



ACEF 2018 - Navigating the Future
Manila, 6 June 2018, 4:00 p.m. – 5:30 p.m.
From Asset Ownership to Shared Economy
Manuel Cocco, Vireo COO & co-founder

THE DIGITAL GREEN REVOLUTION

Connecting green projects with
All impact investors using a
New green exchange!

Vireo Green Finance Solution

www.vireoseeds.com

The World needs new financing solutions to support Green development

- Green projects investments are gaining in popularity because they are necessary to **fight Climate Change and Socio-Economic Inequalities**.
- However, green sustainable development does not receive enough support despite its huge potential and pressing environmental needs...
- The Vireo Solution will gather promising green projects and impact investors around the World **into a single platform** where everyone will:
 - Benefit from rewarding, equal investment opportunities; and
 - Participate in the fight against Climate Change



Summary

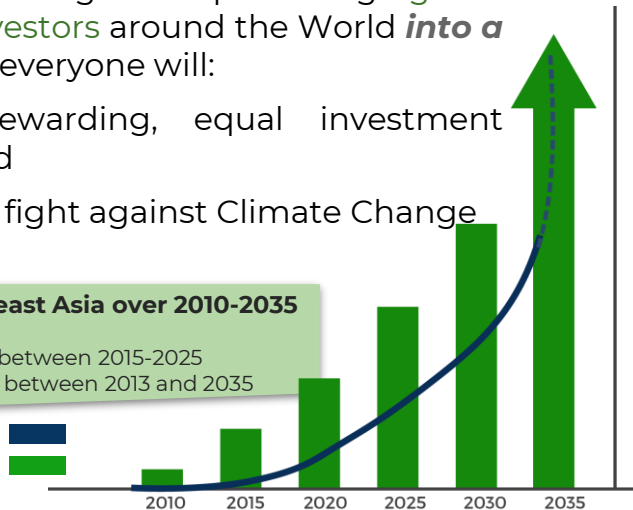
There is huge untapped demand to finance green projects* that can provide substantive returns while supporting the real economy towards a low carbon, collaborative, mutually rewarding future

*green projects are SD (Sustainable Development) compliant infrastructure projects & investments that improve the real economy, local livelihoods, economic, social & environmental conditions of local population. Its financing can usually be structured as project finance (i.e., projecting future cash flows).

ENERGY DEMAND Rise in Southeast Asia over 2010-2035

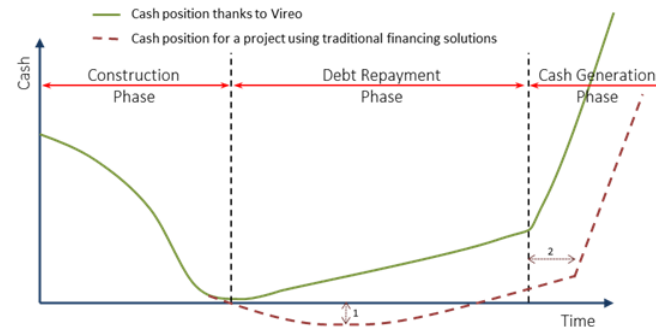
IRENA prevision is a increase of 200% between 2015-2025
ASEAN prevision is a increase of 300% between 2013 and 2035

RENEWABLE ENERGY PENETRATION
ENERGY DEMAND



Existing financing solutions struggle to support green development

- Private **green projects** face difficulties raising cash because current financial costs significantly impact project's profitability
- **Green projects** are not accessible to everyone and go through expensive intermediaries, which severely limit the potential of the sector
- Some impact investors are reluctant to invest into green projects due to **lack of transparency**
- Alternative green financing solutions offer unattractive features such as:
 - Low / null / negative returns
 - Low liquidity (i.e. difficulty to exit investments)
 - No valuable security or credible surety
 - No proper data or realistic valuation methodology for investments



Summary

High financing costs lead to **cash issues*** for projects, but the opacity of the sector does not help to improve the current situation

*cash issues are due to significant financial costs (such as high interest rate, significant management fees) or inappropriate investors' exit solutions (that increase project debt and financial costs), leading to negative cash balance during early project operation's life

A new solution to tap all impact investors with new, flexible and secure instruments

VIREO: Unique Value Proposition



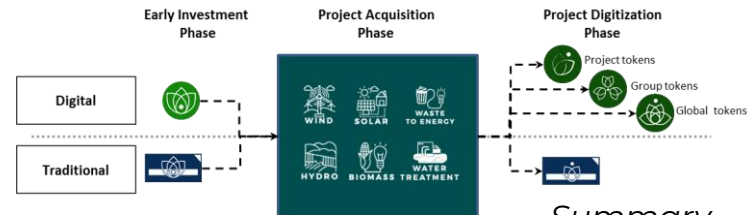
Our Vision

Create a **new financing channel** dedicated to **green investment** where **everyone** can invest in

green projects as simply as depositing money in a bank account and receive **substantial returns** while investing only into **COP21 & UN SDGs compliant projects**

How

Using the blockchain to issue cost efficient, flexible, secure and rewarding green currencies and certificates through a unique platform **accessible** to both **digital** and **traditional investors**



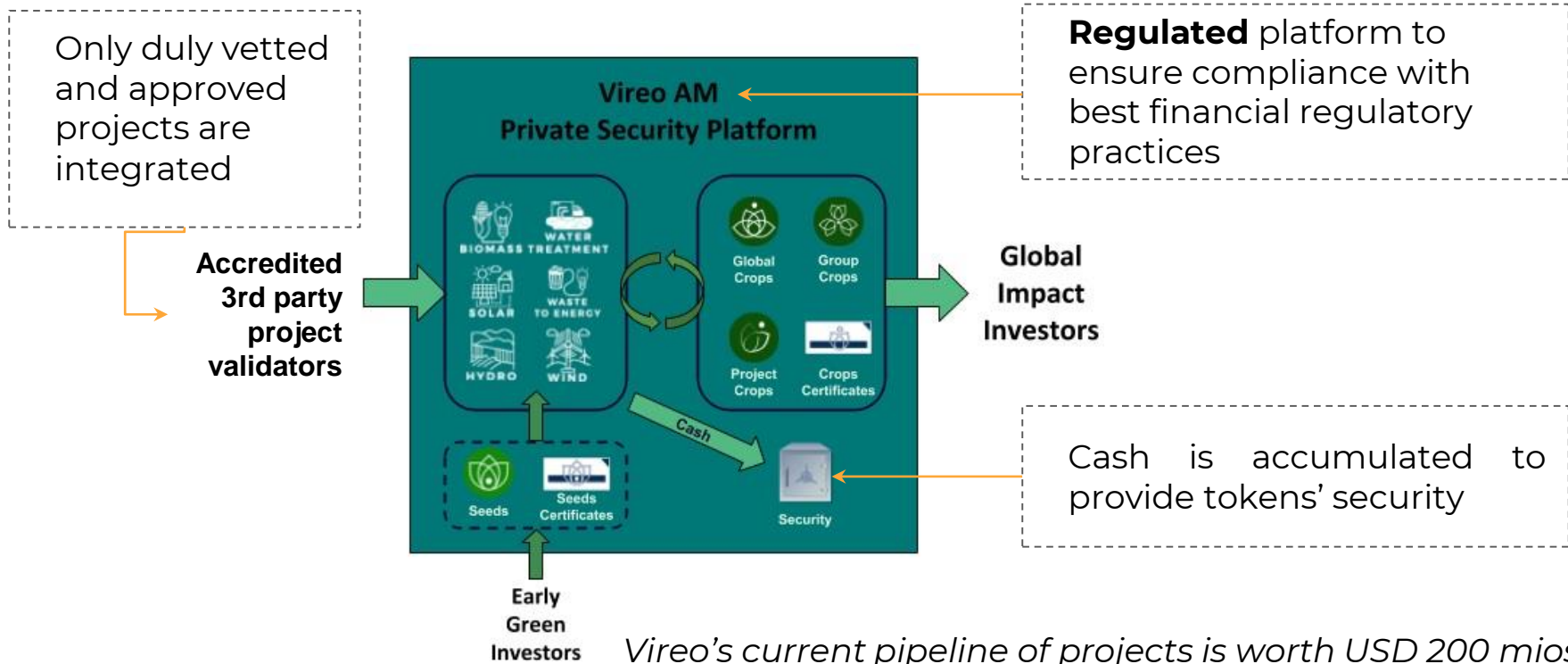
Summary

Thanks to its integrated platform, investors can access **green projects** and build tailor-made investment portfolios*, and green project developers can access financing solutions from **1% to 5% per year**

*tailor-made investment portfolios are possible thanks to Vireo green currencies and certificates because Vireo will (1) target different project phases, and their risk/return, to minimize financial costs for green developers and (2) structure complementary instruments (Seeds, Crops and Certificates) that will optimize risk/returns for investors

A single platform to manage all transactions in a transparent way

VIREO: Unique Value Proposition



Vireo is the digital green revolution...

... The first global digital exchange offering 100% green securities...

*An all-in-one transparent fintech solution
with minimal friction to support impact investment in emerging economies*

EXECUTIVE SUMMARY

- Vireo Services for local green project developers to access finance so they can benefit the real economy
- Vireo Products for traditional + digital impact investors: new security products, all complementary, to satisfy the different profiles of investors, targeting the development stages of Vireo projects and their expected risk/return.

Seeds



Seeds are digital securities for *early stage investment* in **green projects**. They are used to finance the green asset development and acquisition, and will serve **Corps** as rewards.

They are *liquid tokens*, limited in number, backed by the cash generated by the green assets, acquired with the **Seeds**

Crops



Crops are digital securities fully backed by **green commodities**. They are unique, because they mix benefits of YieldCo, ETF & digital assets!

Crops are backed by green assets and generate a CropYield (paid in **Crops** every year). **Crops** returns are independent from its market value.

Vireo Certificates



Vireo Certificates are financial instruments indexed on either **Seeds** or **Crops**.

Traditional impact investors that cannot hold **digital assets** will be able to buy **Certificates** and receive *revenues directly indexed on the market value of Vireo Products!*

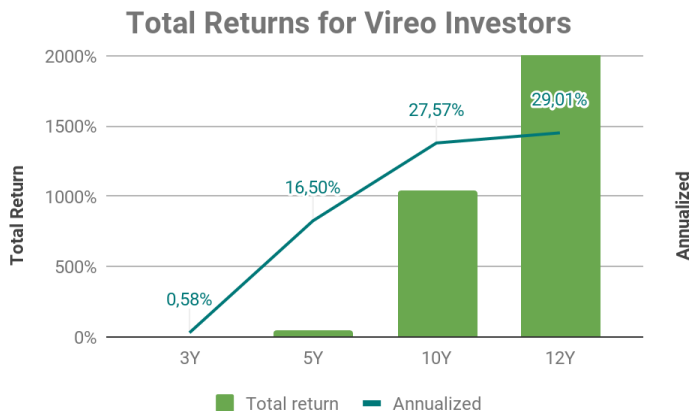
For investors

For green project developers

- Equal investment opportunities, offering **substantive returns** (3%-15% per year)
 - Promising **green projects validated** by third parties and compliant with COP21 and UN Sustainable Development Goals.
 - **Full transparency** regarding all transactions and possibility to exit investments 24/7
 - Investments **secured** (backed) by cash and green infrastructural assets; investors will have access to **on-demand insurance** to insure their tokens.
 - Vireo valuation tool and risk analytics accessible to all investors
- Private **green projects** developers will access affordable financing solutions (1%-5% per year) without onerous demands or guarantees
 - Even **green projects** with relatively low profitability (i.e., IRRs between 9% and 15%) will become profitable thanks to cost savings and efficiency
 - Local project developers will have access to technical assistance to ensure best quality for projects

A revenue model based on the performance of investments

- Performance Fee based on project performance. If a project does not perform more than 1.5% interest, Vireo will receive no commission
- Revenues thanks to secondary market. Vireo will support buy and sell transactions and will generate revenues based on this activity
- Reporting Fee. Vireo will accumulate data regarding its green project portfolio (climate data, sectorial and regional business activities) and will be able to provide specific reports to its clients



Vireo management team is composed by different but complementary backgrounds that accumulate over 60 years of experience in structured finance, project finance, project management, business development, green energy and climate policy advisory, in particular across Asia.



Frédéric DELAROCHE
(Fred)

Chief Executive Officer,
Founder

Fred has 15 years of experience within the financial industry. He has vast knowledge of banking standards and regulations, deep understanding of Equity and Fixed Income market activities and high level management skills in relation to sales, operations and risk management. Fred holds a BSc. in Theoretical Physics, a Master in Finance and Investment and a MSc in Civil Engineering. He is French native, fluent in English, and has notions of Thai and Japanese.



Manuel COCCO
(Manu)

Chief Operating Officer, co-
Founder

Manu has 15 years of experience working on climate change & green energy policy development, public climate finance, and sustainable development advisory. Before he worked for a big 5 consulting firm and for the Spanish-US office for renewable energy. Manu holds a double MSc in Industrial Engineering and MBA on International Development. Manu is a true global citizen and is native in Spanish and Italian, fluent in English, French, Portuguese, and he is still learning avidly Thai.



Anthony BORDIER
(Tony)

Financial Models & FX
Hedging, Founder

Tony has 15+ years of professional experience working on quantitative modelling, algorithmic trading, FX and Equity activities for the most reputed investment banking players (Merrill Lynch, JPMorgan, ANZ, Standard Chartered, Société Générale). He holds a doctoral degree in Probability & Finance, MScs and BScs in Business, Applied Math Engineering, Corporate Finance Engineering, and Mathematics. He is a French native and fluent in English and Spanish.



Glenden KHEW
(Glen)

Business Development &
Project Sourcing, co-Founder

Glen has almost 15 years of quantitative research, modelling, exotic trading, complex structuring, systematic algorithmic trading and risk management experience in global FX and Commodities markets for major investment banks and energy trading companies in Europe and Asia. He holds an MPhil in Mathematical Finance, an MSc. in Financial Engineering, a BSc. in Mathematics and is currently pursuing his PhD. thesis in Applied Mathematics.

Our Advisors and Board Members

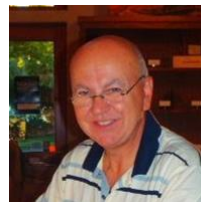
Vireo management team is supported by
Advisors (A) and Board Members (BM)
with decades of relevant experience to lead Vireo to success.



Alan LAUBSCH (BM)
Partner Lykke & Specialist
Blockchain Ecosystems



Robert Watkins (A)
CEO Three Pines Group



Clive MASON (BM)
CEO Clive Mason Consulting &
Green Finance Due Diligence Expert



David HODGKINSON (A)
CEO Emerald Asia & Green
Investments Expert



Dmitry KOVAL (A)
CEO Blockwise & Blockchain
Expert



Ken TACHIBANA (BM)
Partner, OTC & ICO Marketing
Expert



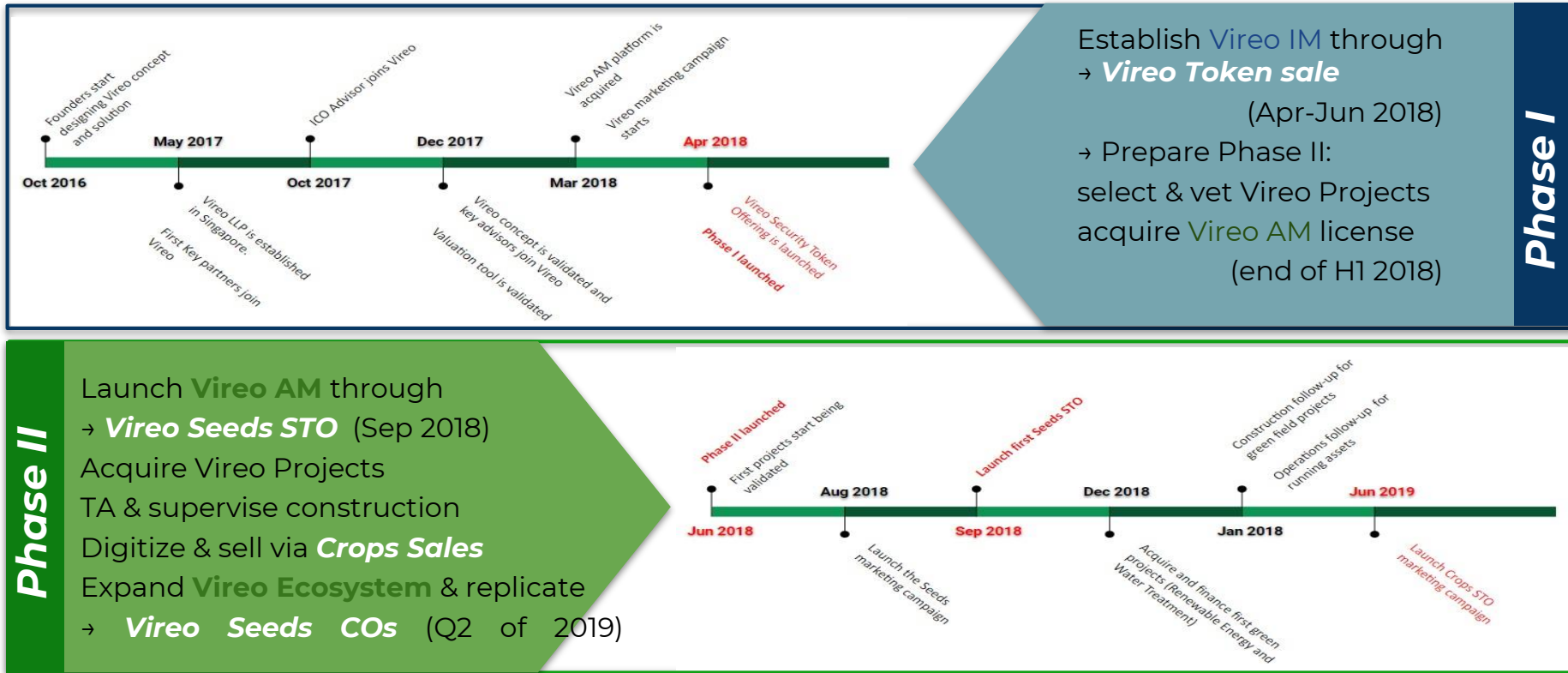
Nick AYTON (BM)
CEO Chainstarter & ICO Advisor



Richard CAYNE (A)
CEO at Asia Wealth Group Holdings &
Asset Management Expert -

Vireo implementation will be carried out developing two key entities over 2 subsequent Phases:

VIREO ROADMAP



THANK YOU FOR YOUR ATTENTION
STAY TUNED FOR
THE GREEN DIGITAL REVOLUTION!

Manuel COCCO

Chief Operating Officer & co-Founder, VIREO

m.cocco@vireoseeds.com

www.linkedin.com/in/manuelcoccovg

For more info visit: www.vireoseeds.com