

The background of the slide is a photograph of a modern, multi-story office building with a glass facade. The building is partially obscured by the dense, green foliage of trees in the foreground. The sky is a clear, pale blue. The overall tone is professional and eco-friendly, reflecting the company's focus on carbon credits.

aera

The Largest Originator and Trader of African Carbon Credits.

Corporate Presentation of Aera Group



Aera in a nutshell

Aera is the largest independent carbon finance group operating across Africa with a total carbon credits portfolio amounting €550m market value. Since its creation, Aera built a unique track record and an exponential growth to become the leading originator and trader of African carbon credits.

Established in 2015 and headquartered in Paris, Aera is a management-owned company. Aera's mission is to facilitate and accelerate climate transition in Africa thanks to the leverage of carbon credits revenues (#CashForClimate).

Africa is at the forefront of climate change and development issues. The continent accounts for the highest demographic growth rate in the planet and needs urgent solutions to face deforestation, water scarcity, energy access, coastal erosion or soil modification. Funding adaptation and mitigation activities are crucial to the living of millions of people.

By channeling carbon revenues to African projects, Aera offers a direct way to increase financing for low carbon technologies. The monetization of carbon credits makes climate action an attractive pathway for investors

About us

Aera gives access to carbon markets by providing an end-to-end solution in carbon origination (projects identification, carbon eligibility and potential assessment, certification support, prefinancing and offtake solutions), carbon trading (analysis, research, transactions), and carbon advisory (carbon footprint, carbon neutrality, CO2 offsetting).

Since creation, Aera generated more than €30m carbon revenues for 50+ projects in 20 African countries and contributed to dozens of renewable energies, waste treatment, households' energy efficiency or reforestation projects' activities.

Today, Aera owns the largest portfolio of African carbon credits (55 MtCO₂) and is the main gateway for premium African carbon assets. Our carbon credits pipeline is certified under the largest and most recognized international labels (Verra VCS, Gold Standard, UNFCCC or GCC). The portfolio is mainly originated in Least Developed Sub-Saharan countries yielding strong co-benefits and social impacts for local communities.

Aera is a simplified joint-stock company with a capital of €1,000,000. The majority of the shareholding structure is controlled by the Founders (65%). A minority stake has been purchased in February 2021 by Arise IS (35%), a joint venture of Africa Finance Corporation and Olam International.

55 MtCO₂

Volume in portfolio

€30m

Revenues generated for climate action in Africa

50+

Projects under contract

20+

Countries of operation



Key Figures 2021

Portfolio Valuation	€550m
Turnover	€15m
Profit After Tax	€2.7m
Annual growth	+158%
Carbon credits delivered	5 MtCO ₂
Employees	15

History

2021

- Aera signs its largest CO₂ certificates sale (€9m) with Swiss based carbon aggregator MyClimate.
- Aera founders sell a 35% stake to Arise IS (JV of OLAM and AFC) based on a €28.5m valuation.

2020

- Aera signs its largest sale of CO₂ emissions certificates (€2.7m).
- Aera signs its first ever Renewable Energy Certificate transaction (I-REC).

2019

- Aera reaches €10m revenues generation for environmental projects in Africa.

2018

- Aera passes the mark of 1 million tons of CO₂ emissions certificates delivered.

2017

- Aera team achieves its 50th successful carbon certification, a record in Africa.

2016

- Aera extends its commercial coverage to +10 African countries.

2015

- Aera launches a pledged for a minimum guaranteed carbon floor price at COP21.
- Aera Group is established in Paris (France).

Management



Fabrice LE SACHÉ
Executive Chairman



Aurélie LEPAGE
CEO



Nicolas HYACINTHE
Deputy CEO



Alexandre DUNOD
COO



Haashim GOBURDHUN
CFO



Clémence PONS
Compliance



Alexandre GOUBLE
Back Office & Marketing



Sophie GAUCHÉ
HR & Accounting



Advisory

Aera provides carbon footprint assessment and carbon offsetting for all types of industries and business sectors. Aera offers an end-to-end solution for companies initiating Carbon Neutral strategies.

Advisory

Carbon Footprint - Measure your greenhouse gas emission.

Aera provides a complete technical solution to support carbon footprints. Aera's team of certified experts conduct corporate footprints as well as products Life Cycle Assessments (LCA). Assignments cover direct emissions - fuel combustion, vehicle fleet, fugitive emissions (scope 1) – as well as indirect emissions originating from electricity, heat, steam, and cooling purchased for own use (scope 2) and other indirect emissions such as those from purchased goods and vehicles, product use, waste disposal, transportation, distribution, and employee business travel (scope 3). Aera's clients benefit from a smooth, secured, and rapid data collection process through the dedicated Aera digital data portal. Area uses industry best standards such as the WRI/WBCSD Greenhouse Gas (GHG) Protocol, the Bilan Carbone methodology and the ISO14064-1 guidelines. Aera provides each client with a detailed report highlighting the breakdown of emissions by sources and an easy-to-use GHG map to facilitate climate action.

Emissions Reduction – Build an action plan.

Carbon footprint is an optimal operational tool to understand and map the sources of greenhouse gas emissions generated by a business activity. It provides a detailed dashboard to assess and monitor climate KPIs; it also serves as a methodological framework to set clear and measurable goals for reducing emissions in accordance with Science-Based-Targets (SBTi). Aera helps corporates to engage with ambitious net zero emissions strategies. Thanks to data visualization and quantified roadmaps, businesses can assess their progress and drive emissions down with a bottom-up approach. Once an initial carbon footprint has been conducted, Aera offers cost-effective annual updates to keep track of CO2 performance and follow-up success in implementing a long-term carbon neutrality action plan.

CO2 Offsetting – Support climate action by offsetting your residual emissions.

Thanks to Aera's largest African carbon credits portfolio, clients can choose to offset their residual emissions through all types of technologies : renewable energy, energy efficiency for households, waste treatment or nature-based solutions. All projects sold by Aera encompasses strong co-benefits and social impacts for local communities matching the UN Sustainable Development Goals (SDGs). Carbon credits sold by Aera are all certified under the most popular carbon labels (Verra-VCS, Gold Standard, UNFCCC, GCC). Credits can be retired and canceled on behalf of clients or transferred to their account. Aera offset team has years of experience and has negotiated, structured and closed CO2 offset transactions for 100+ clients. All project owners onboarded by Aera passes a compliance and KYC check aligning with industry best practice.

Reporting – Engage with your stakeholders about your climate strategy.

Aera's carbon footprint can be used to report GHG emissions in internal documents such as the annual report or to several international corporate or business programs such as the Carbon Disclosure Project (CDP), the UN Global Compact initiative or the World Resources Institute. Carbon footprint may also be reported for compliances purposes. GHG Reporting qualification varies across jurisdictions but nearly all public companies (LSE, NYSE, NASDAQ) and large private ones are mandated to report. Reporting is also a tool to engage with stakeholders. Aera drafts communication content ready to use for social media, press release or marketing supporting documents.

Business cases



Worldwide offsetting service to an agri-food exporter in Morocco

Maraissa is a family group specialized in the fruit and vegetable sector. It has become one of the leaders in tomato production with 16,000 employees, 50 production sites and almost 1,000 hectares of tomato crops. Maraissa contracted Aera to procure carbon credits and offset its CO₂ emissions. The company committed to an ambitious carbon neutrality plan. From production (tomatoes, aromatic herbs, edible flowers) to support functions, nearly 192,000 tCO₂e are offset each year for the period 2020-2023. Aera has selected carbon reduction projects from 5 countries (Morocco, Mauritius, Turkey, India, Peru) spanning 3 categories (renewable energy, reforestation, waste treatment) under international labels (UNFCCC, Gold Standard, VCS).



Monitoring GHG emissions from a wood industry company in Gabon

Star Ply is specialized in fully calibrated plywood, thin panels for decorative plywood and flexible ply manufacturing and construction work. The company operates in Gabon largest industrial zone - the Special Economic Zone of NKOK – and is exporting around 70% of its face veneer production in Europe & USA. Production is based on 100% Okoumé Core Veneer and Face Veneer. Star Ply contracted Aera for an end-to-end solution to assess and calculate its carbon footprint. The assignment featured a mapping of GHG emissions, a remote data collection and a close interaction with Star Ply production & admin team. The first carbon footprint report for the year 2021 is completed under the GHG Protocol Carbon Neutral Protocol guidelines for products.



Local offsetting service in Mauritius for a hotel group

VLH is a Rogers subsidiary that runs seven medium-range to upscale hotels with a total capacity of 686 rooms. The company hosts 50,000+ customers/year and employs 1,800+ professionals and engaged in a deep CSR action program featuring CO₂ offsetting. VLH contracted Aera to provide its clients with an opportunity to offset the GHG emissions of their stay. The pilot program already covers 2 high end properties and covered 7,500 tons of CO₂ emissions for the year 2021. Aera supplied carbon credits from local landmark solar PV projects which helps Mauritius - ranked among vulnerable island states - to accelerate climate action.



Origination

Aera originates carbon credits in Africa and help project developers to grasp carbon finance revenues.

Origination

Aera track record is unique. Our team holds the record number of registration, the largest volume of carbon credits issued, and the record value of transactions closed. Our execution and technical capability translated into landmark transactions as well as pioneer carbon certification success.

Project Identification

Aera identifies carbon credits generation opportunities. Our expertise spans 90+ carbon methodologies covering a various set of project activities: wind, solar PV, hydro, biomass, biogas, methane capture, biofuel, reforestation, efficient cooking stoves, solar lighting, among others.

Project Assessment

Aera reviews the project's eligibility under the relevant international carbon credits standards (Verra VCS, Gold Standard, UNFCCC or GCC) and provides a carbon credits potential assessment.

Prefinancing & Offtake Solutions

Aera may provide prefinancing solutions through carbon credits prepayments at upfront stage to initiate project activities. Aera investments are focusing on social households' technologies (cooking stoves, water filter, solar lighting, etc.).

For all project activities, Aera signs forward purchase ensuring price security for project owners over time.

Certification Support

Aera supports the overall carbon certification process from the Project Design Document drafting to the validation, registration, verifications, and issuances milestones.

250+

Projects identified & reviewed

90

Carbon methodologies covered

65

Projects registered

20

Countries of activity

€5m

Of prefinancing released



Trading

Aera is the largest trader of African carbon credits.

Trading

Aera connects African carbon projects with international buyers. Aera sales carbon credits in Europe, North America, and Asia to 80+ counterparts including commodity houses, banks, investment firms, carbon aggregators, utilities, industries, and large corporates.

Aera trading desk focuses on primary and secondary voluntary markets, offering products from the major carbon standards (Verra VCS, Gold Standard, UNFCCC, GCC). Aera executes spot and forward contracts on OTC basis or through online settlement platforms. Since its creation, Aera's team has cumulated 500+ successful transactions.

Aera book position comprises an exclusive portfolio of 50+ projects in 20 countries for an estimated carbon market value of €550M.

€160m

Total Traded Amount

8 MtCO₂

Total Volume Delivered

80+

Active Counterparties

Portfolio

An aerial view of a busy city street, likely in a developing country. The street is filled with cars, including white vans and taxis, and pedestrians. There are several multi-story buildings, some with balconies and air conditioning units. A large white truck is parked on the left side of the street. The sky is blue with some clouds.

Overview

50+
Projects

20
Countries

55
MtCO₂

Example of Solar PV Project

Support the first large-scale solar power plant in Mauritania

7 AFFORDABLE AND
CLEAN ENERGY



8 DECENT WORK AND
ECONOMIC GROWTH



9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



13 CLIMATE
ACTION



Project name : Large scale grid connected solar PV Project in Toujounine

Project owner : Somelec

Status : Registered & Operational

Project ID : Verra VCS 1734

About the project : Toujounine large-scale solar farm substitutes grid electricity by clean and renewable energy and cutting down GHG emissions from baseline fossil fuel intensive grid mix (mostly gasoil/fuel oil). It serves as a paving example of renewable energy development in Mauritania.



57,000 tCO₂ saved/year



50MW power installed capacity



156,000 PV panels installed

Example of Green Mobility Project

Support electricity mobility in Sub Saharan Africa

3 GOOD HEALTH
AND WELL-BEING



7 AFFORDABLE AND
CLEAN ENERGY



11 SUSTAINABLE CITIES
AND COMMUNITIES



13 CLIMATE
ACTION



Project name : MAUTO Electric Bikes project

Project owner : M-AUTO

Status : Under Registration & Operational

Project ID : Verra VCS (listing on-going)

About the project : The main objective of the program is to replace gasoline motorcycles with electric one. Since bikes are almost considered as the public transportation system of most of West African countries, introducing electric bikes will drastically reduce the carbon emission created by the existing vehicles.



2.8m tCO₂ saved/year

1.3m bikes to be deployed in 2023

10 countries of operation / 4 years

Example of Wind Farm Project

Support Senegal's first utility-scale wind farm

7 AFFORDABLE AND CLEAN ENERGY



8 DECENT WORK AND ECONOMIC GROWTH



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



13 CLIMATE ACTION



Project name : Taiba N'diaye Wind Energy project

Project owner : Senelec

Status : Registered & Operational

Project ID : Verra VCS 2588

About the project : Taiba is Senegal's first large scale wind energy project. The plant provides 158.7 megawatts of clean, reliable power to Senegal's electricity grid. This is a 15% increase in electricity generation capacity for the country, providing green electricity for over 2 million people.



90,000 tCO₂ saved/year

2m people supplied with electricity

46 wind turbines installed

Example of Efficient Cookstoves Project

Support households to reduce their energy spending in DRC

3 GOOD HEALTH
AND WELL-BEING



13 CLIMATE
ACTION



15 LIFE
ON LAND



Project name : Eastern DRC Cookstove Project

Project owner : OBEN

Status : Under registration & Operational

Project ID : Verra VCS (listing on-going)

About the project : The mission is to reduce wood fuel consumption used to cook meals, reduce deforestation and associated CO2 emissions. Efficient cookstoves are distributed and installed in Eastern DRC, allowing households to slash down their budget allocated to wood fuel purchase.



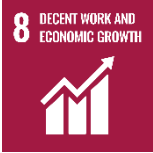
420,000 tCO₂ saved/year

55k stoves distributed/ year

400k people equipped / 7 years

Example of Small Hydro Project

Support rural electrification in the Virunga National Park



Project name : Matebe 13.6 MW run of river small hydro plant, Eastern DRC

Project owner : Virunga Foundation

Status : Registered & Operational

Project ID : Verra VCS 1716

About the project : Since 2016, Matebe helps avoid the use of polluting and costly fossil fuel generators, ensuring the long-term sustainability of the Park area. Small run-of-river hydro are environmentally friendly as they are technically less demanding to build.



25,000 tCO₂ saved/year

13.6 MW power installed capacity


30k people supplied with electricity





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