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# AI-driven financing solutions for climate entrepreneurs

OCTOBER 2021

# Team



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Operating Partner, [EV](#)  
Manager, Facebook  
MS, UC Berkeley



**Erin Davis**

Co-founder and COO  
Co-founder, [SIMA](#)  
Investment Officer, [FINCA](#)  
MBA/MA, American Univ



Seasoned founding team with ~20 years of climate, debt/credit, and operator experience



# Some Investments To Date

## Fund of Funds



\$160M AUM



\$170M AUM



\$1B AUM  
(Climate)

## Startup Lending



\$189M raised



\$315M raised



\$217M raised

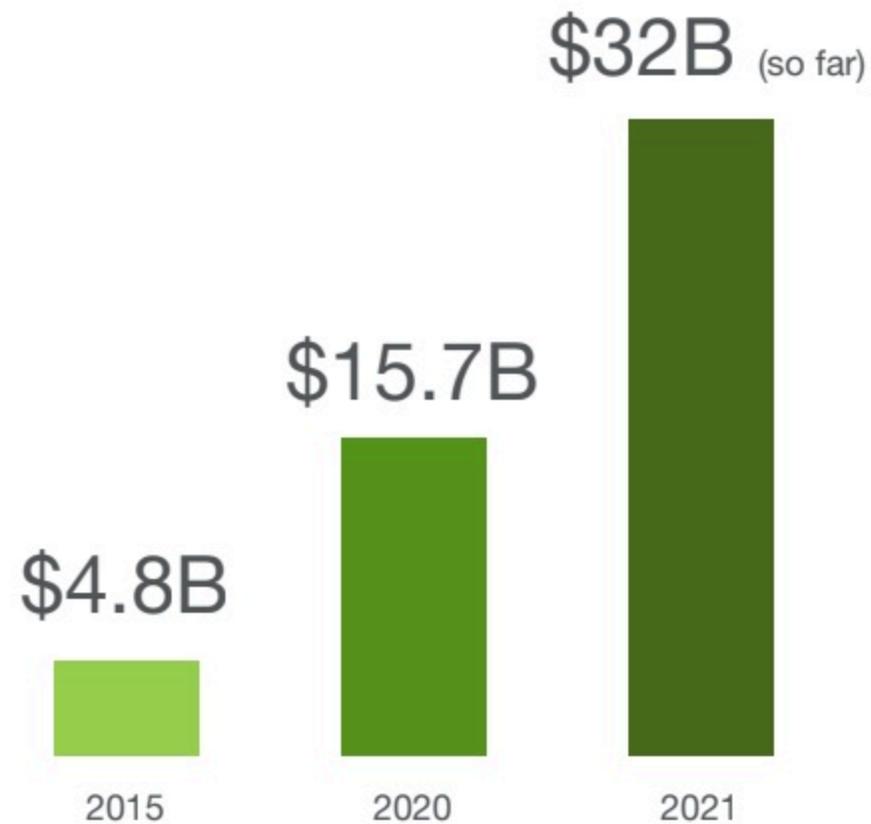


An aerial photograph of a mountain range with a river valley, overlaid with a blue gradient. The text is positioned on the right side of the image.

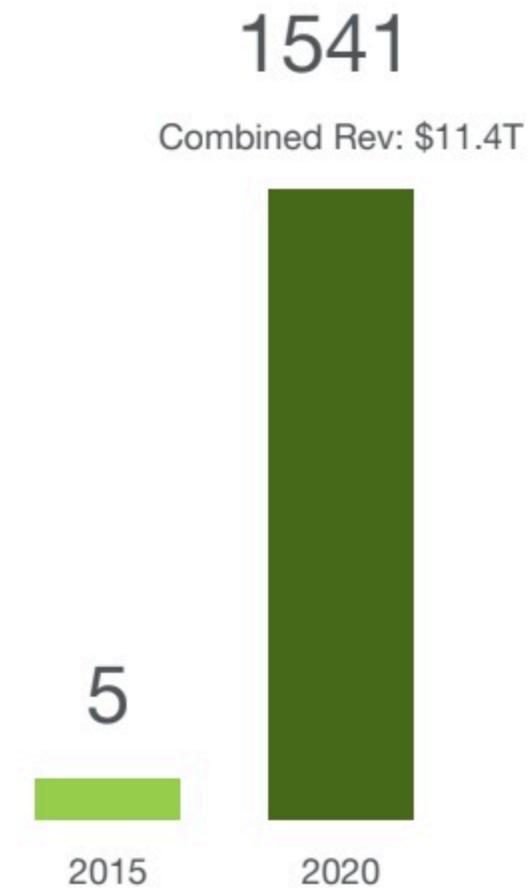
**Trend:** Demand for solutions to the climate crisis is exploding across all facets of society

# Expanding investment by corporates and VCs

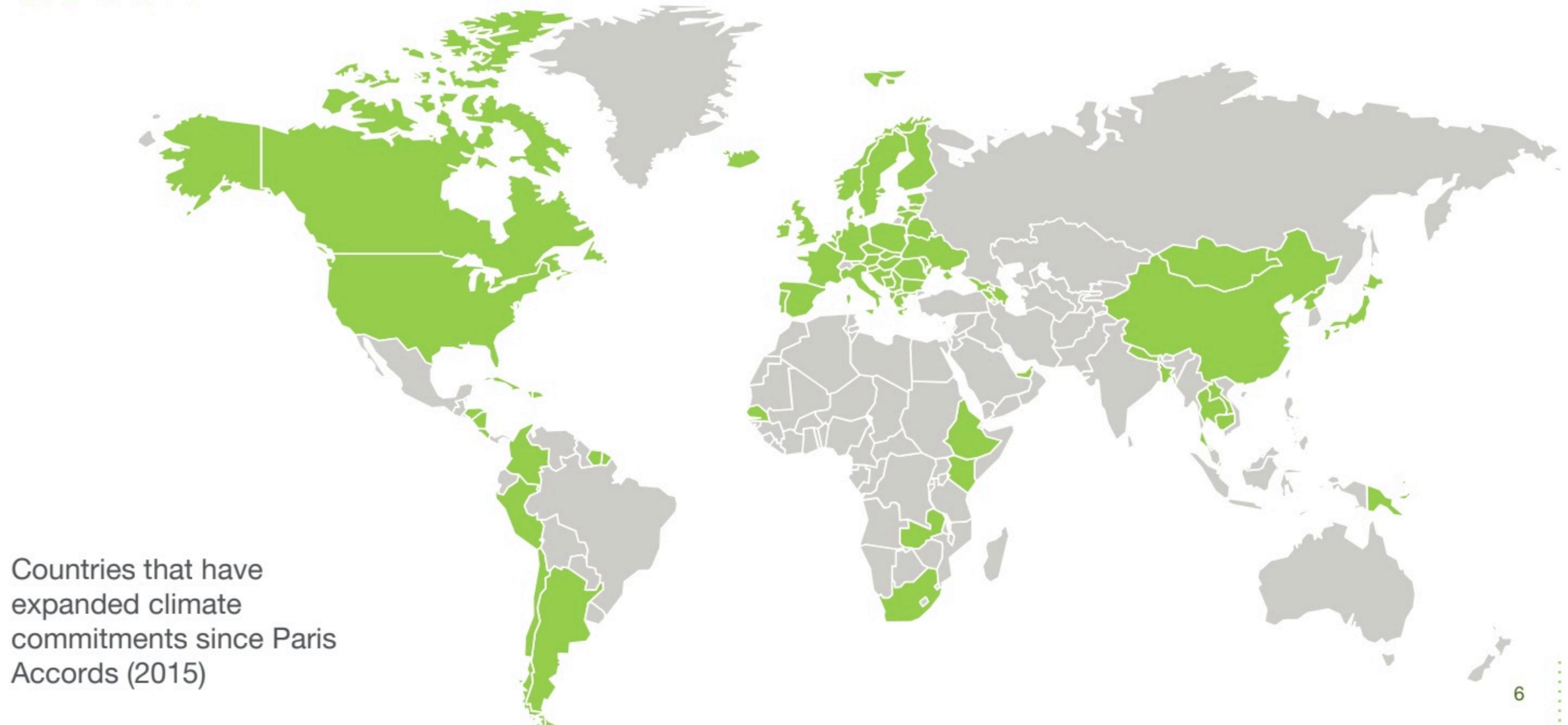
## Venture Investments in Climate



## Corporate Net Zero Commitments



# Governments are turbocharging private sector action



Countries that have expanded climate commitments since Paris Accords (2015)

# Skyrocketing Startup + SMB Expansion

ENERGY | ENERGY TRANSITION — 27 Jan 2021 | 16:25 UTC — London

Global carbon market **grows 20%** to **\$272 billion** in 2020: Refinitiv

## Global Clean Energy Technologies Industry

Global Clean Energy Technologies Market to Reach **\$452.8 Billion** by 2027.

Carbontech: A **trillion** dollar opportunity

 Carbon180





# Problems

- Investment in climate is insufficient to hit 2 degC
- Industry is funded with VC (expensive + exclusive)
- Alternative financing is largely non-existent
- Institutional capital is ready to invest more \$\$, but wants fixed income intermediaries

# Solution

Climate-exclusive lending platform providing **entrepreneur-friendly** capital using the **latest automation** technology



# Our first product | Enduring Planet RBF

We invest **\$100K-\$2M** > in exchange for **2-10%** > over a **1-3 Yr**  
Top-Line Rev Share Term

No  
Personal  
Guarantee

No  
Collateral

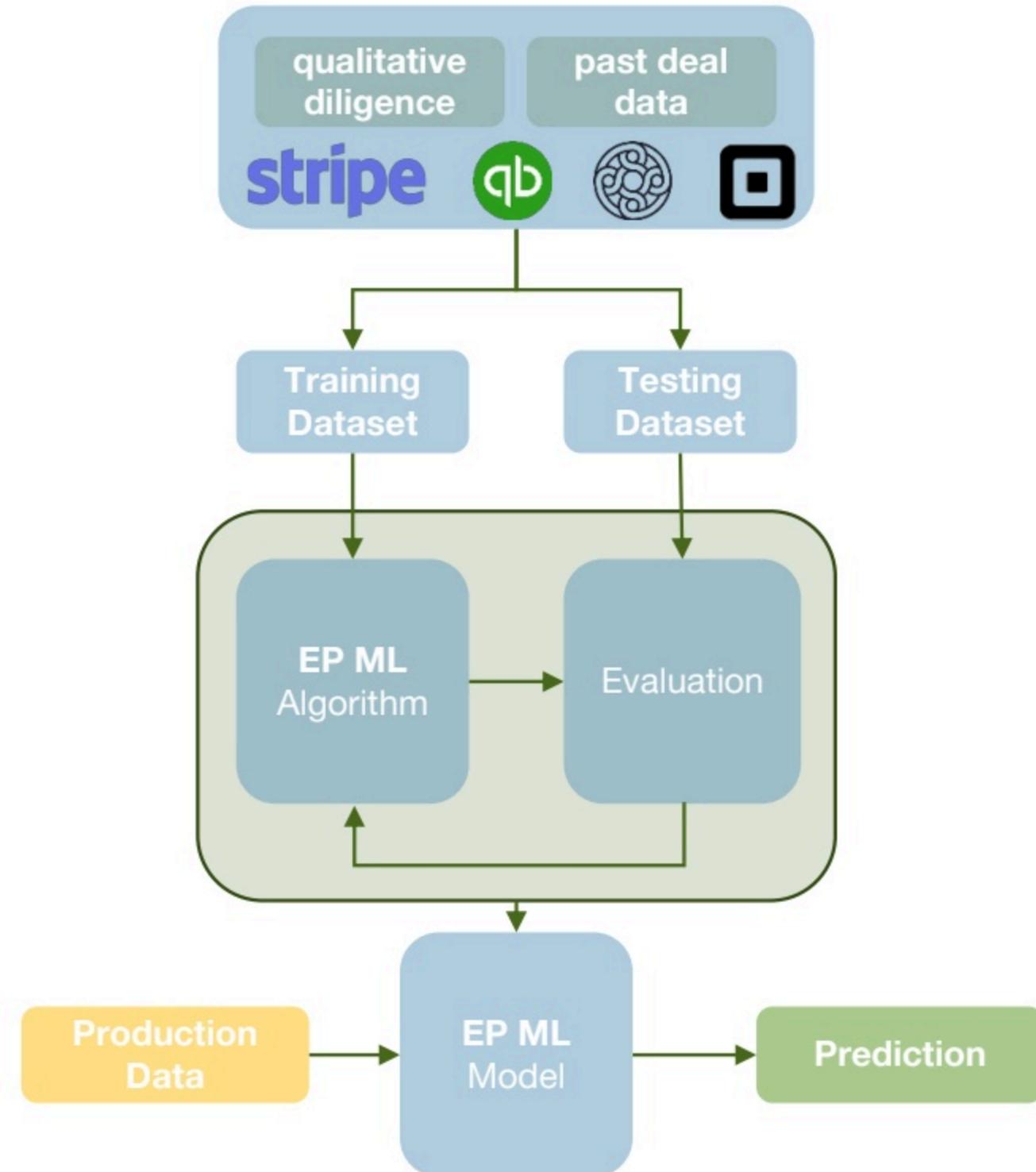
No  
Personal  
Credit  
Check

1%  
Origination  
Fee



# ML and Automation

- **ML/AI Enabled Diligence and Hurdles**
  - Initially human-driven to prove model; see appendix
- **Active learning with real-time data**
  - Bank accounts, CRM/billing systems, accounting systems, payment processing
  - Monthly financials (P&L, BS) submitted by Company, quarterly tax filings, report on key operational metrics/KPIs
  - API hooks for collection/analysis for training database for AI/ML
- **Automated ACH Debit**
  - Greatly reduces risk of non-payment



# Value proposition

- For Entrepreneurs**
- Fast, affordable capital on the right terms
  - Access to our extensive network – VCs, foundations, service providers, etc
  - Active support from the EP team on ops, growth, fundraising
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- For VCs**
- Non-dilutive growth capital for portfolio
  - Access to Enduring Planet pipeline
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- For Society**
- Key innovations reach scale faster, accelerating decarbonization
  - Underrepresented founders and diverse teams get greater access to capital



# Key investment criteria | Target business models

## Startups working in the New Climate Economy

- **Mitigation**  
Emissions reduction
- **Removal**  
Carbon sequestration, conversion to materials, etc.
- **Adaptation**  
Adjusting to future impacts of climate

## Business Models - high margin, high growth

- **B2B/B2G SaaS**
- **B2C subscription/e-commerce/logistics**  
If non-subscription, high repeat purchase rate
- **Hardware with NO tech risk**
- **Contracted Revenue**  
Products or services, B2B or B2G



# Pipeline

## Funnel

- **582** companies sourced
  - VC referrals
  - Direct sourcing
  - Website inbound
- **139** companies met
- **\$5M+** near-term pipeline
- **7** term sheets issued, 3 signed
- **1<sup>st</sup> deal closed**

## Sample Pipeline Companies

Removed



# Timeline

2021

- Raise **\$2M SAFE**
- Secure **\$5M in Debt**
- Launch SPV1
- Investment Portfolio: **~\$500K**
- Build strong relationships with 25+ Climate VCs

2022

- Raise **\$7.5M-\$10M Seed**
- Secure **\$25-\$50M in Debt**
- Launch SPV2
- Investment Portfolio: **\$25M+**
- Expand Team (tech/product lead, analysts, CFO)
- Launch V1 of predictive model for underwriting
- Add 1 financial product outside of RBF

2023

- Secure **\$150M+** in Debt
- Launch SPV3 by 7/23
- Investment Portfolio: **\$125M**
- Add 1-2 new financial products for later stage companies

2024

- Secure **\$300M+** in Debt
- Launch SPV4 by 7/24
- Investment Portfolio: **~\$400M**
- Add new products for early (pre-rev) companies

2025

- Secure **\$500M+** in Debt
- Launch SPV5 by 7/25
- Investment Portfolio: **\$1B**
- License ML credit software to other private/traditional lenders

