

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 modern.

**aera**

# **The Largest Originator and Trader of African Carbon Credits.**

Corporate Presentation of Aera Group



# Aera in a nutshell

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**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

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**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 its creation, Aera generates revenues for climate action in Africa and contributed to fund dozens of renewable energy, waste treatment, households' energy efficiency or reforestation projects' activities.

Today, Aera owns the largest portfolio of African carbon credits (55 MtCO<sub>2</sub>) 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 MtCO<sub>2</sub>

Volume in portfolio

€30m

Revenues generated for climate action in Africa

50+

Projects under contract

20+

Countries of operation



# Key Figures

Turnover (2021)	€15.1m
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Profit After Tax (2021)	€2.6m
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Average Annual Growth	+110%
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Employees	15
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Total Volume Delivered	8 MtCO <sub>2</sub>
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Total Traded Amount	€160m
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Portfolio Valuation	€550m
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# History

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## 2021

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- Aera signs its largest CO<sub>2</sub> certificates sale (€9m) with Swiss based carbon aggregator MyClimate.
- Aera signs its largest CO<sub>2</sub> certificate purchase (\$4.3m) with DR Congo project developer (efficient cookstoves).
- Aera founders sell a 35% stake to Arise IS (JV of OLAM and AFC) based on a €28.5m valuation.

## 2020

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- Aera signs its largest sale of CO<sub>2</sub> emissions certificates (€2.7m).
- Aera signs its first ever Renewable Energy Certificate transaction (I-REC).
- Aera launches water and nature-based certificates trading activities.

## 2019

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

## 2018

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- Aera passes the mark of 1 million tons of CO<sub>2</sub> emissions certificates delivered.

## 2017

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

## 2016

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

## 2015

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

# Management

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Fabrice LE SACHE  
Executive Chairman



Aurélie LEPAGE  
CEO



Nicolas HYACINTHE  
Deputy CEO



Alexandre DUNOD  
COO



Haashim GOBURDHUN  
CFO



Clémence PONS  
Compliance



Alexandre GOUBLE  
Back Office & Marketing



# 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

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## **Carbon Footprint**

As the first step, Aera provides full support for carbon reporting under different standards (GHG-Protocol, ISO-14064-1, Bilan Carbone®). This reporting will help your organization to have a clear understanding of all the direct and indirect emissions related to the entire value chain of the organization.

## **Emissions Reductions**

Once the carbon footprint assessment has been carried out, and the major sources of emissions identified, Aera supports you in developing a clear strategy to reduce your emissions. The overall reduction target is done following the Science-Based Target Initiative (SBTi) which is aligned with Paris Agreement objectives. Once targets are defined, Aera develops a reduction plan with some practical and realistic action to achieve these targets.

## **CO<sub>2</sub> Offsetting**

Aera also support you in offsetting your unavoidable residual emissions and contributing to climate action through the purchase of high-quality carbon credits from projects that avoid, reduce or capture greenhouse gases. UNFCCC, Gold Standard, Verra-VCS are the three main labels. The retirement is operated in the registry and generate dedicated certificates with serial number. Aera identifies and selects CO<sub>2</sub> offset projects that complies with international standards (Gold Standard, Verra VCS, CDM, GCC,...). Aera has negotiated, structured and closed CO<sub>2</sub> offset transactions for 100+ clients.

## **Reporting**

The last step is to be able to communicate your results and contributions to all your stakeholders in an accurate and precise way. Aera helps you to define a valuable communication strategy, with proper disclosure of your carbon footprint results, your reduction commitments, and information about the projects supported as well as the environmental and social benefits generated by these projects.



# Business cases

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## **Helping an agri-food exporter in Morocco**

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Aera is providing to MARAISSA SA (a vegetable and horticultural production company located in Morocco) a strategic carbon offsetting service, by selecting and providing the carbon credits that make the most sense with MARAISSA activities. MARAISSA has offset 200,000 tCO<sub>2</sub> corresponding to their 2020 GHG emission.



## **Supporting a wood industry company in Gabon**

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Aera is providing to StarPly (a plywood manufacturer operating in the Special Economic Zone of NKOK) an end-to-end solution to monitor, reduce and offset the GHG emissions in accordance with Carbon Neutral Protocol guidelines for products. The company has committed to make their plywood products Carbon Neutral by 2021.



## **Answering leisure & tourism needs in Mauritius**

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Aera has signed an agreement with VLH group based in Mauritius, to offset on a yearly basis, the emissions related to the Hotels activities. VLH group will offset 7,500 tCO<sub>2</sub> corresponding to their 2021 GHG emissions.



# Origination

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

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 successes.

# Origination

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## 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.

## Certification Support

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

## 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. Aera is always looking for new project opportunities.

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. Our book comprises an exclusive portfolio with strong social co-benefits.



# Trading

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Aera has the most extensive coverage of African carbon markets and supplies all over the world 80+ trading counterparts including commodity houses, banks, investment firms, carbon aggregators, utilities, industries, and large corporates.

Aera trading desk focuses on primary and secondary voluntary markets (Verra VCS, Gold Standard, UNFCCC, GCC). Aera executes spot and forward contracts on OTC basis or through dedicated market platforms.

Aera offers fixed and/or floating price structures to asset owners and designs customized commercial terms to optimize carbon assets value.

Since its creation, Aera's team has cumulated 500+ successful transactions.

€160m

Total Traded Amount

8 MtCO<sub>2</sub>

Total Volume Delivered

80+

Active Counterparties

# Portfolio

An aerial view of a busy city street, likely in a developing country. The street is wide and paved, with multiple lanes of traffic. There are many cars, including white vans, blue taxis, and a small truck loaded with greenery. Pedestrians are walking on the sidewalks and crossing the street. The buildings are multi-story, with some having balconies and air conditioning units. The sky is blue with some clouds. The overall scene depicts a vibrant, active urban environment.

## Overview

50+  
Projects

20  
Countries

55  
MtCO<sub>2</sub>

# Example of Solar PV Project

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## Support the first large-scale solar power plant in Mauritania

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

### Project dashboard

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57,000

T CO2 saved / year

87,000

MWh produced / year

156,000

solar panels installed

Verra VCS

ID 1734



# Example of Green Mobility Project



## Support electricity mobility in Sub Saharian Africa

Project name : Mauto electric bikes project

Project owner : M-Auto

### Project dashboard

10

countries of operation

7,830,000

tCO2tonnes CO2 saved  
/year

1,700,000

vehicles distributed each  
year

Verra VCS

Under registration



# Example of Wind Farm Project



## Support Senegal's first utility-scale wind farm

Project name : Taiba N'diaye Wind Energy project

Project owner : PETN

### Project dashboard

46

wind turbines installed

2 M

people benefiting  
electricity from the project

158

HMW installed capacity

90,000

T CO2 saved / year

Verra VCS

Under registration

# Example of Small Hydro Project

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## Support a small hydro plant in the Virunga National Park

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

Project owner : Virunga Alliance

### Project dashboard

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13,6  
MW

25,000  
tCT CO2 saved / year

30,000  
Houbeneficiaries

Verra VCS  
ID 1716

# Example of Efficient Cookstoves Project



## Support households to reduce their energy spending in DRC

Project name : Eastern DRC Cookstove Project

Project owner : OBEN

### Project dashboard

400,000

households will be equipped  
over the next 7 years

55,000

efficient stoves distributed  
every year (for 7 years)

420,000

T CO2 saved / year

Verra VCS


Under registration





## **Aera Group S.A.S**

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