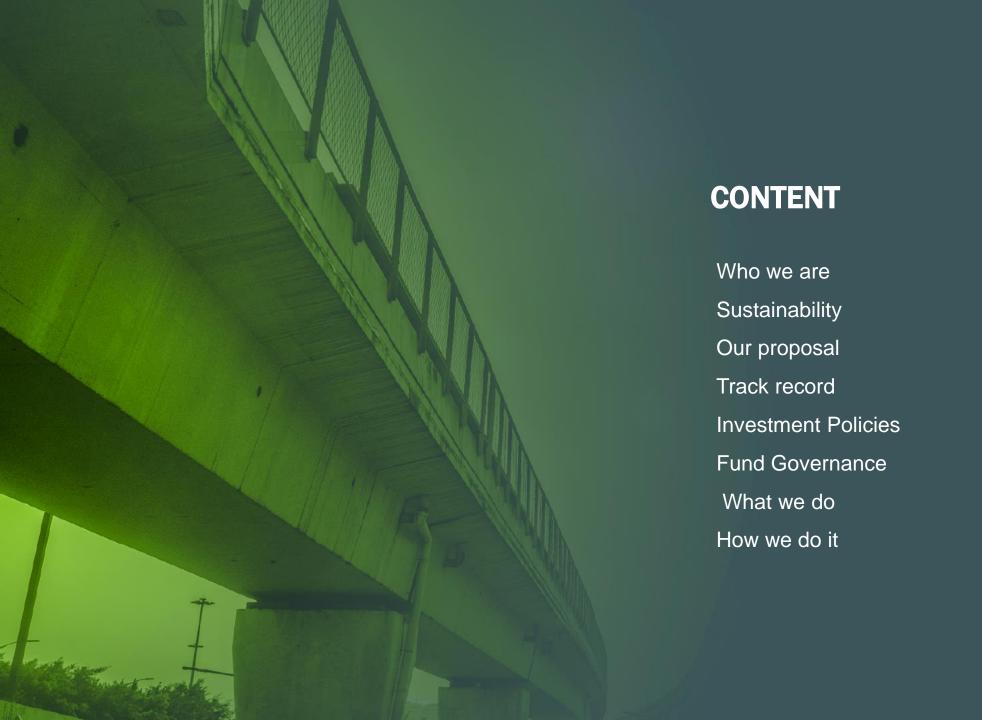
# Sustainable Infrastructure Debt Fund

November, 2021





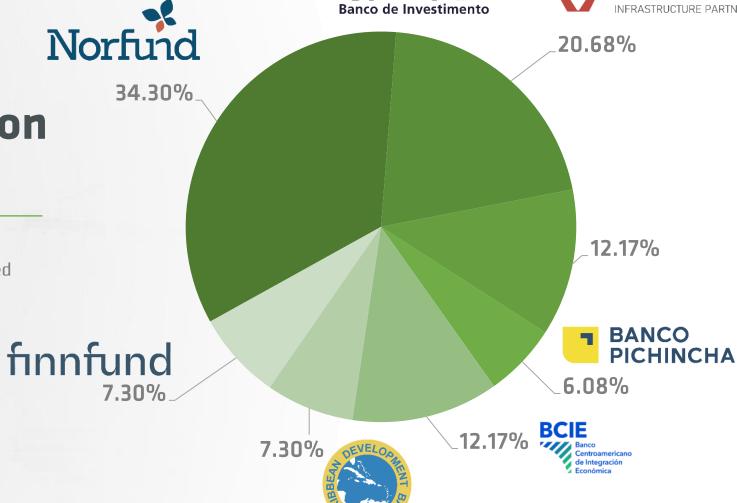


Cifi



CIFI Invests alongside some of the world's leading institutional investors in LAC region

An engaged Board of Directors with broad investment and banking experience provides strategic direction and oversight, strongly aligned with ESG standards.





Valora is a company owned by the Fund Management Team.



Cifi VEARS

Guatemala 5%

Active loans

Excluded

No current exposure

El Salvador 2%

Colombia 5%

Peru 10%

Bolivia 2%

Chile 8%

Ecuador 11%

is a leading private sector middle- market infrastructure platform in Latin America and the Caribbean

45.4%

of our portfolio was invested in Renewable Energy Projects, as of December 31, 2020.

3% Jamaica

1%

Dominican Republic

Honduras

years

billion

billion

+200 projects

Paraguay 4%

Uruguay 3%

8.5 bps

staff

Proven track record

In total disbursements

In mobilized capital

**Knowledge of the Region** 

**Annual average historical loss** 

Boots on the ground

# Compelling value creation for investors

Recurrent funding from regional Institutional investors: Pension funds, Insurance companies; and from development financial institutions: CAF, CABEI, CDB, PROARCO, DEG, OeEB, FMO, Norfund, Finnfund, FinDev







Strong self-origination capacity, makes us depend on ourselves

Focus on the "middle market" LATAM, Private sector. A diversified platform by country and by sector.







20-year track record, 200 projects through the whole region, US \$1.7 billion in total disbursements, mobilizing more than US \$20 billion.

Our projects comply with the best international ESG standards



Unique Skills in structuring Project financing helps us to be a Company oriented to find solutions for our clients.

Agile, cohesive and innovative team with deep know-how in structuring solid financing solutions.



# CIFI's products help close a financing gap in LAC

#### STRUCTURING + SYNDICATION

In addition to advising multiple institutions in structuring financing, at CIFI we work hard to identify investment opportunities for potential investors.

#### Our main tasks in this area include:

- Advice to governments, enterprises and developers in structuring bank financing for new or expansion projects
- Identification of investment opportunities for potential investors
- Association with Equity players in the Region
- Development of Public-Private Partnerships





# **Fund Management Team**







CESAR CAÑEDO-ARGUELLES Chief Executive Officer

- 25 years of experience in finance, infrastructure and investment banking.
- Appointed Chief Executive Officer in 2015, leading the growth and expansion in the region.
- Masters Degree in Economics & Financial Management and Masters Degree in Finance.
- Founding Member of CIFI



RICARDO RICO FRANCO

AM & Investor Relations

- 25 years of experience in asset management, capital markets, treasury operations and corporate finance in Latin America, USA and Asia.
- Masters Degree in Finance and Business Administration.
- Recently joined CIFI.



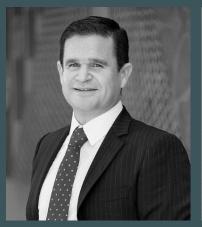
RAMON CANDIA
Chief Investment Officer

- 20 years of work experience and specialized in infrastructure investments in multiple types of investment structures, both debt and equity
- Masters Degree in Business Administration from Purdue University
- 4 years with CIFI



CARLA CHIZMAR
Head of Environmental,
Social and Governance

- 15 years of experience in environmental management and sustainable development in Latin America and the Caribbean.
- Specialized in climate change, impact investment and renewable energy.
- Masters in Environmental Sciences from Yale University
- 5 years with CIFI.



JOSE SALAVERRIA General Counsel

- 25 years of experience in cross-border investment and infrastructure.
- Juris Doctor, Master in International Comparative and Commercial LAW (LL.M), and Master in Business Administration.
- Founding Member of CIFI



FABIO ARCINIEGAS
Chief Operating Officer

- 25 years of experience in risk management in international and multilateral financial institutions within emerging markets.
- Civil Engineer and a PHD in Statistics from Rensselaer Polytechnic Institute in New York.
- 4 years with CIFI

# **Executive Team**





LUCY PERALTA
Director of Origination



GUILLERMO SIERRA
Director Structured
& Corporate Finance



ANTONIO ARAUZ
Director Structured
& Corporate Finance



IVAN NUÑEZ Director Portfolio



ALEJANDRA VEGA Senior Specialist ESG



JANET SANCHEZ
Risk Director



NEILA URRIOLA Treasury Manager

#### **Investment Team**

Officers: 2 Associates: 1 Analysts: 2

#### **Portfolio Management**

Senior Office: 1
Analysts: 1

#### Legal

Project Attorney: 1 Corporate Attorney: 1

#### **Finance & Operations**

Managers: 5
Analysts: 2



## WHY IS SUSTAINABILITY IMPORTANT TO INVESTORS

- Major investment firms see sustainable investing as the future.
- Fund companies are launching sustainable funds at a record pace.
- Sustainable investing is being used to help manage risk in uncertain times.
- Performance has become a top reason to invest sustainably.

For years, studies from Morgan Stanley, Nuveen TIAA, Barclays, Deutsche Bank, Oxford University and the United Nations have shown that sustainable investing performs as well, if not better, than conventional investing.

Research from data provider Morningstar examining the long-term performance of a sample of 745 Europe-based sustainable funds shows that the majority of strategies have done better than non-ESG funds over one, three, five and 10 years.

FORBES 2020 FT June 2020



## SUSTAINABILITY HAS BECOME MAINSTRAIM

When people first started talking about the UN's Sustainable Development Goals (SDGs) ahead of the Rio+20 conference in 2012, it might have been seen in some circles as a pet project of environmentalists and development specialists.

Today, however, it seems that the SDGs (and the principles they represent) have become widely recognized by not only the development community, but by the private sector and broader civil society.

**KPMG 2019** 



## SUSTAINABILITY IN LATIN AMERICA

Post-pandemic, Latin American nations have the opportunity to place sustainability and inclusiveness at the core of their growth strategies.

Latin America should commit to fostering the green economy by:

- Taking advantage of the region's vast alternative energy resources
- Enhance the circular economy
- Incentivize reuse in supply chains and strengthen a market for recycled materials

As part of the post-pandemic green economic recovery, the region should promote innovation and

advance the sustainable use of its resources.

América Latina y el Caribe está experimentando una expansión de la inversión sostenible, un mayor interés por parte de los inversores, una gama más amplia de productos y un sector público que está fomentando esta inversión.

IDB Invest 2021

**US CHAMBER 2021** 



# **ESG Approach**



# RISK MANAGEMENT AND IMPACT INVESTING

- Follows the risk management framework of Equator
   Principles and IFC Performance Standards for Sustainability
- Measurable impact towards the Sustainable Development
   Goals
- Climate Investments supporting the transition to a low carbon economy
- Offers full transparency and accountability
- TCFD framework for climate related risks.







#### **EXCLUSIONS**

- ▼ Fossil fuels
- Hydropower projects over 25MW
- Carbon intensive projects



<sup>\*</sup>In addition to CIFI's Exclusion list.

# SUSTAINABLE INFRASTRUCTURE

 $\overline{\alpha}$ FRASTRUCTU ш SUSTAINABL



1. Greenhouse emission reduction/avoid

2. Climate risk, resilience & disaster risk management

3. Biodiversity

**4.** Pollution control & monitoring

**5.** Efficient use of materials & waste reduction

6. Energy & water efficiency



SOCIAL **SUSTAINABILITY** 

7. Access to service & service affordability

8. Stakeholder engagement

9. Disability & special needs integration

**10.**Human & labor rights compliance

11. Gender integration

12. Health and safety



**INSTITUTIONAL SUSTAINABILITY**  13. Anticorruption protocols & procedures

**14.** Coporate sustainability disclosure





**ECONOMIC** & FINANCIAL **SUSTAINABILITY** 

**15.** Positive economic & social return (ERR)

**16.** Job creation

September 2020, Multilateral Development Banks Infrastructure Cooperation Platform: a common set of aligned sustainable infrastructure indicators / Inter-American Development Bank.





# **ESG** factors integrated in the Process



#### **ORIGINATION**

E&S standards and the exclusion are considered during the identification of the investment opportunities that fit our investment criteria.



ESG provides a preliminary screening, considering E&S standards, and performs the Initial Risk Scoring Categorization of the project, an ESG Eligibility Opinion is included in the Project Profile. An E&S Term Sheet is provided to be included in the Mandate Letter.

DUE DILIGENCE

The ESG team role in the due diligence process focuses on the evaluation of project's compliance with the policy framework and standards.

#### CREDIT PROPOSAL TERMS AND CONDITIONS

ESG team provides a Risk Opinion which is included in the Credit Memo.

**PEER REVIEW** 

This is an internal exercise where ESG also participates and provides further explanation or information regarding, the ESG opinion, E&S risks and mitigation actions.

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#### **CREDIT COMMITTEE**

The ESG member of the Deal team participates and if necessary, provides a detailed explanation of E&S risks and mitigation actions to the Credit committee.

LEGAL DOCUMENTATION,
PREPARATION AND NEGOTIATION

ESG is responsible for ensuring the accuracy of covenants related to E&S management obligations, compliance with the requirements of Environmental and Social Action Plans (ESAP), and Client obligations regarding Project monitoring and reporting.

**DISBURSEMENT** 

ESG must review and approve the Client's fulfillment of contractual conditions precedent prior to disbursements.

LOAN FOLLOW UP

ESG is directly responsible for monitoring the compliance with the environmental and social requirements contained in the loan.

#### Sustainability Standards

- The Equator Principles (EP4), version 4.
- The International Financial Corporation's Performance Standards on Environmental and Social Sustainability.
- World Bank/IFC
   Environmental Health and
   Safety (EHS) Guidelines.
- The United Nations Guiding Principles on Business and Human Rights.
- National Laws and Regulations affecting Environmental, Social and Labor matters.

#### **Policies**

- ESG Policy.
- Climate Change Policy.
- · Human Rights Statement.
- Gender Equality Policy.
- External (EGM) and Internal (IGM) Grievance Mechanisms.
- Exclusion List.









# Impact that CIFI has created in the last three years

	(1) 经经济公司	2018	2019	2020	
7 AFFORDABLE AND GLEAN ENCROY	Energy Generation Millions of kWh	1,873	2,400	1,750	
11 SUSTAINABLE CITIES AND COMMUNITIES	Operational installed capacity (MW)	580	764	696	
13 CLIMATE ACTION	Ton CO2 eq emissions avoided	1,139,061	1,473,248	933,355	
7 AFFORDABLE AND CLEAN ENERGY	People benefited from access to energy / year	1,760,672	2,112,743	1,810,629	
8 DECENT WORK AND ECONOMIC GROWTH	Jobs created or sustained through our loans (direct/indirect)	17,028	14,612	12,757	

G CLEAN WATER AND SANITATION	Treated wastewater (gals)	<b>2020</b> 422,400
12 RESPONSIBLE CONSUMPTION AND PRODUCTION	Used oils disposal (liters)	143,540
12 ESPORIES AND PRODUCTION AND PRODUCTION TO PARTNERSHIPS FIRETHE GRAIS	Hazardous waste disposal (kg)	29,016
<b>**</b>	Social contribution (USD)	764,536
9 MOUSTRY, MODIATION AND INFRASTRUCTURE	Telecommunication towers	3,381
5 GENDER EQUALITY	Female jobs	1,533
11 SUSTAINABLE CITIES AND COMMUNITIES	Roads constructed or with maintenance (km)	609

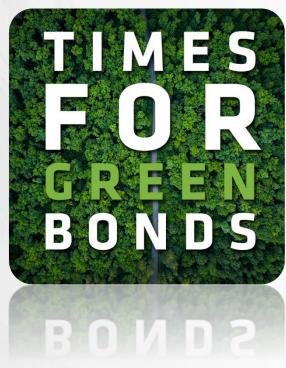
# \$200M MTN Green Bond Program

In 2019, CIFI was the **first issuer to register a Green Bond Program in Panama**. The purpose was to create a funding platform to support the green projects which are eligible under the Green Bond Framework. **As of December 31, 2020, CIFI has issued USD 50.7M** in green bonds out of the MTN program.

#### Eligible sectors:

♣ Energía eólica
 ♠ Hidroeléctrica ≤ 25 MW
 ⊕ Energía solar
 ♠ Co-generación
 ⊕ Geotérmica
 ♠ Gestión de residuos





New Market Green Pioneer

Climate Bonds Awards 2020

#### Summary of Principal Terms:

Program Size	USD 200,000,000		
Tenor	Series from 1 year up to 10 years		
Placement Agent	MMG Bank		
Second Party Opinion	Sustainalytics		
Legal Advisors	Morgan & Morgan		
Rating Agency	Pacific Credit Rating (PA AA- Stable Outlook)		



# SUSTAINABLE INFRASTRUCTURE DEBT FUND

	MAIN FEATURES	
	USD MILLIONS	
FUND SIZE	300	
TOTAL DEBT	150	
TOTAL EQUITY	150	
FIRST CLOSE	150	DECEMBER 2021
DEBT	75	
EQUITY	75	
SECOND CLOSE	150	DECEMBER 2022
DEBT	75	
EQUITY	75	



# SUSTAINABLE INFRASTRUCTURE DEBT FUND

#### **Creating impact with every investment**

#### **PROPOSAL**

- Raise a \$300m debt fund that will participate in transactions together with CIFI
- Focus on sustainable social and environmental infrastructure sectors
- Regional fund, looking for strong credit structures in all countries
- 50% geared fund, with a target USD IRR of 8% with low volatility

#### **MARKET OPPORTUNITY**

- Infrastructure is a key driver for Latin America and the Caribbean region economic recovery.
- Regional governments depend largely on private sector investment to support growth.
- Sustainable investments that target positive impact or integrate environmental, Social and corporate governance (ESG) factors outperformed traditional benchmarks.
- Climate Change mitigation and adaptation are key economic drivers and a great market opportunity for the private sector.
- Sustainable infrastructure as a strategic recovery sector post pandemic.

#### SUSTAINABLE INFRASTRUCTURE

- Our Fund meets all the criteria that define Sustainable Infrastructure.
- ESG risk management and positive impact = responsible investment.
- Aligned with the Sustainable Development Goals, and the Paris Agreement.

#### **CIFI VALUE ADDED**

- Strong origination capability with an established senior team on the ground
- Proven track record with executing the same consistent strategy for 20 years
- Strong credit structure that provides investors with a low loan loss ratio
- Ready to invest Pipeline of approx. US\$713M





# Sustainable Infrastructure Asset Class

Aligned with the Sustainable Development Goals





Creating impact with every investment

#### **SUSTAINABILITY**

- Critical infrastructure that supports human wellbeing.
- Design, construction and operation of assets that do not diminish social, economic, and environmental processes.
- Carefully selected projects that align with our vision and support sustainable development.
- Mainstreaming **Gender Equality**, **Human Rights** and **Climate Change** as part of our assessment to qualify for the Fund.

#### <u>INFRASTRUCTURE</u>

- Direct Lending provides secured transactions
- Strong capital preservation mechanisms
- Amongst the highest recovery rate of any asset class
- Low volatility and correlation with other financial markets
- Adequate risk-adjusted returns



# Creating positive impact towards the environment and society



#### Social infrastructure sectors



**EDUCATION** 



**HEALTHCARE** 





**SERVICES** 







#### Environmental infrastructure sectors









RANSPORTATION AND





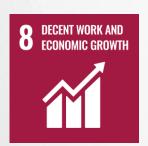


# Potential Climate Change Mitigation Impact



**771 MW**Installed Capacity

**1,784,495 MWh** Clean Energy Generated per year



Thousands of local jobs created during construction and operation of assets



**1,921,675** People will benefit from access to clean energy



**527,000 people** with access to efficient transport in tourism industry



**910,502** GHG emissions Avoided (Tons CO<sub>2</sub> eq per year)



35,000 tons of tire waste recycled per year



\*Data based on current pipeline, subject to change.

# Investment ready diversified pipeline (Sep 2021)

Country	Sector	Туре	Financing	Term (years)	Total Debt (US\$M)	CIFI	SIDF	Interest Rate (%)	Spread
Chile	Solar Power	Greenfield	PF Senior + Sub	14	31.5	15.1	16.4	L3M + 4.50%	4.50%-7.75%
Chile	Solar Power	Greenfield	PF Senior	10	50.0	15.0	35.0	L3M + 4.50%	4.50%
Chile	Solar Power	Greenfield	PF Senior	15	11.0	5.5	5.5	L3M + 4.75%	4.75%
Chile	Solar Power	Greenfield	PF Senior	17	25.5	12.8	12.8	L3M + 4.50%	4.50%
Chile	Biomass	Greenfield	PF Senior + Sub	10	10.0	5.0	5.0	L3M + 5.00%	5.00%
Colombia	Transportation	Brownfield	PF Senior	2	30.0	15.0	15.0	L3M + 5.0%	5.00%
Colombia	Energy Storage	Greenfield	PF Senior	10	18.8	9.4	9.4	L3M + 5.0%	5.00%
Costa Rica	Solar Power	Greenfield	PF Senior	10	15.0	7.5	7.5	L3M + 6.0%	6.00%
Dominican Republic	Solar Power	Greenfield	PF Senior	15	100.0	15.0	45.0	L3M + 5.0%	5.00%
Dominican Republic	Solar Power	Greenfield	PF Senior	15	50.0	15.0	35.0	L3M + 5.0%	5.00%
Ecuador	Environmental	Greenfield	PF Senior	12	35.0	12.0	23.0	L3M + 6.00%	6.00%
Ecuador	Solar Power	Greenfield	PF Senior	15	110.0	15.0	45.0	L3M + 5.50%	5.50%
Ecuador	Wind Power	Greenfield	PF Senior	15	60.0	15.0	45.0	L3M + 5.50%	5.50%
Ecuador	Public roads	Greenfield	PF Senior	15	54.0	15.0	39.0	L3M + 8.0%	8.00%
Ecuador	Airport	Refinancing	Corporate	8	12.0	6.0	6.0	L3M + 8.0%	8.00%
Latam	Telecommunication	Greenfield	PF Senior	10	117.0	18.0	45.0	L3M + 5.50%	5.50%
Mexico	Energy Storage	Greenfield	PF Senior	15	20.0	10.0	10.0	L3M + 5.50%	5.50%
Mexico	Solar Power	Greenfield	PF Senior	14	20.0	10.0	10.0	L3M + 5.50%	5.50%
Mexico	Solar Power	Greenfield	PF Senior	13	50.0	15.0	35.0	L3M + 5.50%	5.50%
Mexico	Solar Power	Greenfield	PF Senior	13	50.0	15.0	35.0	L3M + 5.50%	5.50%
Panama	Solar Power	Greenfield	PF Senior	16	18.0	9.0	9.0	L3M + 5.00%	5.00%
Panama	Holco Loan	Greenfield	Corporate	8	15.0	7.5	7.5	L3M + 8.00%	8.00%
Puerto Rico	Solar Power	Greenfield	PF Senior	15	35.0	15.0	20.0	L3M + 5.50%	5.00%
Puerto Rico	Solar Power	Greenfield	PF Senior	15	50.0	15.0	35.0	L3M + 5.50%	5.50%
Paraguay	Transportation	Refinancing	PF Senior	10	60.0	12.0	45.0	L3M + 8.00%	8.00%
Peru	Telecommunications	Greenfield	PF Senior	10	25.0	12.5	12.5	L3M + 5.50%	5.50%
Peru	Telecommunication	Brownfield	PF Senior	8	15.0	7.5	7.5	L3M + 6.00%	6.00%
Peru	Transportation	Greenfield	PF Senior + Sub	10	22.0	11.0	11.0	L3M + 7.00%	7.00%
Total					1,110	335.8	627.1		





## Sustainable Infrastructure Debt Fund: Summary of Principal Terms



Fund:	CIFI Sustainable Infrastructure Debt Fund, an Ontario registered limited partnership
General Partner:	CIFI AM GP, Ltd, a Cayman Islands
Base Currency:	US Dollars
Term of the Fund:	10 years from the Initial Closing Date, subject to 5 optional one-year extensions
Investment Period:	<ul> <li>The period from the Initial Closing Date to the third anniversary of the Initial Closing Date and subject to 2 optional one-year extension by the General Partner with the prior consent of the Advisory Committee.</li> <li>The Commitment Period may be terminated earlier if all Commitments have been drawn down</li> </ul>
Target Equity Investment Return:	8.00% - 8.50% IRR after deduction of Management Fees, Administration Fees and Interest expenses
Target Fund Size:	\$300 million  • Close 1 of USD 150 million by 31/12/2021  • Final Closing Date, twelve months from the first closing
Termination of the Fund  The General Partner shall use commercially reasonable efforts to sell any outstanding infrastructure loans at the end the Fund, which may be extended by up to five (5) consecutive additional one-year periods thereafter with the consecutive of the Advisory Committee. Following the Termination of the Fund, the Fund may dispose, sell or transfer the Fund or more investment vehicles.	
Minimum Capital Commitment:	\$5 million or any lesser amount by the discretion of the General Partner
General Partner's Commitment:	The General Partner and its Affiliated shall make and maintain an aggregate Commitment by subscribing an Interest equal to all least 1.00% of the aggregate Commitment of the Limited Partners
Management Fee:	1.25% on Committed Capital during the Investment Period 1.25% on Invested Capital during the Term of the Fund

## Sustainable Infrastructure Debt Fund: Summary of Principal Terms





Organizational Expenses:	The Fund will bear all costs and expenses associated with organizing, structure and forming the Fund, the issuance offering, marketing, including but not limited: legal, tax, accounting, filing fees and travel expenses, in an aggregate amount not to exceed 50 bps of the aggregate Capital Commitments.		
Fund Expenses:  The Fund will pay all expenses related to its operation including but not limited to: (i)legal, auditing, fine regulatory filings. (ii) Management Fee, (iii) expenses related to Investment Committee, Advisory C			
Performance Fees:	None		
Distributions:	Limited Partners will receive cash distribution of interest income on a quarterly basis		
Redemption:	No redemption		
Portfolio Strategy:	<ul> <li>Diversified portfolio of direct private middle market infrastructure loans focused on Latin America and the Caribbean</li> <li>Project Finance infrastructure projects and Highly structured corporate finance loans</li> <li>From 8 to 15 amortizing senior secured and Second Lien loans</li> <li>Second Lien loans up to 20% of the Target Fund Size</li> <li>Single maximum exposure per investment of 15% of the Target Fund Size</li> <li>Loan maturities ranging on average from 5 to 15 years, with an average life of 5 years (including Prepayments) INPUT</li> <li>Participation in greenfield and brownfield (expansion) infrastructure projects up to 70% of the Target Fund Size</li> <li>Refinance infrastructure projects up to 30% of the Target Fund Size</li> </ul>		
Second Lien loan parameters:	Second ranking in debt repayments and second lien in collaterals		
Investment Policy: The objective of the fund is to provide attractive, long-term investment returns by investing in a diversified portion infrastructure projects in Latin America and the Caribbean. Investment Policy Guidelines Section.			
Investment Restrictions:	The Fund shall only make investments if they are consistent with the Investment Policy. The Fund shall not provide any loans, either directly or thought participations, or through purchase of existing loans, to any Project or company that is engaged in any of the activities referred to as the Exclusion List.		
Jurisdiction of Underlying Investments: US (New York Law)			
Currency of Underlying Investments:	US Dollars		





# **Sustainable Infrastructure Debt Fund: Summary of Principal Terms**

ESG Framework:	<ul> <li>Equator Principles Risk Management Framework</li> <li>Aligned with the Sustainable Development Goals</li> <li>Full transparency and accountability reporting</li> <li>Aligned with the 16 Sustainable Infrastructure Indicators created by the Multilateral Development Banks Infrastructure Cooperation Platform</li> </ul>
Leverage:	<ul> <li>The Fund will employ up to 50% of Leverage in the investment strategy with an interest rate of 3 Month Libor + 3.00%.</li> <li>More details on the Leverage parameters on the Debt Preliminary Terms and Conditions</li> </ul>
Prepayment:	Anticipated payments received in the portfolio during the Fund's Investment Period will be redeployed towards new investments.
Capital Calls:	Capital Commitments generally will be draw down by the Fund from the Partners pro rata as requested upon not less than 10 days' prior written notice.
Advisory Committee:	<ul> <li>The General Partner will establish an advisory committee of the Fund no later than by the Final Closing Date comprising of at least five members, who shall be representatives of Limited.</li> <li>The Advisory Committee shall provide such advice and opinions to the General Partner in matters related to: Oversight of the investment strategy and resolve conflict of interest.</li> </ul>
Investment Committee:	The General Partner will form an Investment Committee which will consist of up to 3 members and will be responsible for (i) reviewing investment proposals, (ii) evaluating and approving the recommendations of the Investment manager (iii) reviewing the valuation of the Investments, and (iv) overseeing all investment policies of the Fund.
Reporting:	Quarterly performance
Custodian and Fund Administrator:	Third party Fund Administrator and Custodian
Legal Counsel	Stikeman and Alta Batalla
Independent Certified Public Accountants:	PWC

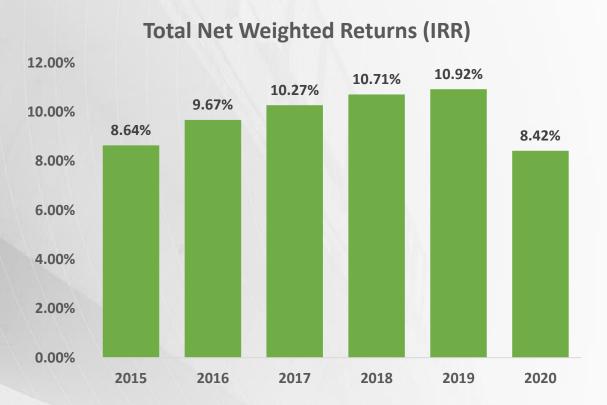
# **Preliminary Terms and Conditions of the Fund's debt**



Type of Loan:	Senior Unsecured Loan	
Borrower:	CIFI Sustainable Infrastructure Debt Fund, an Ontario registered limited partnership	
Base Currency:	US Dollars	
Loan Amount:	Up to USD 150 million	
Term:	10 years	
Availability Period:	Up to 36 months from singing of the loan agreement	
Repayment:	Maximum in equal and consecutive quarterly installments, the first installment to fall due 12 months after signing of the loan	
Prepayment:	The loan will contain terms and conditions on voluntary prepayments	
Interest Rate:	Floating Rate: 3-month LIBOR plus a margin of 300 bps, payable quarterly in arrears and compounded on the basis of the actual numbers of days elapsed in a 360-day year	
Default Interest:	2% p.a. above the Interest Rate on overdue amounts.	
Front-end Fee:	0.50% flat of the Loan Amount, payable upon singing of the loan agreement	
Commitment Fee:	0.50% p.a. on the undrawn loan amount, payable semi-annually in arrears	
Prepayment Fee:	Anticipated Principal payment above 10% per year of the outstanding balance	
Financial Covenants:	To be determined	
Security:	Unsecured, pari-passu with other indebtedness of the Fund	
Jurisdiction:	US (New York Law)	



# Our track record and experience translated to the Fund's performance



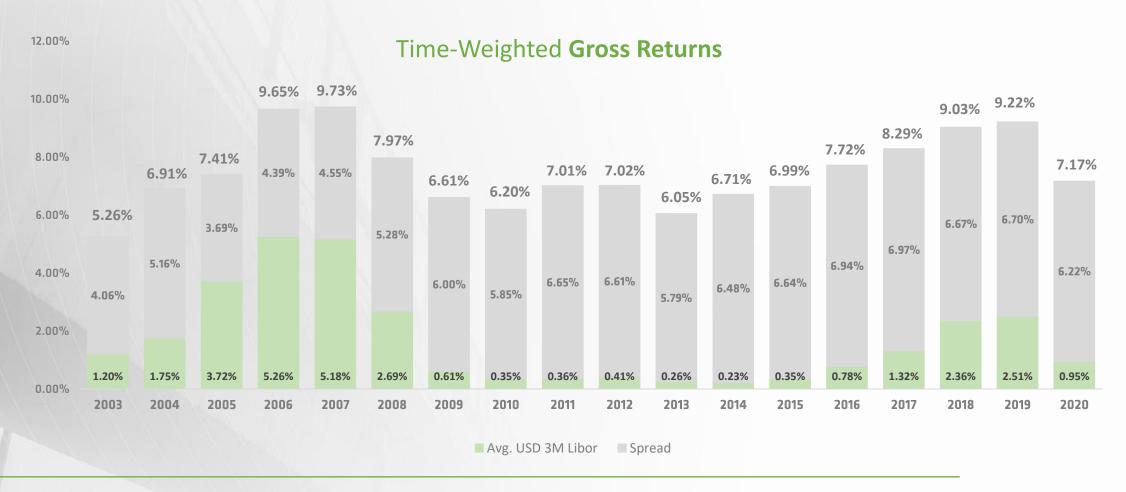
#### **Assumptions:**

- CIFI's annual returns, and avg. balance as of each year
- Libor rates and spread over Libor for each year
- 50% leverage
- Historical loss of 8.5bps year on year
- 1.25% management fee

Past performance is not necessarily indicative of future results. Represents time weighted total return data from January 2015 through December 31, 2020. Total Time-Weighted Returns from 2015 to 2018 have been audited and certified by KPMG. \*Underlying data and return calculations for the period between January 1st, 2019 and December 31th, 2019 have not yet been independently verified. All data based in USD. Represents the performance of CIFI. There can be no assurances that CIFI's prior performance will persist. The above data are presented net of investment management fees, and operating expenses, in addition to expected loss of 10bps yoy on the equity portion of the fund, in addition to a theoretical cost of funds, based on a diversified investment vehicle with a leverage of 50%. There can be no assurances that the fund can obtain such cost of debt for its leverage. A major component of CIFI's loan portfolio returns has historically been net interest income, which has been audited. Further information on CIFI's annual audited net interest income is available on CIFI. Specifically, these returns above include other relevant income sources that would have been available to outside investors of CIFI. Specifically, these returns include fees from CIFI's loan structuring as well as cancelation fees, commitment fees, front-end fees, late fees, prepayment fee, rescheduling fees, sale fees, supervision fees, waiver fees, and arrangement fee. Further descriptions of this fee income are available upon request.



### **Historical Annual Returns**



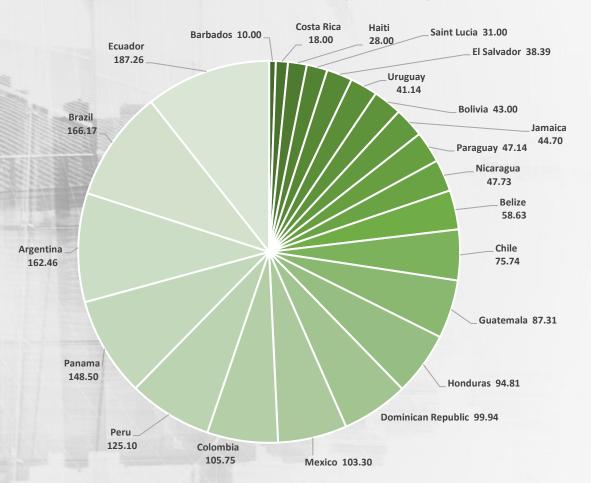
Past performance is not necessarily indicative of future results. Represents time weighted total return data from July 2002 through December 31, 2019. Total Time-Weighted Returns from 2003 to 2018 have been audited and certified by KPMG. \*Underlying data and return calculations for the period between January 1st, 2019 and December 31st, 2019 are currently being verified by KPMG. \*The underlying data and return calculations for the period between January 1st, 2019 and December 31th, 2019 have not yet been independently verified. All data based in USD. Represents the performance of CIFI. There can be no assurances that CIF's prior performance will persist. CIFI does not charge investment management fees, and as such, the above data are presented gross of investment management fees. A major component of CIFI's loan portfolio returns has historically been net interest income, which has been audited. Further information on CIFI's annual audited net interest income is available on CIFI.com or by request. The returns above include other relevant income sources that would have been available to outside investors of CIFI. Specifically, these returns include fees from CIFI's loan structuring as well as cancelation fees, commitment fees, front-end fees, late fees, prepayment fee, rescheduling fees, sale fees, supervision fees, and arrangement fee. Further descriptions of this fee income are available upon request. The returns above also include the losses, charge-offs and recoveries from CIFI's loan portfolio. CIFI has suffered three losses in its loan portfolio.



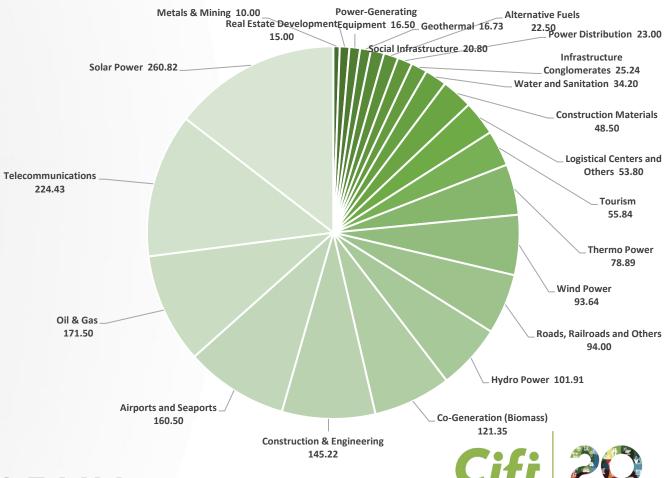


# Cumulative debt transactions by country and sector

CIFI's historic transactions by country as of December 31, 2020 (in millions)



CIFI lending's historic transactions by sector as of December 31, 2020 (in millions)



**Total: \$1.7 MM** 

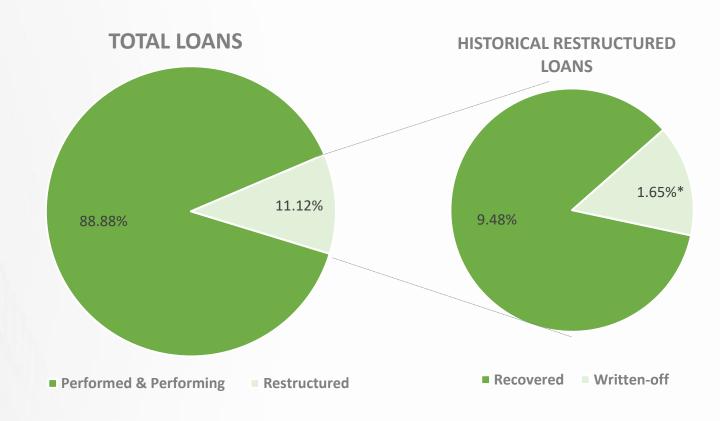
# CIFI historic loan disbursements, recoveries and losses

(as of **December 31, 2020**)

STATUS	AMOUNT USD	% OF TOTAL DISBURSEMENTS
Performed & Performing	1,572,234,320	88.9%
Restructured	196,802,446	11.1%
Total	1,769,036,766	

STATUS	AMOUNT USD	% OF TOTAL DISBURSEMENTS
Recovered	167,648,866	9.5%
Written-off	29,153,579	1.6%
Total	194,483,156	11.1%

<sup>\*&</sup>lt; 8.5bps average historical loss



CIFI has suffered three final losses in its loan portfolio, and it is working through five charge off processes. The expected losses from these ongoing processes are included in the total loss number. Loan loss data, which represents dollar amounts of charged-off debt, has been certified by KPMG as part of the Time-Weighted Returns verification from the period between July 2002 and December 31, 2020. Troubled assets represent loans that suffered a credit acceleration during its life. Recovery and loss percentages are defined as fraction of the total disbursements made by CIFI from July 2002 to December 31, 2020.



# CIFI's ability to execute the Fund's strategy



Best origination platform for infrastructure in the Region, deploying more than \$337m in the last 3 years to middle market projects where they are needed.



**20 year proven track record** with a consistent and low volatility **IRR of > 8%**.



The Team has also been recognized by Latin Finance for Best Structuring and Portfolio Management. Green Bond Issuer of the Year, Infrastructure Finance Company of the Year, and Most sustainable Finance Company of the Year in from The European, and Climate Bond Initiative Pioneer awards.



Active player in the ESG & sustainable infrastructure investments. Disbursing more than \$127m in renewable energy projects in the last 3 years. In addition, deploying multiple Climate & Sustainable funding facilities and issuing a \$200m Green Bond Program.



> \$712m in investment ready Pipeline than can be deployed in the next 18 months



# Awards 2020



New Market Green Pioneer Climate Bonds Awards 2020



Most Sustainable Financing Company of the Year
Green Bond Issuer of the year
Infrastructure financing Company of the Year
The European
Global Banking & Finance Awards 2020



# **Investment Policies**



# Sustainable Infrastructure Debt Fund: Sector Limits Cifi 2



The Fund Investment Sector exposure limits are defined by the Target Fund Size, providing investors with a broader portfolio diversification by sector:

#### **Social Infrastructure Sectors**

Sectors	Maximum Exposure % of the Target Fund Size
Telecommunications	50%
Education	25%
Health	25%
Smart Cities	15%
Ecotourism	15%

#### **Environmental Infrastructure Sectors**

Sectors	Maximum Exposure % of the Target Fund Size
Renewable Energy Energy Efficiency Electric Transport Alternative Fuels Energy Storage	100%
Transportation and Logistics	50%
Water and Sanitation	20%
Waste Management	20%

# Sustainable Infrastructure Debt Fund: Country Limits Cifi





The Fund Investment Policy Country exposure limits are defined by the Target Funds Size providing investors with a broader portfolio diversification by country. The Country limit is determined by a matrix that combines the country's **Gross Domestic Product and the Sovereign Country risk rating:** 

#### **Gross Domestic Product/ Credit Rating categories:**

	Amount in Billions of USD	Rating < Not applicable but >= BBB	Rating <= BBB- but >= B+	Rating < B+ but >= CCC+	Rating < CCC+ but >= Not applicable
/	GDP > 100	Normal	Normal	Fair	Restricted
	GDP <= 100, but > 45	Normal	Fair	Restricted	Restricted
	GDP <= 45, but > 0	Fair	Fair	Restricted	Restricted

Non OECD DAC List countries: Combined Chile and Uruguay exposure will be maximum of 20% of the Target Fund Size.

#### **Maximum Exposure by country**

Country Name	% Exposure of Target Fund Size
Panama	30%
Brazil	30%
Peru	30%
Mexico	30%
Colombia	30%
Dominican Republic	30%
Guatemala	30%
Honduras	25%
Bolivia	25%
Paraguay	25%
Argentina	20%
Belize	20%
Ecuador	20%
El Salvador	20%
Jamaica	20%
Nicaragua	20%

# Sustainable Infrastructure Debt Fund: Exclusion list





The Fund will not provide financing to any Project or Company that is primarily involved in the following prohibited activities

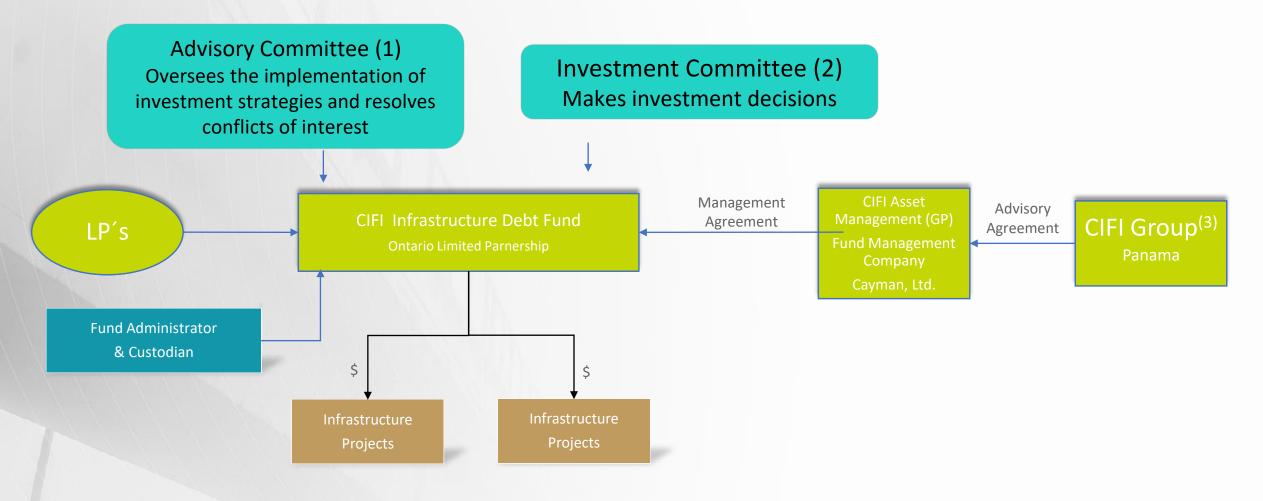
- Projects that fall in the following sectors: a) Fossil Fuels (coal, crude oil and natural gas), b) Hydropower projects over 25MW and c)
  Carbon intensive projects (high carbon footprint).
- 2. Production or trade in any product or activity deemed illegal under host country laws or regulations or international conventions and agreements, or subject to international phase out or bans, such as pharmaceuticals, pesticides/herbicides, ozone depleting substances, PCB's, wildlife or products regulated under the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES).
- 3. Production or trade in weapons and munitions (1).
- 4. Production or trade in alcoholic beverages (excluding beer and wine) (1).
- 5. Production or trade in tobacco (1).
- 6. Gambling, casinos and equivalent enterprises (1).
- 7. Production or trade in radioactive materials (2).
- 8. Production or trade in unbonded asbestos fibers. This does not apply to purchase and use of bonded asbestos cement sheeting where the asbestos content is less than 20%.
- 9. Drift net fishing in the marine environment using nets more than 2.5 km. in length.
- 10. Production or activities involving harmful or exploitative forms of forced labor /harmful child labor.
- 11. Commercial logging operations for use in primary tropical moist forest.
- 12. Production or trade in wood or other forestry products other than from sustainably managed forests.
- 13. Such other projects as the Company shall determine are inconsistent with its policies and objectives.
- 14. Cross-border trade in waste and waste products, unless compliant with the Basel Convention and the underlying regulation.
- 15. Destruction of High Conservation Value areas.
- 16. Pornography and /or prostitution.
- 17. Racist and / or anti-democratic media.

Notes to Exclusion List: 1. This does not apply to project sponsors who are not substantially involved in these activities. "Not substantially involved" means that the activity concerned is ancillary to a project sponsor's primary operations. For companies, "substantial" means more than 10 % of their consolidated balance sheets or earnings.

For financial institutions and investment funds, "substantial" means more than 10% of their underlying portfolio volumes. 2. This does not apply to the purchase of medical equipment, quality control (measurement) equipment and any equipment where CIFI considers the radioactive source to be trivial and/or adequately shielded.



### Structure & Governance



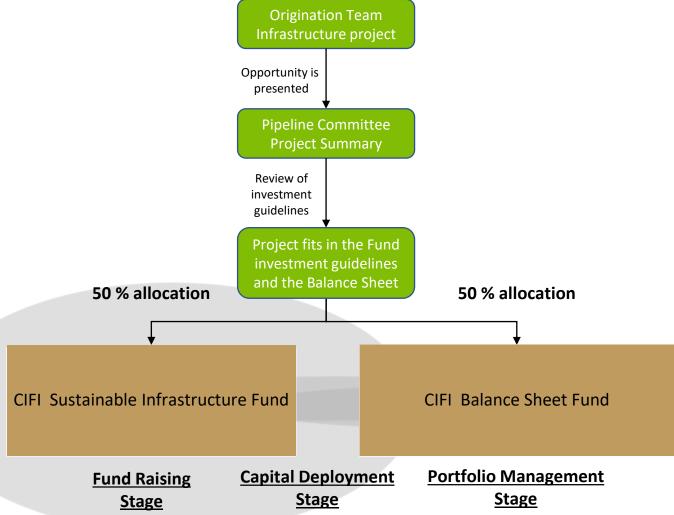
- 1. Representative of investors
- 2. Investment Committee: Javier Escorriola, Ana Maria Vidaurre and Juan Pablo Moreno
- 3. CIFI Group is the advisor to the Fund Management company with an advisory agreement with CIFI Asset Management to provide loan related and other services such as: Loan origination, analysis, ESG, loan monitoring and back office and operations.



### **CIFI Coinvests with the SIDF**

Credit allocated with an efficient and transparent methodoloy with the SIDF being the

priority.



#### **Credit Allocation Parameters**

Vehicle (1)	Credit
Sustainable Infrastructure Debt Fund	50%
CIFI's Balance Sheet	50% (up to USD 15 million)

(1) Complying with Country and Sector limits. If 100% of the Infrastructure loan project cannot be taken by ether the fund of CIFI, it will need to be syndicated with third parties.







**ADVISORY & LOAN STRUCTURING** 

**ASSET MANAGEMENT** 

**FINANCING** 

# Debt Products

Creating sustainable & financially viable long-term assets

- Senior and subordinated debt
- Tenors of up to 17 years, with an average duration of 6 years
- Highly secured and structured transactions
- Highly collateralized

- Long term loans
- Secured with fixed assets, revenues, others
- Reserve based lending







Asset Description		
Location	Valparaíso y Libertador General Bernardo O Higgins - Chile	
Project	Construction and Operation of 5 Solar-Power Generation Plants	
Developer	Gestión Solar, S.A.	
Installed Capacity	18MW	
Investment amount	\$24.6 Million	
CIFI loan	\$17.2 Million	

CIFI'S Role and Impact:		
CIFI's Role	Mandate Lead Arranger and financier	
Impact	<ul> <li>The project will produce clean energy that will avoid the emission of 31,000 tons of CO2 per year, benefiting more than 12,000 people.</li> <li>Project Aligns with the goals of Chile's Decarbonization Plan and SDG's 7, 8, 11, and 13.</li> </ul>	





Asset Description	
Location	Corrientes, Santa Rosa, Argentina
Project	Biomass Plant: Construction and Operation System
Developer	GENERGIABIO Corrientes, S.A.
Installed Capacity	18MW
Investment	\$44 Million
CIFI Loan	\$11.7 Million

#### CIFI's Role and Impact:

CIFI's Role	Mandate Lead Arranger and syndication of the \$40 million loan.
Impact	<ul> <li>The plant will use waste from the timber industry in Santa Rosa to produce energy replacing heavy oil usage while reducing air pollution.</li> <li>The plant will be the largest provider of jobs in the area.</li> <li>Access to reliable energy for the timber industry was a key element in the sustainable development plans of Corrientes province.</li> </ul>

### **Participating institutions:**













### Infrastructure Debt Fund in the Dominican

### Summary of Principal Terms:

	Fund Size	DOP 14 Billion (eq USD 280M)
	Tenor	Up to 20 years
/	Investment period	3 years
	Type of Companies	Infrastructure projects
/	CIFI's role	Originate, structure and loan portfolio management
	Fund Manager	AFI Universal
7	Risk	Local investment grade projects
	Target IRR	200bps above sovereign debt
/	Investors	Local pension funds







# Strong corporate governance with highly experienced independent members

#### **BOARD OF DIRECTORS**



JAVIER ESCORRIOLA

President of the Board

Regional Director for Norfund



ALISON HARWOOD Independent Director



PER AAGE JACOBSEN
Independent & member of
Norfund
Investment Committee



JUDITH DE BARANY Independent Director



PERTTI NURMIO
Independent & member of
FINNFUND
Investment Committee



MAURICIO ORELLANA Independent Director



JOAQUIM SOUZA Caixa BI



CARLOS SANCHEZ
BCIE

RISK COMMITTEE

Per Aage Jacobsen
Mauricio Orellana
Carlos Sanchez

#### **AUDIT COMMITTEE**

Javier Escorriola
Judith de Barany
Terry McCoy
Joaquim Souza
Carlos Poveda

COMPENSATION & CORPORATE GOVERNANCE

Javier Escorriola

Mauricio Orellana

Judith de Barany

#### **CREDIT COMMITTEE**



CESAR CAÑEDO-ARGUELLES
Chief Executive Officer



JOSE SALAVERRIA
General Counsel



FABIO ARCINIEGAS
Chief Operating Officer



JUAN PABLO MORENO
Portfolio Risk Director at Freddie Mac. Previously worked
10 years as CIFI's Chief Risk Officer.



ANA MARIA VIDAURRE

20 years experience in originating, structuring and investing on Infrastructure projects in Latin America, for Development Banks and Institutional Investors.





## Our solid investment process

CIFI's team scout the region and identify opportunities that fit our investment criteria.

Leverage the experience of the Team, our proprietary management tools with External advisors to evaluate the finance, Technical Legal and Market strengths and challenges of the project.

Quality control step, where CIFI's staff works together with the Deal Team to strengthen the proposal and follow up issued raised by the due diligence.

Final negotiation with the Sponsor, Legal Advisors to ensure strong credit structures which mitigate risks during the life of the investment.

Team dedicated to monitor each investment, covenant compliance, rating assessment and financial review.



ELEIBILITY COMMITTEE

Review of the project's preliminary structure, and it's the first assessment of: major risk, quality and experience of the sponsor, debt sizing, risk appetite, ESG, KYC and pricing.

CREDIT PROPOSAL
TERMS AND CONDITIONS

Prepare the investment proposal for the Credit committee, introducing mitigants and enhancements need to make the transaction bankable

CREDIT COMMITTEE

Deal Team presents the opportunity to a decision-making credit committee with significant experience in Infrastructure, which include two independent members.

DISBURSEMENT

Fulfillment of conditions precedent, all the relevant areas execute the closing checklist, and signoff on the disbursement.



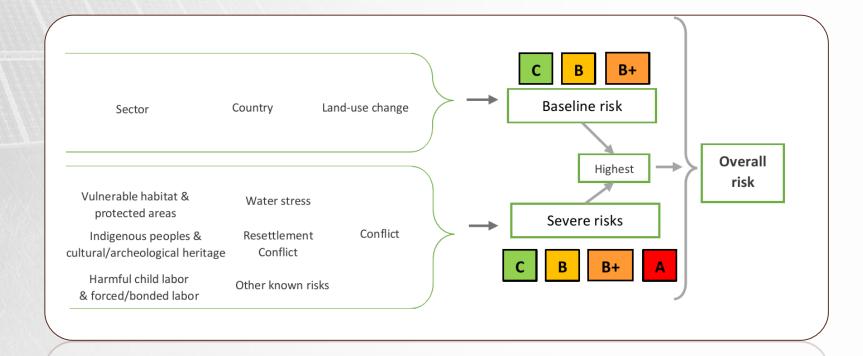
## **ESG** factors integrated in the Process

"CIFI is committed to mainstream sustainability in its operations by building environmental, social and governance factors into the investment process. CIFI will perform a comprehensive ESG risk assessment; propose mitigation strategies to minimize such risks and impacts; and guide our clients through its implementation." (Extracted from our ESG Policy.)

- ESG Risk Scoring System App (Proprietary methodology) prior to financing.
- **Key Risk Indicator** (*Proprietary methodology*) to monitor performance of assets during the life of the loan.
- **ESG Software** to monitor assets (*Proprietary design*).
- Strong Governance over ESG Risks from Board of Directors.

#### **ESG RISKS EVALUATED**

- ENVIRONMENTAL AND SOCIAL
- LIABILITY
- CREDIT RISK
- REPUTATIONAL







# ESG In-house methodology aligned with best international practices

With Support from The Sustainability Institute, South Pole and Social Capital Group CIFI developed an enhanced sustainable framework in 2019.

CIFI has also being working on a decarbonization strategy that will be aligned with the goals of the Paris Agreement, using the PCAF methodology and which will be communicated transparently using the TCFD format (<u>Task Force on Climate-Related Financial Disclosures | TCFD) (fsb-tcfd.org)</u>)

In 2021 CIFI created its own proprietary tool for Climate change screening to be applied in all phases of the credit process.





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