



# THE &GREEN FUND GCF PROGRAMME

**INVESTING IN INCLUSIVE AGRICULTURE, PROTECTING FORESTS**





## &GREEN INVESTS IN SECTOR TRANSFORMATION TO DECOUPLE TROPICAL COMMODITY PRODUCTION FROM DEFORESTATION

### INVESTMENT PHILOSOPHY

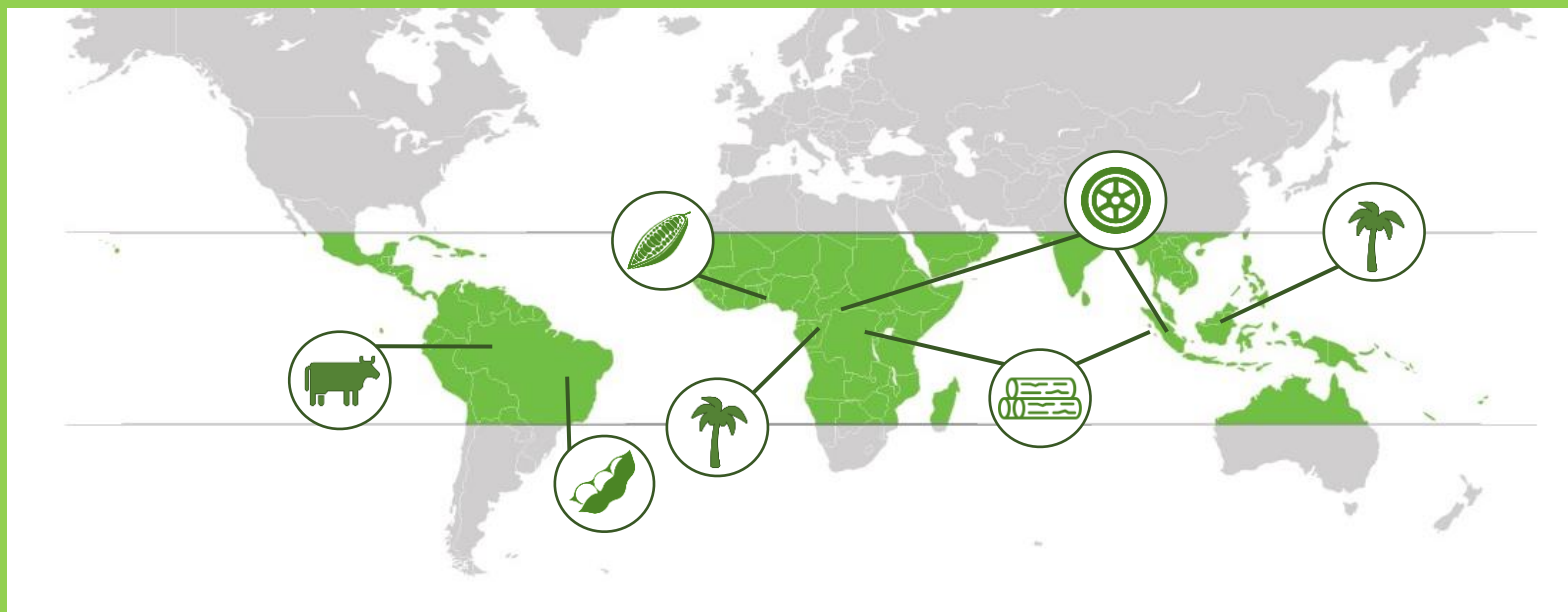
- Providing **long-term debt** to create blueprints for new agricultural models that result in environmental and social returns.
- Investing in **private sector businesses** directly or indirectly involved in commodity supply chains that source from tropical forest regions.

**SAIL**  
VENTURES

Independent Investment Manager with local investment teams based in the Netherlands, Brazil and Singapore.

### GEOGRAPHIC FOCUS

Tropical forest zones globally.



### SECTOR FOCUS

Commodity supply chains that source from tropical forest regions.  
Target sectors include **beef (livestock)**, **palm oil**, **soy**, and **forestry (incl rubber)**.

## IMPACT AND ENVIRONMENTAL & SOCIAL

Our clients (borrowers) commit to:

**NDPE**  
No Deforestation,  
No Peat, No Exploitation

**ESAP**  
Environmental and  
Social Action Plan

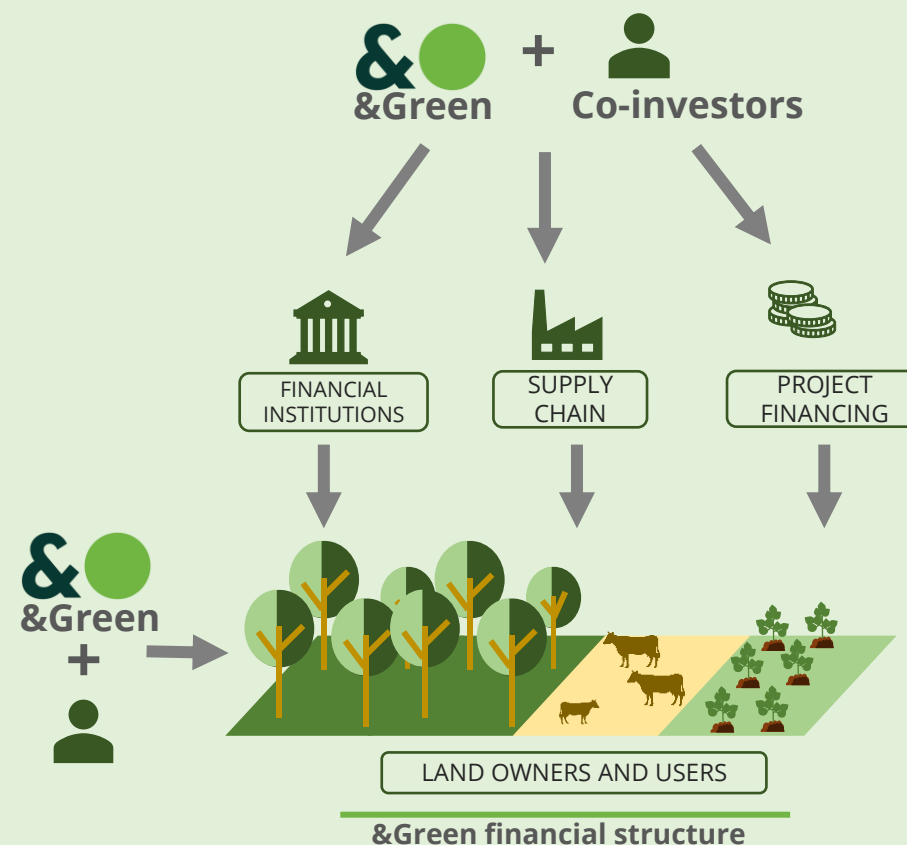


**LPP**  
Landscape  
Protection Plan



## FINANCIAL

We help businesses to make the climate transition that would not otherwise be possible given the lack of long-term financing in their everyday relations with commercial banks.





# INVESTMENTS EXAMPLES

&GREEN HAS INVESTED USD 144 MILLION IN ITS PORTFOLIO (AS OF 2Q22)



CLIMATE  
BENEFITS

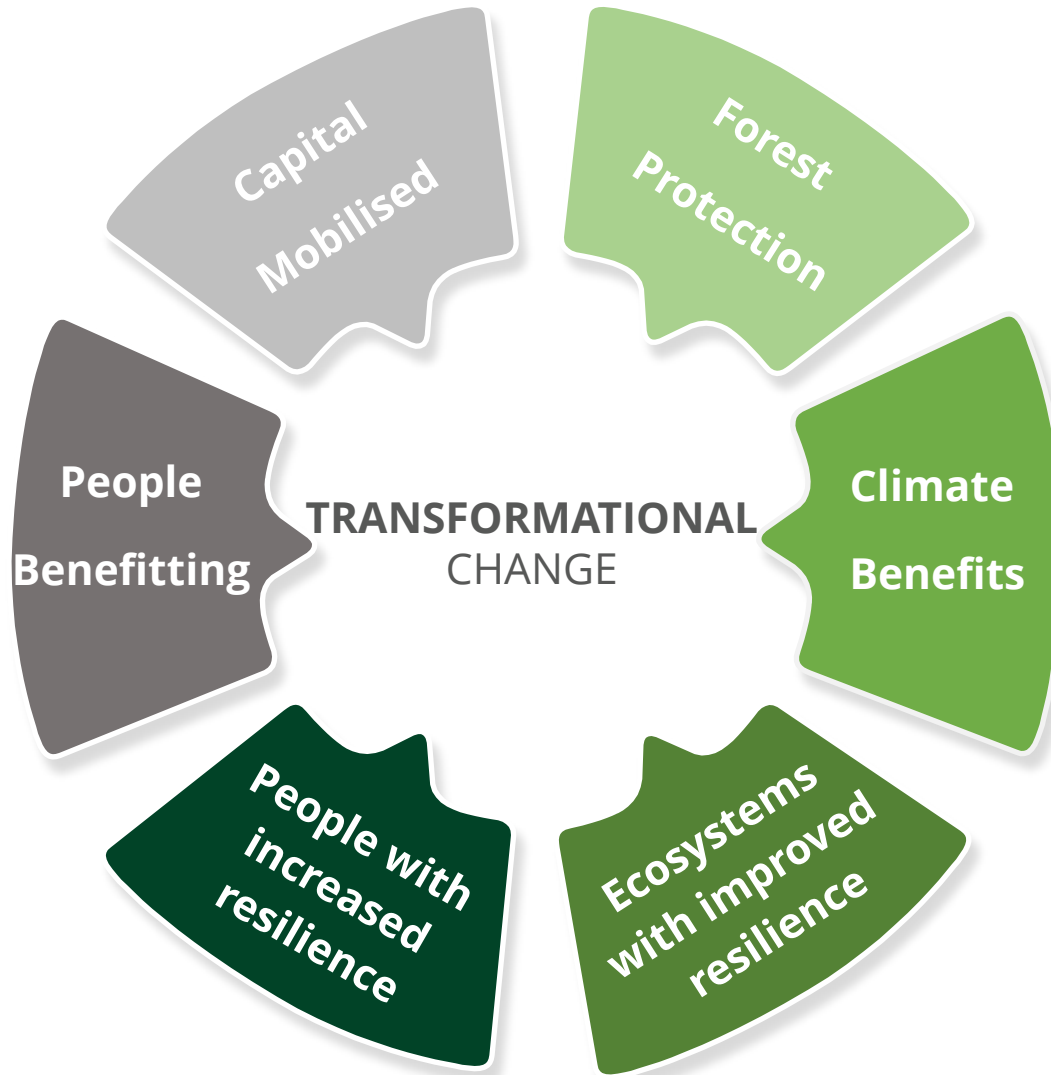
KEY INFO		RLU USD 24 m – 15 Yrs	Roncador USD 10 m - 8 Yrs	Marfrig USD 30 m - 10 Yrs	DSNG USD 30 m - 10 Yrs	HSJ USD 7.5 m – 12 Yrs
COUNTRY		• Indonesia	• Brazil	• Brazil	• Indonesia	• Colombia
SUPPLY CHAIN		• Rubber	• Cattle/ Soy	• Cattle	• Palm Oil	• Cattle
INVESTMENT RATIONALE		<ul style="list-style-type: none"><li>• Greenfield planting of concession</li><li>• 34,000 ha Sustainable natural rubber with doubling of yield</li></ul>	<ul style="list-style-type: none"><li>• Cattle-soy-integration at scale</li><li>• 150,000 ha regenerative agriculture</li></ul>	<ul style="list-style-type: none"><li>• NDPE<sup>1</sup> roll-out to &gt; 90,000 direct and indirect suppliers</li><li>• #3 Beef supply chain to become fully traceable</li></ul>	<ul style="list-style-type: none"><li>• NDPE<sup>1</sup> roll-out to more than 8,000 smallholders</li><li>• &gt;100,000 ha palm with yield increase of &gt; 25%</li></ul>	<ul style="list-style-type: none"><li>• Blueprint for sustainable cattle production</li><li>• Development of high-class genetics. Over 195 kha of land sustainably managed</li></ul>
CLIMATE BENEFITS	Emissions benefits (tCO <sub>2</sub> e per year)	• >800,000	• >1,000,000	• >20,000,000	• >100,000	• >8,000
	# people with increased resilience	• >4,000	• >1,000	• >50,000	• >20,000	• >1,300
	# ha ecosystems with > resilience	• >90,000	• >120,000	• >1,200,000	• >80,000	• >205,000
KEY FINANCIALS		<ul style="list-style-type: none"><li>• Growth-stage Indonesian company; Upstream</li><li>• Revenue &gt;35 million</li></ul>	<ul style="list-style-type: none"><li>• Medium-sized Brazilian company; Upstream</li><li>• Revenue &gt; USD 62 million</li></ul>	<ul style="list-style-type: none"><li>• Large-sized Brazilian listed company; Downstream</li><li>• Revenue &gt; USD 1.3 billion</li></ul>	<ul style="list-style-type: none"><li>• Medium-sized Indonesian listed company; Upstream</li><li>• Revenue &gt; USD 450 million</li></ul>	<ul style="list-style-type: none"><li>• Growth-stage Colombian company; Upstream</li><li>• Revenue &gt; USD 2 million</li></ul>
FINANCIAL ADDITIONALITY		<ul style="list-style-type: none"><li>• No precedent in the capital markets for 15 years.</li></ul>	<ul style="list-style-type: none"><li>• Brazil's "non-subsidized" loans are rarely longer than 5 years.</li></ul>	<ul style="list-style-type: none"><li>• Complement and enabler of a USD 500 million Sust.Transition Bond issued in 2019.</li></ul>	<ul style="list-style-type: none"><li>• The loan acts alongside larger commercial financing banks (PT Bank Central Asia Tbk)</li></ul>	<ul style="list-style-type: none"><li>• Catalyses over USD 240 million from local and international investors into sustainably managed cow-calf farms.</li></ul>

<sup>1</sup> NDPE = No Deforestation, No Peat and No Exploitation.



# &GREEN AS A CATALYZER TOWARDS COUNTRIES' POLICY COMMITMENTS

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&Green's investments are '**transformational**' as they enable companies to delink their commodity supply chains from deforestation and degradation, while promoting social inclusion.

- &Green is aligned with multiple strategies, targets, and plans (such as Nationally Determined Contributions (NDC) and National Adaptation Plans (NAPs)) of the target countries.
- Many countries have NDCs targeting GHG reductions through forest management and protection, afforestation/ reforestation, and regenerating agricultural land.



# &GREEN PROPOSAL TO THE GREEN CLIMATE FUND

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## GCF'S FUNDING ENABLES &GREEN TO TAKE ITS MODEL TO TRANSITION TO A FACILITY ATTRACTING PRIVATE SECTOR INVESTMENT AT SCALE

- We are proposing GCF to support us with a **USD 180 million** loan that will then unlock **USD 600 million** in additional commitments from commercial investors, to invest in private sector programmes ("Component 1").
- The proposed GCF programme is designed to support the **achievement of NDCs**, NAPs and other policy commitments in the target jurisdictions.
- **FMO** acts as Accredited Entity for the GCF proposal.
- **Co-financing investors** are Norway, the UK, FMO, GEF, Unilever and a reinsurance company.
- Our projects do not generate carbon credits (no Art. 6 participation).



## MITIGATION IMPACT

### 1. Forestry and land use

**1 million tCO<sub>2</sub>e** per USD  
1 million invested



## ADAPTION IMPACT

**1. Health and well-being, food and water security**

**2. Ecosystem and ecosystem services**

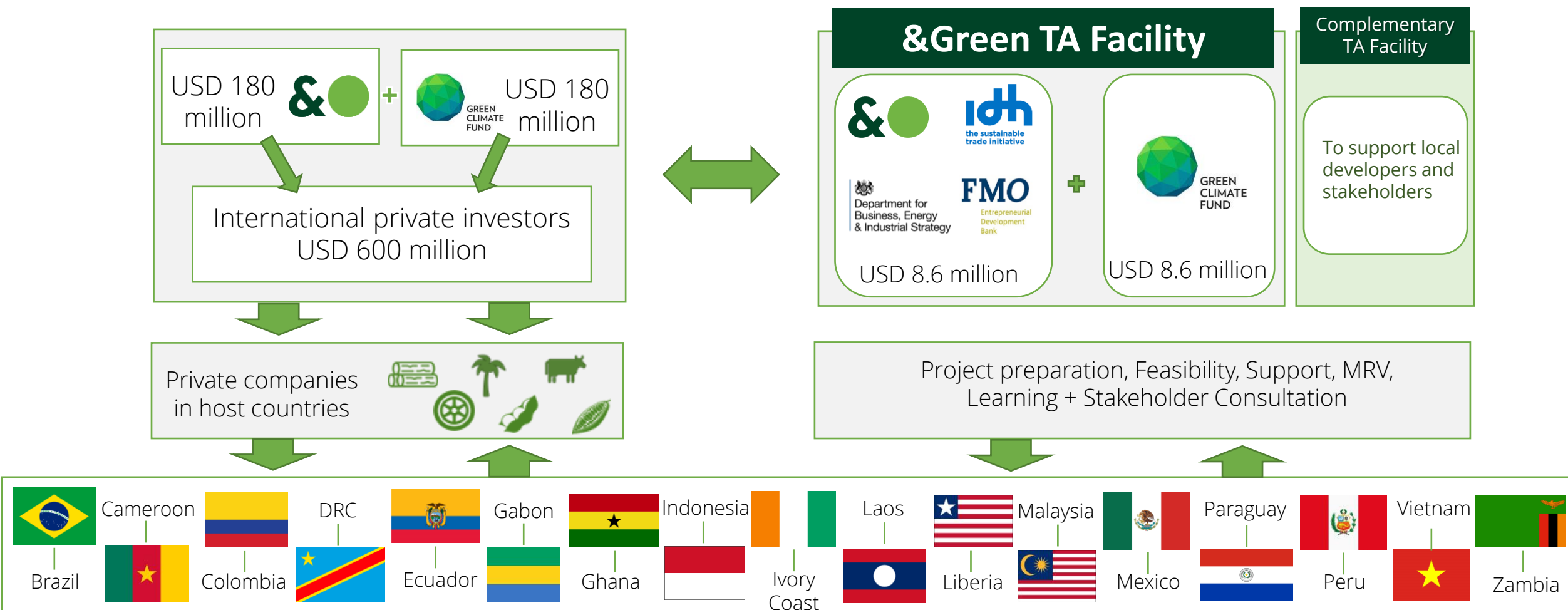
Per USD 1 million invested:  
~ **2,000 people** with enhanced resilience  
~ **16,000 ha** of ecosystems with increased resilience

&Green works with its long-term strategic partner **IDH**, helping engage with public and private actors. IDH will manage the programme's USD 8.6 million Technical Assistance Facility ("Component 2").



# &GREEN PROPOSAL OVERVIEW

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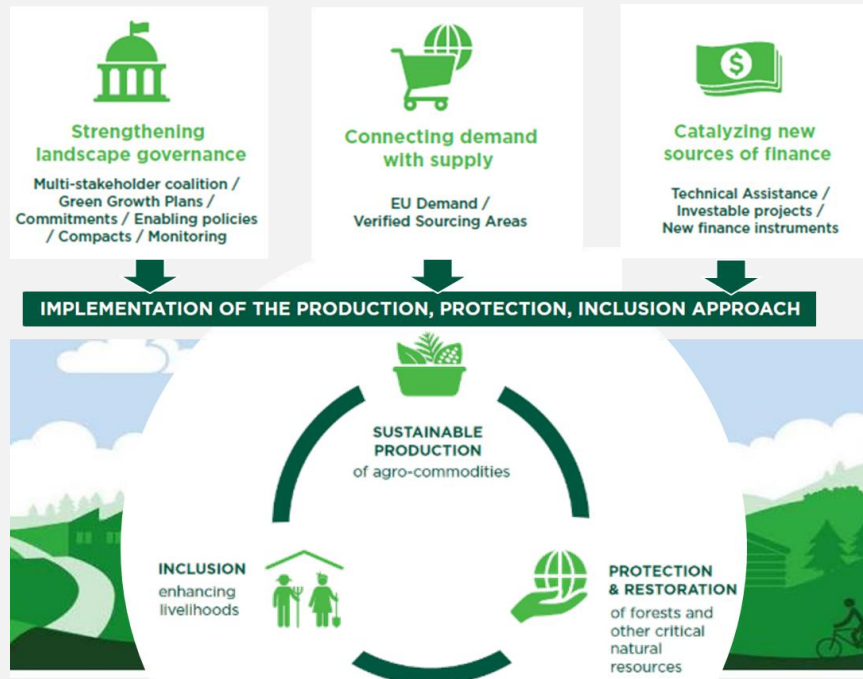




# &GREEN TECHNICAL ASSISTANCE PARTNERSHIP WITH IDH 8

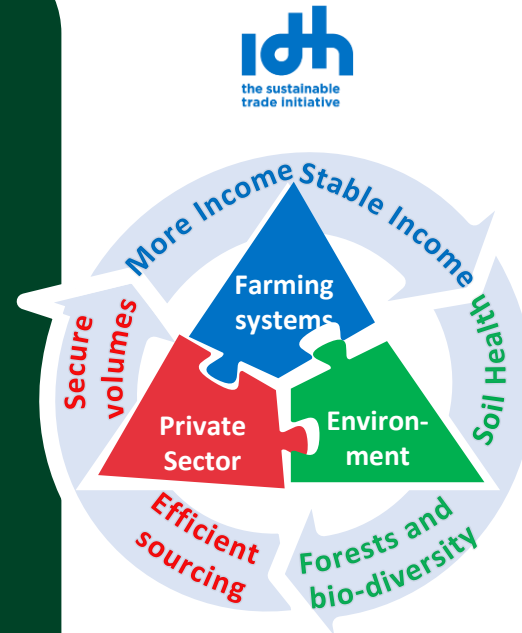
## USD 17.2 MILLION TA GRANTS FACILITY BUILDING ON THE EXISTING COLLABORATION BETWEEN &GREEN AND IDH

IDH Sustainable Trade Initiative is one of the founding forces behind &Green and continues to partner with &Green to enable investments for impact on sustainable Production, Protection and Inclusion.



### IDH Technical Assistance Facilities<sup>3</sup> support &Green and its impacts under Component 2 of the GCF proposal through:

- Business and landscape level TA and engagement, to deepen impact of individual transactions
- Strengthening the technical capacities and tools of &Green Fund
- Country, regional and sector engagement to stimulate improvements in the enabling environment and replication based on &green and IDH innovations, tools, blueprints and insights.



<sup>3</sup> IDH &Green TA Facility





**PLEASE CONTACT US FOR** MORE INFORMATION  
[www.andgreen.fund](http://www.andgreen.fund)

**SAIL**  
VENTURES

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THANK YOU