



CLIMATE  
POLICY  
INITIATIVE

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## Portfolio Series: Asia

9th April 2026

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# Climate Policy Initiative

We are analysts and advisors with deep expertise in policy and finance.

**We help governments, businesses, and financial institutions drive economic growth while addressing climate change.**

We are unique in our focus on finance, our ability to get the right people to the table, and our analytical rigor.

# We bring local expertise, informed by global perspective

## 8 offices across the world

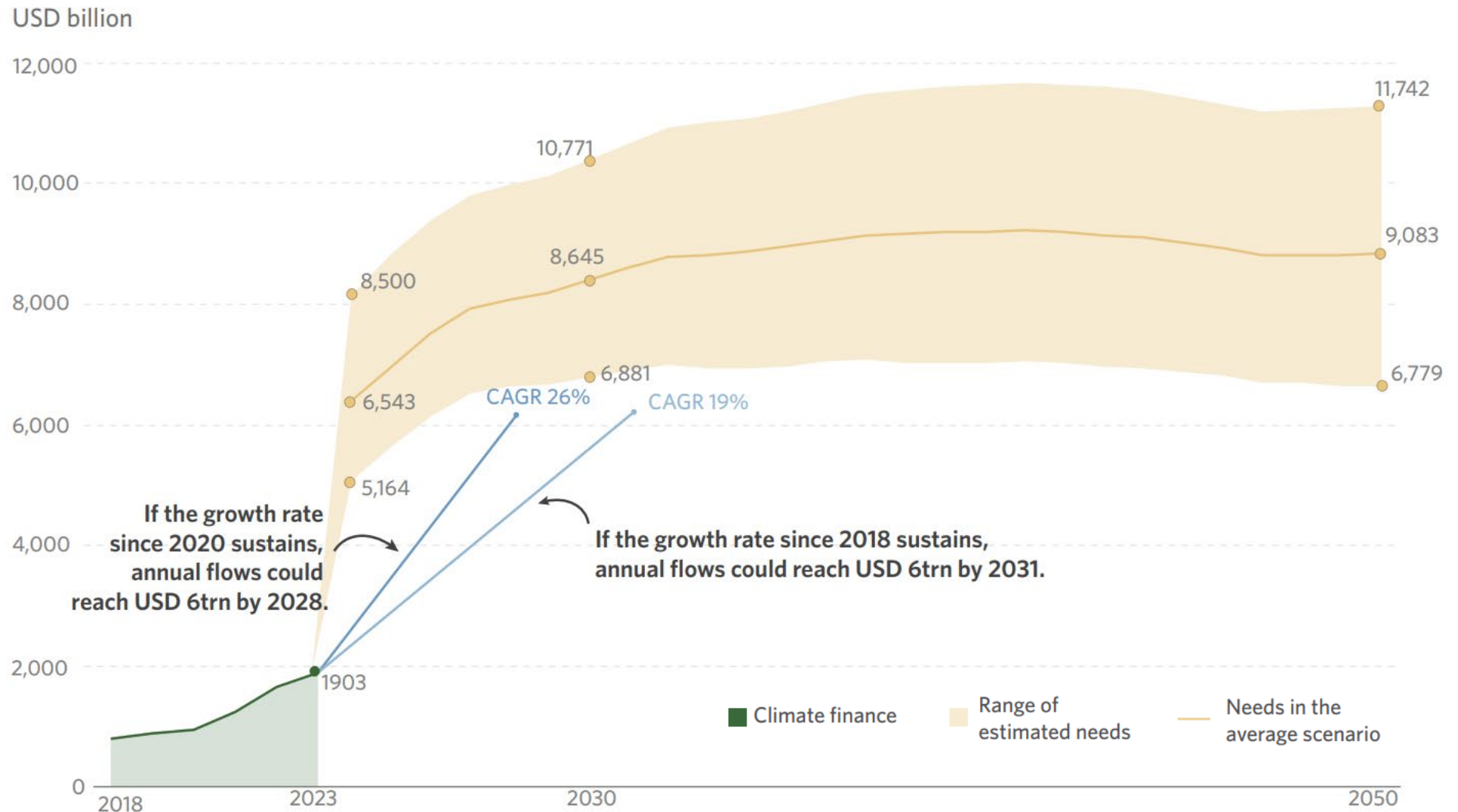
And projects in other locations with high potential for impact.



# Limiting warming to 1.5°C requires a massive investment

USD 6.3 trillion per year is needed for climate finance through 2030.

Source: [Climate Policy Initiative's Global Landscape of Climate Finance 2025](#)



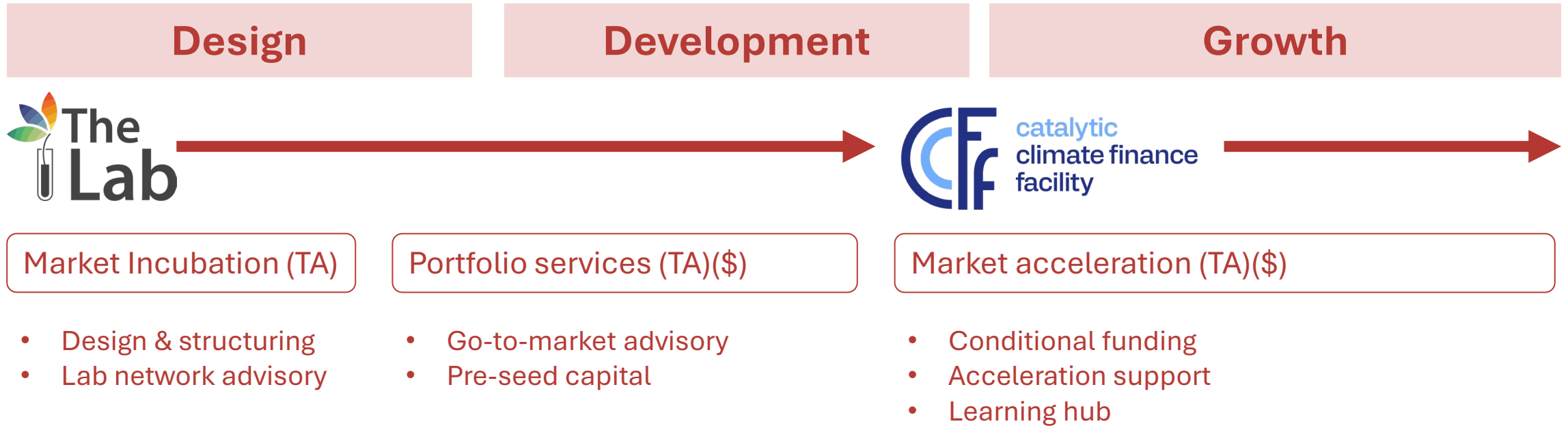


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## Key trends shaping climate finance in Southeast Asia

- Most Southeast Asian countries continue to heavily rely on international capital.
- The SEA region (including India) received **USD76 billion** in mitigation finance in 2023 ; less than one-tenth needed annually through 2030.
- Energy systems received USD 36 billion in mitigation finance in 2023, yet current flows cover as little as **5% of what is required.**

# Incubating & Scaling Climate Finance



**Results**

-  **\$4.4 billion+**  
Capital mobilized
-  **100+**  
Financial vehicles
-  **1,700+**  
Pipeline reviewed
-  **50%+**  
Mobilization rate

# Singapore Sustainable Finance Association (SSFA)

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# Building a Vibrant, Trusted and Inclusive Sustainable Finance Ecosystem in Singapore

## Objectives:

### Ecosystem Development

Galvanise the development of sustainable finance ecosystem and **promote best sustainable finance practices** in Singapore

### Real Economy Collaboration

Facilitate collaboration between the **financial and non-financial** sectors for sustainable finance to support the low carbon transition and sustainable economic growth of Singapore and the region

### International Collaboration

Bolster Singapore as an **international thought leader** in sustainable finance

### Capacity Development

Support the deepening of sustainable finance **capabilities** for the industry in Singapore

## Membership

SSFA welcomes participation from financial services, non-financial sector corporates, academia, non-governmental organisations, policymakers and other industry bodies.

**111** SSFA Members  
across Stakeholder  
Groups

**18** Executive  
Committee  
Members from FIs

**90** General  
Members

**3** Associate  
Members

**7** Pioneering  
Ecosystem Partners

## Thematic Areas & Priorities

Carbon  
Markets

Transition  
Finance

Blended  
Finance  
& Impact

Natural  
Capital &  
Biodiversity

Taxonomy

Adaptation  
&  
Resilience

Potential Deliverables: Policy Development; Products & Solutions; Capacity Building & International Collaboration

# SSFA Thematic Areas

## Carbon Markets

Aim: Propose and, where possible, enact initiatives to establish Singapore as a leading carbon services and trading hub supporting APAC

### Three-prong approach:

- **Demand:** How can clear, credible guidance on the use of carbon credits help unlock demand from corporates and financial institutions?
- **Supply:** How do we scale bank and debt financing, and investments into high quality carbon and nature projects in the region whilst overcoming bankability concerns?
- **Interoperability:** How can the Singapore carbon market ecosystem support the regional harmonisation of carbon related frameworks, whilst accounting for country specific national prerogatives?

## Transition Finance and Taxonomy

Aim: Develop a conducive ecosystem for transition finance in order to mobilise and scale up transition finance in support of Asia's net zero transition and establish Singapore as a regional hub for transition finance

### Three-prong approach:

- **Entity-level:** How can SSFA facilitate companies to begin their transition journey, and demonstrate the business and financial value of credible, implementable plans?
- **Sectoral-level:** What are the structural and systems level interventions and instruments needed to facilitate transition at a sectoral level? (i.e., Real estate decarbonisation, ASEAN Power Grids)
- **Activity-level instruments**

## Blended Finance & Impact

Aim: Dedicated to advancing and implementing initiatives to establish Singapore's thought leadership as a global hub for blended finance

- SSFA plays a critical role in convening the ecosystem of blended finance participants, including FIs, public actors, and concessionary capital providers in order to **help to crowd in catalytic capital.**
- Through a series of focus group discussions, five problem statements on barriers to regional deployment of blended finance at scale were identified: Lack of investable project pipelines, Insufficient intermediary support, Limited industry frameworks and standardisations, Missing impact lens that impedes trust-building, and Capacity building across the ecosystem

## Natural Capital & Biodiversity

Aim: Establish Singapore as a leading hub for financing and investing that drives nature-positive outcomes

### Ecosystem Overview

- SSFA launched the Financing our Natural Capital white paper, a practical guide for FIs to get started on nature financing in Southeast Asia
- Three key sub-thematics:
  - Nature-related Risks across Supply Chains and Portfolio Companies
  - Integrating Nature and Biodiversity Data into Financial Decision-making
  - De-risking and Scaling Nature-positive Solutions

## Adaptation & Resilience

Aim: Support the scaling of adaptation strategies and resilient practices through knowledge sharing, financing mechanisms, and ecosystem partnerships across Singapore and Asia

### Approach and Problem Statements

- **Risk** – Physical climate risks pose tangible threats to assets, supply chains and business operations. Where are the areas where risk is present, and what are the ways to manage these risk?
- **Opportunities** – How can companies integrate adaptation and resilience measures into business and investment decisions? What financial solutions can be utilised to capitalise on emerging opportunities?

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# Lab and CC Facility Portfolio



# ASRF



# Climate Shocks Trap Filipino Smallholders in Poverty Cycles

**10M+**

Smallholders face extreme weather events

**\$136M**

Annual Losses (Typhoons, Drought)

**2.6%**

Percentage of Sector Covered by Bank Lending

**Ka Felix**

*Farmer*

*Lian, Batangas*

Climate shocks → Crop Loss → No Credit →  
No Resilience → Increase Vulnerability

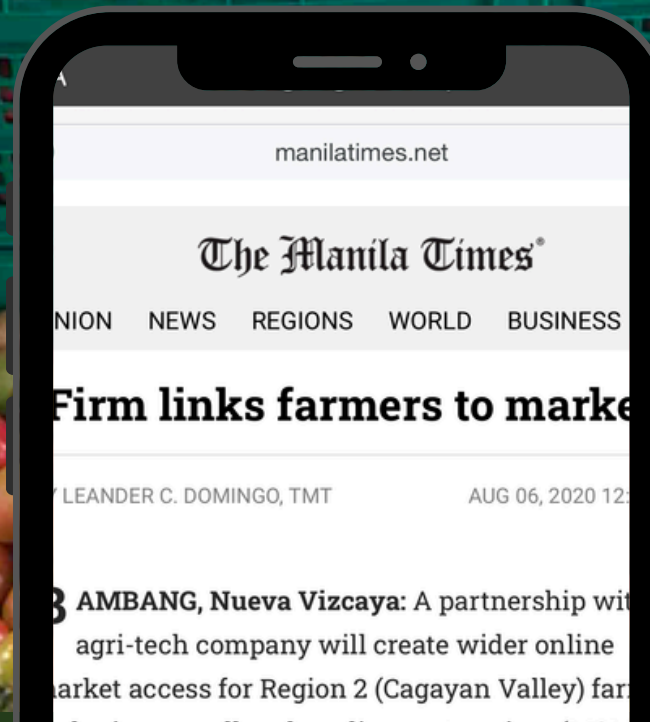
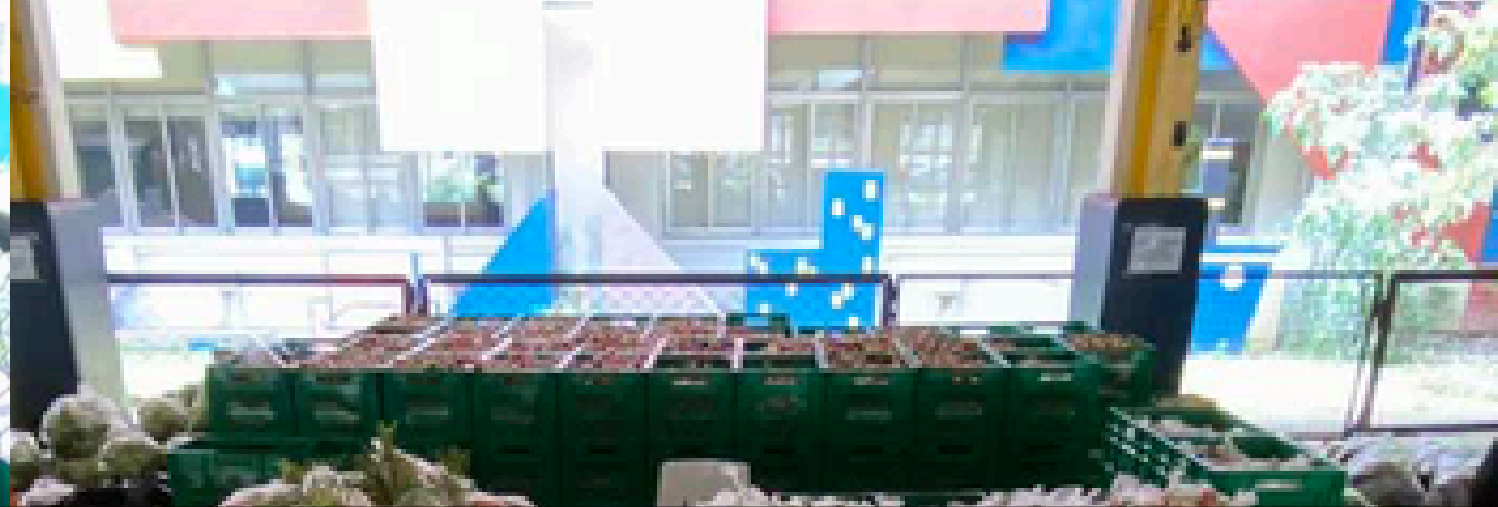


# Our Solution: Blended Debt with De-Risking Tools



**Boosting rural incomes, resilience, and productivity**

# Market Leader in the Philippines



# Ahead of the Curve: Market Traction

**144,000+**

Smallholder Farmers & Fisherfolks

**1,443+**

Number of B2B Stores/Touchpoints Covered

**23+**

Cities and Municipalities Covered (NCR + Cavite, Laguna, Rizal, Bulacan, Pampanga)

## Trusted by PH's Biggest B2B Brands



# Cultivating Impact: 35,000 Smallholder Borrowers by 2030

30-50%

Boost in Rural Incomes

70%

Climate-related Losses covered by Parametric Insurance

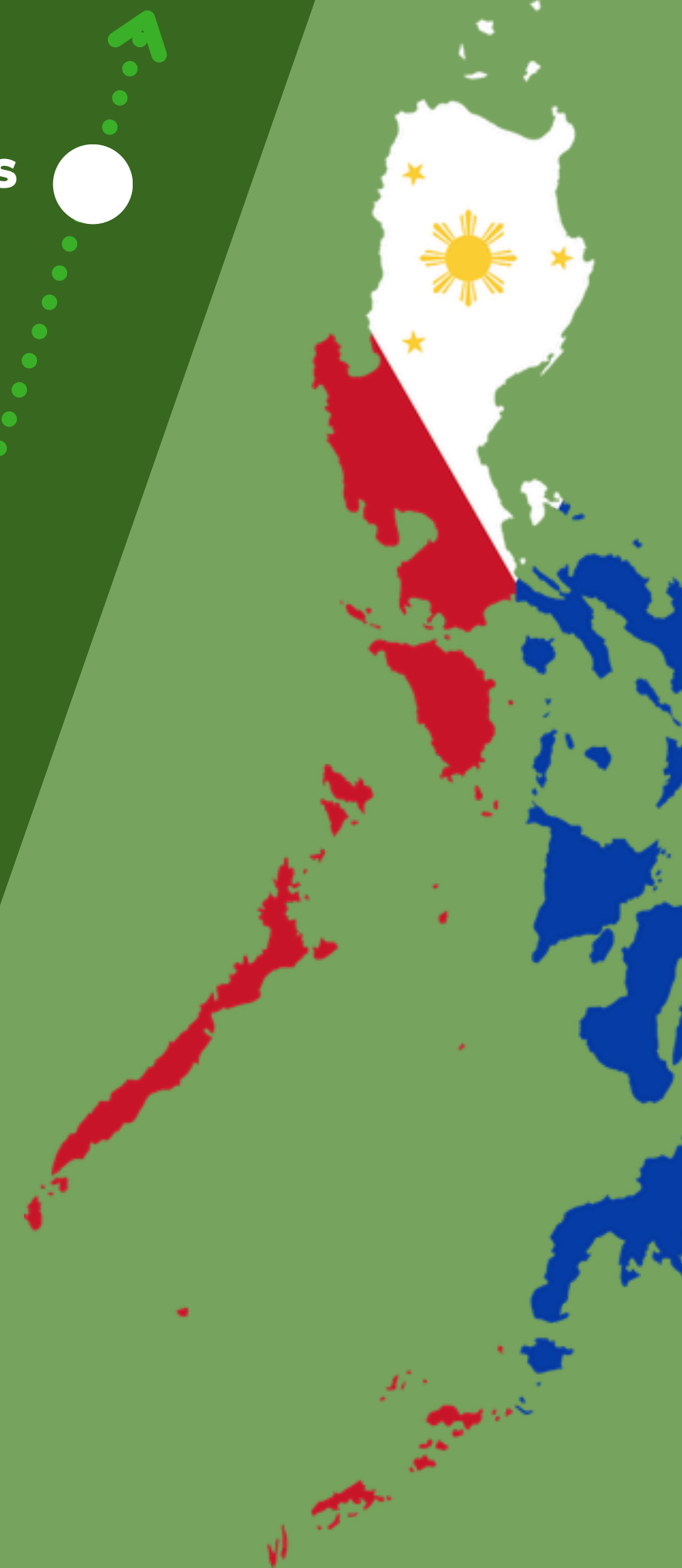
33,000

Tons of CO2 Reduced Annually

Year 5  
35,000 smallholders

Year 3  
15,000 smallholders

Year 1  
2,800 smallholders



# Investment Roadmap:

## De-Risked Scaling Strategy (30 Cooperatives Across the Philippines within 5 Years)



Taloy Farmers MultiPurpose Cooperative (partnership with MAYANI featured by World Bank)



# Best-in-Class Partnerships Ecocystem : Backing of UK FCDO, GCash, Bayan Group, and HSBC



**BANKING & FINANCE**

### GCash, agrifisheries platform Mayani to offer loans to rural farmers, fisherfolk

They will jointly underwrite and facilitate loans to Mayani's 144,000-strong network.

Philippine-based payment super app GCash has partnered with agrifisheries platform Mayani to push for financial inclusion amongst small farmers and fishers.

GCash and Mayani will jointly underwrite and jointly facilitate loans for organized farmers and fisherfolk, as well as help them

**INSIDER PH**

### UK funds climate insurance pilot for Filipino fisherfolk

**AgTechNews.com**

## HSBC Funds Bayan-Mayani Push for Smallholder Climate Resilience

**Manila, July 10, 2025** — HSBC Philippines has provided philanthropic funding to support Philippine smallholder farmers and fisherfolk in adapting to climate change. This initiative is in partnership with the Bayan Family of Foundations and agri-fisheries platform Mayani.

# Cold Chain Solutions



# Commercial Capital



# Best-in-Class Partnerships Ecocsystem



# Technical Assistance



# Parametric Insurance



# Market Offtake

\*discussion with their GAIA Fund

# Our Assymmetric Advantage

**JT SOLIS**  
**Co-Founder & CEO**  
 Ex-Partnerships Head, Kerson CAPITAL HK  
 Fellow, Amplifier of Temasek Trust-PAA-CIIP

**JEFF BARREIRO**  
**Founder & Exec. Chairman**  
 Acumen SEA Fellow, 1X Exit, Seasoned Entrepreneur

**150+ Years of Deep Domain Expertise in Philippine Agriculture, Tech, and Financing**

**OCHIE SAN JUAN**  
**Co-Founder & Chief Farmer**  
 30 years Farmer, Agriculturist, and Farm School Prof

**ATTY. RONALD DIME**  
**Co-Founder & Chief Legal Counsel**  
 Top 100 Lawyer PHL, Regulatory Expert

**PATRICK TOLENTINO, MBA**  
**CMO**  
 Ex-CMO, Samsung PHL  
 Consultant, ADB

**ANDREI DELA CRUZ**  
**Co-Founder & CTO**  
 Full-stack Software Engineer for Global Platforms



Backed by



**Reshape rural agri-value chains in the Philippines.  
Join our Blended Debt Fund.  
Expand the movement.**

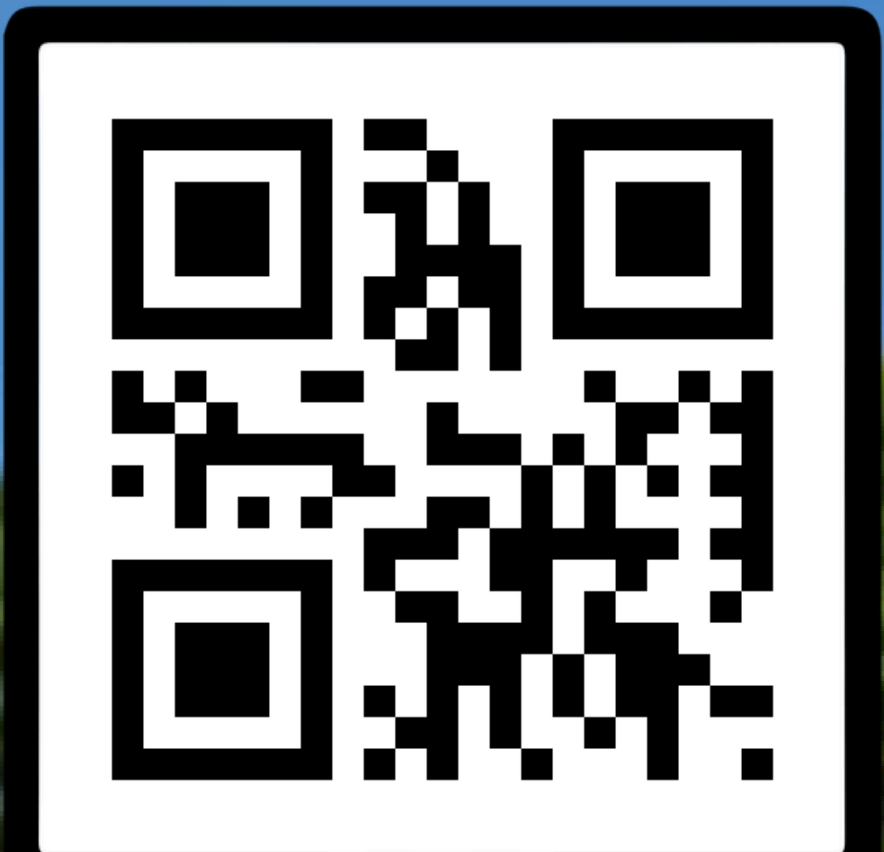
**Looking  
for partners**

**\$22.5M  
Blended Debt Fund**

**\$12M Commercial  
\$6M Concessional  
\$4.5M First-loss**

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**\$2.5M  
Technical Assistance**



**Scan me!**

**jt@mayani.ph**

# Price Risk Facility



**AGTUALL**

## Price Risk Facility

Protecting farmer incomes and de-risking lending

April 9th 2026

▶ Agtuall is founded in 2021. Core team in risk management, agri-banking and technology in India and Netherlands.



**Martine Jansen**

Partnerships Lead



**Vikram Sarbajna**

CEO & Founder



Rabobank



Rabobank



### Clients and Partners :



**8** core members

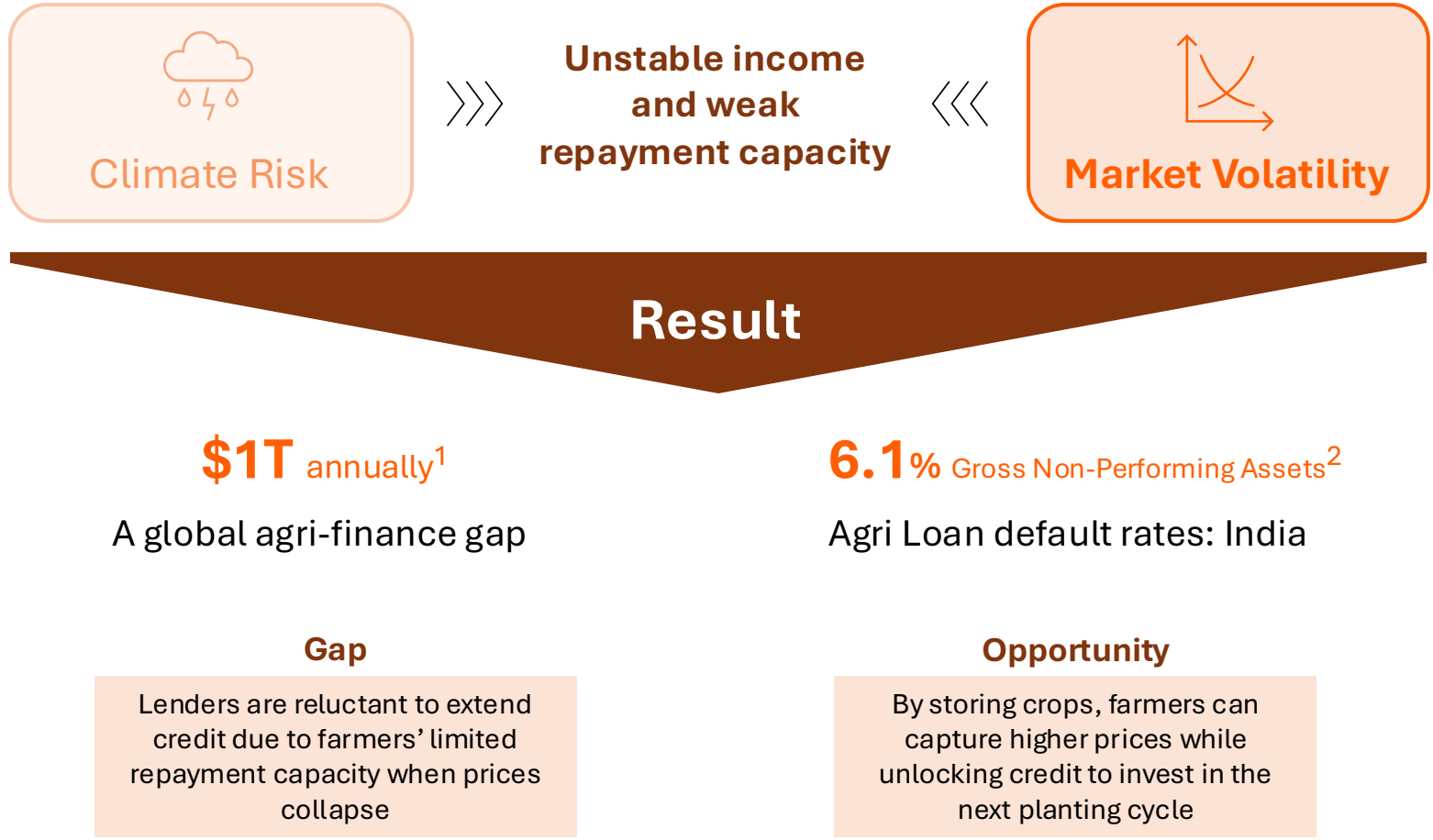


**Expertise:** Risk Management, Agri-banking, Technology



**Based in** Netherlands & India

# ▶ 500 million smallholder farmers are underserved by formal credit. Price risk is a critical challenge rarely addressed.



<sup>1</sup><https://www.climatepolicyinitiative.org/wp-content/uploads/2024/11/The-Triple-Gap-in-Climate-Finance-Needs-for-Agrifood-Systems.pdf>  
<sup>2</sup><https://www.outlookmoney.com/banking/loan/agriculture-sector-records-highest-bad-loans-at-610-per-cent-says-rbi-report>

▶ Agtuall connects banks and insurers to de-risk agri-lending through embedded price insurance. **An industry-first product.**



A parametric price insurance product that protects farmers if prices fall below a predefined threshold during storage.

### Result



**20%** increase in loan disbursement



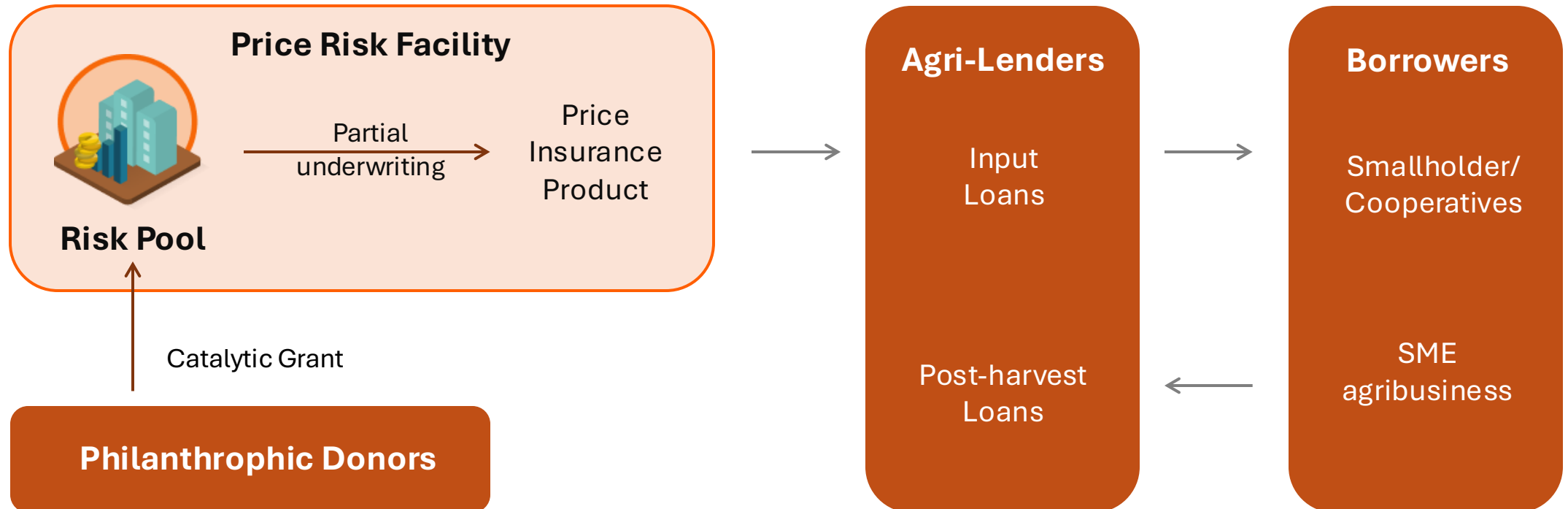
**15-25%** increase in farmer income

Partners :



Shell Foundation | 

- ▶ Agtuall provides the **intelligence layer** and **risk pool capital** to enable banks and insurers to act with confidence.



Risk pool covers 10–30% of insurer payouts to accelerate adoption and market confidence.

# ▶ De-risking lending to create a sustainable chain that unlocks value for all players involved



## Farmers

- LTV ratios jump from ~65% to 80–85%
- Ability to store grains and sell at better prices
- Access to formal credit for the first time

22,000 farmers impacted <sup>1</sup>

Worked with 74 FPO's <sup>2</sup>



## Financial Institutions

- Lower portfolio risk with verified, insured collateral
- Ability to expand into underserved agri segments,
- Higher loan volumes with better risk-adjusted returns

We have partnered with **Two banks**.

MoU to be signed with 2 additional banks.



## Insurers

- Data-driven agri risk product with structured deal flow
- Enter a market that was not possible to price
- Recurring pipeline via bank partnerships

We are partnering with **TWO** insurance companies.



## Price Risk Facility

1. Including farmers to be impacted with in the second quarter (May– Sep 2026)  
 2. Including FPO's to be worked with in the second quarter (May– Sep 2026)

# ▶ A proven model in India, ready to scale across Asia and beyond

## Achievements in 2025



Pilots completed with  
**1 commercial bank** &  
**2 NBFCs** in India



**\$5M** in loans  
disbursed, 11,800  
farmers protected



Affordable premiums  
and proven  
commercial viability

## Pipeline in 2026



Collaborating with a leading Global Food & Agri Bank to embed product at scale for smallholders



Kenya (maize) pilot launching Q2 2026 — first Africa replication



Onboarding 5+ new lenders & insurers across India



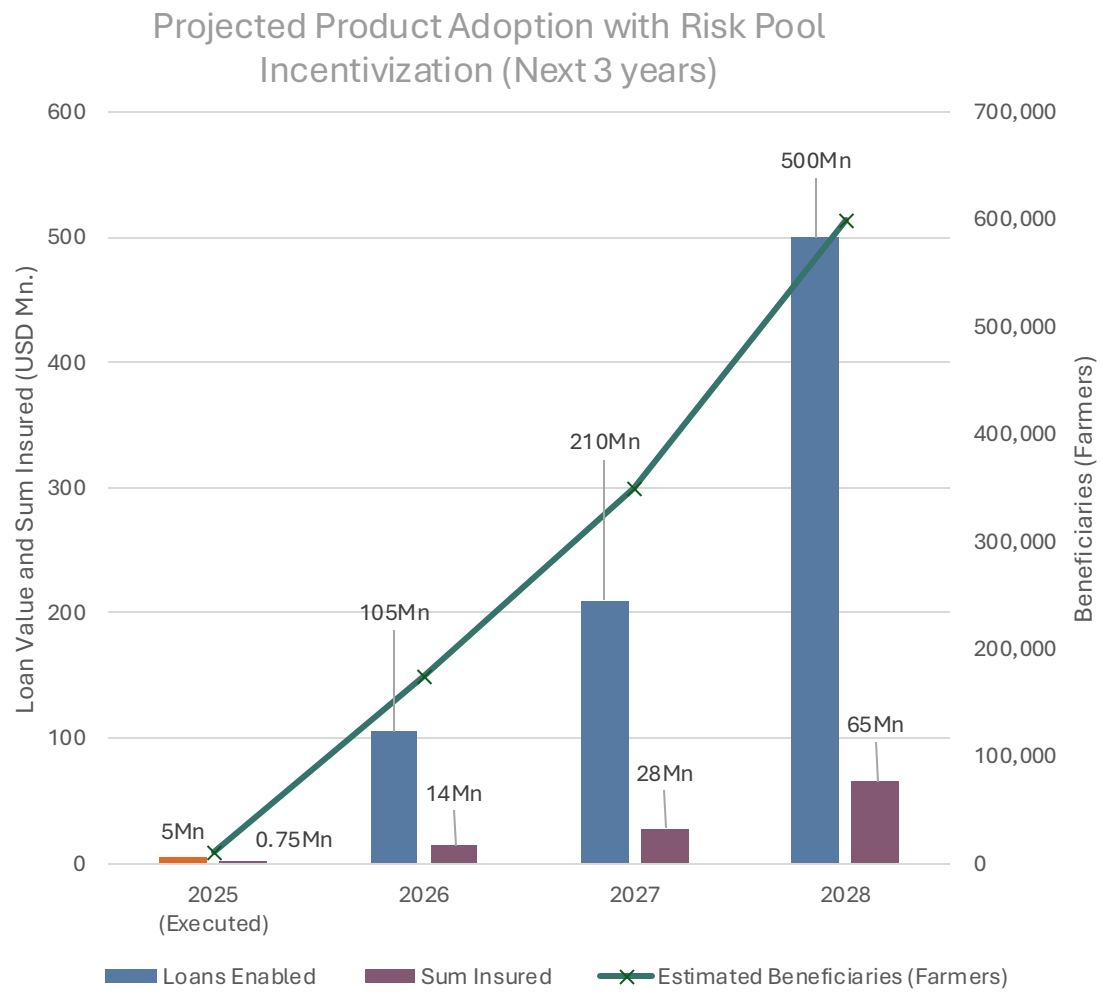
Integrating with input loans to protect income at harvest



### Ambition by 2028

\$500M for 600,000  
farmers.

# ▶ Agtually is seeking grant providers to invest **2M** to capitalize the risk pool and **unlock 500M USD** in smallholder farmer loans by 2028.



 Risk pool covers **10–30%** of insurer payouts to accelerate adoption and market confidence.

Drives measurable impact across:




**AGTUALL**

**Thank you.**

**We look forward to **scaling**  
**financial access for**  
**smallholders together.****

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[martine@agtuall.com](mailto:martine@agtuall.com)



# APPENDIX

# ▶ Agtually specialises in turning climate and market data into underwriting intelligence and embedded insurance

**50+** weather datasets updated daily from multiple sources



**10+** commodity price data updated daily using multiple sources



**15+** countries covered in Asia & Africa demonstrating scale & stability



## Platform for Risk visibility

Combines historical and real-time climate & commodity data  
Provides lenders and insurers with a shared, data-driven view of exposure

## Insurance for Risk protection

Translates risk data into parametric insurance products  
Embedded in loans to protect both lender and borrower

# FTB Green Credit Facility

# FTB GREEN CREDIT FACILITY

APRIL 9<sup>TH</sup>, 2026

Confidential

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**វិនិយោគដើម្បីអនាគត**  
INVESTING IN THE FUTURE





# The Team

**10 CORE MEMBERS**  
with the support from  
FTB team across relevant  
departments.

- Highly experienced leadership with deep banking and finance expertise, include senior executives.
- Strong multidisciplinary capabilities supporting sustainability, risk, and strategic growth, with proven track records in credit risk management, ESG assessment, CSA, impact investment, gender-responsive HR leadership & green facility design.





# The Market Barriers

## ❖ Fund mismatch:

- Climate solution projects need low cost of fund and long payback
- Mismatch with banks' relatively shorter-term funding

## ❖ Perception of High Risk:

- Climate Risk: seasonal, climate events
- Financial Risk

## ❖ Capacity gaps in assessing green loans

## ❖ Heavy reliance on DFIs funding over domestic capital

## ❖ Cambodian Nationally Determined Contributions (NDC) 3.0 targets:

- 55% GHG reduction by 2035 under a conditional scenario, with 160+ measures across cross-cutting themes
- Est. @\$32.2Bio investments needed from 2026-2035



# Innovative Solutions

01

Blended: Commercial capital, concessional line of credit, guarantee package and grant for TA

02

Concessional funds transparently reduce borrower costs and extend tenors

03

Risk-sharing arrangements for credit enhancement and encourage lending

04

TA to de-risks early-stage project development, strengthening capacity and impact monitoring

05

Lower margin for green loan compared to non-green loans

06

Replicate and scale the recent successful blended finance model.



# FTB Green Credit Facility

## Blended USD160 million Facility

- US\$80 million concessional fund

- US\$80 million commercial capital, supported by USD5 million TA facility (include private capital mobilized from domestic market and lenders)

Trade Finance  
Capex Loans  
Working Capital

Green Credit Guarantee

### Focused Areas:

- **Renewable Energy:** solar power, wind energy, hydroelectric
- **Energy Efficiency:** energy-efficient building, machinery, technology adoption
- **Clean Transportation:** electric vehicle, charging station, and green logistics,
- **Green Building:** eco-friendly construction, green-certified building, smart energy system
- **Sustainable Agriculture**

### SDGs Contribution





# Impact



## Key Climate-Focused

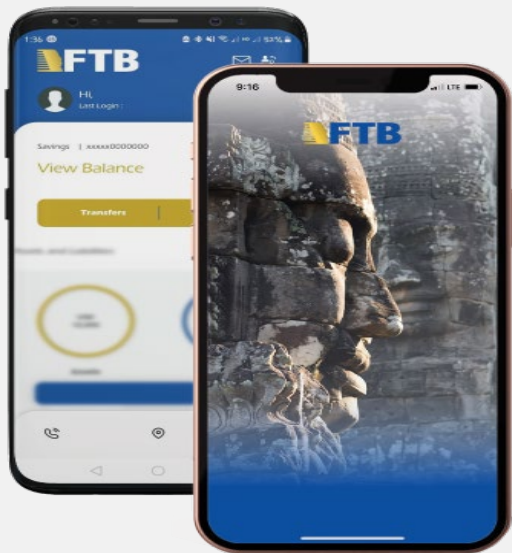
- 200,000 tons CO2 reduction annually
- Renewable Energy generation: 200 MW
- Energy consumption 20% savings

## Socio-Economic Metrics

- 5,000 jobs created, 30% is for women and rural communities.
- 100,000 low-income households improve access to clean energy/water

## Ultimate Beneficiaries

- Low-cost loans for business start up and expanding
- Women Entrepreneurs



Experience with Cambodia's outstanding mobile banking app now.



# Thank You! Q & A

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ftbcambodia



# SEA Fund



CLIMATE  
EDGE

SEA FUND

Investor Presentation

April 2026

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Harnessing Technology  
for Climate Action

# SOUTHEAST ASIA MARITIME DEBT & INNOVATION FUND


Artesian Overview

<b>2004</b> Artesian founded	<b>2012</b> VC business launched
<b>1.4B</b> Total AUM	<b>600+</b> Startup Investments
<b>775M</b> Debt AUM	<b>630M</b> VC AUM
<b>40</b> Total Staff	<b>9</b> Global Offices


Asia Pacific Focus with a Global Perspective



Credentials



Australia Sustainability Fund Manager of the Year




Best New Ethical Fund (2024)

Signatory of:



UNPRI Signatory



Certified B Corp



Financial & Strategic Investors

Artesian manages money for financial & strategic investors:

- Government organizations
- Pension & super funds
- Corporations & industry groups
- Universities & research institutes
- Family offices & foundations



- **New Energy Nexus Southeast Asia:** Established climate startup accelerator programs in all major SEA cities + regional VC fund.
- **Ocean Edge Program:** researched innovation and decarbonization practices at 20 ports around the world.



John McCartney  
Founding Partner,  
Artesian



Mark Bytheway  
Director of ESG,  
Artesian



Hendrik Tiesinga  
Founder,  
Climate Edge

Southeast Asia is uniquely exposed to climate change, with a high density of the population living within 1-2 meters above sea level and the majority of the region's economic activity reliant on sea borne trade.

### Southeast Asia Challenge

**100+ million people living within 1-2 meters above sea level**

Rising temperatures to have a uniquely acute effect on the Southeast Asian region due to the high density of the population living within 1-2m of sea level and the gravitation effects rising sea level will have at the equator.

**Majority of the economic activity reliant on sea borne trade**

Critical port infrastructure is the life blood of economic activity and the main source of income for the region. Southeast Asia has a high geographic concentration of ports and is home to 18 of the 35 global shipping companies.

### Market Opportunity

**\$40B+**

Total TAM

**90%**

Trade By Sea

- Southeast Asia's strategic position in global trade creates unprecedented demand to solve for climate impacts
- Region requires capital to upgrade infrastructure and investments into new technologies that will solve the challenges resulting from a changing climate



### The "Missing Middle"

No financing bridge between venture capital and commercial debt for FOAK clean energy deployments.

### Valley of Death

Few reliable off-takers for new technologies, leaving startups stranded.

### Fragmented Ecosystem

Limited startup activity and VC investment in maritime climate tech. Innovation siloed.

### Misaligned Capital

Existing lenders not structured to support maritime innovation to climate solutions.

## How SEA-Fund Addresses These Barriers

### Bridge the Middle

Blended finance connects venture to deployment

### Unite Ecosystem

Multi-stakeholder coalition breaks down silos

### Guarantee Off-take

Infrastructure projects provide built-in customers

Debt Fund: USD 500M public & private debt fund backing maritime infrastructure, commercially-ready pilot solutions, Green / Blue bonds

**6-8%**

Target Yield

**A-Rated  
Senior Debt**

Capital Focus

Maritime Innovation Fund: USD 50-100M venture fund backing scalable technology ventures enabling climate adaptation and decarbonization in Southeast Asia's \$400B maritime value chain

**20-25%**

Target IRR

**>3x**

TVPI Target

**Seed → C**

Stage Focus

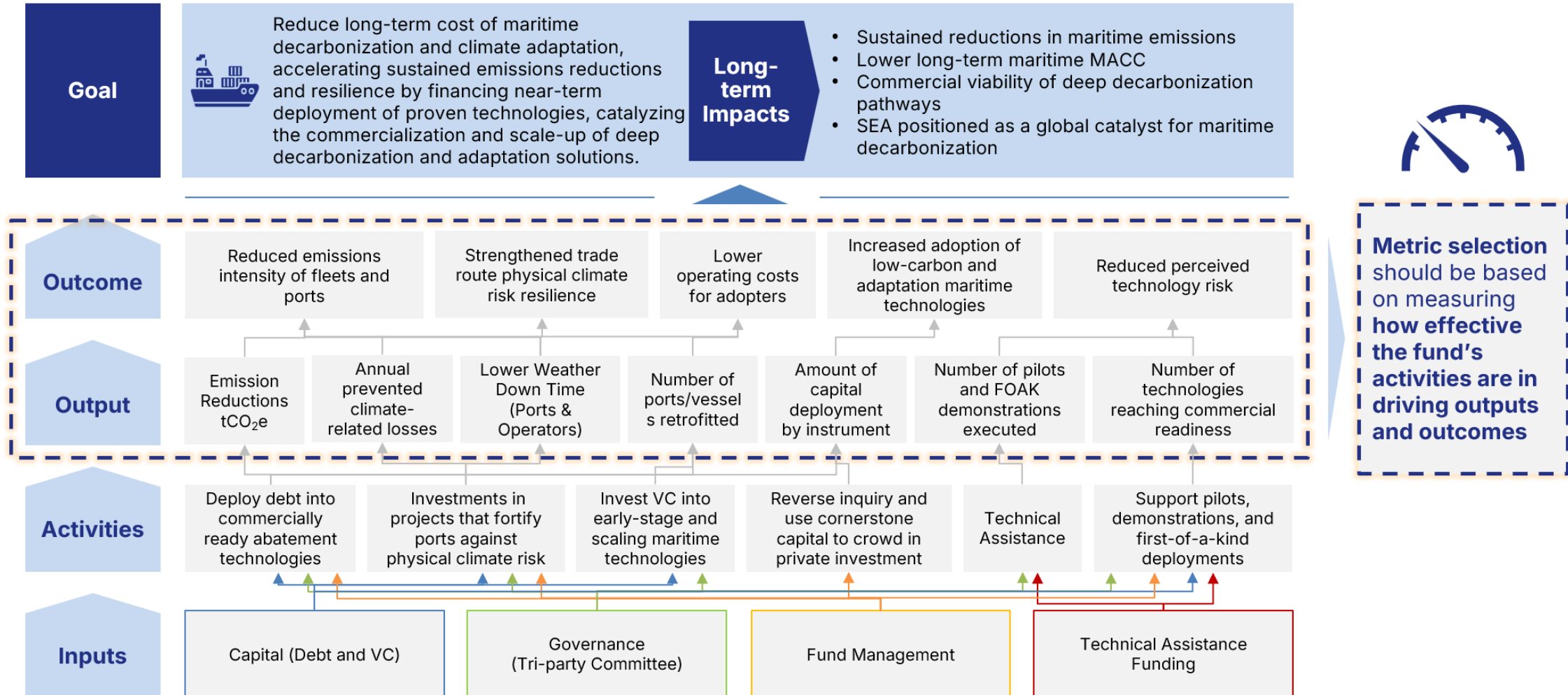
SEA Debt Fund	
<b>Fund Size</b>	\$500 million
<b>Fund Term</b>	12 yrs (7yr lock-up)
<b>Mgmt Fee</b>	0.85%
<b>Senior</b>	75% — Market Rate (6-8%)
<b>Subordinated</b>	25% — Catalytic Investor
<b>Min Invest.</b>	\$1 million
<b>Co-Manager</b>	Invesco

SEA VC Fund	
<b>Fund Size</b>	\$100 million
<b>Fund Term</b>	10 years
<b>Fees</b>	2% & 20%
<b>First Close</b>	\$50 million
<b>Target</b>	25-50 startups
<b>Min Invest.</b>	\$1 million
<b>Manager</b>	Artesian

FOAK Accelerator	
<b>Budget</b>	\$1.5M / year
<b>Duration</b>	5 years
<b>Total</b>	\$7.5 million
<b>Funding</b>	Grant funding
<b>Purpose</b>	Pipeline dev.
<b>Operator</b>	Climate Edge
<b>Focus</b>	Maritime FOAK

*Geography: Vietnam, Indonesia, Singapore, Thailand, Philippines, Malaysia, Cambodia, Myanmar*

# A compelling theory of change links the SEA investment thesis to systemic impact





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# Thank You

**Akshay Nambiar**

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