



Unlocking the value of carbon credits



## DIRECT NEGATIVE IMPACT ON NATURE

\$7 trillion



in subsidies and private investments

**VS.**

## DIRECT POSITIVE IMPACT ON NATURE

\$200 billion



spent on nature-based solutions

\$10 billion



investments into the carbon market



## DIRECT POSITIVE IMPACT ON NATURE

## REQUIRED INVESTMENTS

VS.

\$200 billion

spent on nature-based solutions

\$10 billion

investments into the carbon market

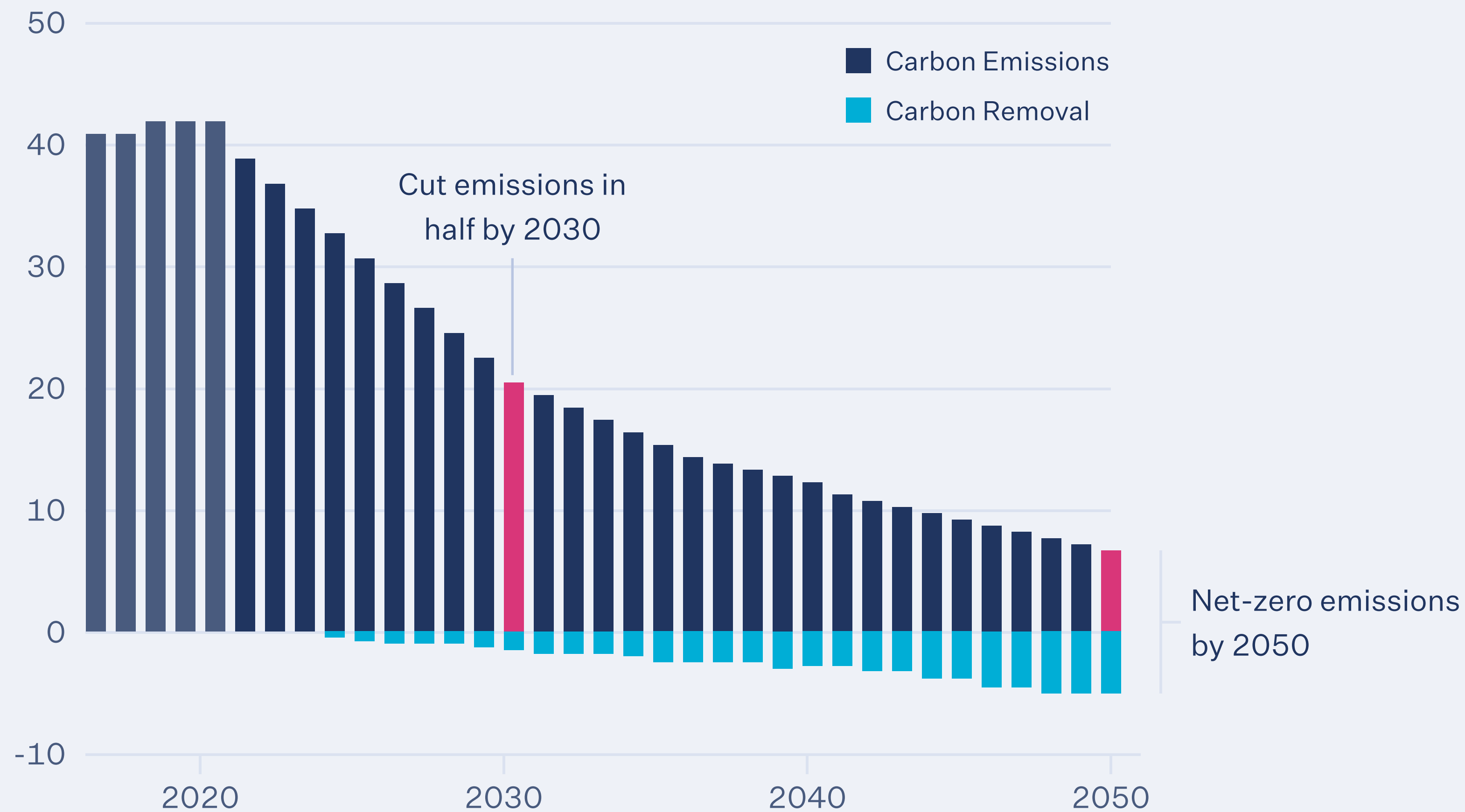
\$16 trillion

investments in carbon projects needed to deliver Net Zero by 2050



5000+ global companies have pledged to reach net-zero by 2050

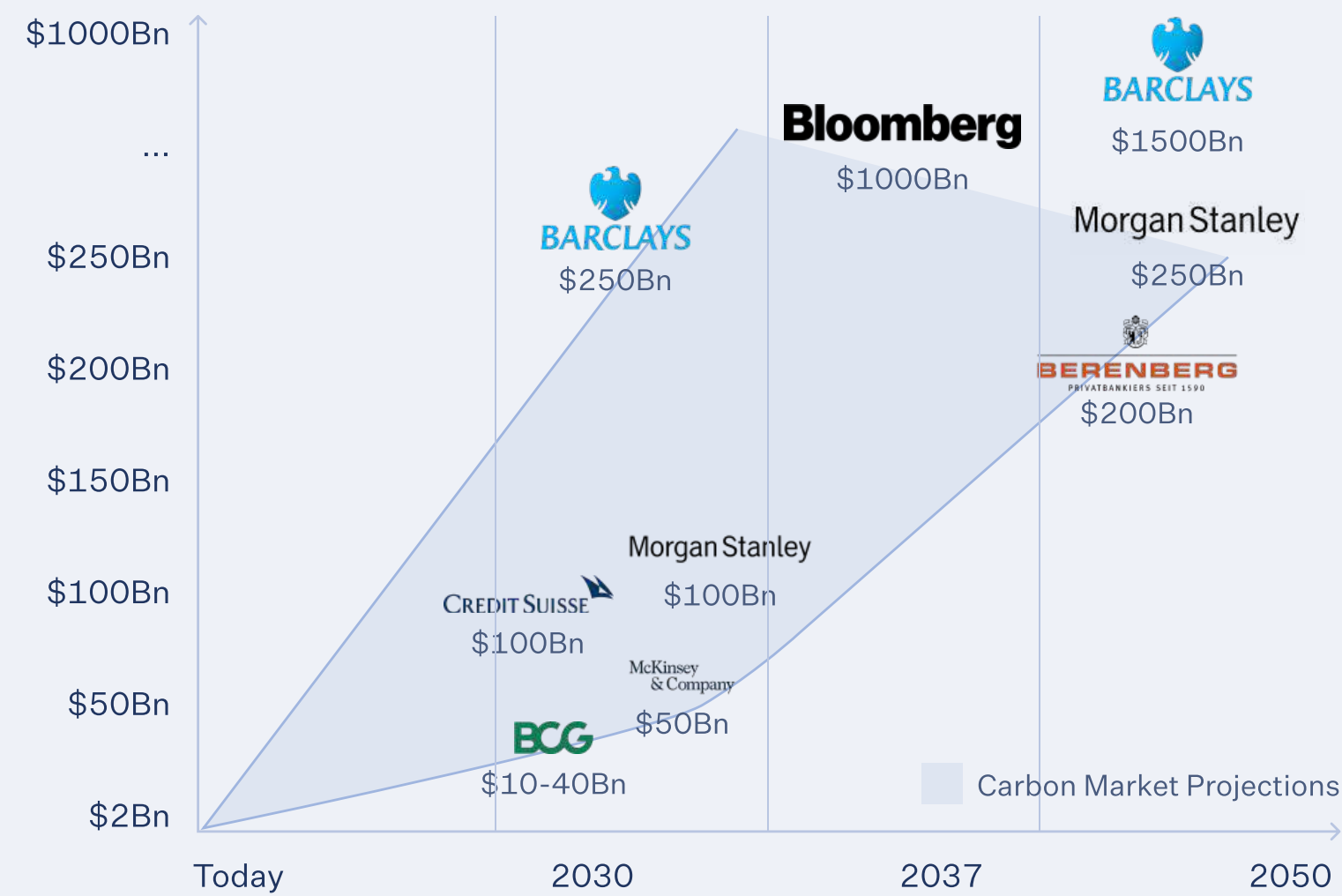
## CARBON OFFSETTING IS REQUIRED TO REACH NET ZERO





### CARBON MARKET GROWTH TO \$200BN BY 2030

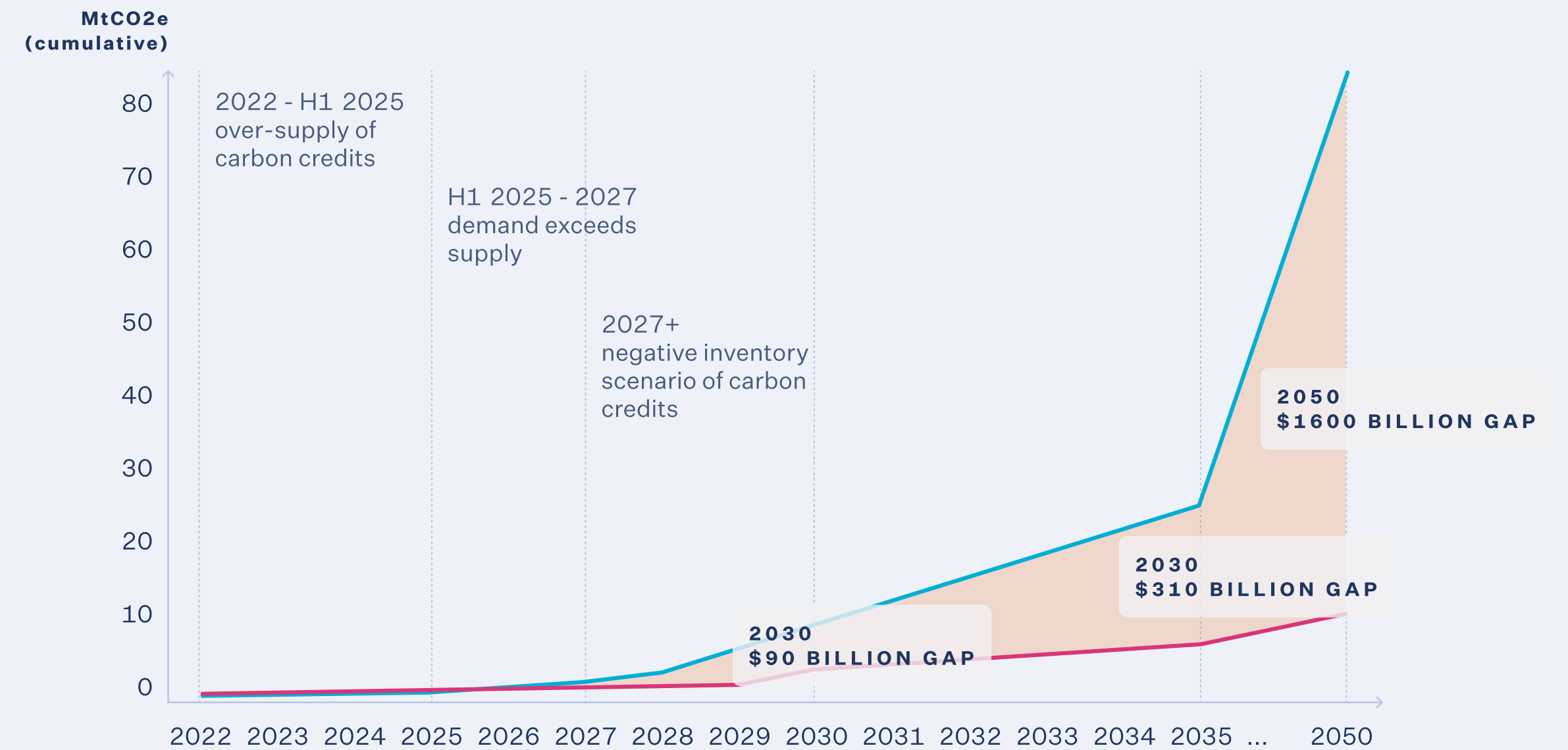
TAM (Total Addressable Market as transaction volume/Y)



Source: Collections of various estimates for VCM total traded volume from major banking and consulting firms

### \$310B LENDING GAP BY 2035

Future capital investment requirements



Source: BloombergNEF's baseline projection, AlliedOffsets' 2023 VCM Forecast Report, MSCI Global Carbon Credit Investment Report

#### VOLUNTARY CARBON MARKET (VCM)

Over 5000 companies have pledged to achieve net-zero by 2030. The VCM is a liquid market that offers carbon removal claims. Companies need and purchase these credits to offset their unavoidable emissions.

#### THE CATALYSTS FOR INVESTMENT

- Exponentially growing demand curve due to net-zero targets
- Negative inventory scenario of carbon credits from 2027 onward
- 2-5x increase of carbon prices until 2030



# BILLIONS IN FUNDING BLOCKED



## CLIMATE FINANCIER

Sourcing projects  
Assessing risk  
Funding at scale



## PROJECT DEVELOPER

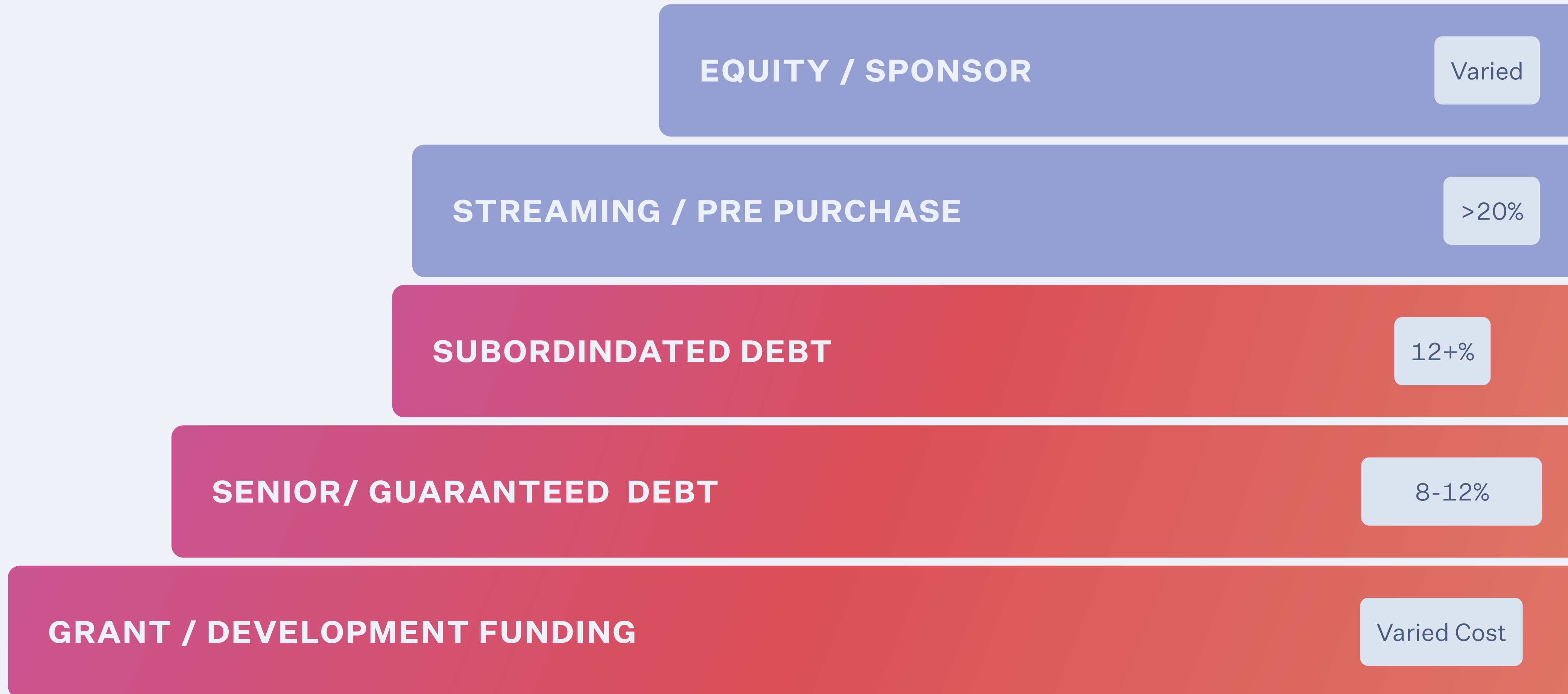


Unbanked  
Unfavorable terms  
Funding gap





# BUILDING BLOCKS OF CARBON FINANCING



KUMO IS AIMING TO DRIVE THE CHEAPEST FORMS OF FUNDING - INSTITUTIONAL DEBT FINANCE INTO THE VCM



# COMPARISON OF CARBON FINANCING OPTIONS

		Carbon Streaming (Equity like investments)    	Pre-selling carbon credits   	Repo (Repurchase Agreement)  	DeFi Lending  
Early stage project funding	✓	✓	✓	✗	✗
De-risking lending via collateralization of carbon credits	✓	✗	✗	✓	Partly (only tokens)
Value participation of project developer	✓	Partly	✗	✓	✗
Bankable for institutional finance via standard structures	✓	✗	✗	✓	✗
Web3 compatible	✓	✗	✗	✗	✓

**KUMO IS UNIQUE IN OFFERING A DEBT FINANCING PRODUCT TO DRIVE INSTITUTIONAL FINANCE INTO THE VCM**



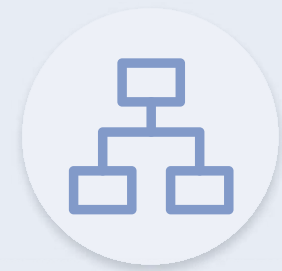


**WE PROVIDE DE-RISKED LENDING SOLUTIONS  
VIA CARBON CREDIT COLLATERALIZATION**





## KUMO covers the full cycle, from loan structuring to full repayment



### Pre-Lending Stage

#### STRUCTURING ENGINE

- Accelerated structuring and documentation process for capital access
- Project and finance data aggregation and provisioning
- Financial modeling and cash flow optimization



### Lending Stage

#### LENDING ENGINE

- Accurate Carbon Pricing
- Collateralization of carbon credits via bankruptcy remote SPV and Digital Asset solutions
- Portfolio Building possible



### Post-Lending Stage

#### FACILITATION ENGINE

- Escrow services for loan repayments and selling of carbon credits
- Digitized project performance monitoring
- Automatic repayment options from carbon credit flows





**2**  
Leverage funding to  
finance second forest



**3**  
Repay the loan on the first forest  
with carbon revenue

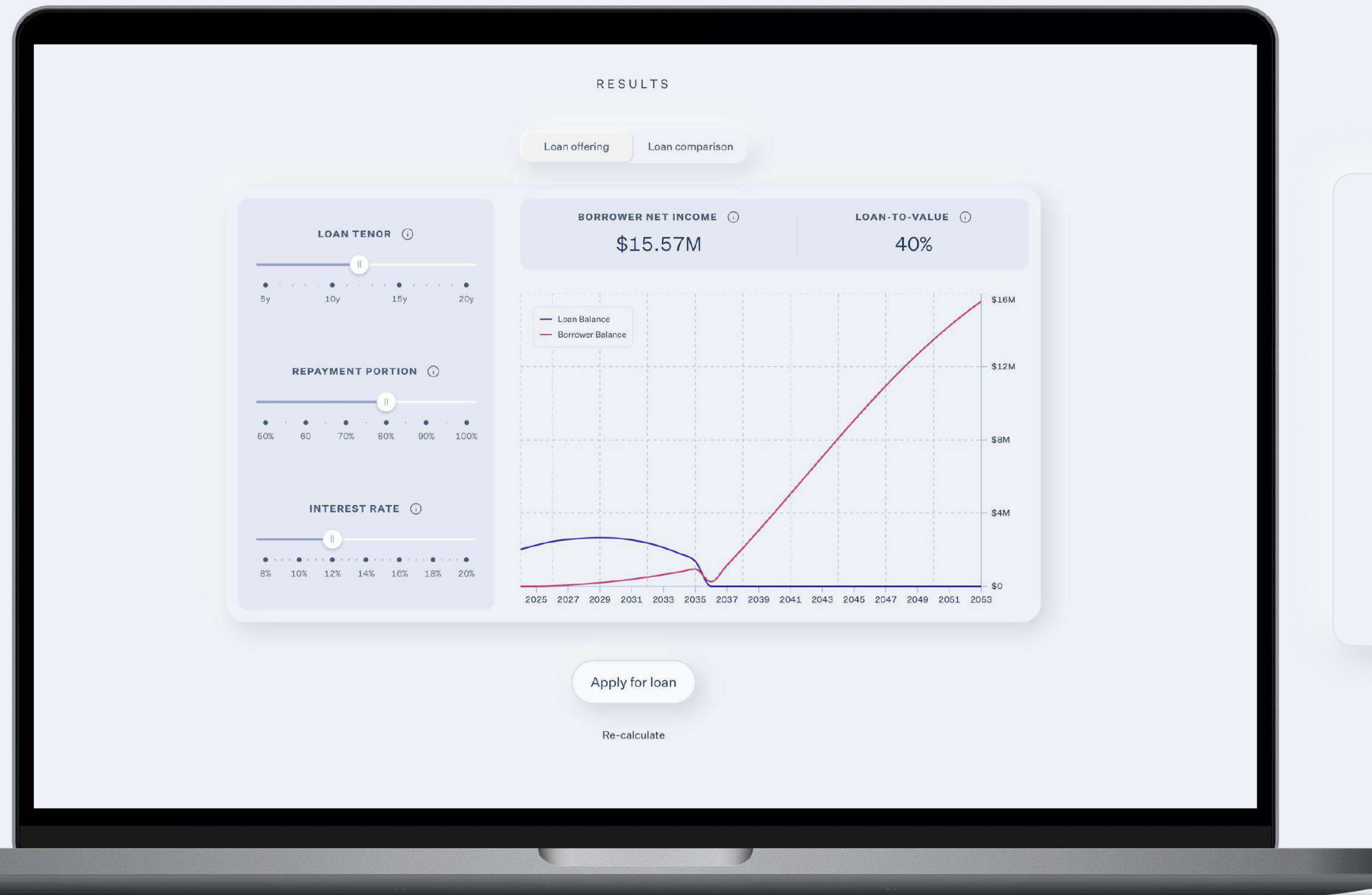


**1**  
Deposit carbon credits  
as collateral

**Project Developer**



# KUMO'S DEDICATED CARBON LOAN STRUCTURING TOOL



## Loan Structuring

- KUMO's loan structuring tool allows for easy modeling and fast feedback loops
- The example displays \$2m debt financing structure of a Mangrove Restoration project
- After the loan repayment, the project developer gets full participation in the value of their carbon credit revenue

[Watch demo](#)





# DEBT FINANCING IS OFTEN MORE ATTRACTIVE THAN ALTERNATIVES







# CURATED HIGH-QUALITY DEAL FLOW

Select Project Type



Agriculture

Chemical Processes / Industrial Manufacturing

Energy Efficiency / Fuel Switching

Forestry and Land Use

Household Devices

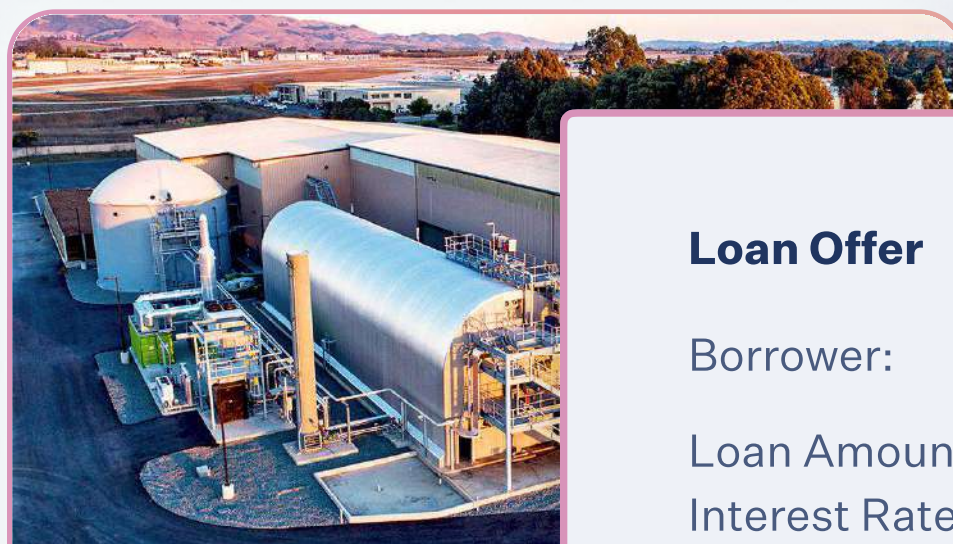
Renewable Energy

Technology-based Solutions

Transportation

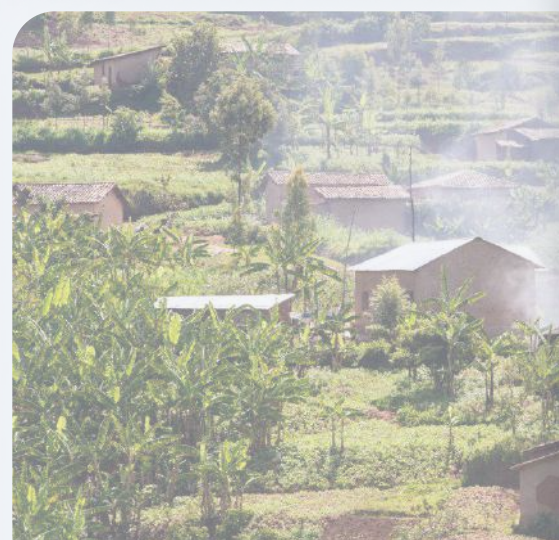
Waste Disposal

other



## BIOCHAR PROJECT

Loan proceeds fund the scale-up of Biochar facilities.



## DELAGUA TUBEHO

Tubeho Neza ("Live Well") in partnership with the Government of Rwanda. It is the largest step-pool project of its kind in the world.

### Loan Offer

Borrower:	Established project developer (Microsoft is large customer)
Loan Amount:	\$14,000,000
Interest Rate:	c.8%
Loan-to-Value:	65.9%
Duration:	48 months
Loan type:	Project finance

### Collateral

Collateral Amount:	\$21,216,000
Number of credits:	163,200
Collateral Type:	Biochar - Carbon Removal
Registry:	Puro
Format:	Offtake agreements on future credits
Insurance cover:	Optional - Performance guarantee on tech risk potentially
Article 6	

### Fund Usage

In 2023, the project developer launched their first biochar facility in LATAM. The funds will be used to scale two additional facilities that leverage the power of Biochar to sequester up to 200,000 tons of CO2 annually.



Pre-Lending Stage

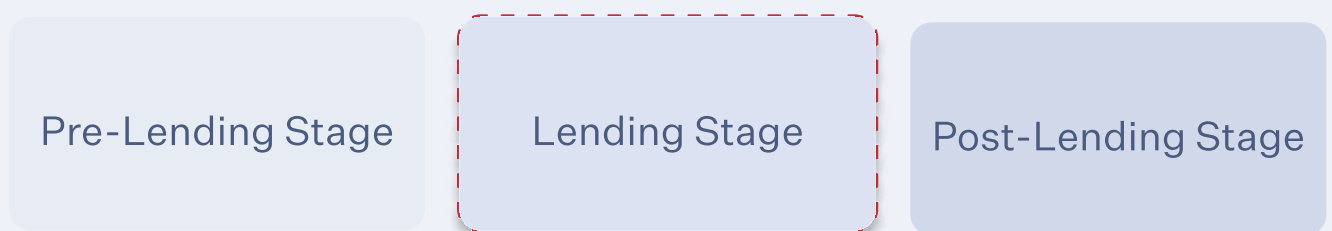
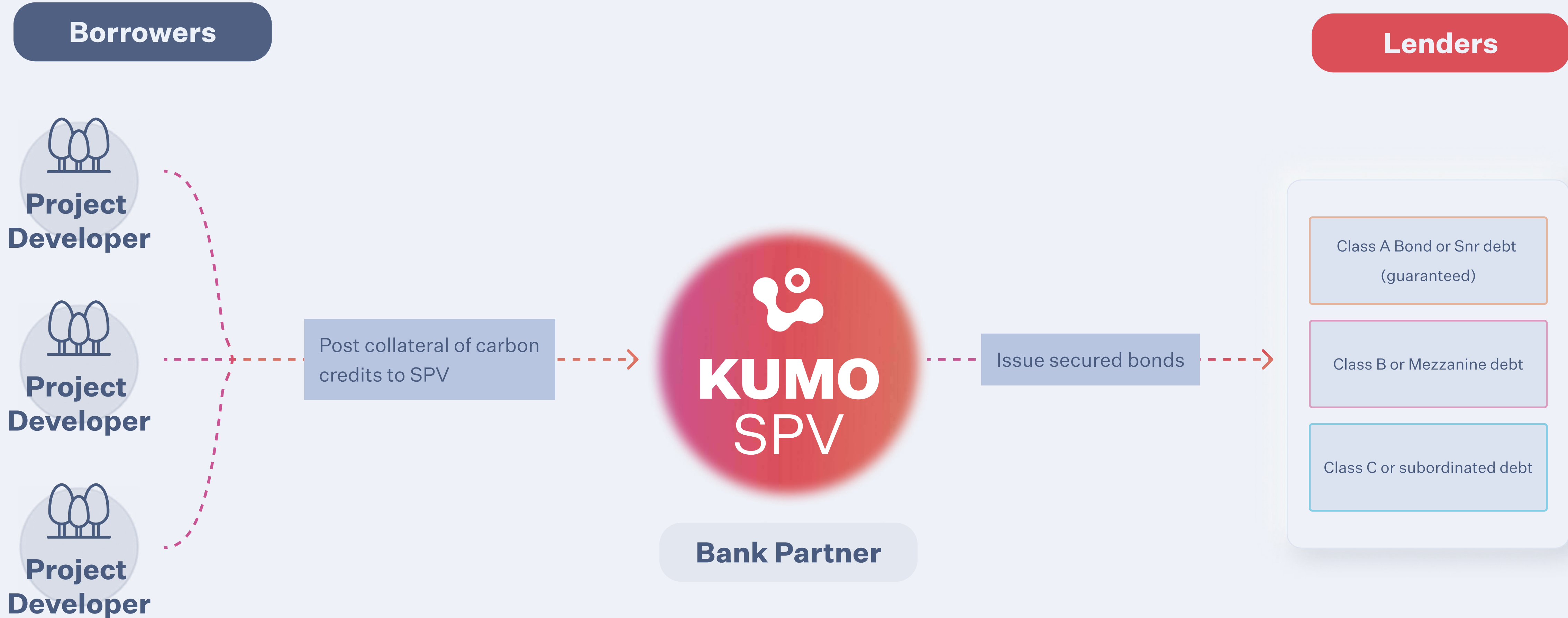
Lending Stage

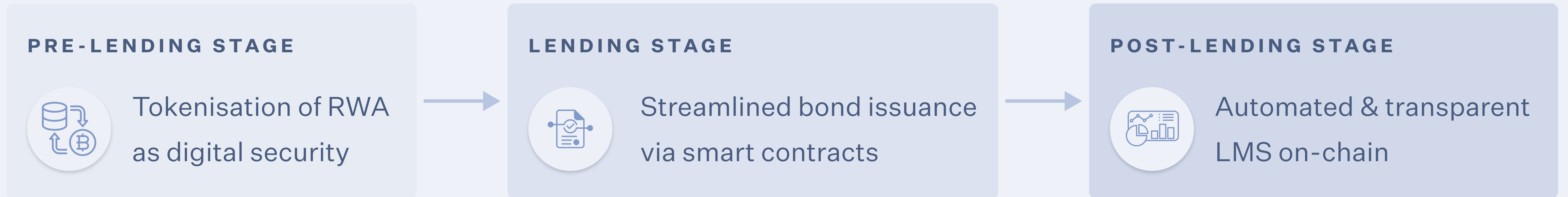
Post-Lending Stage





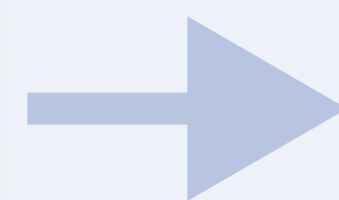
# SECURED BOND ISSUANCE STRUCTURE





**BENEFITS**

- Fully automated
- Instant settlement
- Auditable
- Documentation via code



**UP TO 80% COST REDUCTION**





# WE ARE PIONEERING CARBON-BACKED LENDING



KUMO successfully executed the first pilot, including a live demo with a tier-1 bank



KUMO made history by granting the first-ever carbon-secured loan at COP28



Engaged with 15+ Tier-1 financial institutions, Structured >\$80m carbon-backed loan volume





# GLOBAL PARTNER NETWORK

2024

The map displays the following partner logos and their status:

- THE WORLD BANK**: Upcoming →
- Fidelity INVESTMENTS**: Approved ✓
- EXOMAD green**: Upcoming →
- Shell**: Upcoming →
- BARCLAYS**: Upcoming →
- Rabobank**: Upcoming →
- ABN·AMRO**: Signed ✓
- Kita | We Insure Carbon**: Upcoming →
- HSBC**: Upcoming →
- ALLIANZ**: Upcoming →
- ALTE LEIPZIGER**: Upcoming →
- HOLDEN**: Upcoming →
- BIS**: Upcoming →
- J. Safra Sarasin**: Upcoming →
- Wio**: Upcoming →
- illcot**: Signed ✓
- Vlinder**: Signed ✓
- RMB**: Upcoming →