



PROPARCO
GROUPE AGENCE FRANÇAISE DE DÉVELOPPEMENT

Energy Transition and
Sustainability in Thailand

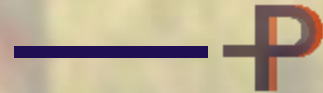
Nov. 3 - 2022



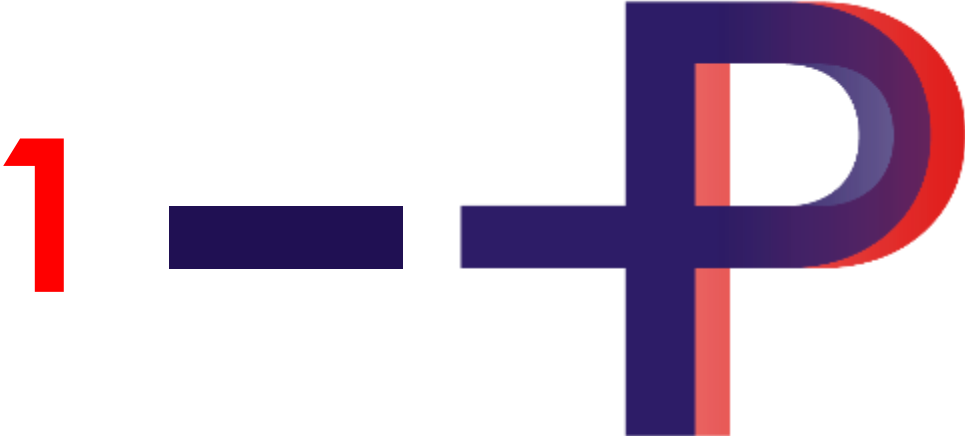
#EntreprendreEnCommun
#BusinessInCommon

SUMMARY

- **01 WHO WE ARE**
 - Our mission: private sector development
 - North-South shareholding
 - Global footprint
- **02 OUR INVESTMENT STRATEGY**
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WHO WE ARE



01 THE FRENCH DFI SERVING THE PRIVATE SECTOR AND SUSTAINABLE DEVELOPMENT

PROPARCO is a **subsidiary of the Agence Française de Développement (AFD)** devoted to private sector funding. PROPARCO has been **supporting sustainable development for 40 years**.

OUR MISSION: to finance socially responsible projects in emerging economies, and to boost their contribution to the U.N.'s *Sustainable Development Goals*

United Nations'
*Sustainable
Development
Goals
(SDGs)*



IFC's
*Performance
Standards
(present in many
of Proparco's
projects)*



AFD is the world's oldest public-sector development finance institution. Instrumental for over 75 years in supporting sustainable development, AFD implements the French gvt development policy

- **EUR2.3bn** of financing approved in 2021
- Extensive international network of **85 agencies** and 17 regional offices in **115 countries**
- Rated **AA by S&P and Fitch**

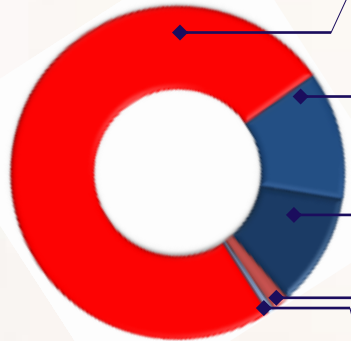


PROPARCO

AFD's Private-Sector Financing Arm



Beside AFD, its main shareholder, PROPARCO brings together public and private financial institutions from France, Africa and Latin America, services and industrial companies as well as funds and ethical foundations.



78.2%

Agence Française de Développement

9.8%

French
Financial
Institutions

- BNP Paribas
- BPCE International
- BPI France
- Crédit Agricole
- Société Générale

10.0%

International
Financial
Institutions

- Aga Khan Fund for Economic Development (AKFED)
- Banque Marocaine du Commerce Extérieur (BMCE)
- Bank of Africa Group (BoA Group)
- Banque Ouest-Africaine de Développement (BOAD)
- Corporación Andina de Fomento (CAF)
- Development Bank of Southern Africa (DBSA)

1.4%

Corporates

- Bolloré Africa Logistics
- ENGIE
- Groupe Bouygues
- Bouygues Construction
- Saur International
- SIPH
- Somdica

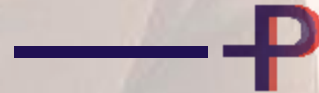
0.6%

Funds and
Foundations

- Amundi AFD Avenirs durables
- Natixis Solidaire
- Jean-Pierre Gonon

Being a subsidiary of AFD brings to Proparco...

- the financial health of its main shareholder with a **credit rating of AA/A-1+**
- the capacity to mobilize **additional financing**
- and the **sectorial expertise** of AFD staff



01

THE MOST EXTENSIVE NETWORK DEDICATED TO THE PRIVATE SECTOR AMONG BILATERAL DFIs

Key figures for 2021



13

regional offices
and 11 local branches



400+

staff



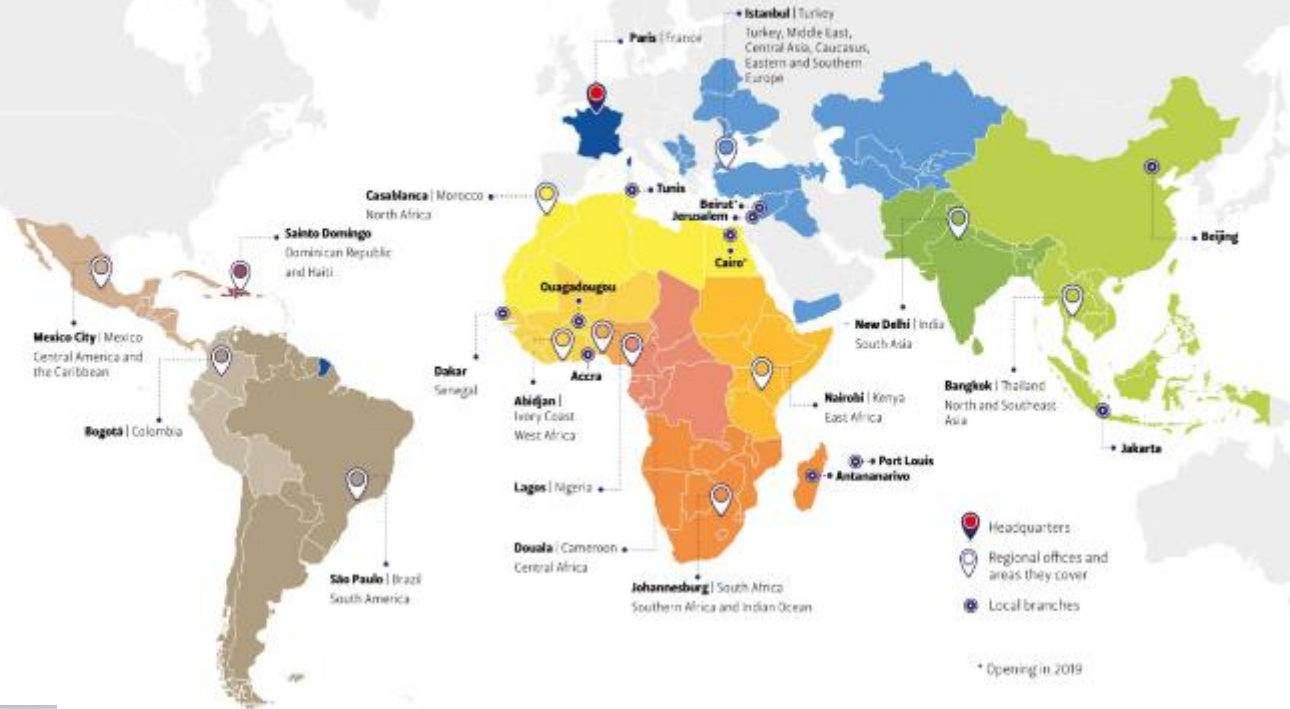
115+

countries of operation



500+

clients

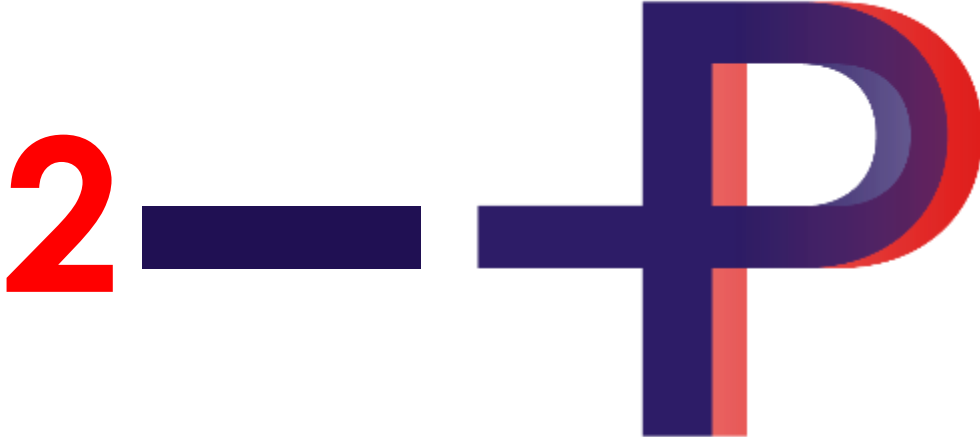


€2.3 bn
of financing
approved in 2021

€1.9 bn of
signatures in
2021



OUR INVESTMENT STRATEGY



02 OUR INVESTMENT MANDATE

To boost the private sector's contribution to the achievement of the Sustainable Development Goals (SDGs)

OUR MISSION

OUR AREAS OF INVOLVMENT

- Agriculture and agribusiness
- Banks, financial markets
- Microfinance
- Industrials
- **Infrastructure** (energy, telecom, transport, water/sanitation)
- **Manufacturing**
- **Healthcare**
- **Education**
- **Tourism and real estate**

- Multi-sector expertise spanning the globe
- A global footprint
- Financial strength (as part of AFD Group)
- Advice on structuring complex projects
- Mobilisation of third-party financing
- Risk control
- Assistance with enhancing Environmental and social practices

OUR VALUE ADDITION

OUR TOOLS

- Loans & bonds
- Equity investments
- Quasi-equity investments
- Investment funds
- Guarantees
- Technical assistance
- Delegated funds



02 OUR FINANCING TOOLS

Without crowding out the offers of local and international banks, Proparco finances projects alongside them at local market conditions in euro, dollar or in local currency



OUR FOCUS SECTORS

Climate change mitigation
Financial inclusion
Urban development
Food security, agriculture & food processing
Healthcare & Education
Social inclusion

A range of instruments to finance private sector development

LONG-TERM DEBT

- Senior loans, green/social bonds, mezzanine finance, convertible debt
- Corporate or project financing
- Debt denominated in hard or soft currencies
- Amount from **\$10M to \$100 M** (from \$4M for microfinance institutions)
- Tenor: **up to 20 years**
- Several co-financing arrangements with multilateral & bilateral development finance institutions

EQUITY & QUASI-EQUITY FOR GROWTH

- Equity and quasi-equity investments
- Investments in private-equity funds
- Direct & indirect investments, ranging from **\$3 M to \$20 M**
- Minority shareholding of up to **20-25%**
- Investment horizon for equity: **5 to 8 years**

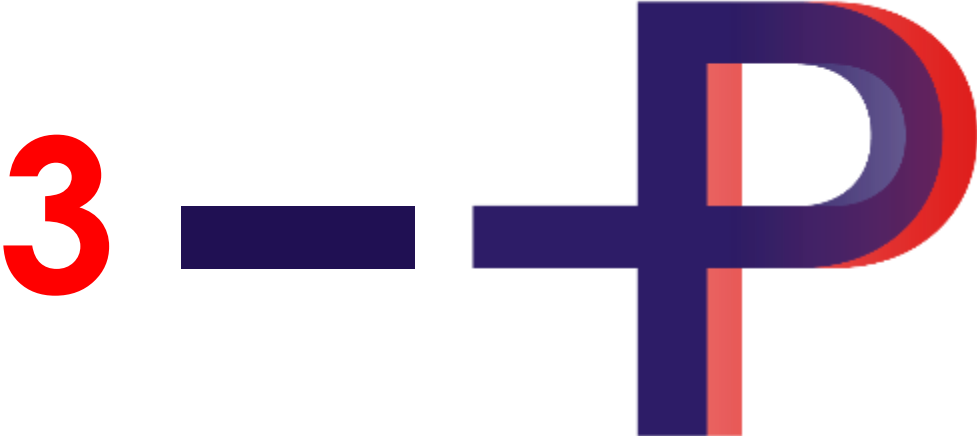
GUARANTEES TO DYNAMISE FINANCIAL MARKETS

- Risk participation: to facilitate local-currency financing
- Guarantees for banks' infrastructure/renewable energy projects (UNLOCK)
- Guarantees for banks' SME / microfinance (ARIZ): individual or portfolio
- From \$5 to \$50 M over a period of 3 to 20 years

ADDITIONAL RESOURCES

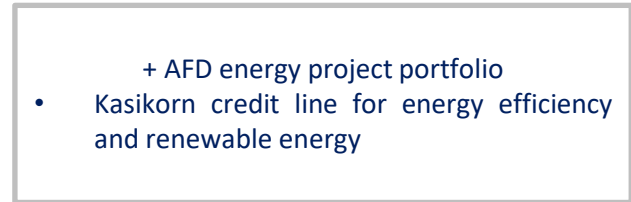
- Giving access to concessional finance and grants : technical assistance, first-loss guarantees, grants

**OUR REGIONAL
PRESENCE**



03 OUR PRESENCE IN NORTH AND SOUTH EAST ASIA

- › Combining long term developmental objectives with private sector returns
- › A **cumulative EUR1.5 billion committed** to more than 100 investment projects (as at Dec 2021)
- › As of December 2021, 45 active deals totaling 496 MEUR outstanding.
- › 2021 signatures: **15 projects totaling 175 MUSD** have been signed (Cambodia, China, Vietnam, Indonesia and Thailand)
- › *PROPARCO Thailand 2021 transactions*



THANK YOU FOR YOUR ATTENTION !

PROPARCO.FR

