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.

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.

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.
Impact by the numbers

$3.5+ bn collectively mobilized by Lab solutions

$1.2 bn mobilized through the Lab network catalyzed 3x more investments

$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
Today’s investment opportunities: over USD 790 million

<table>
<thead>
<tr>
<th>Commercial Capital</th>
<th>Concessional Capital</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD 607 million</td>
<td>USD 150M</td>
</tr>
<tr>
<td>Grants</td>
<td>USD 34.5M</td>
</tr>
</tbody>
</table>
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

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**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

**Impact Financing Facility**

**Credit guarantee instrument**
- Guarantees loans in case of default

**Technical Assistance Facility**
- Capacity building to absorb loan and build credit history

**Commercial Lender**

**Social Enterprises**

**End-Users**

**Investors**
- DFI
- Philanthropies

**Grant**

**Returnable grant**
## Track Record

<table>
<thead>
<tr>
<th>Guarantees for Enterprise Working Capital loans</th>
<th>Guarantees for end-users &amp; value chain commitments</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Collateral free lending</td>
<td>✓ 248 collateral free lending</td>
</tr>
<tr>
<td>✓ Expedited credit scoring &amp; risk mitigation</td>
<td>✓ 54 loans to women &amp; 1 all-women FPO</td>
</tr>
<tr>
<td>✓ $263k loans on $85k guarantee</td>
<td>✓ Instruments – Guarantees, interest subvention, buyback assurance</td>
</tr>
<tr>
<td>✓ Over 10x follow on funding</td>
<td>✓ Generate livelihoods</td>
</tr>
</tbody>
</table>

**Ongoing pilots since 2021**

**ZERO default rates**

- 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
Risk mitigation & Guarantee pool Capitalization

$1 MILLION
GRANTS
Technical Assistance

$300 K
GRANTS
Operations, Set-up, Diligence, fundraising
Thank You!

Contact Information

Vibha Sharma, Lead – Impact Finance
vibha@villgro.org

Srinivas Ramanujam, CEO
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

Learn about the insights that guide our impact finance work
A Practitioner’s Guide to Effective Blended Finance Solutions for Social Enterprises
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

Decline in wildlife numbers since 1977

Lack of skills and capital for sustainable land management

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

Base Lease $60

Competitive lease rate $90

Annual average per hectare (USD)

- Tourism Uplift $7
- Sustainable Agri & Forestry – New $1
- Sustainable Livestock $10
- Carbon $7
- Biodiversity Credits $6
How CRLF Works

CRLF

Microfinance Facility
- Lease backed loans
- Supports growth & unlocks access to carbon and biodiversity opportunities

Private Debt Facility
- Growth financing

Technical Assistance Facility
- Supports growth & unlocks access to carbon and biodiversity opportunities

Landowners

Conservation Enterprises
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 tC02e 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

MoU signed with Conservation International
Funding Opportunities

Concessional Debt
Private Debt Facility
$ 0.3M / 6M
$ 5.7 million

Commercial Debt
Microfinance Facility
Sr. $ 0.5M / 2.5M
$ 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”
Social Infra Ventures and Cardano Development have created the first climate, gender responsive and inclusive housing platform for Africa.

**OUR TEAM**

**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

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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

Develops

Sells

Manages & Rents

Lists

Sells

PRIVATE & CONFIDENTIAL
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

PRIVATE & CONFIDENTIAL
**GO-TO-MARKET**

- **6 MONTHS**
  - Secure Land Agreements
  - Community and Technical Consultations
  - Zoning and Social Assessments

- **1 YEAR**
  - Negotiate construction finance
  - Construction

- **2-3 YEARS**
  - Delivery and start of operations

- **4+ YEARS**
  - REIT Listing
  - Construction
**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

<table>
<thead>
<tr>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
</tr>
</thead>
<tbody>
<tr>
<td>Start operations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Morocco</td>
<td>Senegal</td>
<td>Tunisia</td>
</tr>
<tr>
<td></td>
<td>Cote d'Ivoire</td>
<td>Ghana</td>
</tr>
<tr>
<td>Opportunistic approach</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Egypt</td>
<td></td>
<td>Ethiopia</td>
</tr>
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</table>
# Fundraising Opportunity

<table>
<thead>
<tr>
<th>Priority</th>
<th>Secured</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Grants</strong></td>
<td><strong>Preferred Equity</strong></td>
</tr>
<tr>
<td>$0.4 million</td>
<td>$15 million</td>
</tr>
<tr>
<td>Working capital and operational expenses</td>
<td>Seed capital &amp; capitalization of first phase</td>
</tr>
<tr>
<td>0%</td>
<td>66%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Equity</strong></th>
<th><strong>Mezzanine</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>$10 million</td>
<td>$35 million</td>
</tr>
<tr>
<td>Seed capital &amp; capitalization of first phase</td>
<td>Senior debt of first phase</td>
</tr>
<tr>
<td>20%</td>
<td>100%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Rental Facility</strong></th>
<th><strong>Rental Facility</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>$30 million</td>
<td>$30 million</td>
</tr>
<tr>
<td>Secured debt</td>
<td>100%</td>
</tr>
</tbody>
</table>
SIV

“Building Climate-Resilient, Green & Inclusive Communities”
Accelerating climate tech ventures for a resilient future

October 2023
www.thecatalystfund.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
Our thesis

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
Our active portfolio

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

- 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.
Our impact targets

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

- **20M** individuals with improved climate resilience
- **1Mt** carbon emissions mitigated
- **5M** women reached
- **10K** hectares restored or sustainably managed
- **3K** green jobs created
- **100M** liters of water conserved
- **40%** women founders
- **80%** local founders
- **$1B** follow-on capital mobilized
We are raising a $40M blended finance fund, with two concessional layers that mitigate downside risk for senior investors

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

to create a climate resilient world

For more information, contact:

**Maelis Carraro**, Managing Partner  
maelis@thecatalystfund.com

**Maxime Bayen**, Operating Partner  
maxime@thecatalystfund.com

**Karen Waithaka**, Chief Investment Officer  
karen@thecatalystfund.com
Founded in 2014 to create a more **equitable** and **sustainable** world through **data** and **finance**.

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

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

**4 funds** raised to date

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

LDF Mechanism

- Sustainability Linked Loan Fund
  - Loans w/ adjustable interest rates

- Carbon Project Preparation Facility (grants)
  - Technical Assistance for carbon projects development

SMEs & MMEs in High Emitting Sectors

- Transportation
- Energy
- Agriculture
Maestro
Tech allows measurable, verifiable results at lower cost

**Transportation**
- Input: number of EVs, number of rides, distance of rides
- Verification source: GPS, purchase documents, battery charge data
- Assumptions: emissions per vehicle

**Food**
- Data input: tons of fertilizer, acres of land, acres of cover crop
- Verification source: payment data, satellite data
- Assumptions: emissions per ton of fertilizers, reductions from acre of cover crop

**Goods**
- Data input: number of units of product
- Verification source: payment data, inventory management system data, purchase order data
- Assumptions: emissions per product type
Climate Focus with Development Co-Benefits

Investment Theme

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

www.lendable.io
INVESTMENT OPPORTUNITY

- **$150 million**
  - **SENIOR NOTES**
  - Termed debt issuances with up to 10y maturities

- **$75 million**
  - **B SHARES**
  - Unlimited maturity with 10y redemption option

- **$25 million**
  - **C SHARES**
  - Unlimited maturity with 10y redemption

- **$10 million**
  - **GRANTS**
  - Evergreen facility offering repayable grants

First Close by Q1 2024

**COMMERCIAL CAPITAL**

- 50–60%

**Sustainability Linked Loan Fund**

- 20–30%

**Carbon Project Preparation Facility**

- 10–20%

60% raised
Low-Carbon Agriculture Transition Mechanism (LATM)

CREDIT FACILITY TO SUPPORT THE TRANSITION TOWARDS SUSTAINABLE AGRICULTURE
The impact investment pioneer in Latin America

14+ years of 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

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 Bil ISSUED**

**800k Installments processed monthly**

**UNled 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

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2022</td>
<td>7.9B</td>
</tr>
<tr>
<td>2050</td>
<td>9.7B</td>
</tr>
</tbody>
</table>

Expected increase in food production

- >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
- 18 MHA OPEN LAND IN CERRADO
- $18 BN RESTORATION POTENTIAL


THE CHALLENGE

WORLD’S INCREASING POPULATION EXACERBATES GLOBAL GROWING DEMAND FOR FOOD ...

Increase in the world’s population

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- 18 MHA OPEN LAND IN CERRADO
- $18 BN RESTORATION POTENTIAL

THE SOLUTION

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.

**Pasture Recovery**  
40% of proceeds

**Sustainable Livestock Management**  
30% of proceeds

**Integrated Systems**  
20% of proceeds

**Agroforestry and Bioeconomy**  
10% of proceeds

Long-term credit lines in 4 impact areas with high scalability potential.

Potential Partners:

- Agrogalaxy
- Bunge
- Marfrig
- Minerva Foods
- CAAPORÁ
- Regai
- Impact Bank
- INOCAS
BLENDED FINANCE FUND THAT AGGREGATE CREDIT LINES TO PROVIDE ADEQUATE AND ATTRACTIVE INTEREST RATES TO PRODUCERS AND FACILITATE PRIVATE CAPITAL DEPLOYMENT

PILOT PHASE
4 credit line programs

$100M REVOLVING DEBT FUND

- Senior Tranche (75%)
- First-Loss Tranche (25%)

SCALE-UP FUND
Phase out concessional capital

- Senior Tranche (90%)
- First-Loss Tranche (10%)

$10M TRANSITION GUARANTEE FACILITY

$10M TECHNICAL ASSISTANCE FACILITY
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\(^1\)

- **18 MHA**
  - OPEN LAND IN CERRADO\(^2\)

- **$18 BN**
  - RESTORATION POTENTIAL

**SUSTAINABLE DEVELOPMENT GOALS**

- **8** DECENT WORK AND ECONOMIC GROWTH
- **12** RESPONSIBLE CONSUMPTION AND PRODUCTION
- **13** CLIMATE ACTION
- **15** LIFE ON LAND

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\(^1\) Ecoscurities estimate  
\(^2\) based on the CRA Taboa impact report
GO-TO-MARKET STRATEGY

PROOF OF CONCEPT

PILOTS

- Pasture Recovery: DONE
- Agroforestry & Bioeconomy: IN PROGRESS
- Sustainable Livestock: S1 2024
- Integrated Systems: S1 2024

COMMERCIAL PHASE

- Q3 2024

SCALE-UP PHASE

- 2025
**FUNDRAISING**

**INVESTMENT OPPORTUNITIES**

To launch and expand credit lines in the four impact areas:

1. **SCALE-UP**
   - **Pasture Recovery**
     - *AgroGalaxy Program*
     - USD 20 million
     - Concessional & Commercial Capital + Income Guarantee

2. **SCALE-UP & REPLICATION**
   - **Agroforestry and Bioeconomy**
     - *Natura Program*
     - USD 15 million
     - Concessional & Commercial Capital

3. **NEW LAUNCH**
   - **Sustainable Livestock & Integrated Systems**
     - USD 20 million
     - Concessional & Commercial Capital + Income Guarantee

**FUNDRAISING**

**INVESTMENT OPPORTUNITIES**

To complete pilot phase:

- USD 20 million
- USD 15 million
- USD 20 million

Concessional & Commercial Capital + Income Guarantee
THANK YOU!

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The Lab will select a record 10 ideas to develop in 2024.

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