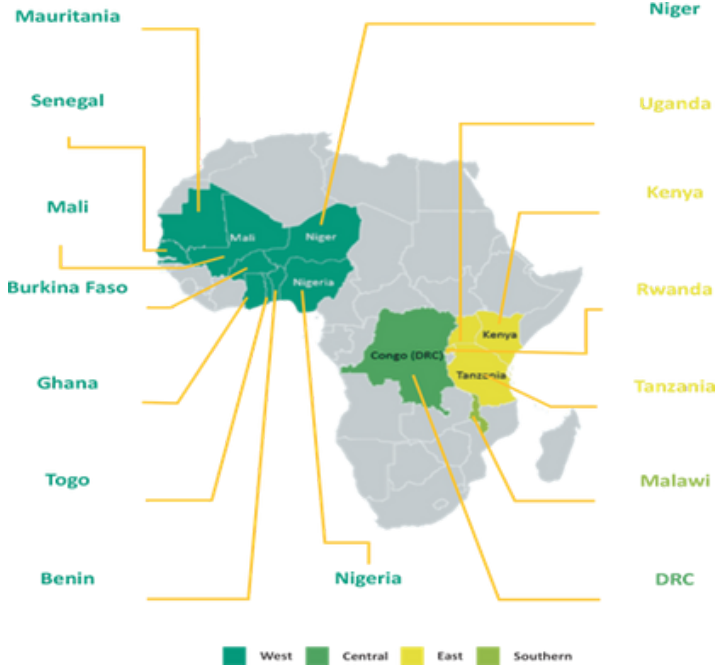


GREEN FOR ACCESS FIRST LOSS FACILITY (G4A)



G4A is a blended finance vehicle for first loss facilities to support energy access lending for Productive Use of Energy appliances and equipment, including E-mobility in Sub-Saharan Africa. G4A will provide Cash Deposit Funds (CDFs) to qualified lenders, including Financial Institutions (FIs), Micro Finance Institutions (MFIs), Leasing Companies and AssetFinCos. G4A supports lending to end users to purchase PUAs and EVs in three distinct ways: **Consumer Loans, Working Capital, and Concessional Debt.**

G4A TARGET COUNTRIES



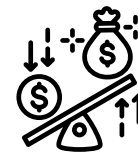
Climate Smart Technologies Supported: Health Facility Electrification, E-mobility, Solar Gensets, Solar Water Pumps, Cold Storage Solutions and Other PUAs

While most blended finance guarantee programs target the supply side of the fundraising tranche, they often overlook addressing the demand side, particularly the needs of rural SMEs relying on the provision of consumer loans.

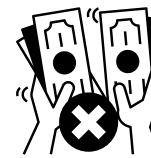


THE CHALLENGE

Energy access funding needs in Sub-Saharan Africa cannot be met without leveraging in private capital.



The off-grid sector needs off-balance sheet financing. Local FIs can provide direct consumer lending.



Currency volatility/FX risk creates huge exposures for DESCOs. Local FIs are best suited to provide local currency financing.



Lack of funding for African-owned companies. Local FIs are a potential source of capital for local entrepreneurs.

G4A's FORMS OF LENDING SUPPORT



Consumer Loans

G4A's partner FIs sign agreements with DESCOs whereby the partner FI finances the end customers.



Working Capital

Energy access companies partnering with G4A backed FIs can apply for working capital loans from our partner specialty lenders.



Concessional Debt

G4A offers partner MFIs junior concessional financing.

OUR TOOLBOX



Risk Mitigation

First loss protection for up to 20% of losses in a portfolio of loans to the energy access sector

Cash Deposit

G4A deposits up to 20% of the projected loan portfolio in a specialised account ("Cash Deposit Fund") to cover portfolio losses

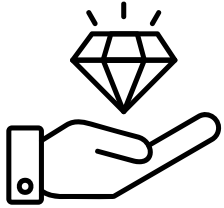
Liquidity Enhancer

G4A concessional debt enhances the liquidity of MFIs

Technical Assistance

Support to FIs and energy access companies to form workable partnerships

VALUE TO FIs



Physical cash deposit that sits at the bank and can be used for provisioning

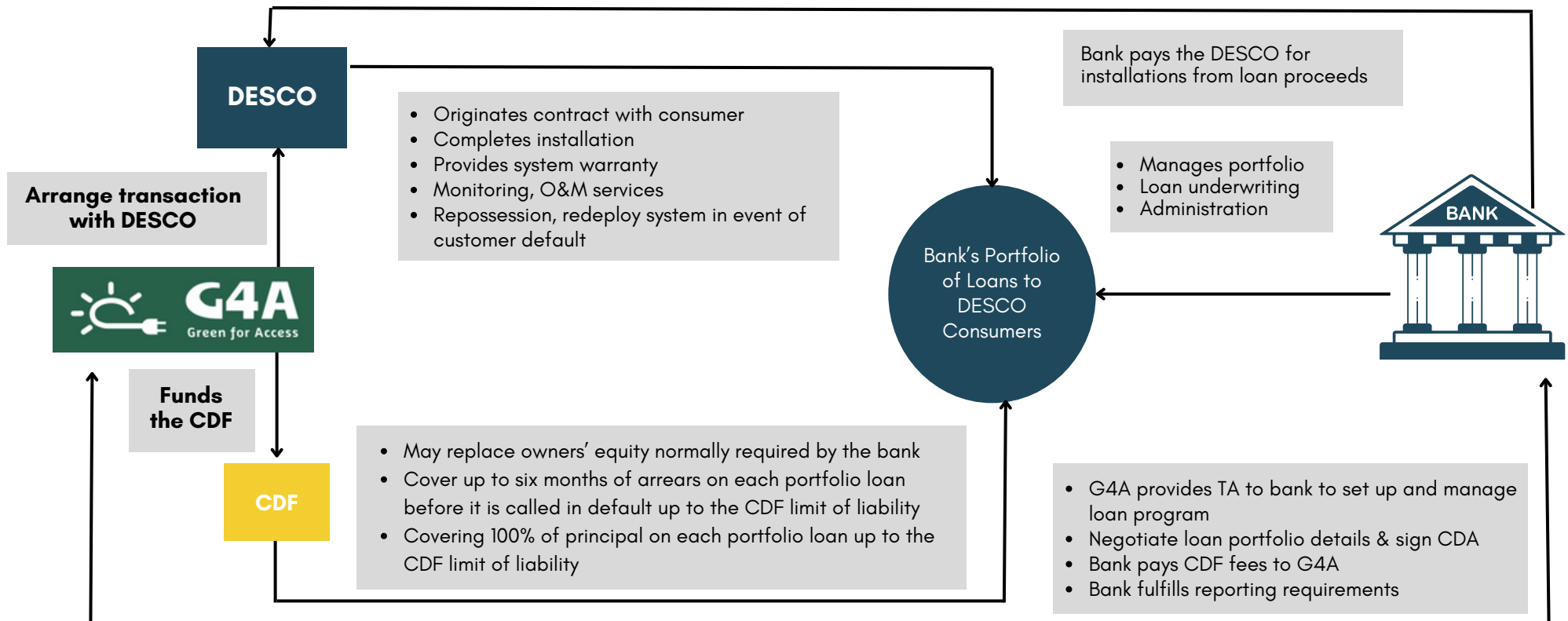
For MFIs, the concessional debt increases liquidity while decreasing the cost of funding

Coverage on arrears and defaults provided in local currency

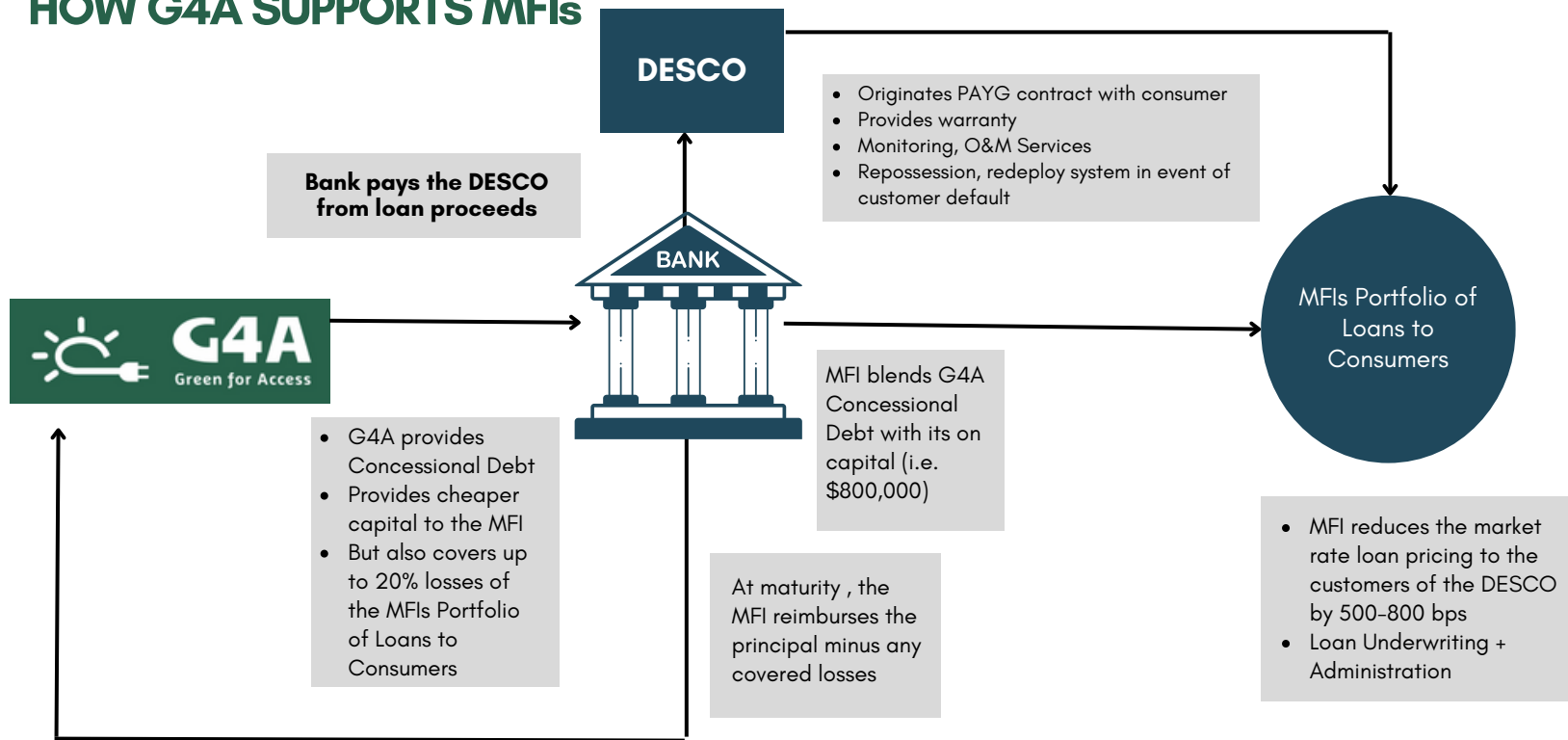
Draw-downs to cover up to 6 months of arrears, prior to calling loans into default

Capacity development, design of new loan products, due diligence support, partnership facilitation and marketing

HOW G4A SUPPORTS DIRECT LENDING TO CUSTOMERS



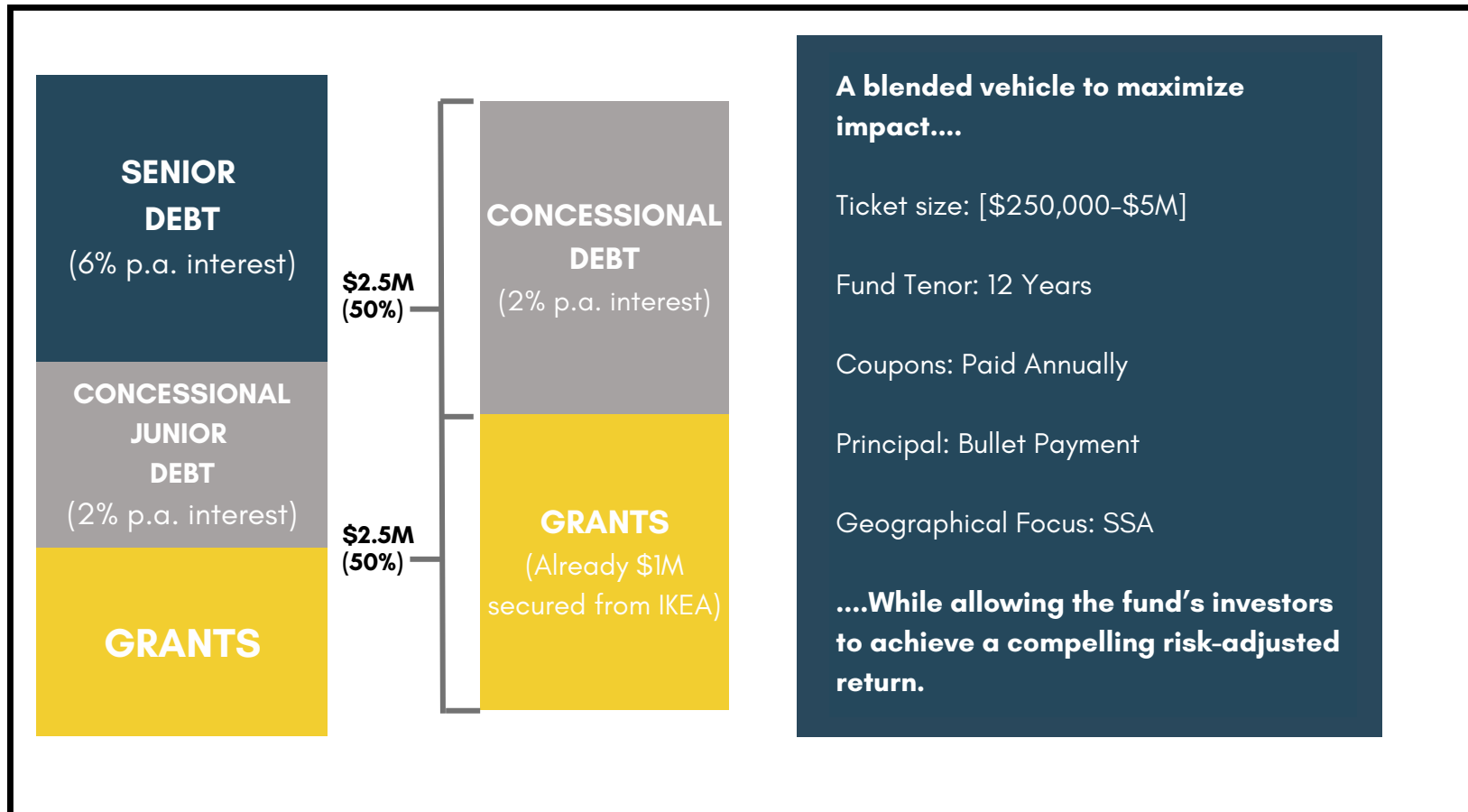
HOW G4A SUPPORTS MFIs



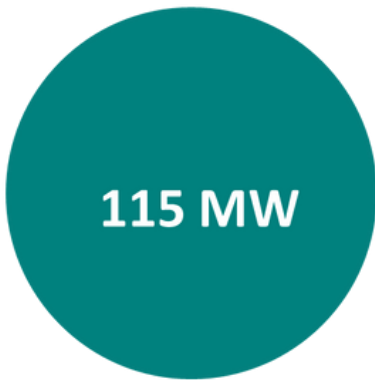
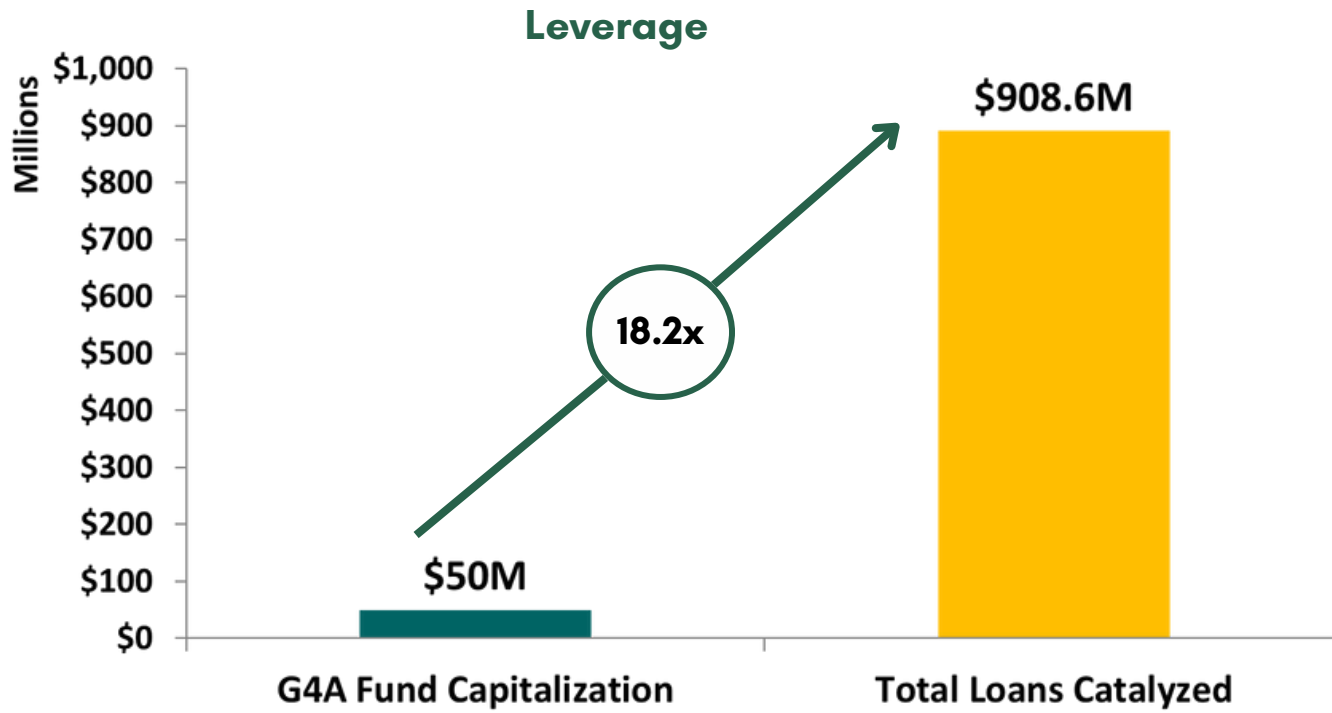
PORTFOLIO AND PIPELINE

Delivery Partner	Banking Partner	Risk Mitigation Structure	Loan Structure	CDF Amount (in USD)	Portfolio Size (in USD)	Status	Technology	Climate Impact
		CDF	End-User	300,000	1,500,000	Active	Medical Cold Storage	Mitigation & Adaptation
		CDF	End-User	200,000	1,000,000	DD Completed/ Negotiation with FI Ongoing	Captive Solar for Healthcare	Mitigation & Adaptation
		Junior Debt	End-User	200,000	1,000,000	Active	E-Mobility	Mitigation
		CDF	End-User	300,000	1,500,000	DD Ongoing/ Negotiation with FI Ongoing	Medical Cold Storage	Mitigation
		CDF	End-User	200,000	1,500,000	DD Ongoing/ Negotiation with FI Ongoing	E-Mobility	Mitigation
		CDF	End-User	100,000	500,000	DD Ongoing/ Negotiation with FI Ongoing	Cold Storage	Mitigation & Adaptation

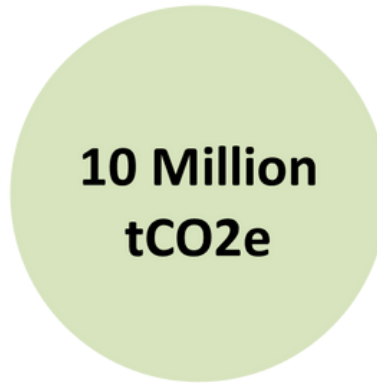
WHAT DO WE NEED? (Targeted fund & pilot)



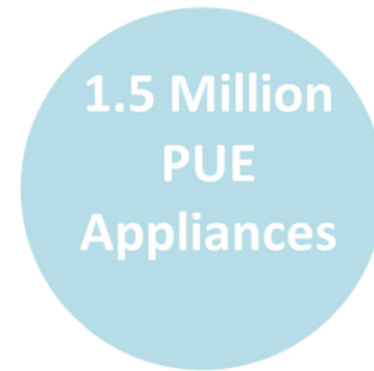
IMPACT



Clean capacity



GHG avoided



Outreach

FUND MANAGEMENT TEAM

David Ekabouma, Managing Director



David brings 20 years of Global Experience including 10 years of investment transaction and relationship management experience with Banks, Non-Bank FIs, Specialized Lenders and DFIs in Africa. He played a pivotal role building the African Guarantee Fund (AGF), with key accomplishments including developing the group's green finance guarantees & structured finance products (green bonds, securitization and receivable-backed loan guarantees).

Koye Alaba, Chief Financial Analyst



Koye is a RE finance professional with 8 years of experience. He currently leads financial and market analysis at GreenMax to support various transaction advisory and consulting engagements. Prior to GreenMax, Koye was an Analyst at Auriga Capital Management, where he provided research/analysis support for RE and cleantech investments. He holds a M.Sc. in Technical Entrepreneurship and Management from the University of Rochester.

Clifford Aron, Principal



Cliff is an energy finance professional with 40 years of experience, with a diverse career as a business entrepreneur and clean energy sector specialist. Cliff is a leading advisor to global investors on sustainable energy investments. He has advised dozens of private investors on solar, geothermal, hydro, biomass and wind power investments in emerging markets across Europe, Africa, Latin America and Asia.

Joy Ogutu, Senior Associate



Joy Ogutu is an accomplished development finance professional with over 10 years of experience in the financial services sector in Sub-Saharan Africa. At GreenMax, she is supporting the implementation of the Green-for-Access First Loss Facility (G4A). Prior to joining GreenMax, Joy served as an Investment Officer at Agents for Impact, an impact investment advisory firm. She also previously worked for the African Guarantee Fund, NCBA Bank Kenya and Ecobank Kenya in various capacities.

Sunkanmi Olowo, Director Business Development



David brings 20 years of Global Experience including 10 years of investment transaction and relationship management experience with Banks, Non-Bank FIs, Specialized Lenders and DFIs in Africa. He played a pivotal role building the African Guarantee Fund (AGF), with key accomplishments including developing the group's green finance guarantees & structured finance products (green bonds, securitization and receivable-backed loan guarantees).

Ezinne Okafor, Analyst



Ezinne is supporting GreenMax's launch of the GreenStreet Africa Development Company in Nigeria, an aggregation platform which develops portfolios of distributed renewable energy projects at African public health and education facilities, and of the Green-for-Access First Loss Facility (G4A), a new risk mitigation platform that partners with local financial institutions in Africa to facilitate local currency lending for energy access. She holds a B.Sc. in Physics from the University of Ibadan in Nigeria.

PARTNERING WITH CLASP

- The Collaborative Labeling and Appliance Standards Program (CLASP) serves at the epicenter of collaborative, ambitious efforts to mitigate climate change and expand access to clean energy, through appliance energy performance and quality. CLASP's mission is to improve the energy and environmental performance of the appliances and equipment we use every day, accelerating our transition to a more sustainable world. CLASP works hand-in-hand with governments, experts, industry, consumers, donor organizations, and others to propel policies and markets toward the highest-quality, lowest resource-intensive appliances possible. CLASP has worked in more than 100 countries since its inception in 1999. CLASP has offices in Washington, DC (USA), Nairobi (Kenya), and New Delhi (India) as well as teams in Europe, China, and Indonesia.
- CLASP's Clean Energy Access (CEA) program supports ambitious efforts to increase global access to clean energy through appliance and equipment energy efficiency. CLASP's CEA team works in partnership with key stakeholders in South Asia, East and West Africa, China – with support from a diverse group of funders. CLASP helps build healthy markets for off-grid solar products by driving innovation and sales in early-stage product markets, surfacing data and research on product performance, market trends, and consumer preferences, establishing technical foundations for consumer protection, and aligning sector stakeholders across the value chain. From advancing the off-grid solar technologies, bringing power to energy-impooverished people, to building the climate resilience of underserved communities, CLASP's CEA programs increase uptake of affordable, low-impact, high-quality appliances. CLASP's energy access initiatives include the Efficiency for Access Coalition, the Clean Lighting Coalition, the Global LEAP Awards, and VeraSol Quality Assurance.
- CLASP's roles in its partnership with G4A are as follows: 1) NGO conduit for private foundation funding 2) M&E and Knowledge Sharing partner 3) Technical Assistance on PUE for G4A partner lenders.



Sam Grant, Senior Director of Clean Energy Access – CLASP

- Sam has over 12 years of experience in clean cooking, energy efficiency, and off-grid energy markets. He currently leads CLASP's efforts to promote high performing appliances that enable access to clean energy for the world's poorest people, boosting incomes, reducing carbon emissions, and improving quality of life. In addition to leading the expansion of CLASP's core programmatic impact in sub-Saharan Africa, he has helped launch new work around electric cooking, off-grid cold chain technology, and electronic waste.
- Sam previously held leadership roles at the Equity Group Foundation and MicroEnergy Credits. He has extensive experience working in East Africa, as well as Papua New Guinea, and Mongolia—where he launched the home energy efficiency financing unit at XacBank.

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