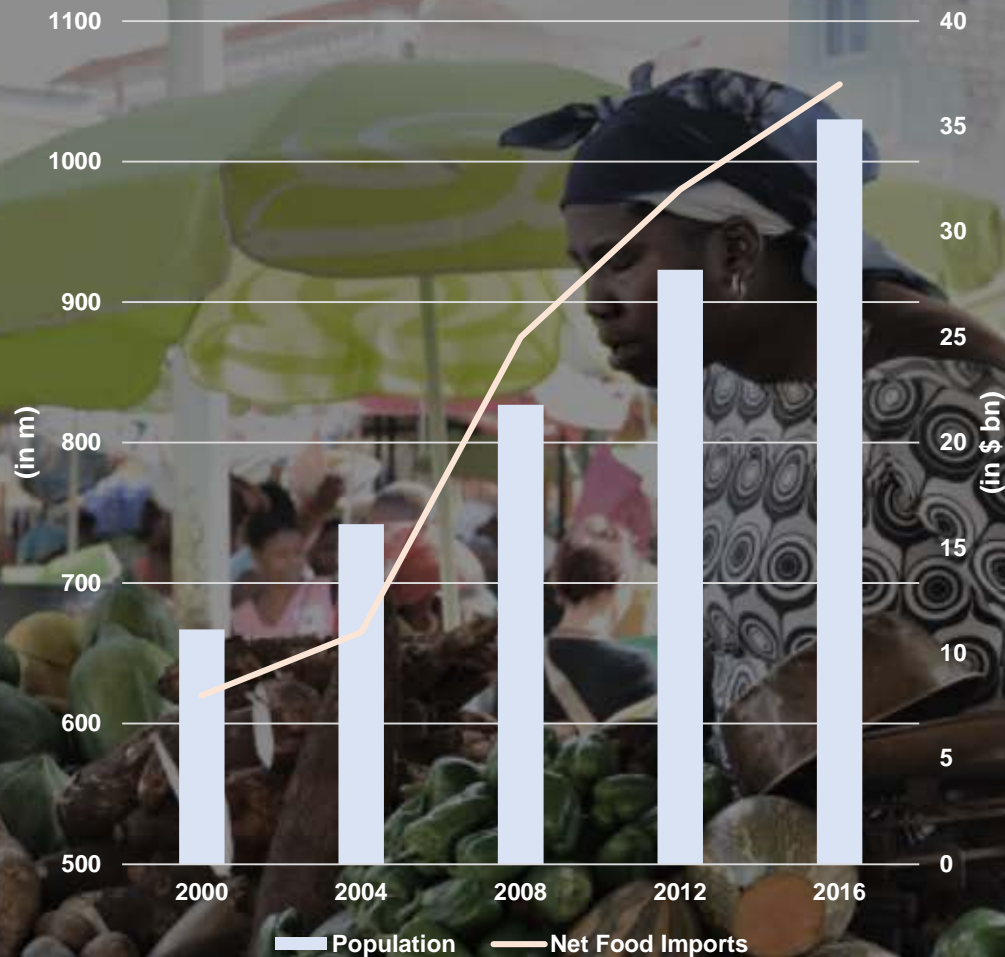




SOLAR AGRICULTURE FUND

A Sukuk-backed fund to foster agricultural development in West Africa
through sustainable energy production

FOOD SCARCITY IN SUB-SAHARAN AFRICA



Population CAGR (2000-2016):
2.8%

Net Food Imports CAGR (2000-2016):
10.1%

The growing Sub-Saharan Africa's population makes the region increasingly dependent on food imports

Domestic production is focused on cash crops for export and not on food crops

LACK OF AGRICULTURAL PRODUCTIVITY

A man in a light-colored t-shirt and shorts is watering a field of green crops. He is holding a metal bucket and pouring water into a long, narrow channel. The field is divided into many small, rectangular plots, some of which are filled with soil and others with plants. The background shows more of the field and some trees.

IRRIGATION

Dryland areas: 25% decline in rainfall over the last 50 years

STORAGE

37% of food produced lost between production and consumption

THE SOLAR AGRICULTURE FUND SOLUTION



Solar power plants for the needs of agriculture production

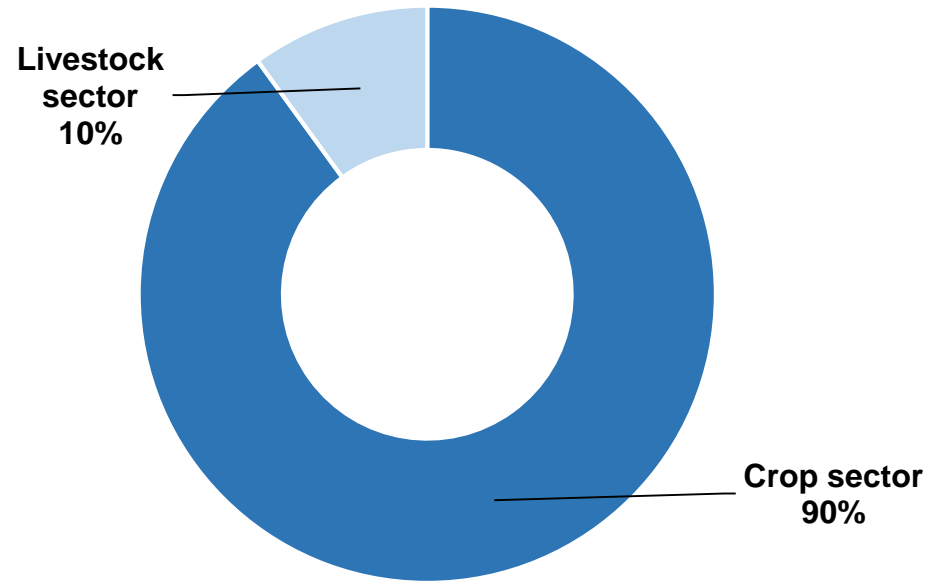
Record sunshine duration (> 2400h per annum)

Important & inexpensive installation space

Direct use of renewable energy by farmers

GEOGRAPHICAL TARGET

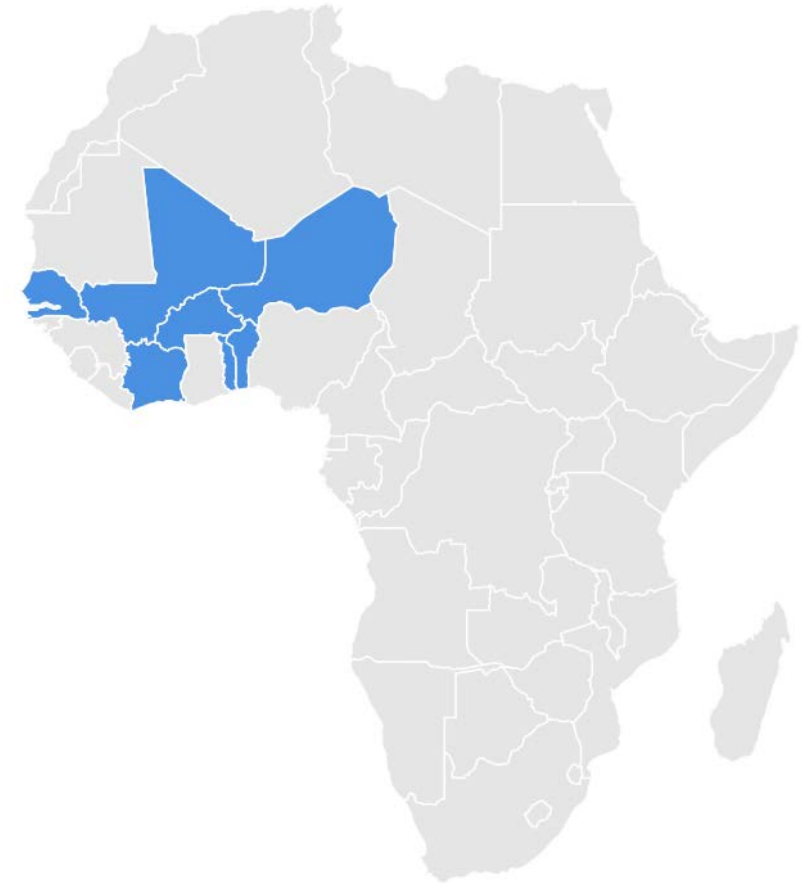
Agricultural production breakup in West Africa



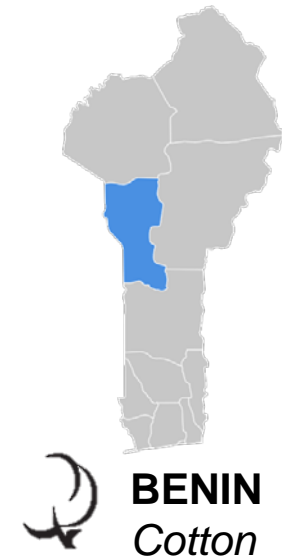
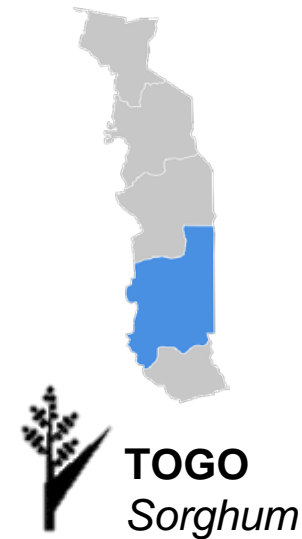
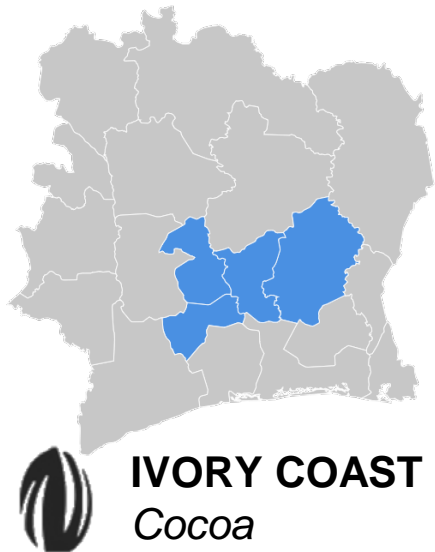
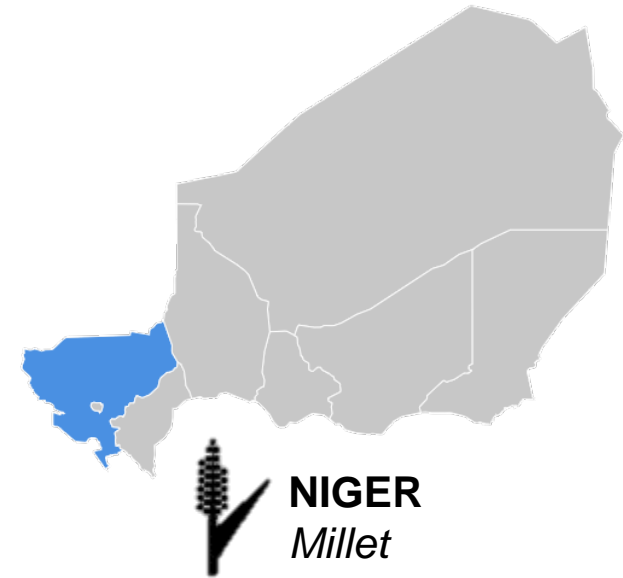
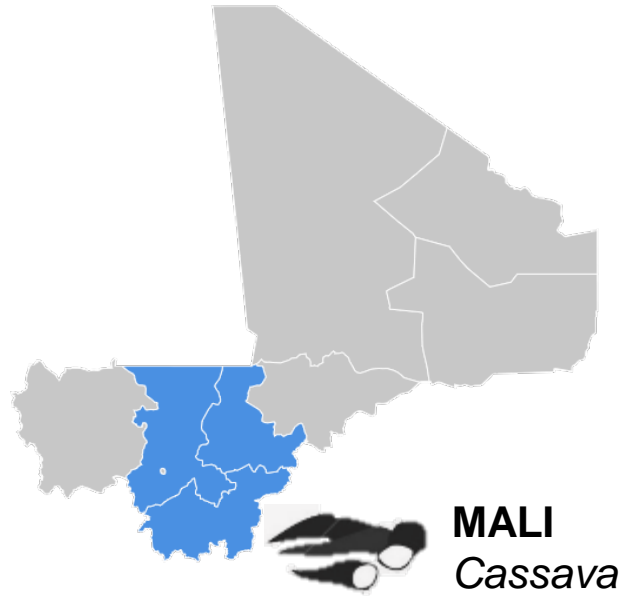
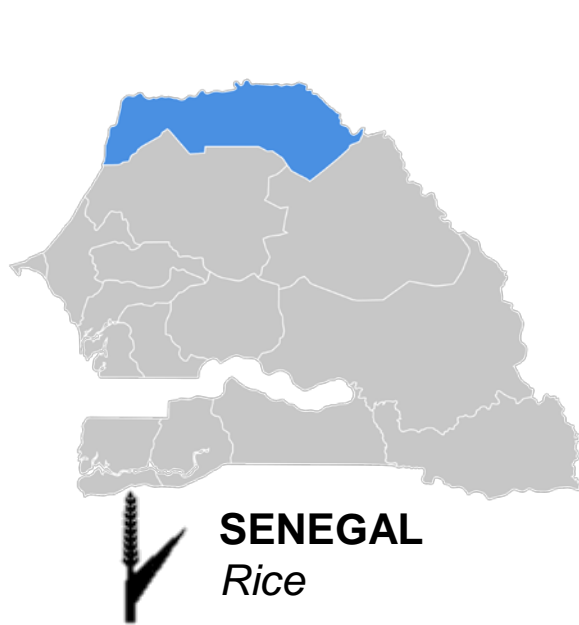
Average solar irradiation in West Africa

2,190 kWh / sq m / annum

UEMOA countries

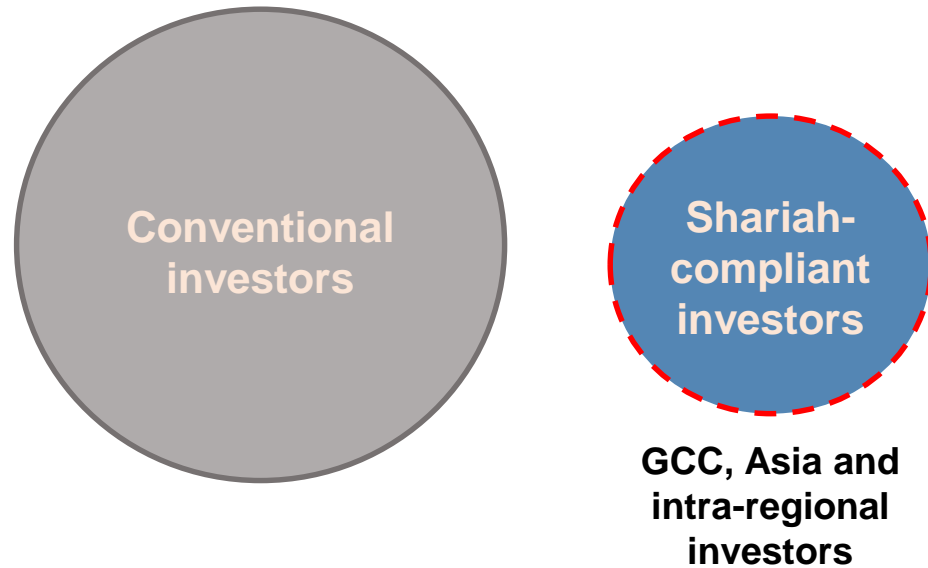


COUNTRY MIX



ISSUANCE OF A SUKUK AL IJARA

Diversification and broadening of the investor base



An asset-backed financing, i.e. based on the real economy

Risk sharing:
the Sukuk holder has a partial ownership in the financed asset

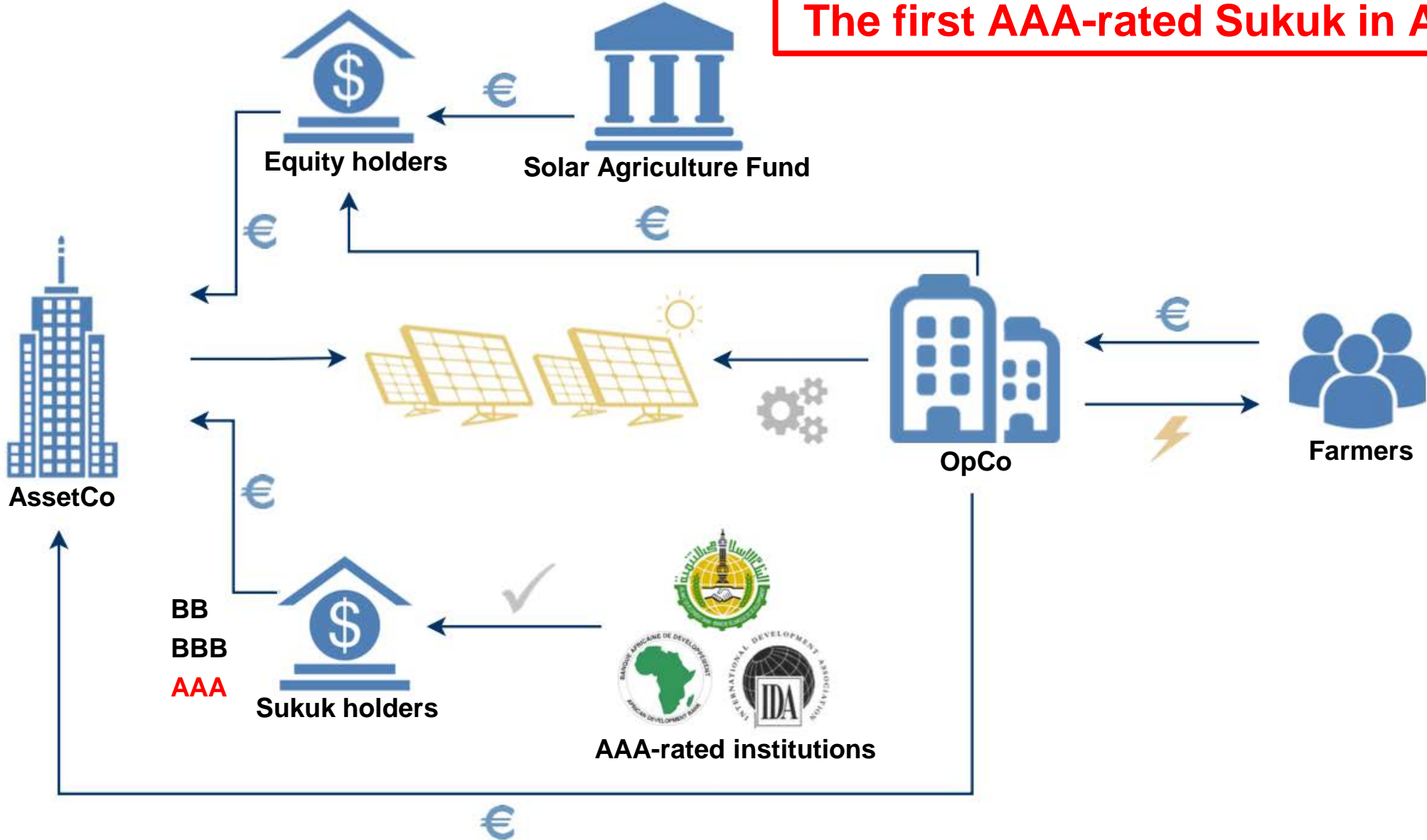


Muslims represent 68% of the West African population








FUND STRUCTURE

The first AAA-rated Sukuk in Africa



IMPLEMENTATION PROCESS

STEP	PARTNER	DETAILS
COMPLETE Identification of target lands and potential consumers		Target: flat land, proximity to local farms and storage warehouses with low or no access to electricity
COMPLETE Legal due diligence and advisory services		Review of the legal issues, tax issues and regulatory practice in UEMOA countries for the SPV formation
IN PROGRESS Engagement with LPs		Negotiations with the IDB, the ADB and institutional investors
RPS: selection of lead managers and bookrunners for the Sukuk		Structuring of the Sukuk al Ijara, rating, roadshow for prospective Sukuk investors and issuance
PPA negotiation		Critical to determine rental payments to the AssetCo
Acquisition of the PV panels		Supplier selected after due diligence
Installation of the PV systems		Length: 3 months for a 5MW utility-scale farm
RECURRING Maintenance operations		Training of the local labor
Donation of the PV systems at maturity		Target: local farmers



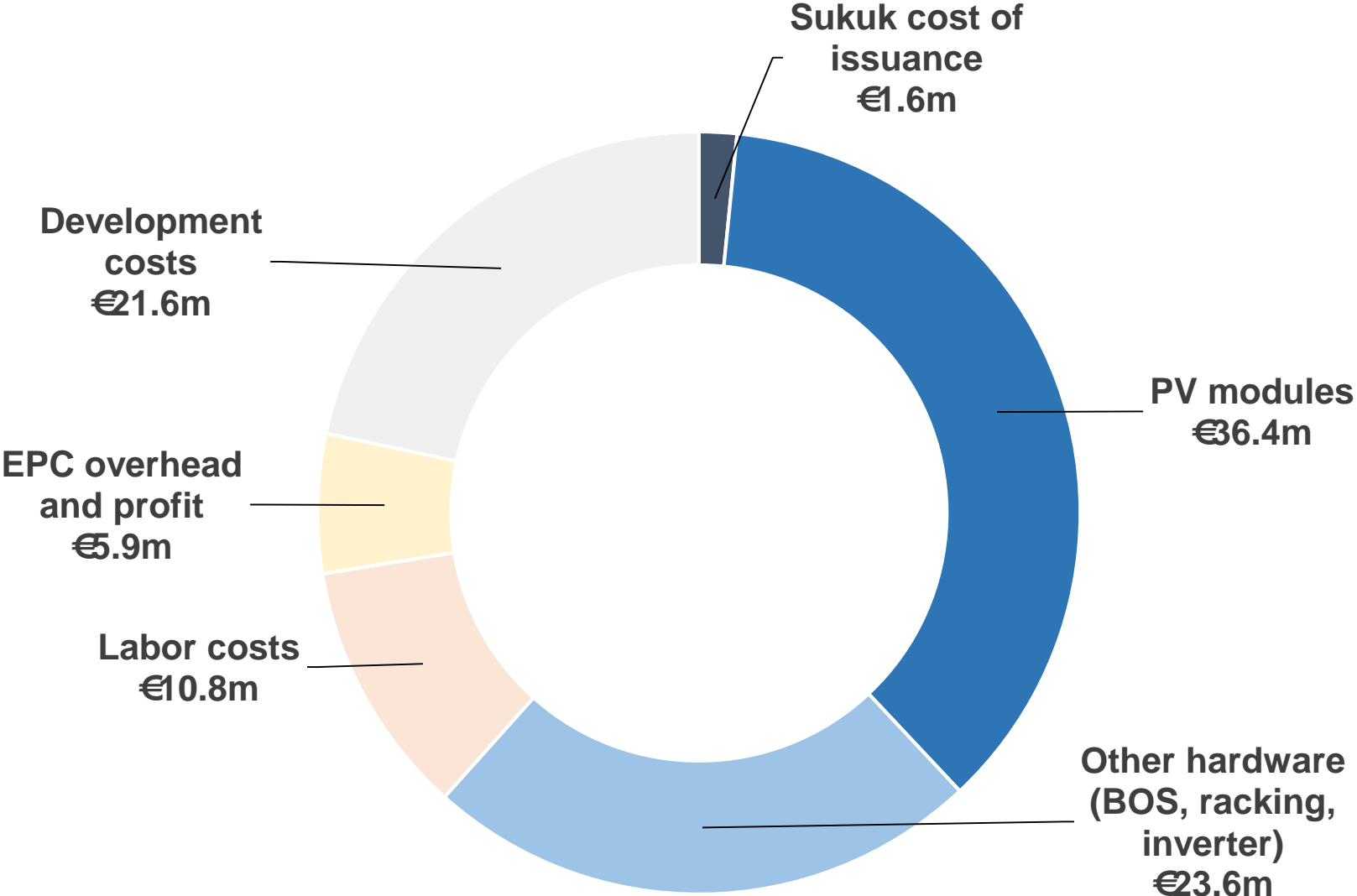
FUND OVERVIEW

Solar Agriculture Fund profile			
Fund size	€100m		
Target investment	56MW across 7 countries: ~40 hectares of PV panels		
Management fees	1%		
Carried interest	Max(0%, Min(Realized Equity IRR, 30%) – Target Equity IRR)		
Fund structure	Tranche size	Target IRR*	Maturity
AAA-rated Sukuk	€68m	1.0 - 1.5%	8 years
BBB-rated Sukuk	€8m	3.0 - 3.5 %	9 years
BB-rated Sukuk	€4m	6.5 - 7.0 %	10 years
Equity	€20m	10.5 - 13.0 %	20 years

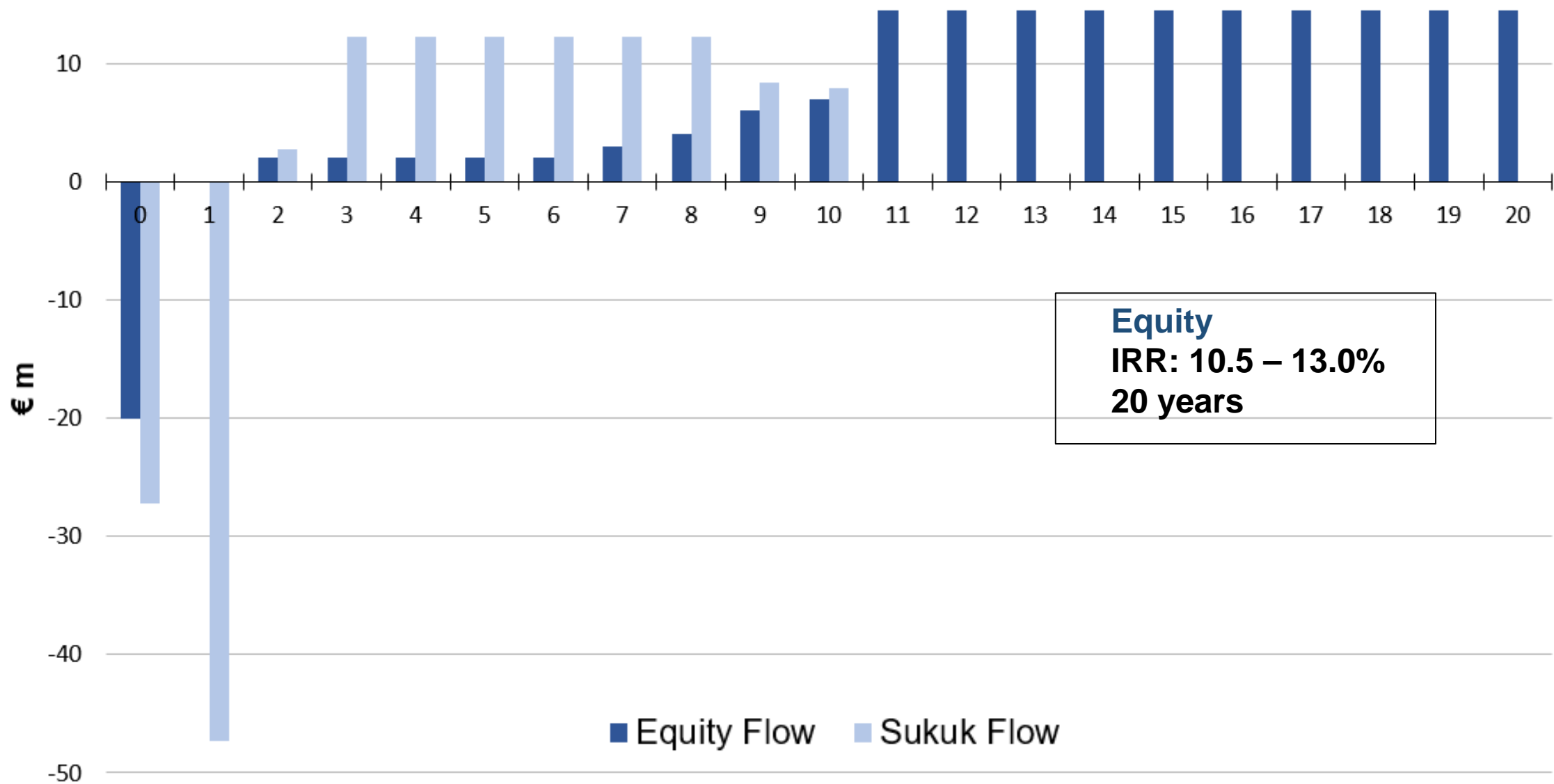
* Based on a €0.21/kWh average PPA and a total 90.5GWh production per annum



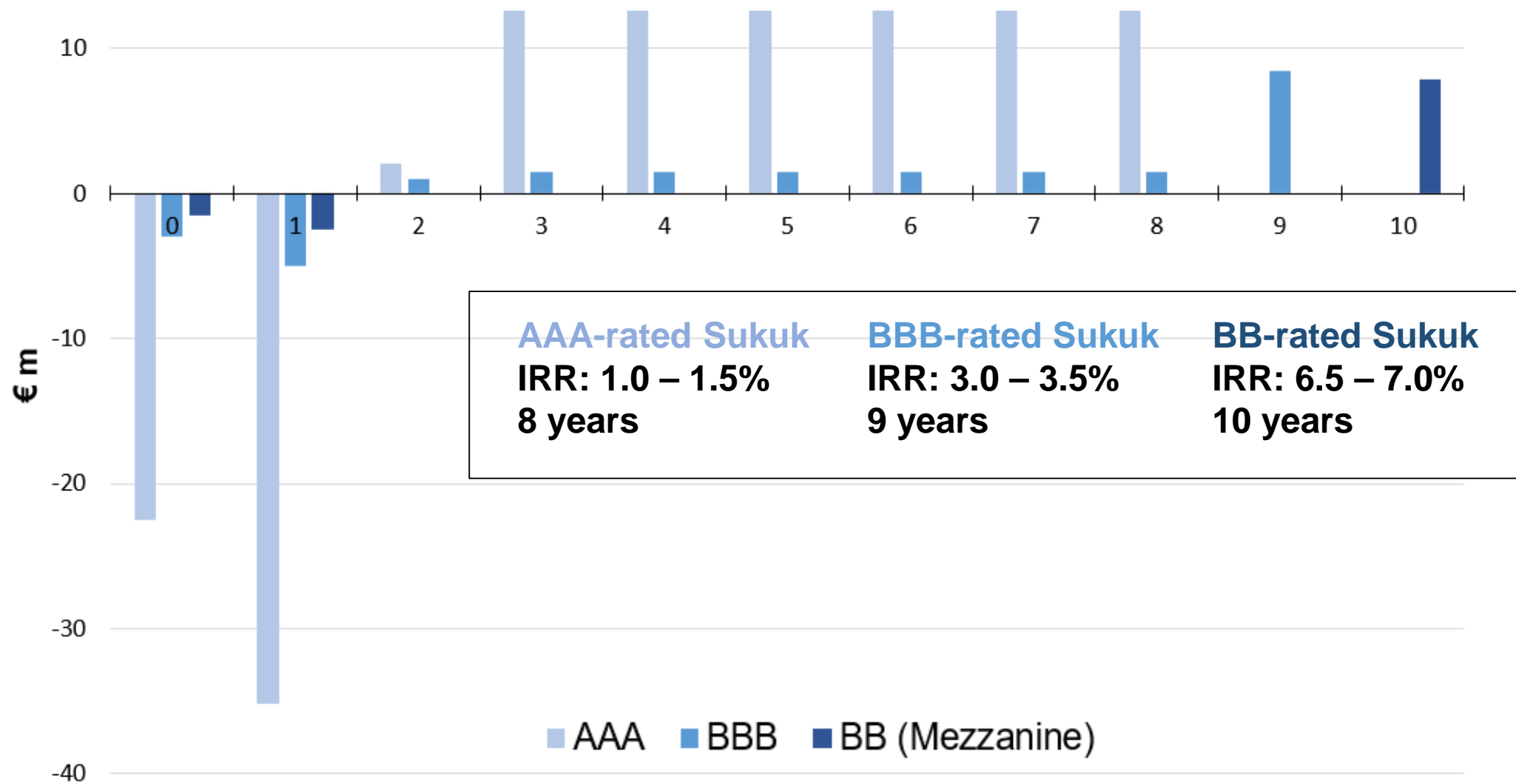
FUNDS ALLOCATION



CASH FLOWS FOR INVESTORS



CASH FLOWS FOR SUKUK HOLDERS



IMPACTS MEASUREMENTS



Economic Impacts

Enhanced agricultural productivity by 2% over the investment-period

Job creation in rural areas

Stimulated consumption and economic activity



Social Impacts



Stabilized food prices

Increased purchasing power and well-being for 32,000 beneficiaries

Food security

Improved farmers' working conditions



Environmental Impacts

Better use of water

Clean energy production (27% decrease in CO₂ emissions)



ACKNOWLEDGEMENTS

McDermott
Will & Emery



ARDIAN

J.P.Morgan



SOLAR AGRICULTURE FUND TEAM



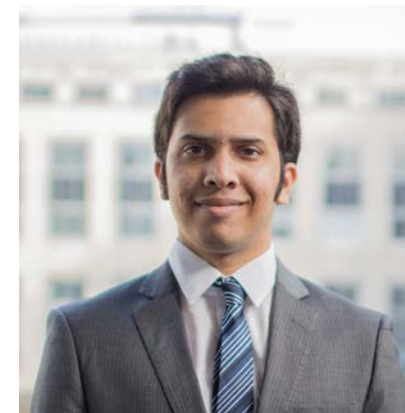
Arthur Bagourd



Aldric Ogle



Amine Mansouri



Nahim Bapikee

A strong team of advisors

Finance and Investing experience



DUET | TEUC

Africa-related experience



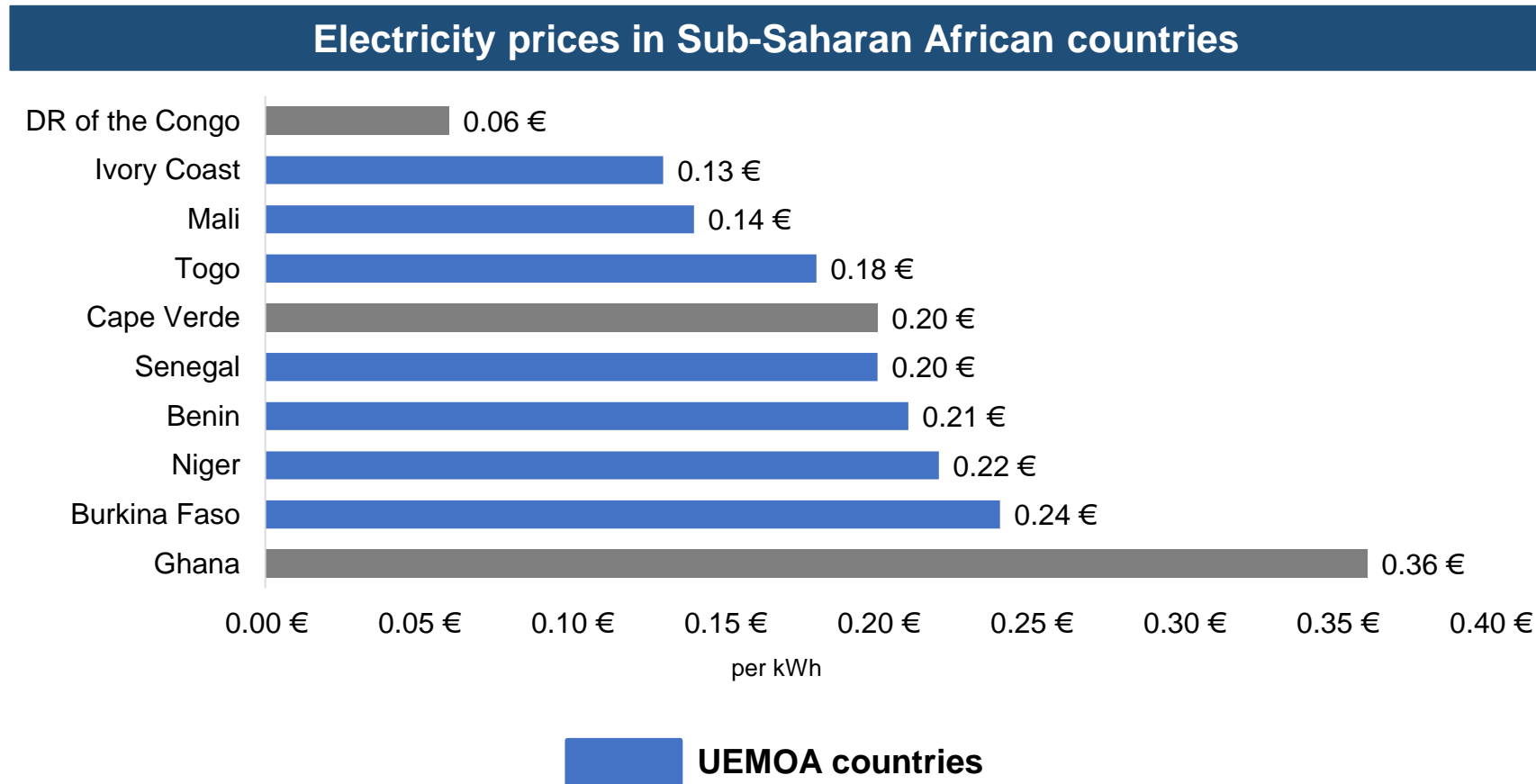
SUNAYON

Islamic Finance experience



APPENDIX

PPA PRICE DETERMINATION



SENSITIVITY ANALYSIS

Sensitivity Table: Equity IRR

		Sale price								
		€ 0.17	€ 0.18	€ 0.19	€ 0.20	€ 0.21	€ 0.22	€ 0.23	€ 0.24	€ 0.25
Production p.a.	75 GWh	7.24%	7.95%	8.58%	9.15%	9.67%	10.14%	10.58%	10.99%	11.37%
	80 GWh	8.04%	8.70%	9.29%	9.83%	10.32%	10.77%	11.20%	11.59%	11.96%
	85 GWh	8.74%	9.36%	9.92%	10.44%	10.91%	11.35%	11.75%	12.13%	12.49%
	90 GWh	9.36%	9.96%	10.5%	10.99%	11.44%	11.87%	12.26%	12.63%	12.98%
	95 GWh	9.92%	10.5%	11.02%	11.49%	11.93%	12.34%	12.73%	13.09%	13.43%
	100 GWh	10.44%	10.99%	11.49%	11.96%	12.39%	12.79%	13.16%	13.51%	13.85%
105 GWh	10.91%	11.44%	11.93%	12.39%	12.81%	13.2%	13.57%	13.91%	14.24%	

Sensitivity Table: BB-rated Sukuk IRR

		Sale price								
		€ 0.17	€ 0.18	€ 0.19	€ 0.20	€ 0.21	€ 0.22	€ 0.23	€ 0.24	€ 0.25
Production p.a.	75 GWh	4.23%	4.61%	4.98%	5.34%	5.69%	6.02%	6.35%	6.67%	6.98%
	80 GWh	4.66%	5.05%	5.43%	5.80%	6.16%	6.5%	6.84%	7.17%	7.48%
	85 GWh	5.08%	5.48%	5.87%	6.24%	6.61%	6.96%	7.31%	7.64%	7.96%
	90 GWh	5.48%	5.89%	6.29%	6.67%	7.04%	7.40%	7.75%	8.10%	8.43%
	95 GWh	5.87%	6.29%	6.69%	7.08%	7.46%	7.83%	8.19%	8.53%	8.87%
	100 GWh	6.24%	6.67%	7.08%	7.48%	7.87%	8.24%	8.61%	8.96%	9.30%
105 GWh	6.61%	7.04%	7.46%	7.87%	8.26%	8.64%	9.01%	9.37%	9.71%	

Sensitivity Table: BBB-rated Sukuk IRR







		Sale price								
		€ 0.17	€ 0.18	€ 0.19	€ 0.20	€ 0.21	€ 0.22	€ 0.23	€ 0.24	€ 0.25
Production p.a.	75 GWh	1.96%	2.15%	2.35%	2.54%	2.73%	2.91%	3.09%	3.27%	3.45%
	80 GWh	2.18%	2.39%	2.59%	2.79%	2.98%	3.18%	3.37%	3.56%	3.74%
	85 GWh	2.40%	2.61%	2.83%	3.03%	3.24%	3.44%	3.64%	3.83%	4.03%
	90 GWh	2.61%	2.84%	3.06%	3.27%	3.49%	3.70%	3.90%	4.10%	4.30%
	95 GWh	2.83%	3.06%	3.29%	3.51%	3.73%	3.95%	4.16%	4.37%	4.58%
	100 GWh	3.03%	3.27%	3.51%	3.74%	3.97%	4.19%	4.41%	4.63%	4.84%
105 GWh	3.24%	3.49%	3.73%	3.97%	4.20%	4.44%	4.66%	4.88%	5.10%	

Sensitivity Table: AAA-rated Sukuk IRR

		Sale price								
		€ 0.17	€ 0.18	€ 0.19	€ 0.20	€ 0.21	€ 0.22	€ 0.23	€ 0.24	€ 0.25
Production p.a.	75 GWh	0.81%	0.9%	0.98%	1.07%	1.15%	1.24%	1.32%	1.40%	1.48%
	80 GWh	0.91%	1.00%	1.09%	1.18%	1.27%	1.36%	1.45%	1.53%	1.62%
	85 GWh	1.01%	1.10%	1.20%	1.29%	1.39%	1.48%	1.57%	1.66%	1.75%
	90 GWh	1.10%	1.20%	1.30%	1.40%	1.50%	1.60%	1.69%	1.79%	1.89%
	95 GWh	1.20%	1.30%	1.41%	1.51%	1.61%	1.72%	1.82%	1.92%	2.02%
	100 GWh	1.29%	1.40%	1.51%	1.62%	1.73%	1.83%	1.94%	2.05%	2.15%
105 GWh	1.39%	1.50%	1.61%	1.73%	1.84%	1.95%	2.06%	2.17%	2.28%	



INVESTMENT RISK AND MITIGATION

	KEY RISK	PROB	IMPACT	MITIGATION
Operating Risk	The Operating Company does not manage the sites as intended, leading to a lower-than expected total electricity production.			We strategically choose the Operating Company with a strong track record.
Market Risk	Increased production might lead to a drop in electricity prices.			Demand largely outweighs supply and this should go on for the twenty coming years.
Political Risk	The region is under threatening political instability, which can damage the economic environment.			By diversifying the investment over 7 countries, we will reduce our exposure to individual country risk.

