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# The Lab Demo Day

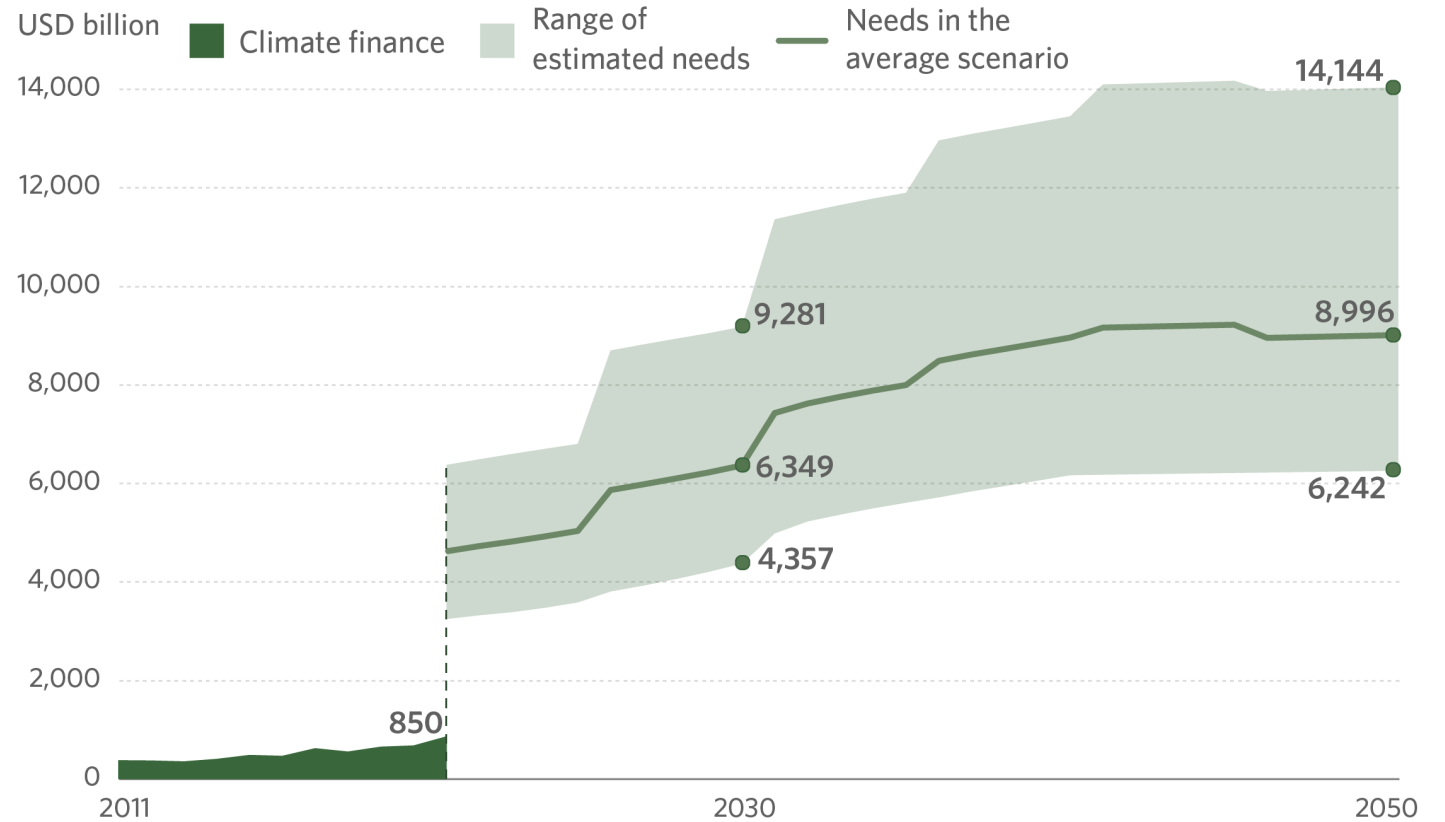


19 OCTOBER 2023  
10 AM ET | 4 PM CEST



Limiting warming to 1.5C requires massive private investment globally.

Climate finance needs to increase by **590% annually to meet the target.**



# The Lab develops innovative financial solutions to drive billions in private investments to action on climate change

The Lab's theory of change revolves around the collaboration between public and private sectors, openly sourcing concepts from finance innovators, and a powerful network to move the ideas into action.



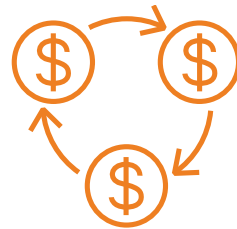
## Public-Private Collaboration

Strengthened partnership between the public and private sectors builds capacity and knowledge to identify and deploy effective climate finance solutions.



## Innovation & Transformative Solutions

Innovative, actionable, catalytic, and financially sustainable solutions reduce risks and barriers to investment in sustainable development.



## Mobilizing Finance

Catalytic finance from Lab Members and the broader network enables piloting and implementation of transformative solutions.

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## Impact by the numbers



**\$1.2 bn**

mobilized through the  
Lab network catalyzed  
3x more investments

**\$3.5+ bn**

collectively mobilized  
by Lab solutions

**\$1.4 bn**

in private investments  
Nearly half of the total  
mobilized by Lab ideas

**85+**

Public and private investors  
funded Lab solutions

**57%**

capital mobilization  
success rate

**36**

Lab ideas successfully  
secured investments



# 2023 Lab ideas span high-impact and challenging sectors and geographies



**India**



**Impact Financing Facility**



**E/S Africa**



**Climate Resilient Landscape Finance**



**Brazil**



**Low-Carbon Agriculture Transition Mechanism**



**Gender Equality**



**Social Infra Ventures (SIV)**



**Adaptation**



**Catalyst Climate Resilience Fund**



**Open Mitigation**



**Lendable Decarbonization Fund**

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## Today's investment opportunities: over USD 790 million

**Commercial Capital**

**USD 607 million**

**Concessional Capital**

**USD 150M**

**Grants**

**USD 34.5M**



# Impact Financing Facility (IFF)

for climate action solutions

Investment opportunities in scalable & sustainable financial solutions





# About Villgro

- Indian non-profit foundation that **incubates, invests & provides technical assistance** to social enterprises (SE)
- Specializes in **Climate Action, Agriculture, Healthcare & Gender Inclusion**
- Deployed **\$10 million** till date in grants & equity
- **6.4x leverage** in philanthropic capital
- Touched **21 million lives** by supporting 388 social enterprises over 22 years
- Team with **>60% women**

## Target 2028

1. Support 650 SEs in India
2. Deploy \$24 million via TA, equity & loans to innovative, high-impact SEs
3. Crowd in \$84 million of risk capital
4. Touch 25 million lives

# Our Core Team



**Srinivas Ramanujam**  
**CEO**

Engineer and MBA with 20+ years' experience in brand building, agriculture and finance



**Ananth Arvamudan,**  
**Chief - Strategy & Climate Action**

+30 years of experience as an engineer. He is an expert in technology, agriculture & climate



**Vibha Sharma**  
**Lead - Impact Finance**

Chartered Accountant and CFA charter holder. Previously headed finance and is an expert in blended finance



**Maithili Rege**  
**Associate Lead – Agriculture**

Decade of experience in agriculture and waste management



**Kiran Ramaraj**  
**Associate Lead - Climate Action**

Over 18 years of experience in technology development



**Kalyani Krishna**  
**Manager - Diversity & Inclusion**

Expert in gender inclusion with experience in incubation & trainings

# Issues Faced by Social Enterprises

01

## Innovation

Unique products and business models require tailored solutions

02

## Access to Resources

Is constrained due to challenges in meeting conventional funding criteria

03

## Timeframe

Extended time to profitability decreases competitiveness

04

## Customers

Low affordability & lack of credit history lead to an underserved market segment

## Case Study

- Enterprise developed hyperspectral imagery used to capture images of farmlands using drones
- Technology helped detect early signs of pest infestation
- Funding crunch post product development to provide input and market linkages due to lack of credit history, strong financials and difficult customer segment
- Could only reach 1000 farmers

**Pressure on resources & a shrinking timeframe demand greater support for innovation-led climate action solutions**



# The Solution - IFF

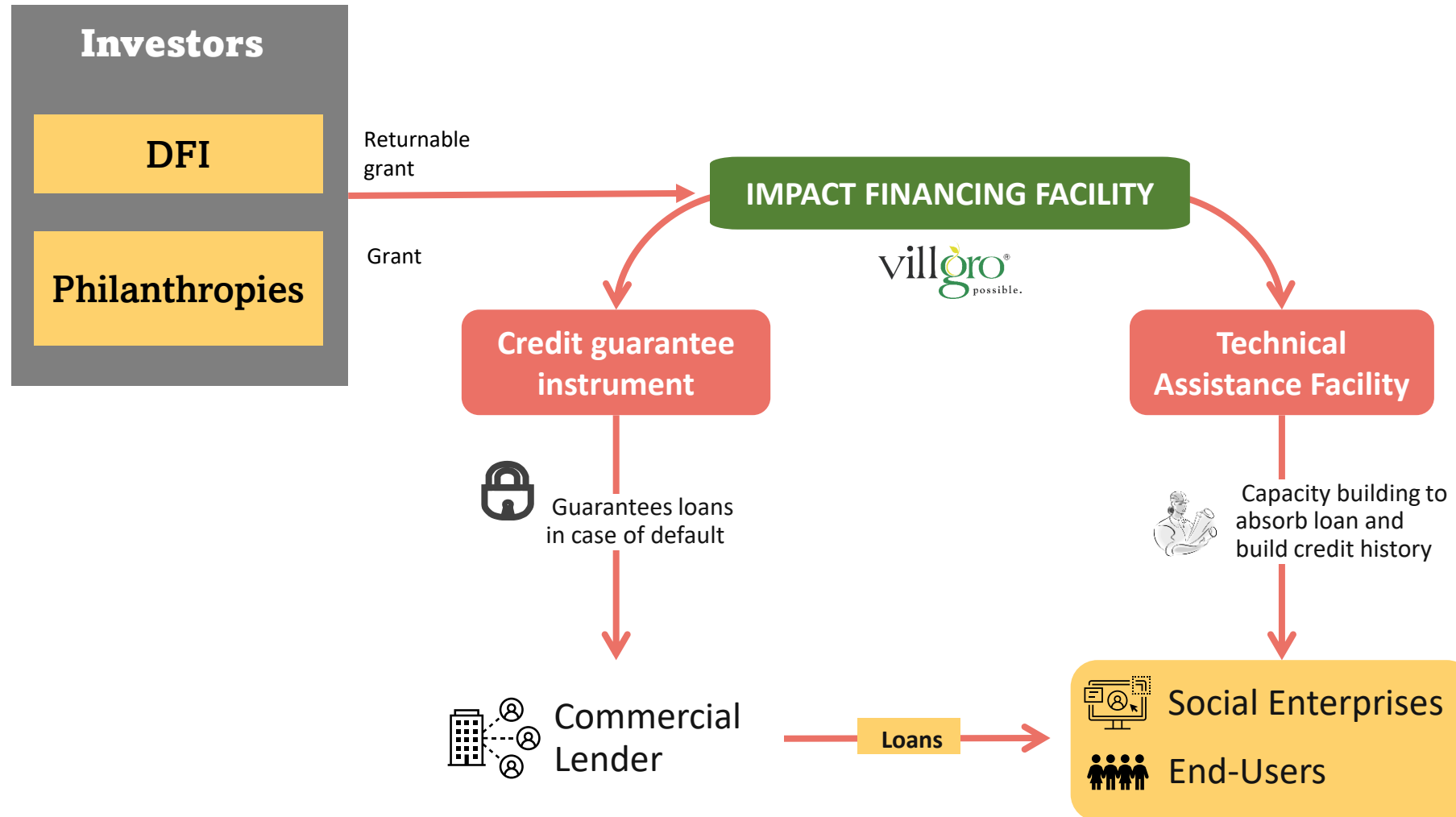
A scalable, gender inclusive impact finance facility for innovation-based social enterprises & their end users

- ✓ Helps social enterprises **avoid valley of death** through focus on value chain
- ✓ Crowds-in commercial capital through **risk mitigation**
- ✓ Creates impact at scale by **catalyzing adoption** & building affordability of solutions
- ✓ Demonstrates high **financial leverage and replicability**
- ✓ Provides **technical support** to strengthen business processes
- ✓ Builds **credit history** for borrower and product

## Case Study

- Loan of \$30k enabled by Villgro
- Onboard more farmers with market linkages services
- Raised 1.3mn in follow-on funding
- Reached 19,000 farmers and 50,000 acres of land under sustainable agriculture

# How IFF works



# Track Record

## Guarantees for Enterprise Working Capital loans



### Ongoing pilots since 2021

- ✓ Collateral free lending
- ✓ Expedited credit scoring & risk mitigation
- ✓ \$263k loans on \$ 85k guarantee
- ✓ Over 10x follow on funding

**ZERO default rates**

## Guarantees for end-users & value chain commitments

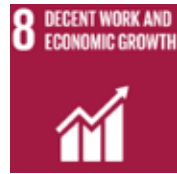


- ✓ 248 collateral free lending
- ✓ 54 loans to women & 1 all-women FPO
- ✓ Instruments – Guarantees, interest subvention, buyback assurance
- ✓ Generate livelihoods

**Including communities from the outset could lead to quicker adoption & lower inequity**

**Supporting market creation & channel development could lead to sustainable change**

# Impact



Over 50,000 tCO2e emissions reduced



Over 25,000 end users benefitted



7,500 gender centered livelihoods enabled



Capacity of 100 social enterprises built



350 million liters of water wastage reduced



Sustainable livelihoods through adoption of climate technologies



# Implementation Timeline



## Build

0 – 6 months

- ✓ Legal Structuring
- ✓ Finalize partnerships
- ✓ Fundraise
- ✓ Work on pipeline of innovative social enterprises



## Implement

6- 24 months

- ✓ Initial Lending & TA
- ✓ Grow guarantee pool
- ✓ Manage portfolio & monitor assets
- ✓ Design & pilot other instruments



## Scale

Beyond 24 months

- ✓ Evaluate portfolio
- ✓ Revolve Guarantee
- ✓ Test & implement new revenue model
- ✓ Develop other instruments
- ✓ Replication

# Investment Opportunity

PARTNERSHIPS WITH FINANCIAL INSTITUTIONS TO LEVERAGE  
**\$10M PRIVATE CAPITAL**

**\$ 3** MILLION

**GRANTS**

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Risk mitigation &  
Guarantee pool  
Capitalization

**\$ 1** MILLION

**GRANTS**

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Technical  
Assistance

**\$ 300** K

**GRANTS**

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Operations, Set-up,  
Diligence, fundraising



# Thank You !

## Contact Information



Villgro



Villgro



@villgro\_possible



@Villgro



@Villgro2001



Vibha Sharma, Lead – Impact Finance

[vibha@villgro.org](mailto:vibha@villgro.org)

Srinivas Ramanujam, CEO

[srinivas@villgro.org](mailto:srinivas@villgro.org)



If you are interested in driving sustainable social and environmental impact through impact financing solutions, please write to us:

[partnerships@villgro.org](mailto:partnerships@villgro.org)

Learn about the insights that guide our impact finance work

[A Practitioner's Guide to Effective Blended Finance Solutions for Social Enterprises](#)





**CLIMATE  
RESILIENT  
LANDSCAPE  
FINANCE**





# Team



Impact-focused African asset manager focused on microfinance



Conservation finance boutique advisory firm



Global conservation NGO and thought leader



Technical conservation and land management consultancy



**Jonty Rawlins**

CRLF Lead & Head of Sustainability, Platcorp



**Giles Davies**

Founder and Partner, Conservation Capital



**Bjorn Stauch**

Vice President, Conservation International Ventures



**Peter Tyrrell**

Director, Dascot Limited





# Biodiversity Decline in Southern Kenya



**Land fragmentation and conversion to agriculture**



**60-70%**

Decline in wildlife numbers since 1977

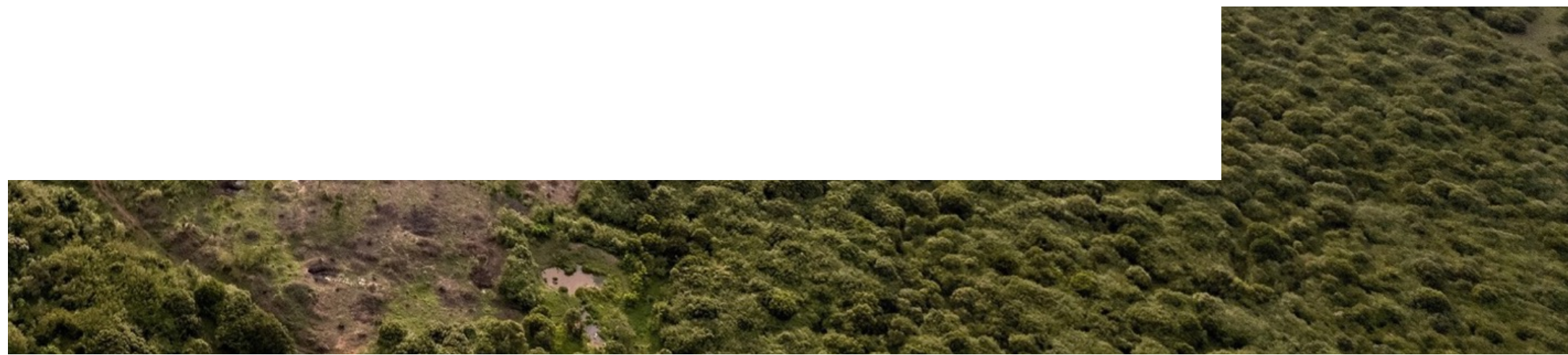


**Lack of skills and capital for sustainable land management**



**80-90%**

Funding shortfalls to satisfy conservation needs



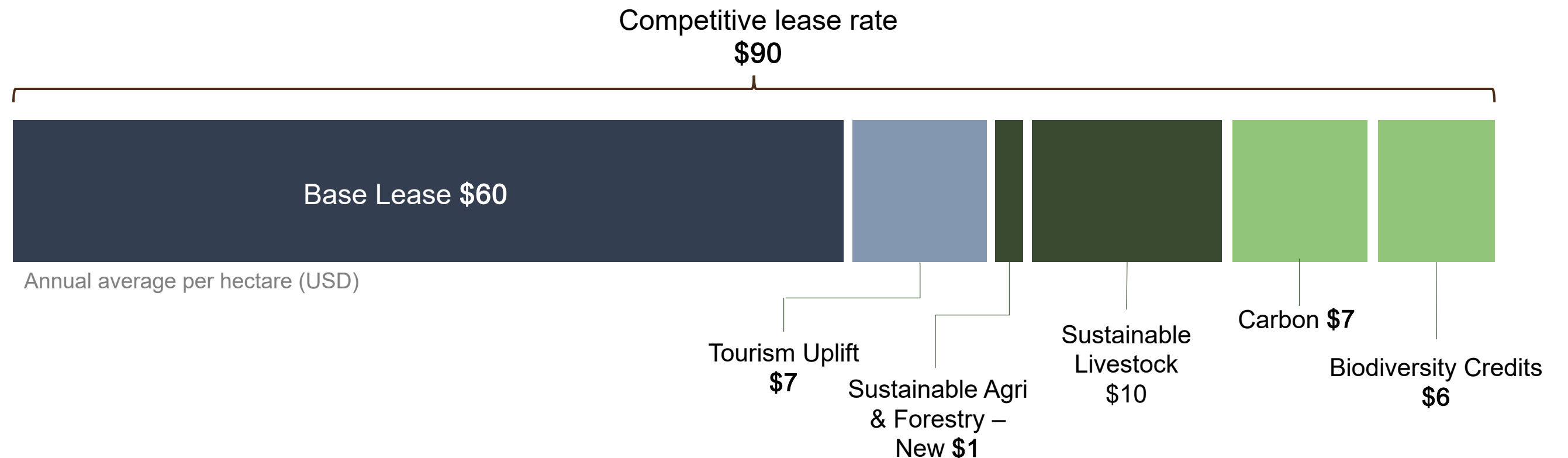
# CRLF Solution



Climate Resilient Landscape Finance (CRLF) is an innovative, concessional, and evergreen debt facility catalyzing sustainable, climate-resilient land management in and around African conservancies.

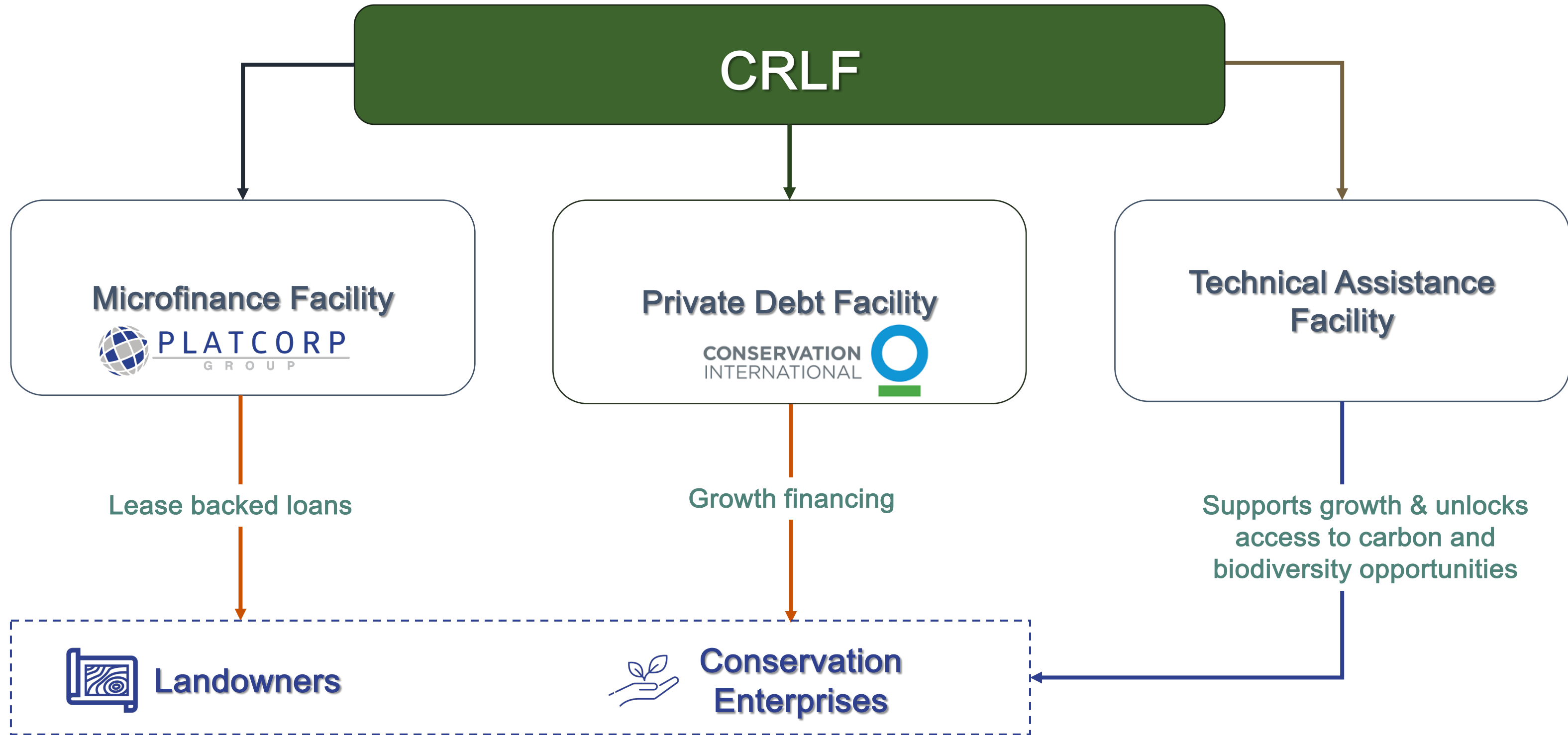
## Enhancing Land Value

**50% increase in Northern Mara rates**  
*from USD 60/ha to 90/ha*





# How CRLF Works





# Impact



CRLF will uplift communities and build climate resilience whilst restoring biodiversity and natural carbon sinks



Biodiverse land protected: **92,000 ha**



MSMEs supported: **2,000-3,000**



Carbon sequestration: **5m tCO2e over 30-year**



Economic benefit to rural areas: **USD 70m**



Private Capital Leveraged: **3-5x**



# Implementation Timeline



**Go-to-Market**  
[Q4/23 – Q1/24]



MoU signed with  
Conservation International

- Secure Anchor investors
- Establish CRLF SPV



**First Phase**  
[2024]

→ First loans to MSMEs and  
Landscape Management  
Companies

- Shortlist Phase 2 rollout



**Scale-up**  
[2025 onwards]

- Multiple sites
- Expand capital pool



# Funding Opportunities



## Concessional Debt

Private Debt Facility

\$ 0.3M / 6M

\$ 5.7 million

## Commercial Debt

Microfinance Facility

\$ 0.5M / 2.5M

Sr. \$ 2 million

## Catalytic Capital

First Loss Tranche

\$ 0.5M / 1.5M

\$ 1 million

## Grants

Technical Assistance Facility

\$ 0 M / 2M

\$ 2 million





# THANK YOU!



**Jonty Rawlins**  
jonty@platcorpgroup.com



**Giles Davies**  
g.davies@conservation-capital.com



**Bjorn Stauch**  
bstauch@conservation.org



**Peter Tyrrell**  
peter@dascot.com







**“Building Climate-resilient, Green & Inclusive Communities in Africa”**



PRIVATE & CONFIDENTIAL

# OUR TEAM

**Social Infra Ventures** and **Cardano Development**  
have created the first climate, gender responsive  
and inclusive housing platform for Africa



**Daniel  
Font**

**Founder CEO / COO**

Delivered over 13k  
affordable homes  
in North and West  
Africa



**Anna  
Villarubi**

**CFO**

14+ years of  
experience in RE &  
urban infrastructure



**Frederik van  
Pallandt**

**CIO**

20+ years of  
experience in  
investment &  
fundraising



**Maria Pia  
Kelly**

**Investor Relations**

10+ years of  
experience in  
financial sector  
acceleration in EMs



**Fleur  
Henderson**

**Marketing & Impact**

15+ years of  
experience in  
financial markets  
for SMEs in EMs



**Caroline van  
Noothoven**

**Legal**

15+ years of  
corporate law and  
transaction  
experience in EMs



**Tatiana  
Baudry**

**Senior Counsel**

15+ years of  
experience as  
legal counsel

**SIV MOROCCO TEAM: Together since 2008, investing EUR 122M with 5.300+ affordable housing units in Morocco delivered**



# HOUSING VULNERABILITIES IN AFRICA

- ➔ OVER HALF OF THE POPULATION GROWTH BY 2050 WILL HAPPEN IN AFRICA
- ➔ SUPPLY OF CLIMATE RESILIENT AND AFFORDABLE HOUSING IN THE REGION IS LOW
- ➔ LOW- & MIDDLE-INCOME POPULATION ARE RELIANT ON AN INFORMAL RENTAL MARKET
- ➔ LACK OF ACCESS TO HOUSING FINANCE AND UNSAFE LIVING ENVIRONMENTS DISPROPORTIONATELY AFFECT WOMEN



# AFFORDABLE HOUSING SOLUTION ADDRESSING GENDER AND CLIMATE

**“15-minute  
City”**

SIV TARGETS SECONDARY CITIES IN AFRICA WITH THE 15-MINUTE CITY CONCEPT - *STARTING IN MOROCCO*

**Certified  
Housing**

HOUSING DESIGN IN LINE WITH THE IFC BUILDING RESILIENCE INDEX AND EDGE CERTIFICATION

**Low & Middle  
Income**

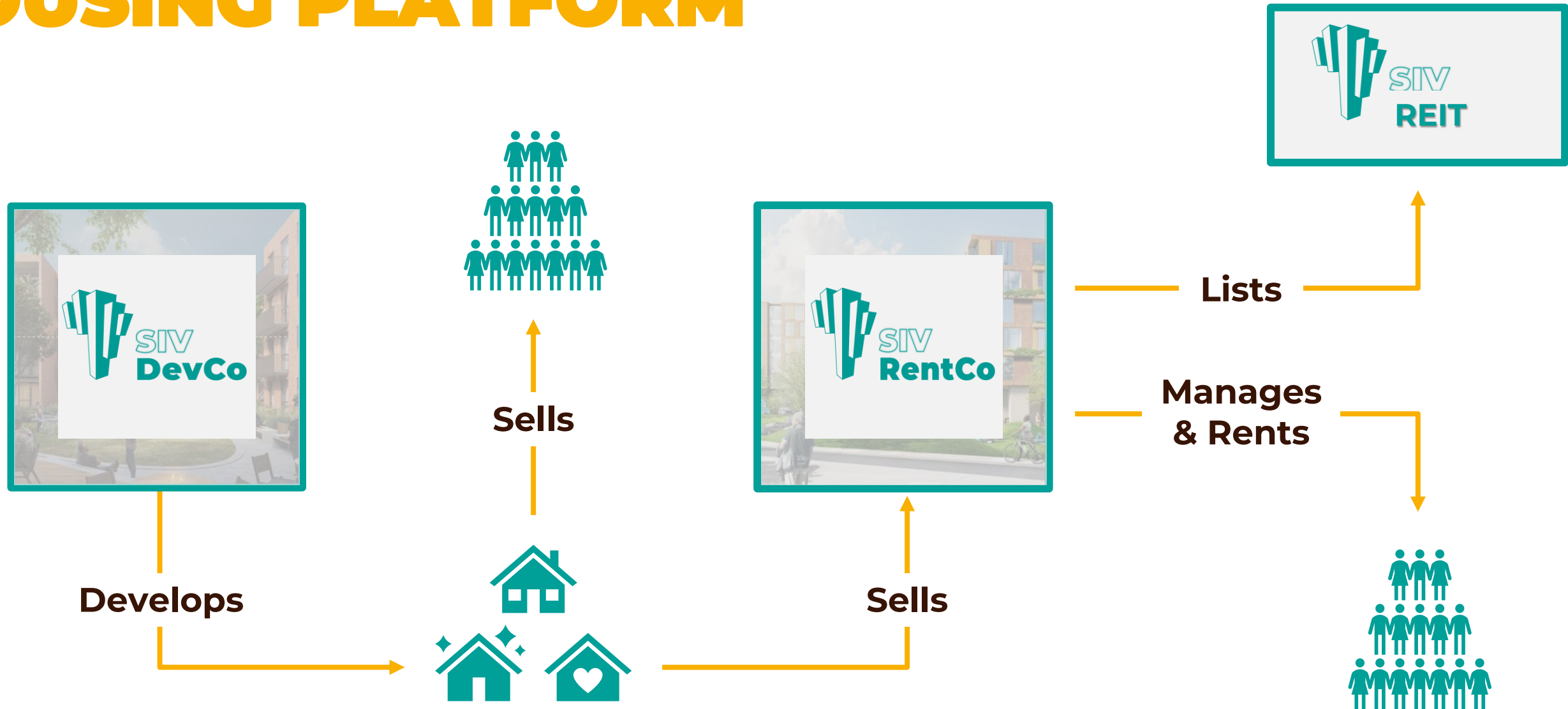
PROVIDES UNITS FOR SALE AND RENTAL TARGETING LOW AND MIDDLE INCOME GROUPS

**Gender  
lens**

FOCUS ON GENDER, PROVIDING SAFETY, ACCESS TO OPPORTUNITIES, MOBILITY AND EMPLOYMENT FOR WOMEN & GIRLS



# GENDER AND CLIMATE HOUSING PLATFORM





# IMPACT

**In Morocco, SIV will develop 22,000 centrally-located green and climate-resilient affordable housing units**

## 10-year business plan

**104k**  
people housed

25% rental (26k), including women and children & 30% women owners/co-owners

**3800**  
tCO2e/year

Reduction (IFC EDGE) & climate adaptation impacts (IFC BRI tool)

**184k**  
jobs

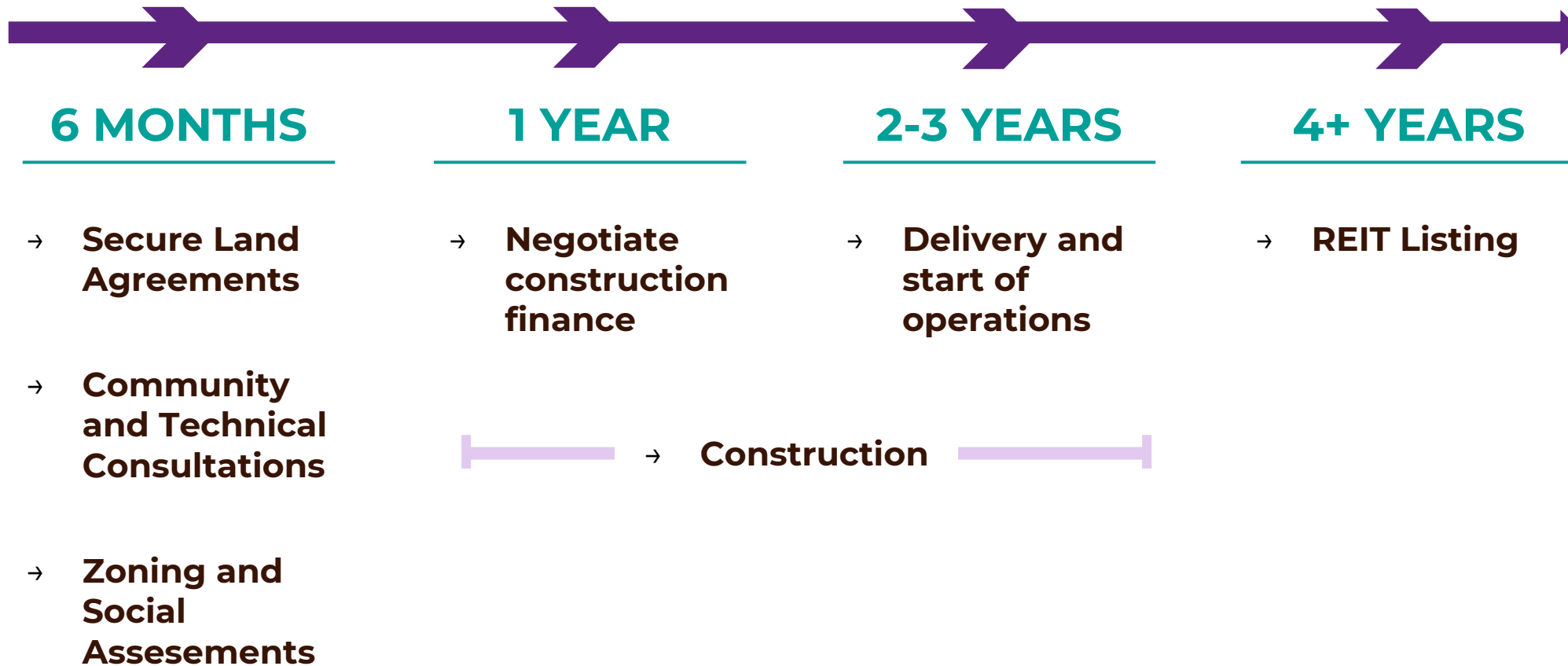
105k direct jobs and 79k indirect jobs

**Social infrastructure**

For each development with a focus on childcare facilities



# GO-TO-MARKET



# PAN-AFRICAN FOOTPRINT & PHASING STRATEGY

SIV will make an impact in multiple countries, different asset classes and through **SIV DevCo & SIV RentCO**

## Key Considerations

- Real GDP Growth
- Population Growth
- Housing Deficit
- Per Capita Income
- Private and Public Sector Relationships
- Competitive Edge
- Urbanization



## Pipeline

<u>Phase I</u>	<u>Phase II</u>	<u>Phase III</u>
<i>Start operations</i>		
Morocco	Senegal Cote d'Ivoire	Tunisia Ghana
<i>Opportunistic approach</i>		
Egypt		Ethiopia



# FUNDRAISING OPPORTUNITY

## PRIORITY

### Grants

\$0,4 million

Working capital and operational expenses



0%

### Equity

\$10 million

Seed capital & capitalization of first phase



20%

## SECURED

### Preferred Equity

\$15 million

Seed capital & capitalization of first phase



66%

### Mezzanine

\$35 million

Senior debt of first phase



100%

### Rental Facility

\$30 million

Secured debt



100%





**SIV**

**“Building Climate-Resilient, Green & Inclusive Communities”**





Accelerating climate tech ventures for a **resilient future**

October 2023

[www.thecatalystfund.com](http://www.thecatalystfund.com) | [@TheCatalystFund](https://twitter.com/TheCatalystFund)



# Catalyst Fund is led by emerging market investors and operators passionate about scaling early-stage ventures



**Maelis Carraro**  
Managing Partner

Investor, entrepreneur and climate policy expert, Led 60+ pre-seed investments in tech startups in Africa, Asia, LatAm  
Co-founder of Catalyst Accelerator since 2016, former entrepreneur leveraging tech for impact



**Karen Serem Waithaka**  
Chief Investment Officer

Seasoned investment professional with 15+ years in PE/VC in Africa  
Led 24+ seed and growth stage deals in Africa



**Maxime Bayen**  
Operating Partner

Experienced venture builder, backed > 50 startups in Africa since 2017  
Co-Founder of largest data platform on African startups deals: AfricaTheBigDeal



# Africa is the most vulnerable continent to climate change, in spite of contributing **<4% to global CO2 emissions**



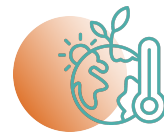
**110M**

people on the continent were affected by climate hazards in 2022



**48%**

of Africa's GDP is vulnerable to extreme climate patterns



**346M**

people are at risk of food insecurity in Africa, due to climate change



**\$277B/year**

is needed for climate financing in Africa to meet 2030 climate goals

## Yet, Africa is becoming a powerful hub for climate innovation, a **\$2.8T investment opportunity** by 2030



### CLIMATE COMPETITIVENESS

Africa has **abundant affordable and arable land, rich biodiversity, untapped renewable energy potential, and a growing workforce.**



### PROVEN ABILITY TO SCALE TECH INNOVATION

**Africa leapfrogged** in telecom (directly to mobile) and financial services (directly to mobile money) **Green growth is the next big opportunity.**



### GROWING INVESTOR INTEREST IN CLIMATE

**Funding for climate tech startups has reached \$3b since 2019** ( \$2B in 2022-2023 alone).



### UNTAPPED POTENTIAL CARBON MARKETS

**Low carbon business models** that capture carbon revenue can deliver green growth on the continent, creating **3.8mn jobs in Africa by 2030**



# Catalyst Fund accelerates high-growth & high-impact climate ventures in Africa



# Catalyst Fund invests in tech solutions to manage climate risks, adapt livelihoods, and **build long-term resilience**

## FINTECH for CLIMATE RESILIENCE



Insurtech

Carbon finance

Emergency payments

Climate risk and data solutions

## Sustainable LIVELIHOODS



Climate-smart agtech

Fishery management & Aquaculture

Land restoration

## Climate-smart ESSENTIAL SERVICES



Water management

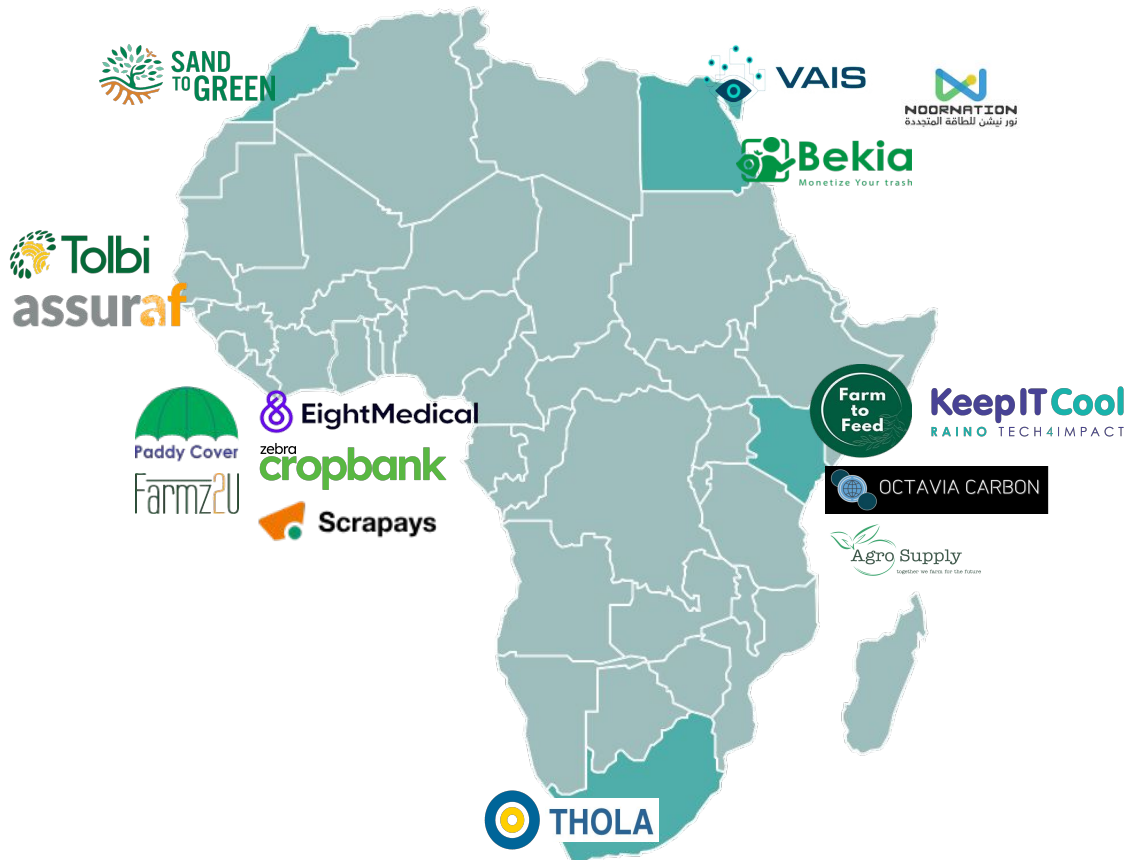
Cooling / Cold storage

Sustainable energy access

Waste management

Healthcare

## Diversified initial portfolio, 16 startups across 7 markets and opportunity sectors for climate adaptation



Our portfolio is tackling urgent climate adaptation challenges across **9 sectors**

- Agriculture (VAIS, Tolbi, Agro Supply, Farmz2U, Zebra CropBank)
- Land Restoration (Sand to Green)
- Food systems (Farm to Feed, Thola)
- Carbon capture (Octavia Carbon)
- Healthcare (Eight Medical)
- Insurance (Assuraf, Paddy Cover)
- Waste Management (Bekia, Scrapays)
- Cold Chain (KeepITCool)
- Water access (NoorNation)

# Capital alone is not enough to win in Africa: we work alongside founders to accelerate startups' path to scale

We become the **interim CTO, CMO, Head of Marketing, Growth, Product or Talent** lead that early-stage companies can't afford

**6-7 months of hands-on and bespoke venture-building** support for \$100K human capital investment, delivered by technical specialists and ex-startup operators

**Climate-smart product roadmap** to deepen climate impact and support integration of ESG principles

**Value Add portfolio management** post-acceleration on governance, strategic financing, leadership, growth, climate impact management

**FUNDRAISING**

**DESIGN  
(UX / UI)**

**MARKETING  
&  
SALES**










**TECH & DATA**

**CLIMATE**

**USER  
UNDERSTANDING**

**PRODUCT**

# The fund seeks to make **20M lives more resilient** to climate change

<b>20M</b> individuals with improved climate resilience 	<b>1Mt</b> carbon emissions mitigated 	<b>5M</b> women reached 
<b>10K</b> hectares restored or sustainably managed 	<b>3K</b> green jobs created 	<b>100M</b> liters of water conserved 
<b>40%</b> women founders 	<b>80%</b> local founders 	<b>\$1B</b> follow-on capital mobilized 



We are raising a \$40M blended finance fund, with two concessional layers that mitigate downside risk for senior investors

Investment type	Amount	Role of Capital
<b>First-loss (philanthropic) capital</b>	\$3-5 mn	Capital to mitigate commercial risk in fund structure
<b>Junior equity</b>	\$15-20 mn	Concessional investment tranche of the fund
<b>Senior equity</b>	\$15-20 mn	Commercial investment tranche of the fund
<b>Operational and ecosystem grants</b>	\$2-5 mn	Capital for operations costs and sidecar ecosystem building facility

Join Us

to create a climate resilient world

For more information, contact:

**Maelis Carraro,**  
Managing Partner  
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**Maxime Bayen**  
Operating Partner  
[maxime@thecatalytfund.com](mailto:maxime@thecatalytfund.com)

**Karen Waithaka**  
Chief Investment Officer  
[karen@thecatalystfund.com](mailto:karen@thecatalystfund.com)



Our backers





## Lendable Decarbonization Fund





Founded in 2014 to create a more **equitable** and **sustainable** world through **data** and **finance**.

> **\$325m** in AUM  
in financial  
inclusion strategies

**4 funds** raised to  
date

**37 employees**  
across London,  
Nairobi, Singapore,  
Argentina, and the  
US

Over **3.2m**  
**individuals and**  
**MSMEs** impacted



**70%**

**of future emissions  
from non-oecd  
countries**

**30%**

**of climate finance to  
non-oecd countries  
excluding China**

**>50%**

**of emissions from  
SMEs**





**Sustainability  
linked debt to  
enterprises**

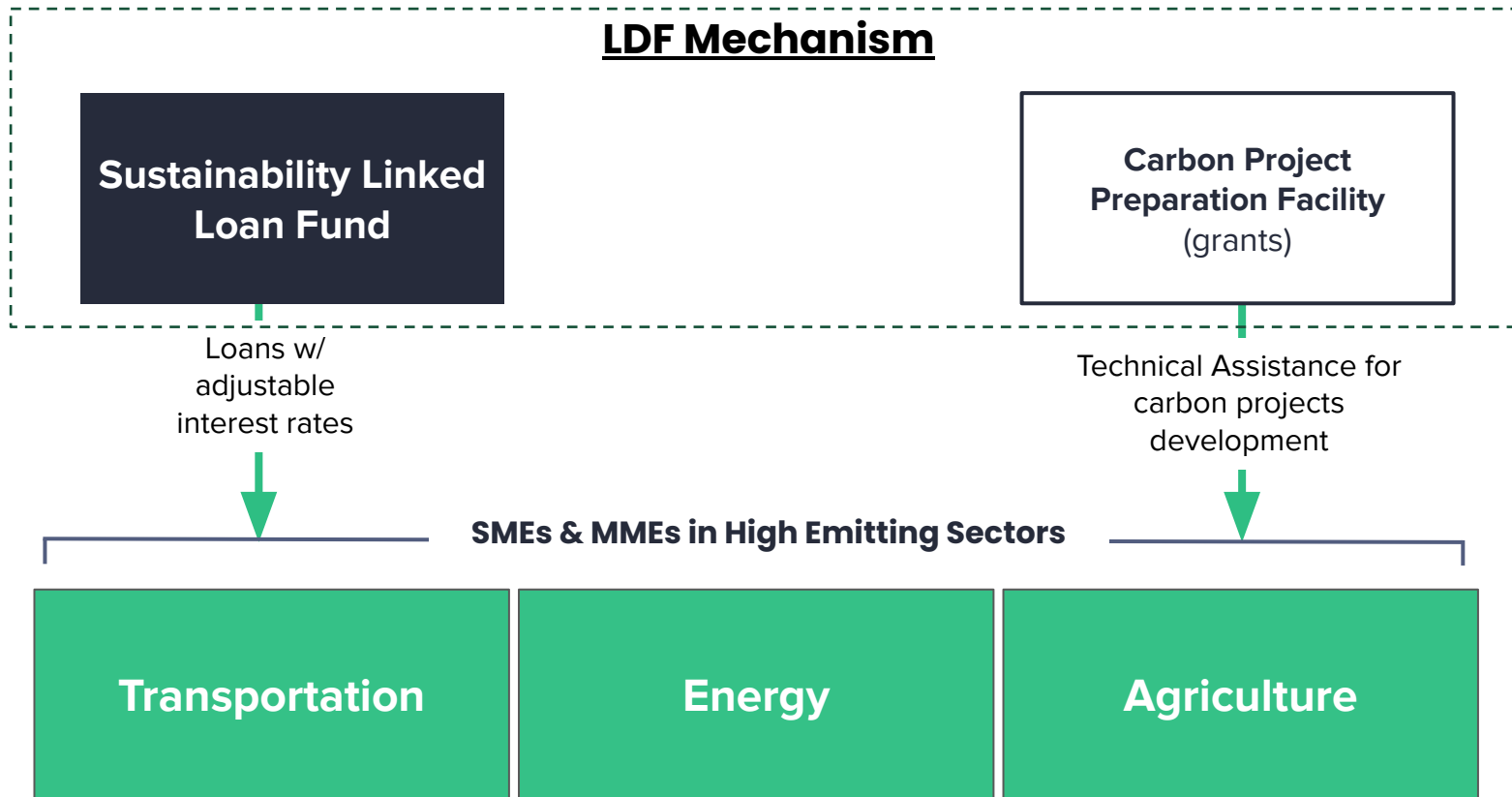


**Enabling emissions  
mitigation &  
resilience in EM**





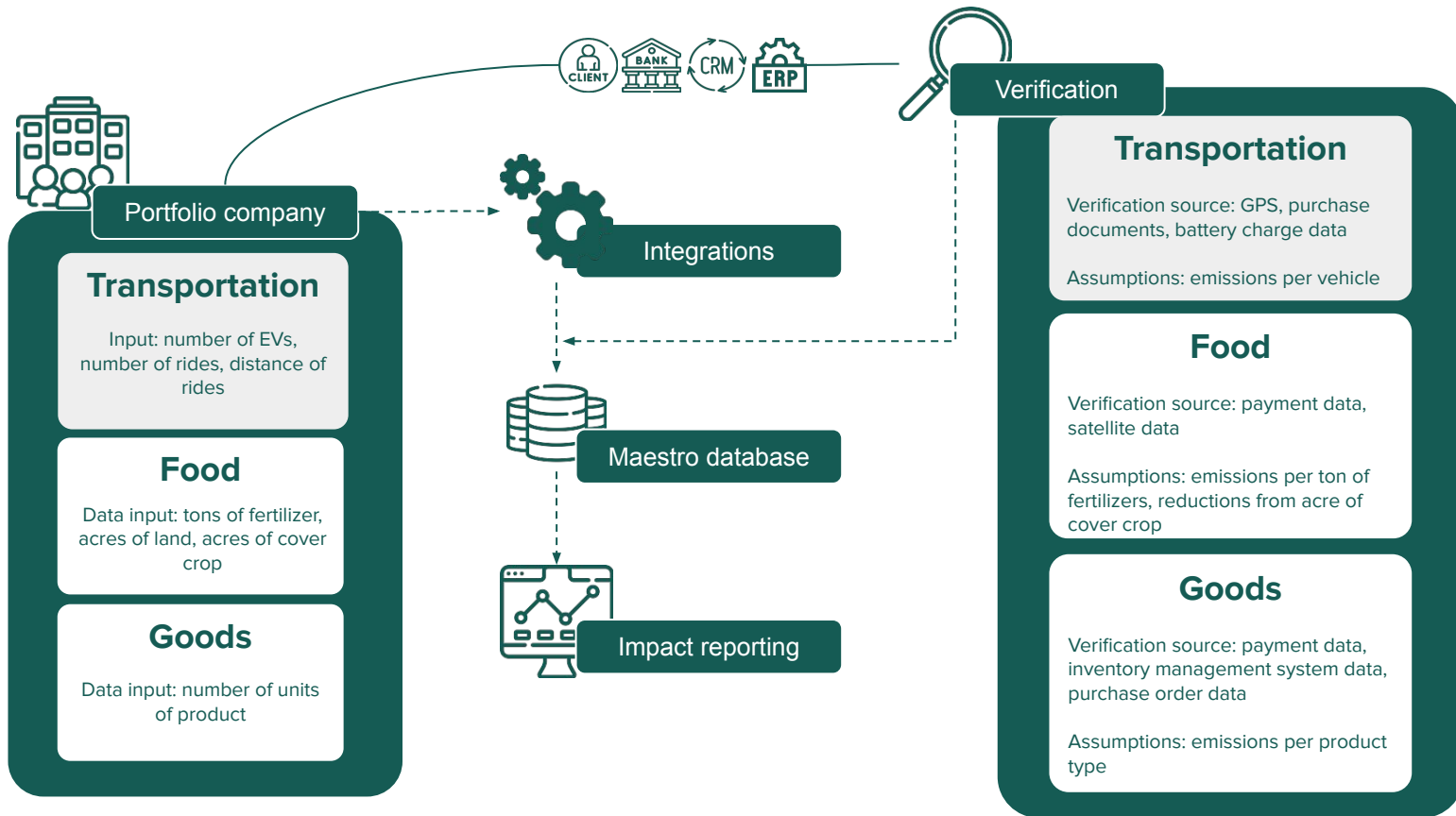
# The Lendable Decarbonization Fund





# Maestro

Tech allows measurable, verifiable results at lower cost



# Climate Focus with Development Co-Benefits

## Investment Theme

## Fund Outcomes



### Emission Reduction & Resilience

- *Reduce emissions and deforestation*
- Strengthen resilience of farmers and supply chains
- Promote adoption of insurance



### Sustainable Development

- Finance transportation alternatives
- Pollution and waste reduction
- Access to affordable clean energy



### Inclusive Development

[www.lendable.io](http://www.lendable.io)

- Income generation for poor
- Job creation for underserved communities
- Access to essential services
- *Gender equity of benefits*





# INVESTMENT OPPORTUNITY

First Close by Q1  
2024

**\$150**  
million

**\$75**  
million

**\$25**  
million

**\$10**  
million

## SENIOR NOTES

Termed debt issuances  
with up to 10y maturities

COMMERCIAL CAPITAL

50-60%

## B SHARES

Unlimited maturity with  
10y redemption option

20-30%

## C SHARES

60% raised

Unlimited maturity with  
10y redemption

CONCESSIONAL

10-20%

## GRANTS

Evergreen facility offering  
repayable grants

Sustainability Linked Loan Fund

Carbon Project  
Preparation  
Facility



# Low-Carbon Agriculture Transition Mechanism (LATM)

CREDIT FACILITY TO SUPPORT  
THE TRANSITION TOWARDS  
SUSTAINABLE AGRICULTURE

VERT

VOX  
Capital

October 2023



## TEAM RELEVANT NUMBERS



### The impact investment pioneer in Latin America

14+ years of a successful venture capital experience with a dual-purpose playbook generating positive financial results and impact



**BRL 850**  
MILLION

**6** VC Funds and  
**1** Fixed Income Fund

**60+** Invested Companies

## VERT

### Strong on the ground expertise in credit

10+ years of track record with agri structures in the Brazilian Debt Capital Markets, with structures backed by strong corporate governance standards and transparency



**160**  
TEAM #  
PEOPLE



**285**  
DEALS



**BRL 56.5**  
bln  
ISSUED



**800k**  
Installments  
processed  
monthly

**FOUNDING SIGNATORY**  
**IFACC**  
UN led initiative for sustainable agriculture through innovative financing for the Amazon, Chaco and Cerrado regions



THE PERFECT  
MATCH TO  
DELIVER  
RETURNS &  
IMPACT

---

VOX CAPITAL

---



**DANIEL IZZO**  
FOUNDER AND CEO



**GILBERTO RIBEIRO**  
CIO INVESTMENTS



**DANIEL BRANDÃO**  
IMPACT DIRECTOR



**RICARDDO AMATUCCI**  
IMPACT SPECIALIST



**JOÃO PONTEDEIRO**  
CREDIT ANALYST



VERT CAPITAL

---



**MARTHA DE SÁ**  
CO-FOUNDER & CO-CEO



**VICTORIA DE SÁ**  
CO-FOUNDER & COO



**FERNANDA MELLO**  
CO-FOUNDER & CO-CEO



**ROBSON MARTIN**  
ESG



**JOSÉ ALVES**  
STRUCTURING



## THE CHALLENGE

WORLD'S INCREASING POPULATION EXACERBATES **GLOBAL GROWING DEMAND FOR FOOD ...**

Increase in the world's population

[1]

**7.9B** | **9.7 B**  
2022 | 2050

Expected increase in food production

[2]

**>50%**  
By 2050

... AND **BRAZIL HAS ENOUGH AREA** TO FEED FUTURE GENERATIONS **WITHOUT DEFORESTATION OR BIODIVERSITY LOSS**

**155** MHA  
*PASTURE IN BRAZIL*

**81** MHA  
*DEGRADATION* [1]

**18** MHA  
*OPEN LAND IN CERRADO* [2]

**\$18** BN  
*RESTORATION POTENTIAL*

[1] UN 2022  
[2] WRI 2019

[1] Mapbiomas  
[2] TNC, 2021



**CREDIT FACILITY** TO ACCELERATE THE **SUSTAINABLE AGRICULTURE TRANSITION** AND CONTRIBUTE TO FOOD SECURITY, INCREASING AGRIBUSINESS PRODUCTIVITY AND CONSERVATION



LONG TERM  
CREDIT LINE



TECHNICAL  
ASSISTANCE



INCOME  
GUARANTEE FOR  
PRODUCERS



IMPACT  
MANAGEMENT

**DIVERSIFIED FUND** INVESTING IN IMPACT AREAS AND **MULTI SPONSOR APPROACH** COMBINED WITH **ON-THE-GROUND KNOWLEDGE** BRINGS STRONG ORIGINATION POTENTIAL

**LONG-TERM CREDIT LINES IN 4 IMPACT AREAS WITH HIGH SCALABILITY POTENTIAL**

**Pasture Recovery**

*40% of proceeds*

AGRO GALAXY

BUNGE

**Sustainable Livestock Management**

*30% of proceeds*



Marfrig

minerva  
foods

**Integrated Systems**

*20% of proceeds*



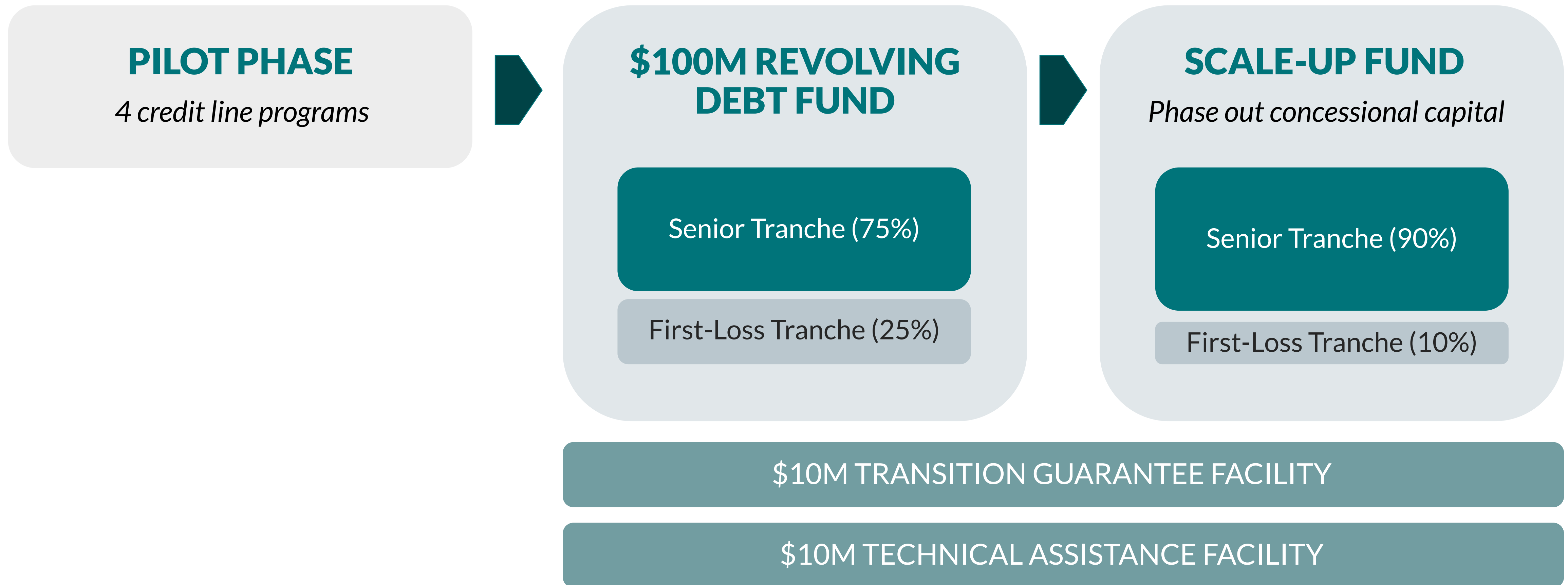
**Agroforestry and Bioeconomy**

*10% of proceeds*



POTENTIAL PARTNERS

BLENDING FINANCE **FUND THAT AGGREGATE CREDIT LINES** TO PROVIDE ADEQUATE AND **ATTRACTIVE INTEREST RATES TO PRODUCERS** AND FACILITATE **PRIVATE CAPITAL DEPLOYMENT**





# DEFORESTATION AND CONVERSION FREE INVESTMENTS WITH **IMPACT ON REDUCED EMISSIONS, SOIL IMPROVEMENT, AND INCREASED INCOME FOR FARMERS**

## COMMERCIAL PHASE (\$100M)

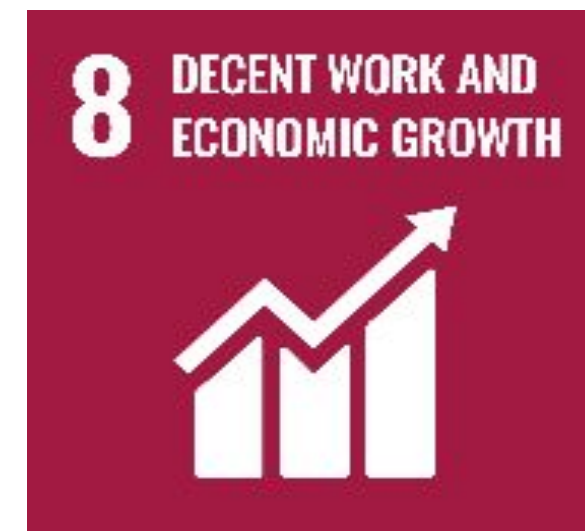
**155** MHA  
*PASTURE IN BRAZIL*

**81** MHA  
*DEGRADATION<sup>[1]</sup>*

**18** MHA  
*OPEN LAND IN CERRADO<sup>[2]</sup>*

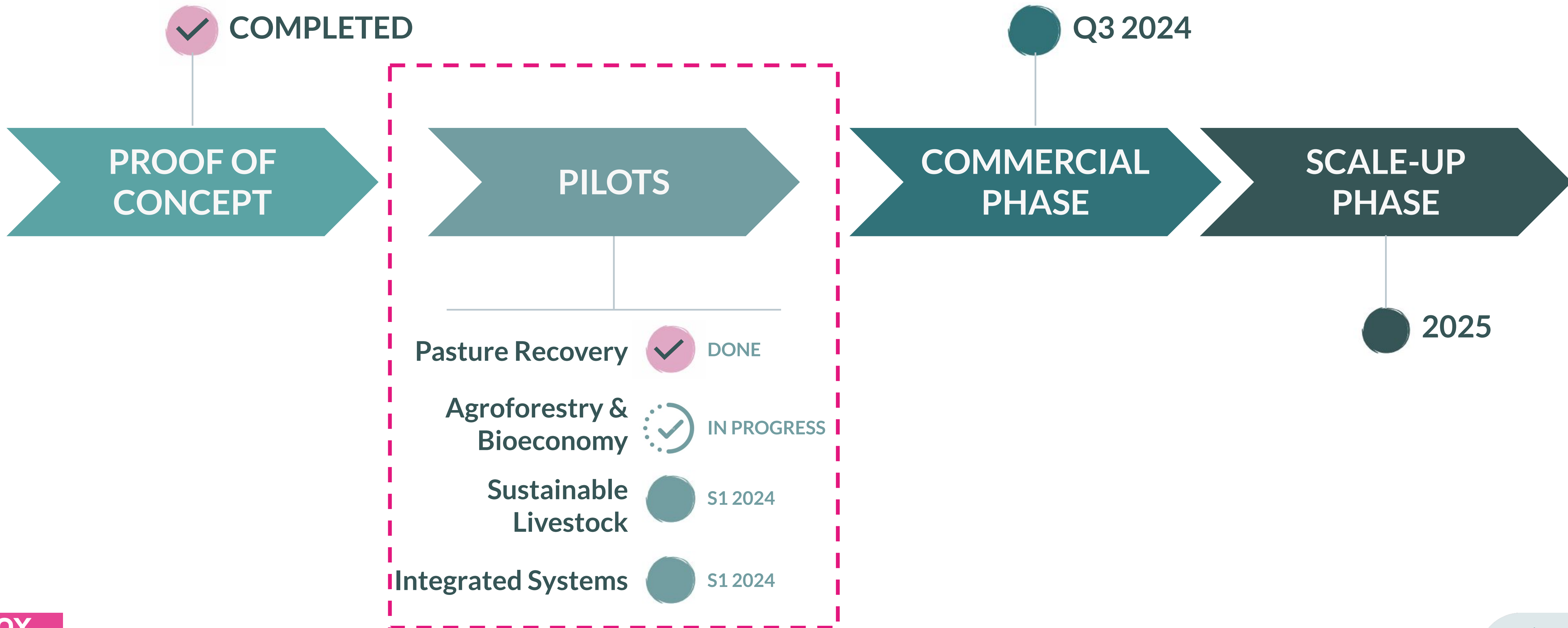
**\$18** BN  
*RESTORATION POTENTIAL*

## SUSTAINABLE DEVELOPMENT GOALS



<sup>1</sup> Ecoscurities estimate  
<sup>2</sup> based on the the *CRA Taboa impact report*

# GO-TO-MARKET STRATEGY



# INVESTMENT OPPORTUNITIES TO LAUNCH AND EXPAND CREDIT LINES IN THE FOUR IMPACT AREAS TO COMPLETE PILOT PHASE

## SCALE-UP

**Pasture Recovery**  
*Agrogalaxy Program*

USD **20**million



Concessional &  
Commercial Capital +  
Income Guarantee

## SCALE-UP & REPLICATION

**Agroforestry and  
Bioeconomy**  
*Natura Program*

USD **15**million



Concessional &  
Commercial Capital

## NEW LAUNCH

**Sustainable Livestock  
&  
Integrated Systems**

USD **20**million

Concessional &  
Commercial Capital +  
Income Guarantee



**VERT**



**THANK YOU!**

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