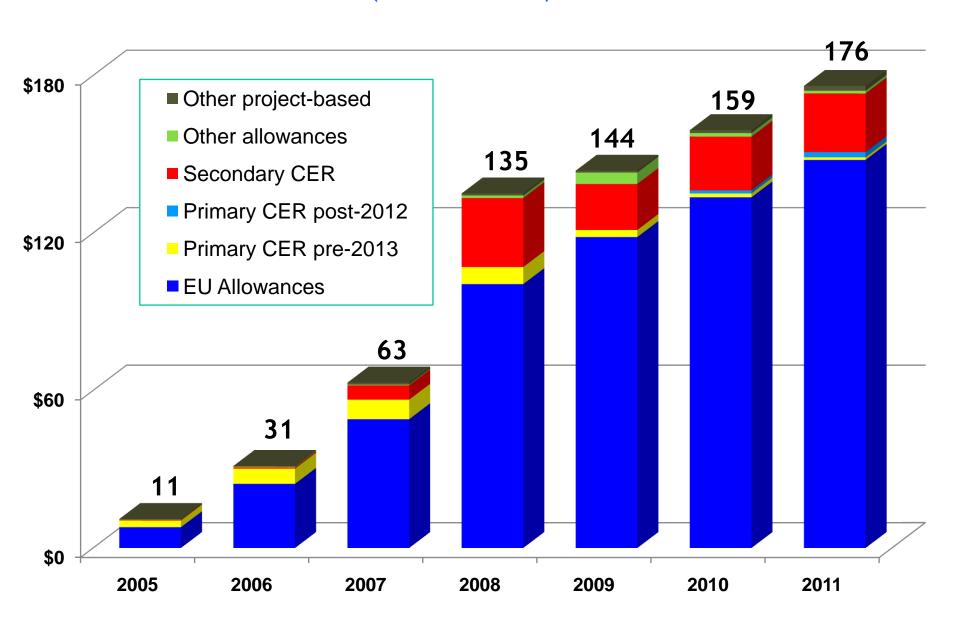






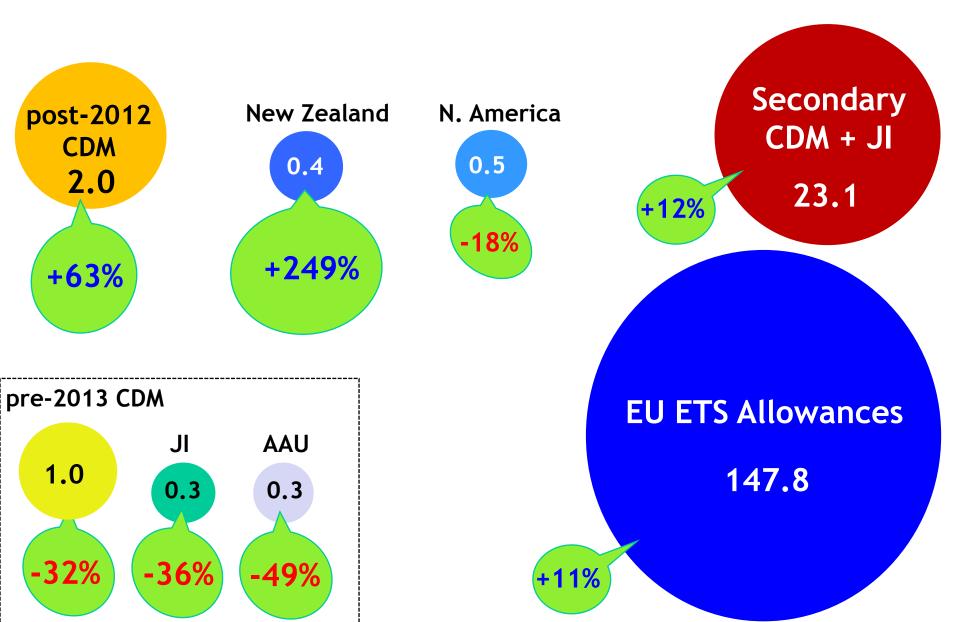
Steady increase of global market value

(in Billion US\$)



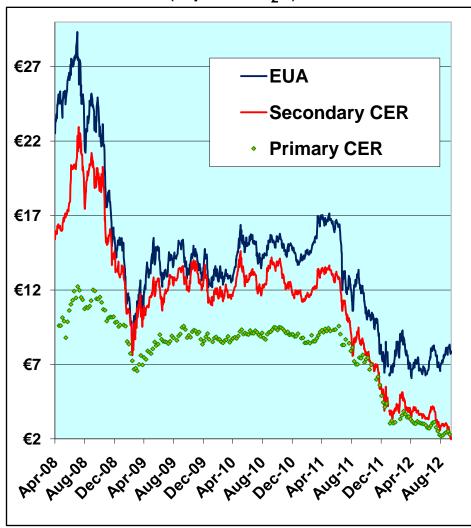
EU and other markets increasing value

(in Billion US\$)



EU ETS: how to deal with oversupply

EUA, secondary CER & primary CER prices (€ per tCO₂e)

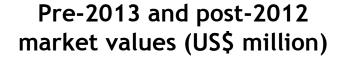


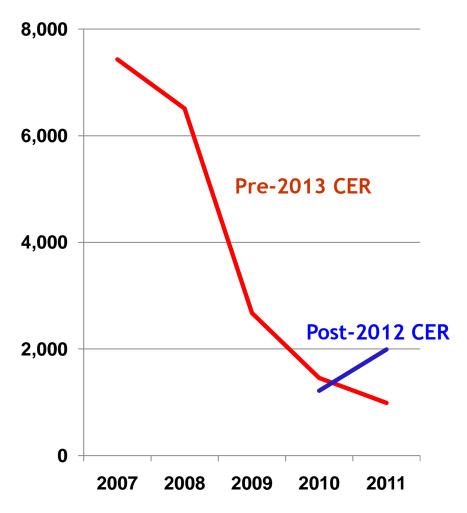
 Oversupplied Phases II + III reflected in historic low prices

 Increasing trading volumes as demand shrinks: financially-driven trades

 Policy intervention under discussion to deal with the imbalance: supply set-aside

An emerging post-2013 CDM market

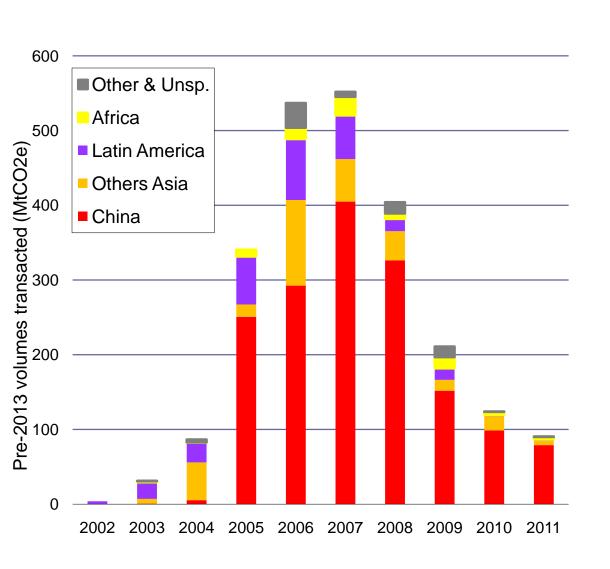


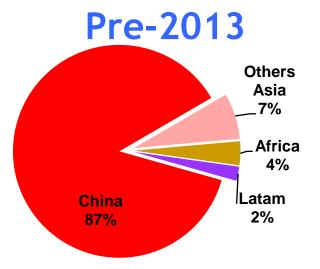


 Pre-2013 market closing and a post-2012 market emerging

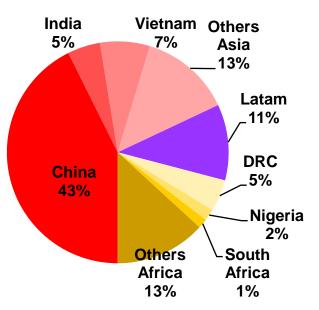
- EU ETS oversupply and uncertain non-EU eligibility criteria and volumes lead to weak contractual obligations
 - Provisional safety clauses
 - "Quasi-options"
- More prominent Africa as buyers seek risk management and portfolio diversification

Who's selling

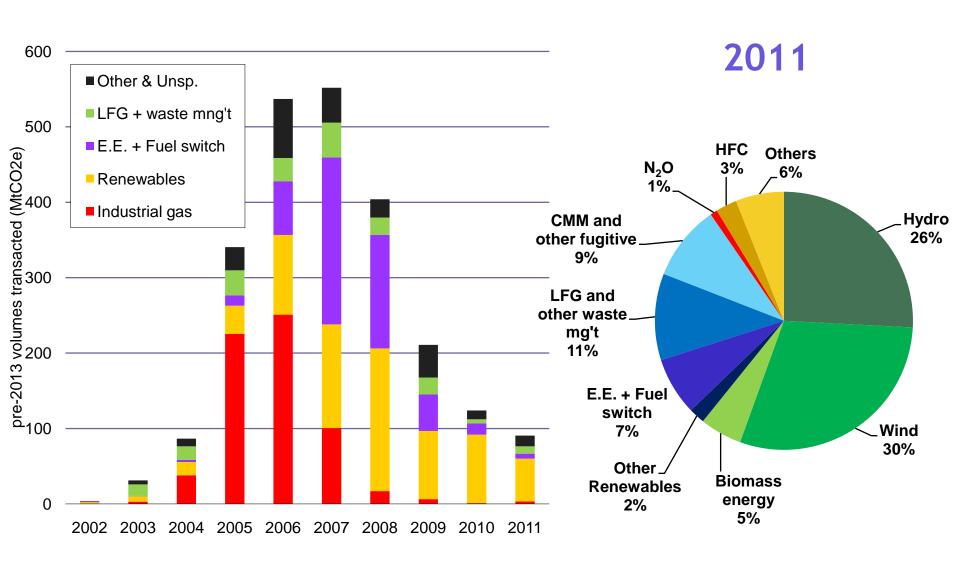








CDM Sectors (pre-2013)



CF Impact on Project's IRR

| INCREMENTAL IRR - CARBON FINANCE | | | | | |
|----------------------------------|-----------------|------------|------|------|------|
| Renewable Energy | | | | | |
| ER Prices | Purchase period | | | | |
| | 5y ('08-'12) | 7 y | 10y | 14y | 21y |
| \$5.00 | 0.5% | 0.6% | 0.8% | 1.0% | 1.2% |
| \$10.00 | 1.0% | 1.4% | 1.7% | 2.1% | 2.3% |
| \$15.00 | 1.6% | 2.1% | 2.7% | 3.1% | 3.3% |
| \$20.00 | 2.2% | 2.9% | 3.6% | 4.1% | 4.5% |

| Impact per Unit |
|-----------------|
| \$3.16 / MWh |
| \$6.33 / MWh |
| \$9.49 / MWh |
| \$12.65 / MWh |

| INCREMENTAL IRR - CARBON FINANCE Solid Waste | | | | | |
|--|----------------|----------------|----------------|----------------|----------------|
| Purchase period | | | | | |
| ER Prices | 5y ('08-'12) | 7у | 10y | 14y | 21y |
| | 0.58 tCO2e/tSW | 0.74 tCO2e/tSW | 0.93 tCO2e/tSW | 1.11 tCO2e/tSW | 1.29 tCO2e/tSW |
| \$5.00 | 17.9% | 24.1% | 29.2% | 31.7% | 32.8% |
| \$10.00 | 52.3% | 59.1% | 62.4% | 63.5% | 63.8% |
| \$15.00 | 88.2% | 93.3% | 95.4% | 95.9% | 96.0% |
| \$20.00 | 123.7% | 127.3% | 128.6% | 128.8% | 128.9% |

| Impact per | r Unit |
|------------|--------|
| \$41 / | MWh |
| \$82 / | MWh |
| \$124 / | MWh |
| \$165 / | MWh |

^{*}tSW = ton solid waste

| INCREMENTAL IRR - CARBON FINANCE | | | | | |
|----------------------------------|-----------------|------------|--------|--------|--------|
| HFC23 | | | | | |
| ER Prices | Purchase period | | | | |
| ER FIICES | 5y ('08-'12) | 7 y | 10y | 14y | 21y |
| \$5.00 | 110.8% | 112.3% | 112.7% | 112.7% | 112.7% |
| \$10.00 | 176.7% | 177.3% | 177.4% | 177.4% | 177.4% |
| \$15.00 | 227.3% | 227.6% | 227.7% | 227.7% | 227.7% |
| \$20.00 | 270.0% | 270.2% | 270.2% | 270.2% | 270.2% |

^{*65%} tax applied on carbon revenues

...but Secured Underlying Finance: IIC Ecuador Abanico Hydro

30 MW ROR hydro 85% capacity factor \$33.3 m cost IRR 15.6%

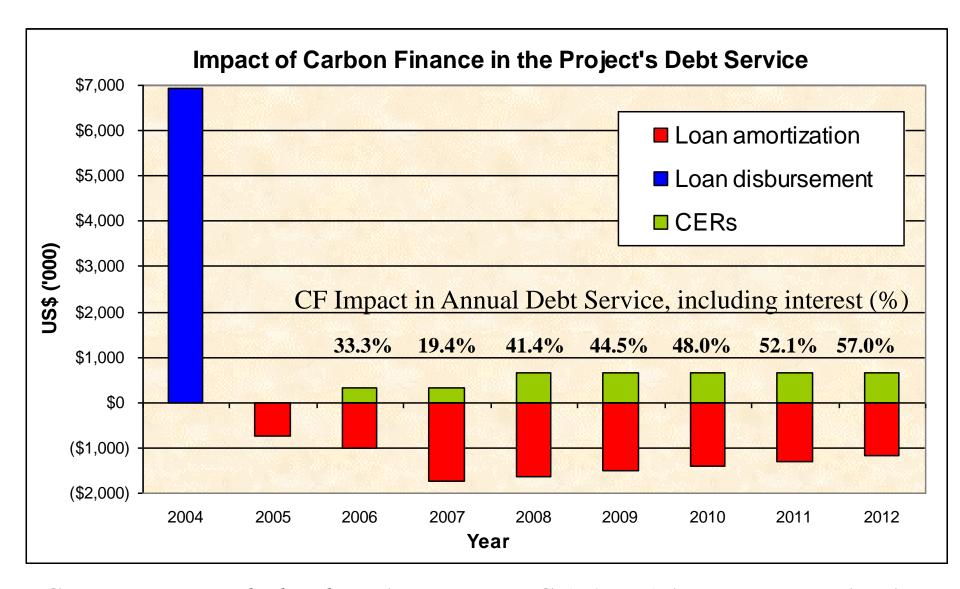




800,000 tCO₂e ERs ERPA \$4.3 m

 \triangle IRR 0.7% => 16.3%

Impact CDM RE/EE



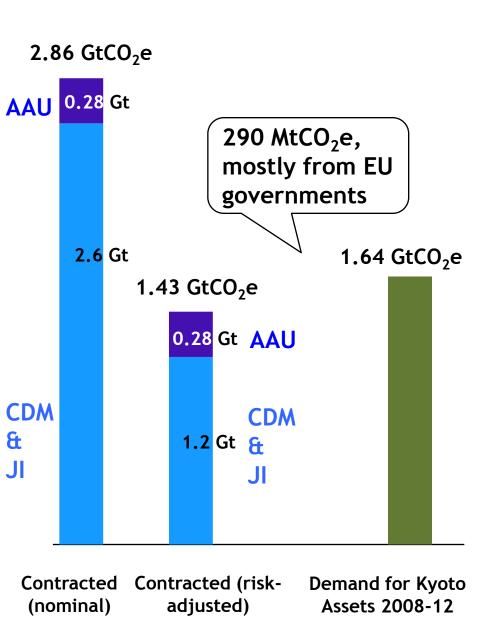
CER payments helped project meet IIC (IADB) investment criteria

Impact CDM RE/EE

- Quantitative impact: Additional annual streams and IRRs
 - Up to 4% incremental IRR in RE
 - ~3,000 tCO2e/year at \$5-20/ton (\$3-10 per MWh)
 - NPV of \$80k to \$500k per MW = 5%-25% CAPEX
- Qualitative impact: High quality cash flow and contract
 - VERs (no regulatory risk; bankable)
 - OECD buyers (investment-grade, creditworthy payers)
 - Hard currency \$ or € denominated (mitigates devaluation risk)
 - Long-term contract with fixed price (no price fluctuation)
 - > Payments abroad eliminate currency convertibility & transfer risks
 - Monetization of future receivables to support CAPEX

CF revenue streams + Financial engineering allow access to capital markets and boost project bankability

New data shows demand until 2012

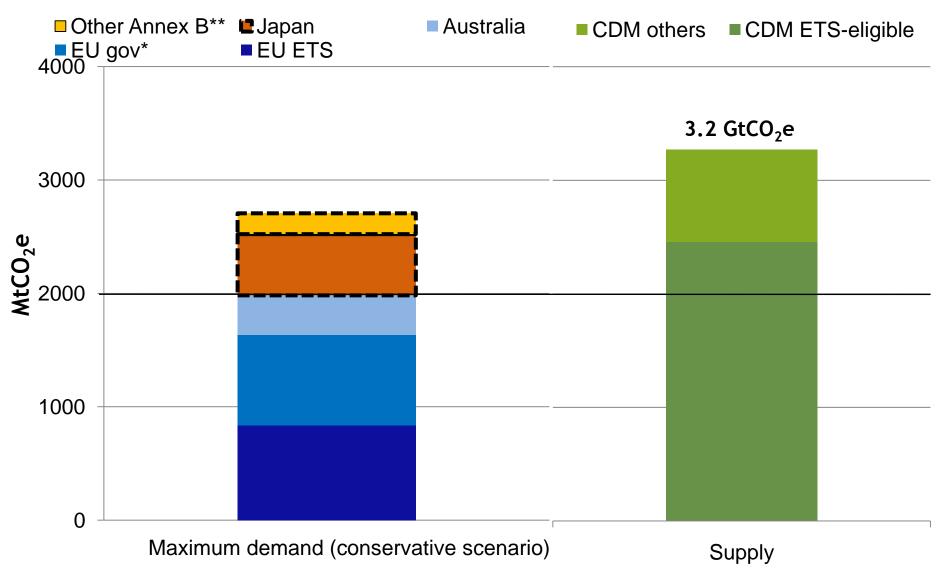


• <u>Demand</u>: 1.64 billion tCO₂e

• Supply:

- 2.6 billion CERs & ERUs +
 280 million AAUs =
 2.86 GtCO₂e (nominal)
- $1.15 + 0.28 = 1.43 \text{ GtCO}_2\text{e}$ (riskadjusted)
- Aggregate picture; not all buyers purchased the volume they need
- Residual demand: 290 MtCO₂e (136 Mt in 2011)

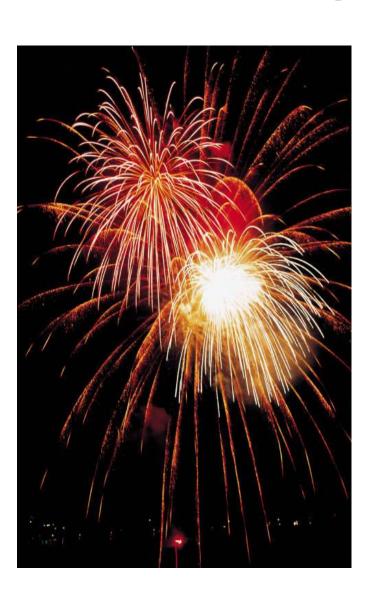
Market projections indicate constrained demand over 2013-20



^{*}Including Iceland, Liechtenstein, and Norway

^{**} Including New Zealand, North America, and Switzerland

Regulatory improvements & new markets popping up worldwide



- Durban decisions increased the regulatory clarity on existing market and advanced on new market instruments
- Several jurisdictions passed climate bills, including market initiatives
 - Australia, California, Quebec, Republic of Korea, Mexico
- AU EU linkage no later than 2018
- New initiatives signal that solutions to climate challenge will emerge.

Thank you



Full report available at

www.carbonfinance.org

Who buys until 2012 (+1-3y for govs.)

| | Potential demand | Contracted CERs and ERUs | | AAUs/RMUs | Residual demand |
|----------------------------|------------------|--------------------------|--------------------------|-----------|-----------------|
| | | nominal | Adjusted for performance | | |
| | (MtCO₂e) | (MtCO₂e) | (MtCO ₂ e) | (MtCO₂e) | (MtCO₂e) |
| EU | 1,293 | 2,175 | 969 | 79 | 245 |
| Government (EU-15) | 428 | 259 | 141 | 79 | 208 |
| Private sector (EU ETS) | 865 | 1,916 | 828 | 0 | 37 |
| Japan | 300 | 380 | 169 | 194 | 9 |
| Government of Japan | 100 | 34 | 15 | 76 | 9 |
| Japanese private sector | 200 | 346 | 154 | 119 | 0 (-73) |
| Rest of Annex B and others | 51 | 29 | 13 | 4 | 35 |
| Government | 46 | 24 | 11 | 0 | 35 |
| Private sector | 5 | 5 | 2 | 4 | 0 (-1) |
| Total | 1,644 | 2,584 | 1,151 | 277 | 290 |
| Government | 574 | 316 | 167 | 154 | 253 |
| Private sector | 1,070 | 2,267 | 984 | 122 | 37 |