREDIT

A third-party verifier will measure methane abatement

Social & Environmental Impact

6.8 MILLION TONS OF CO₂

equivalent abated per year
(~1.5 million cars)

200k+ HOUSEHOLDS

will benefit discounted energy

13k+ GREEN JOBS

created, focused on gender equality



Go-to-market Strategy



PROOF OF CONCEPT

years 1 & 2

Prove instrument concept & validate local parameters at a single location



PILOT

years 3 & 4

Set up an initial portfolio to prove business case

250 sets of installations and leverage \$ 3 billion in commercial investments



FUNDING OPPORTUNITY

\$ 6.5 million
PROOF-OF-CONCEPT

Grant Capital Needed to Fund One Methane Capture Project



THANK YOU



bluemethane



OPEN HYDRO

For a climate resilient future



Climate Smart Shrimp Fund

CONSERVATION
INTERNATIONAL



The Global Mangrove and Shrimp Challenge



**Loss of Historical
Mangroves**



**Average annual
increase in shrimp
aquaculture since
1980**



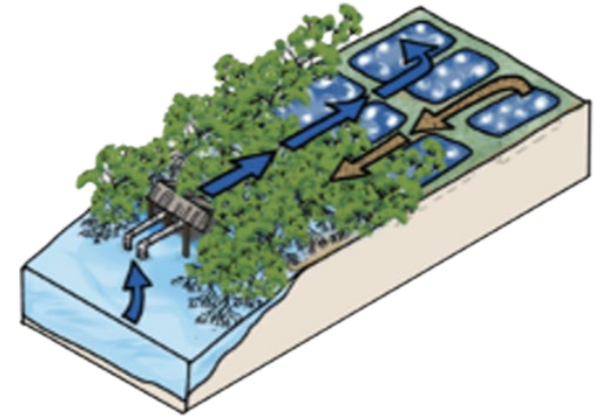
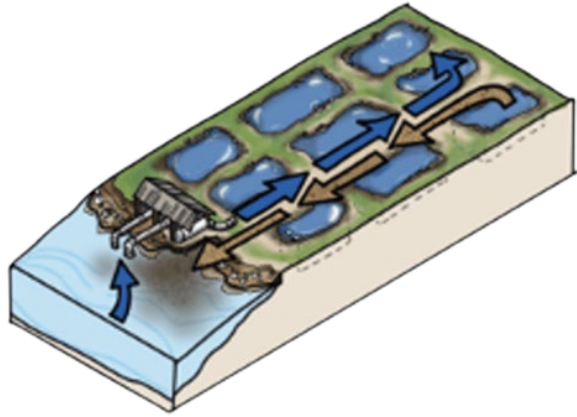
**Farmed shrimp
production
(2020)**

While laws and regulations have since been established that aim to prohibit mangrove deforestation for new operations, the ecosystem services once provided by mangroves remain lost.



Solution: Climate Smart Shrimp

Co-location of sustainable intensification and restoration

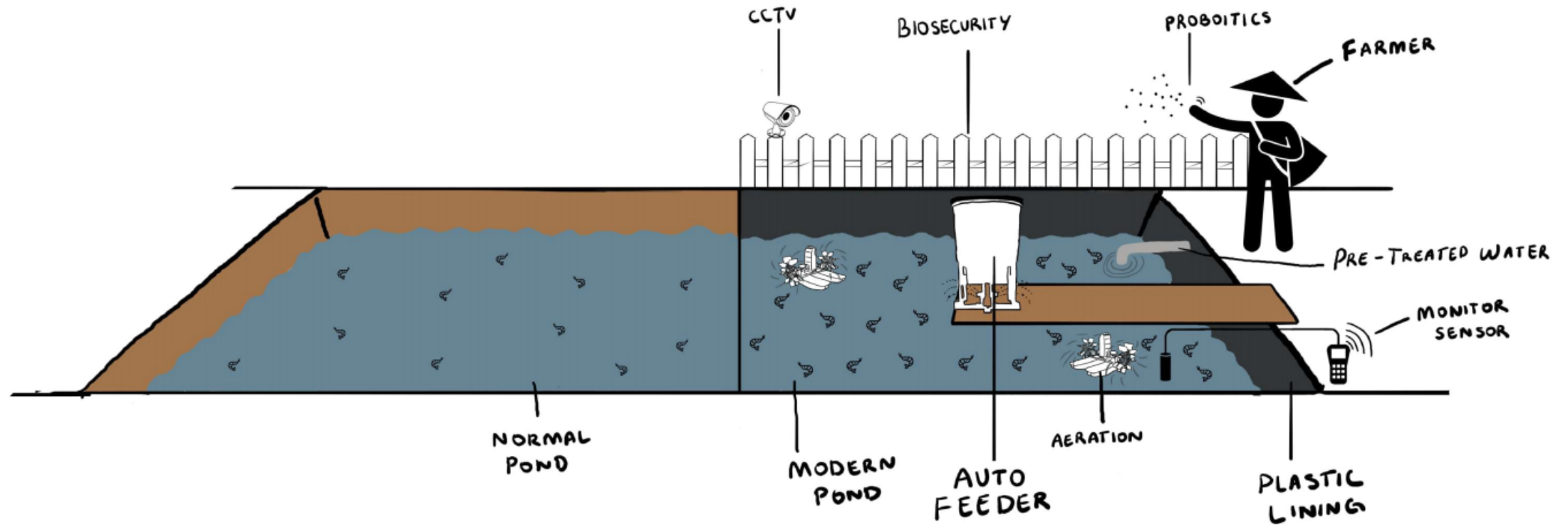


Modernization of Shrimp Aquaculture

Commodity pricing, improved technology, and resource constraints are driving shrimp farmers to transition from extensive to intensive systems.

Extensive

Intensive



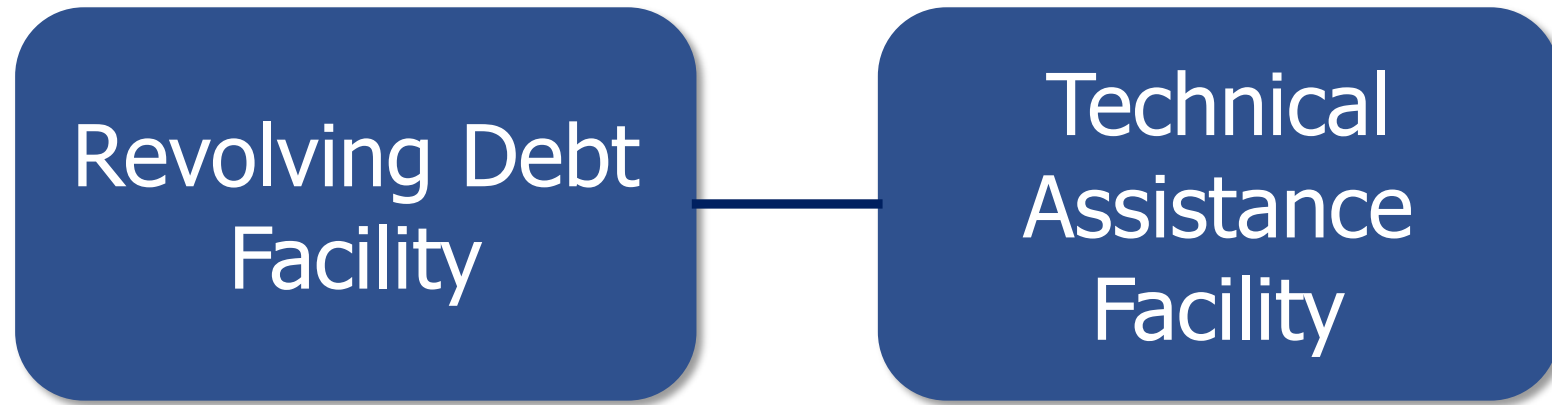
Graphic by:

ALUNE



Climate Smart Shrimp Fund:

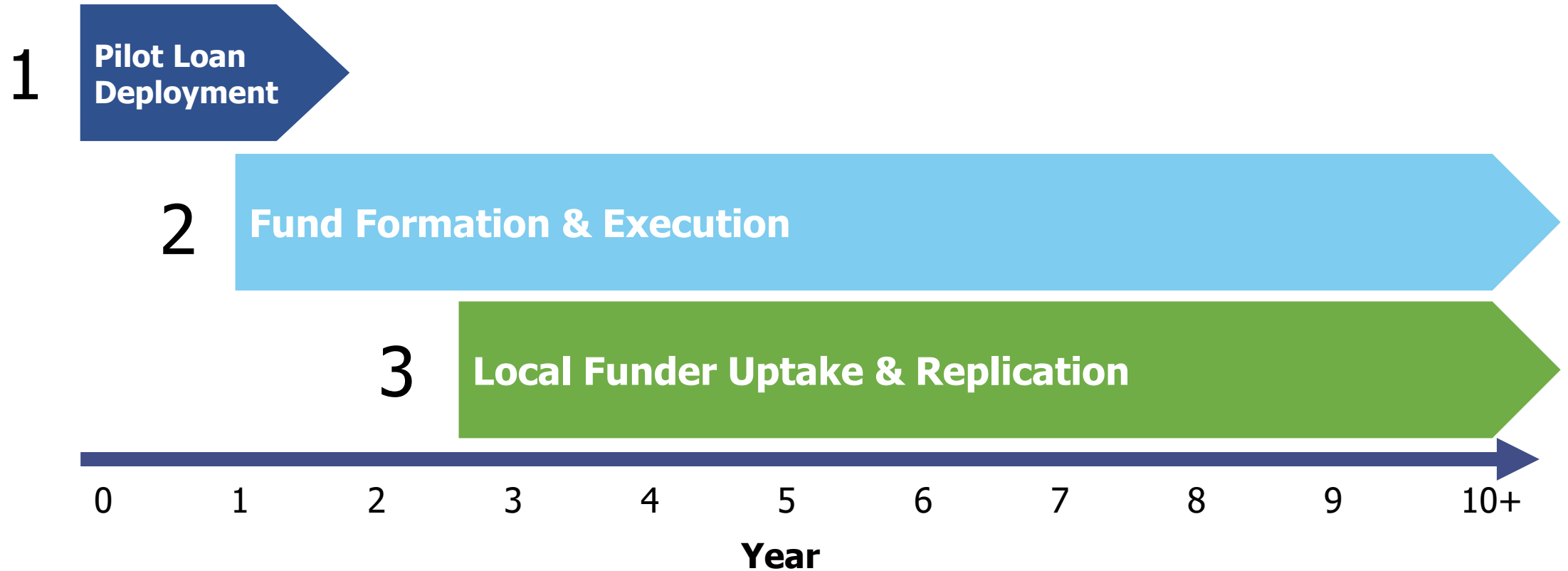
A loan fund to support adoption of CSS at scale



Target \$100m revolving loan facility focused on
Indonesia and Ecuador



Implementation Pathway (Phases)

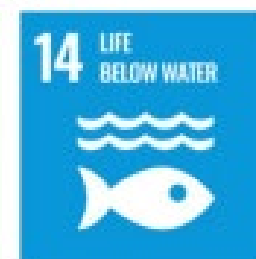
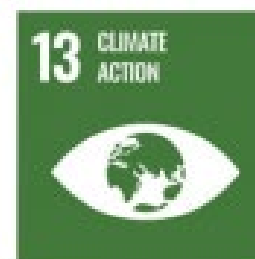
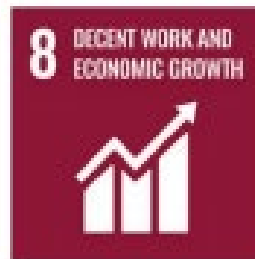


With recent support from:



Impacts

Mangrove restoration and improved productivity combats environmental and socioeconomic issues on multiple fronts



Investment Opportunities

<i>Investor type</i>	<i>Amount (USD)</i>	<i>Role of capital</i>
Grants/Concessional debt	\$5M	Concurrent pilot programs
Grants	\$5M	TA facility
Concessional equity	\$25M	Catalytic capital for fully scaled debt fund
Commercial equity	\$70M	Funding for fully scaled fund



Climate Smart Shrimp Team

Global Strategy

CI Aquaculture Team

CI Green-Gray
Engineering Team

CI Conservation Finance
Div / CI-Ventures



Country Programs

Konservasi Indonesia

CI-Philippines

CI-Ecuador

Implementing partners and collaborators





The Climate Smart Shrimp Fund incentivizes **improved productivity** and **mangrove restoration** on shrimp farms to drive food security, livelihoods, climate, and biodiversity benefits.

CONTACT INFORMATION:

Dane Klinger

dklinger@conservation.org



CROSSBOUNDARY

The Fund for Nature

Investing in carbon sequestration, biodiversity,
and livelihoods across Africa

October 2022



CONFIDENTIAL • PROPRIETARY

Natural climate solutions
are **37%** of the climate solution...



... but receive only about **2%** of
global **climate finance flows**

More than **50%** of **emissions** in Africa
are driven by **deforestation**...



... with a **\$100B+** **climate finance**
gap for ag & forestry through 2030

Wildlife populations in Africa **declined**
an average of **66%** since 1970...



... primarily driven by **land use**
change for **agriculture**

CrossBoundary

- 10-year track record of unlocking private capital in emerging and frontier markets
- 3 active investment platforms in Africa – 2 climate-focused
- 9 offices across Africa
- 170+ person global team, with 110 (60%+) in Africa
- Advising nature-based carbon projects across Africa

Our team



Kate Wharton, *Head of Natural Capital*

- Leading nature-based carbon transactions globally, including Africa
- Launched and managed CrossBoundary's Iraq office for 2 years
- MBA, Stanford



Jake Cusack, *Founder & Managing Partner*

- Co-founder of CrossBoundary's climate investment platforms
- 10+ years of pan-Africa investment and advisory leadership
- MBA & MPA, Harvard



Nathan Kelly, *Head of Corporate Development*

- Leading CrossBoundary's regenerative ag engagements globally
- Blended finance expertise including advising AfDB
- Investment banking background specializing in cross-border M&A



Oliver Miltenberger, *Carbon Markets Advisor*

- Experienced in carbon markets regulations in Africa
- UNFCCC consultant; contributor to SBTi, TSVCM, ICVCM
- Masters in Ecology, PhD candidate in Environmental Economics



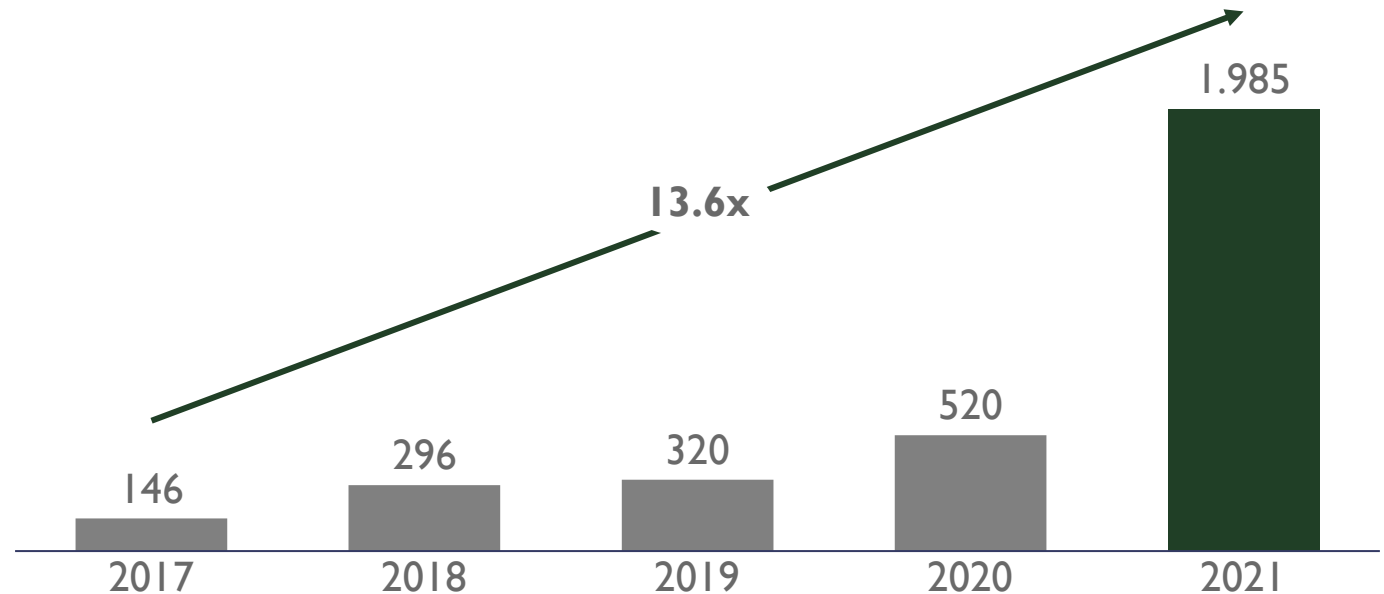
Valentina Ramirez, *Natural Capital Senior Associate*

- Advising on nature-based carbon transactions in Africa
- Previous experience in asset management & investment banking



Carbon market opportunity

Carbon markets are creating scalable, commercially attractive investment opportunities for nature.



Voluntary Carbon Market size by value of traded carbon credits (\$M)

Source: Ecosystem Marketplace, a Forest Trends Initiative

Barriers addressed

Lack of access to low-cost **up-front capital** for projects

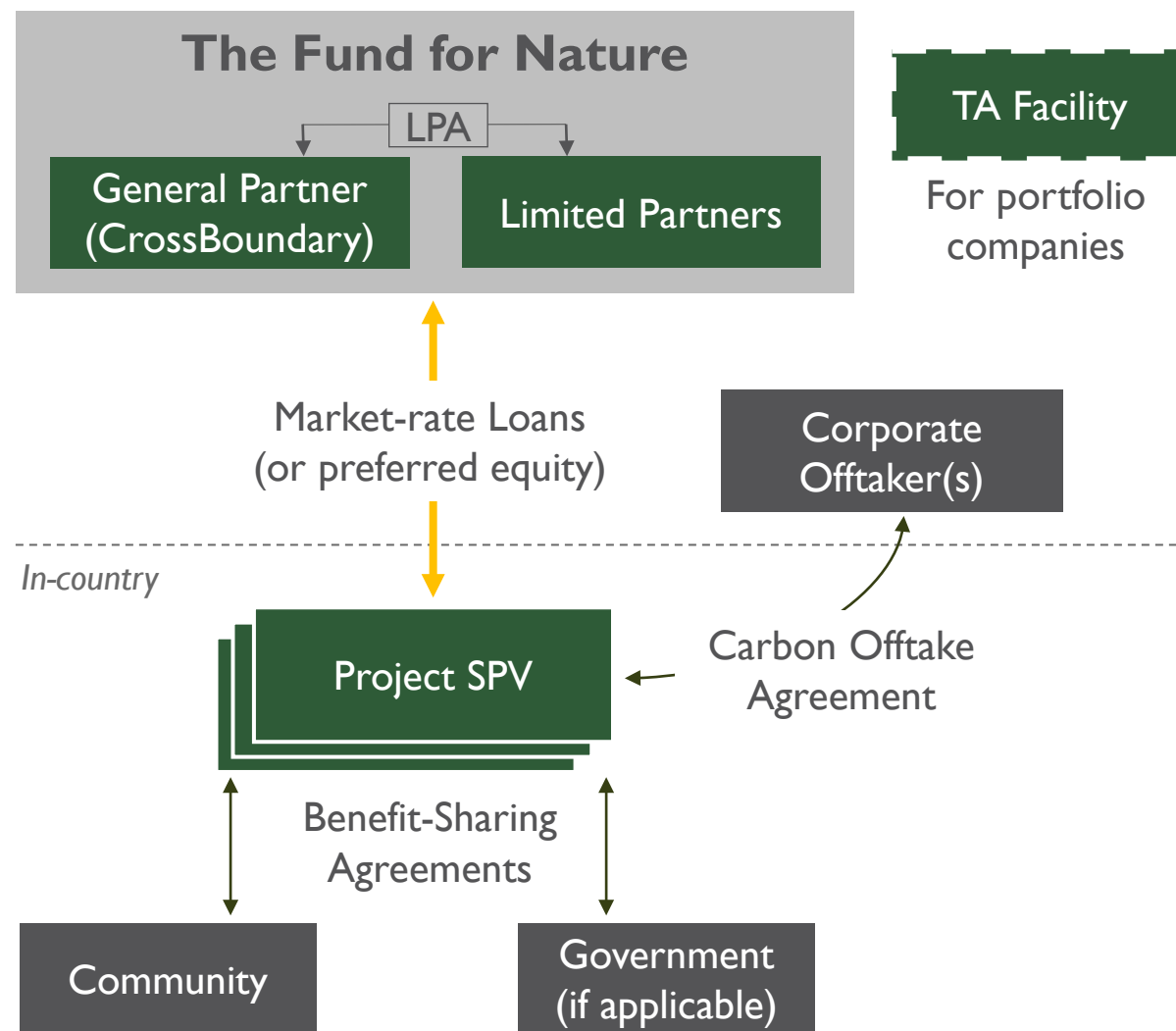
High **transaction costs** due to bespoke terms & structures

Information asymmetry between projects & buyers of credits

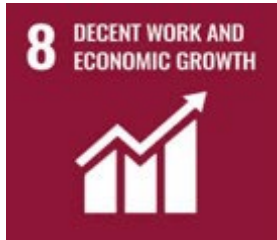
Investors are often looking for **larger, lower-risk** deals

Solution

The Fund for Nature provides project-level debt and offers investors access to a portfolio of high-integrity nature-based carbon projects in Africa.



Impact



Employment & income diversification

500+ beneficiaries per project

Target 50%+ revenue-sharing with local community



Supply-side integrity

Demand-side integrity

2M+ tCO₂ sequestered or avoided per project



Biodiversity

CCB certification or similar

Project-specific biodiversity targets





Africa project pipeline

Our pipeline

\$100M+
total size

\$5-10M
avg. size

800,000+
hectares

10+
countries

Project types

- Afforestation, Reforestation, and Revegetation (ARR)
- Reducing Emissions from Deforestation & Degradation (REDD+)

Impact prioritization criteria

- Demonstrate carbon sequestration **integrity**
- Protect **irrecoverable carbon** sinks
- Ensure strong **community** benefit-sharing and long-standing operator relationships with communities & government
- Address core drivers of **biodiversity** loss
- Support **climate adaptation**, with special focus on water
- Supportive **regulatory** environment and government relations



Implementation

Activity	2022	2023
Pipeline development		
Country-level regulatory analysis		
Due diligence criteria		
Deal origination and screening		
Investor & offtaker feedback		
Socializing fund structure with investors		
Validating SAFO terms with offtakers		
Investment memorandum		
Financial model & capital structure		
Financial model with proposed structure		
Simple Agreement for Future Offtake		
Template term sheet & contract		
Pilot with first deal		
Fund deployment for first investment		
Pilot deal due diligence		
Term sheet for first investment		
First close		
Fundraising		
Term sheet from anchor investor		
Legal structure		
Proposed legal structure		
Incorporation of fund		



Investment opportunity

Investor type	Amount	Role of capital	Returns
Donor funding (Grant Capital)	\$2M	Fund start-up costs and technical assistance vehicle	n/a
Commercial Equity (40% of Fund)	\$20 – 28M	Patient capital to support the Fund	12-15%
Concessional Debt (15% of Fund)	\$7.5 – 10.5M	Subordinate first- loss tranche to support Pilot Fund	4-6%
Commercial Debt (45% of Fund)	\$22.5 – 31.5M	Senior debt to capitalize the Fund	8-10%

We are also exploring opportunities for investor repayment through carbon credits.



Contact

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CrossBoundary Natural Capital team

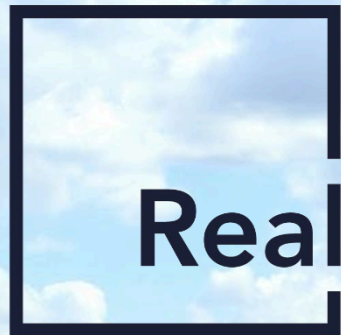
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A HOME
FOR
HUMAN
POTENTIAL

Reall



Green Affordable Housing Finance



ENDORSED BY:





The challenge

300 million new homes are needed
by 2030

Sub-standard housing exacerbates risk from
climate-linked disasters

Buildings contribute **37% of energy related
GHG emissions**

**USD 1.5 trillion climate smart investment
opportunity** in homes that addresses
finance constraints in supply and demand



**Unlocking
supply and
demand
finance for
green
affordable
homes**



Reall's track record



Over **30 years** experience



Over **55K** affordable homes built



Over **US\$100 million** invested



Over **107K** people housed



Over **83K** jobs created

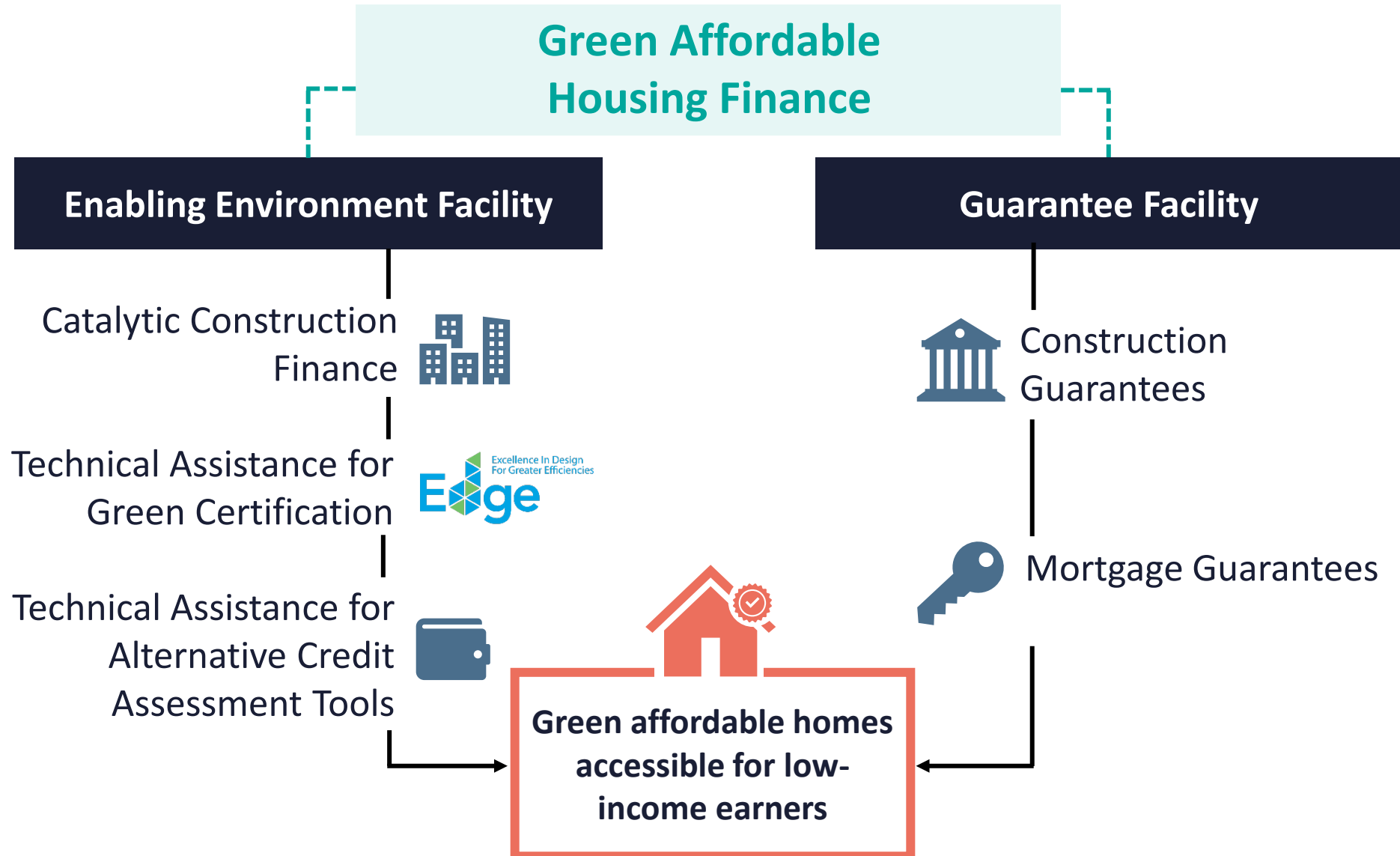


**REALL IS AN
INNOVATOR AND
INVESTOR IN GREEN
AFFORDABLE HOMES IN
AFRICA AND ASIA**





How it works





ENDORSED BY:



Impact



Mobilises local investment into climate-smart construction and finance

In five years in Kenya, we will demonstrate viability through:

- **Creating green homes and assets for 11,000 people**
- **Avoiding 8,000 tonnes of CO₂** in embodied energy emissions
- **Enabling USD \$48 million** in local lending into the green housing value chain

Over 15 years we will mobilise over \$400 million loans into the green affordable housing value chain





ENDORSED BY:



Implementation and pilot



5-year Pilot

Enabling Environment Facility (EEF) and Guarantee Facility catalyse and de-risk lending for green affordable homes in Kenya

Scale

The instrument expands deeper into housing markets through development and normalisation of **alternative credit assessment** and **green supply chains**

Replication

The instrument is rolled out into other markets throughout Africa and Asia with **country-specific EEFs** and an **expanded Guarantee Facility**



Investment opportunities (USD)



Concessional Debt

8M

Construction loans for innovative green home designs

Refundable Grants

4M

Capitalization of guarantee facility

Non-refundable Grants

3M

TA for housing developers and financial institutions
Start-up costs, inc. fund formation and legal fees

This is an innovative investor-ready solution to the **climate crisis** which improves the **availability of green finance** for people on low incomes

Now we need investors to embrace this market-ready opportunity

Contact:

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Call for Sustainable Investment Ideas

The Lab is looking for innovative finance solutions that can unlock investment for a net zero economy transition.

Selected ideas receive guidance, analysis, stress-testing, and development by expert working groups and access to a network of high-level public and private investors.

SUBMIT

climatefinancelab.org

DEADLINE

Dec 26





Thank you!