

adera

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

Corporate Presentation

**Since 2015, we supported
100 climate initiatives
and generated €42m
for carbon projects in Africa**

#CashForClimate

Corporate



About us

Aera is the largest independent originator and primary seller of carbon credits (VERs) and renewable energy certificates (I-RECs) from Africa.

We accelerate climate action by converting emissions reduction into environmental products and monetizing associated revenues. Our mission is to scale #CashForClimate on-ground at a rapid pace.

- Our focus is 100% origination, 100% Africa and 100% primary market.
- Aera carbon book amounts 46 MtCO₂ and comprises 65+ projects in 22 African countries.
- The portfolio spans community-based projects (*clean cooking, clean lighting, clean water*), renewable energy (*solar, wind, hydro*) and e-mobility (*e-bikes, e-cars, e-buses*).
- Our carbon credits are certified under Verra VCS, Gold Standard, GCC and we're committed in a growing Art 6 related activity. Our renewable products are certified under the I-REC scheme.
- Our team holds a long-established track record in Africa with the largest number of projects registered and issuances completed (200+ successful verifications).
- We combine technical expertise (managing the whole certification process in house) with an offtake activity, enabling us to be fully in control from an origination perspective.



Key Facts

Total figures as at 31/12/2022

Carbon Credits Book	46 Mt
Volume Delivered	3.5 Mt
Forward Sales Orders <i>(30/09/2023)</i>	€100+m
Turnover	€22.6m
Employees	15
Origination / Africa	22 countries

Key Financials

Aera commits to a regular and transparent financial communication.

Aera Group SAS is a French private limited company by shares headquartered in Paris. Aera is owned and controlled by the founding partners (65%). Since March 2021, Arise IS holds a minority stake (35%). Aera is audited by PwC France.

Key Performance Indicators	Audited Financial Statements 2021	Audited Financial Statements 2022	Change % YOY
Turnover	€ 15 m	€ 22.8 m	+52%
Earnings After Tax	€ 2.7 m	€ 5 m	+89%
EAT/Turnover	18%	22%	
Working Capital	€ 3.9 m	€ 6.8 m	+76%

Credit Rating

Aera Group SAS has been rated by the Banque de France at the highest score for its category (E) showing strong confidence and capacity in the company's ability to meet all of its financial commitments over a three-year horizon :

E1+

Management Team



Fabrice LE SACHÉ
Executive Chairman & Co-Founder
Head of Origination & Sales



Aurélie LEPAGE
CEO & Co-Founder
Head of Administration & Internal Affairs



Nicolas HYACINTHE
Deputy CEO
Head of Development & Strategic Projects



Alexandre DUNOD
COO & Co-Founder
Head of Certification & Advisory



Haashim GOBURDHUN
CFO



Clémence PONS
Compliance & Ethics



Alexandre GOUBLE
Portfolio & Communication



Sophie GAUCHÉ
HR & Accounting

Activities



Carbon Credits Origination

Aera built its DNA and recognition by signing landmark transactions, originating flagship carbon projects and pioneering carbon finance across sub-Saharan Africa.

Our team focuses on emissions reduction avoidance programs and technologies. We step in from the very beginning and support carbon projects throughout the complete certification cycle.

We provide carbon potential & eligibility assessments, carbon certification support services, long term fixed price carbon revenues, upside sharing schemes, off-taking at risk with prefunding at seed stage.

Our technical team is composed of seasoned engineers that are proficient with all main carbon labels and standards (Verra VCS, CCB, SD VISTA, UNFCCC, Gold Standard, GCC, ISO, I-REC..).

Aera has a unique track record in Africa aggregating several achievements among which the largest number of carbon projects registered, the largest number of successful carbon credits issuances and the pioneer carbon certification in 12 countries.

Key Figures

Total figures as at 31/12/2022

65

Carbon projects registered.

200+

Verifications and issuances completed.

88%

Average performance rate
(*volume issued vs ex-ante forecasts*).

Carbon Credits Sales

Aera is the largest primary seller of African carbon credits.

We focus on upstream transactions and offers a direct access to a wide range of offtake opportunities to international buyers. We structure projects from scratch to craft customized portfolios for buyers.

On the buy side we work hands in hands with implementers from the early stage of their ideas. Our team helps identify and assess opportunities and provide a continuous technical support all along the carbon certification way. We do pre-paid offtakes and design straight financial structures and flexible legal frameworks to ensure long term visibility and fairness for asset owners.

On the sell side we execute spot and forward transactions on OTC market or through clearing platforms. We work with 150+ counterparties among which some of the worlds' leading buyers from the oil & gas industry, the banking sector, the commodities market as well as investment firms, carbon aggregators, utilities, industries, and corporates. Our geographic reach spans buying interest in North America, Europe, Middle-East and Asia.

Key Figures

Total figures as at 31/12/2022

56

Sell contracts signed

€100+m

Value of sales contracts signed
(As at 30/09/2023)

3.5 MtCO₂

Total volume delivered

Portfolio



Portfolio Impacts



56,000 tCO₂ saved / year
Solar PV | Toujounine | Mauritania



2 MtCO₂ saved / year
E-bikes | Spiro | West Africa



230,000 tCO₂ saved / year
Wind farm | Lekela | Senegal



800,000 tCO₂ saved / year
Cookstoves | POWA | DRC



56,000 tCO₂ saved / year
Small Hydro | Virunga Foundation | DRC



90,000 tCO₂ saved / year
Water filter | SPOUTS | Uganda

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