



May 2020



Who We Are



“Meridiam delivers sustainable and resilient infrastructures that improve the quality of people’s lives as a developer, investor and long-term asset manager”

Thierry Déau,
founder and CEO
of Meridiam

Acting in Three key sectors



MOBILITY
Moving People
and goods



ENERGY TRANSITION AND ENVIRONMENT
Contributing
to low carbon economy



SOCIAL
Catering community
needs for public facilities





ESG* and UN-SDGs** are at the heart of our DNA to deliver positive impact for communities



A multi-disciplinary and multi-cultural team bringing an integrated approach



A leading actor in the development, financing and asset management of a low carbon economy, fighting against climate change



A pioneer in partnership solutions in developing markets

Our Values

- WE **ACT** FOR THE NEXT GENERATION
- WE **RESPECT** THE ENVIRONMENT
- WE ARE **LOCAL**
- WE KEEP OUR **WORD**
- WE GO **BEYOND**
- WE **LOVE** WHAT WE DO AND WE LOVE **SHARING** OUR EXPERIENCE

How we do business



DEVELOPERS

We focus on early-stage infrastructure solutions



LONG TERM INVESTORS AND ASSETS MANAGERS

We invest and hold assets to maturity and add value through premium asset management



IMPACT-ORIENTED BUSINESS APPROACH

Our methodology integrates ESG screening and optimizes UN-SDG benefits for communities



A Benefit Corporation under the French law Leading developer, investor and asset manager specializing in greenfield infrastructure with a core focus on Sustainability & Impact

- Founded in 2005 by current CEO Thierry Déau, Meridiam is a Benefit Corporation within the meaning of the French law, an independently owned and managed investment firm
- A whole-of-life approach to the design, structuring, financing, building and long-term operation of greenfield infrastructure projects
- A specialised management team of c.150 professionals with a deep understanding of public and private sectors and an ability to understand and manage technical risks
- Assets under management of \$8bn, and a portfolio of more than 80 projects
- UN SDG¹ and ESG (Environmental, Social and Governance) at the core of the investment's approach



Established network of relationships with industrial partners to co-develop projects

25-year fund life enabling **alignment of interests** with investors and public sector counterparties creating genuine long-term partnerships

Extensive greenfield & **project development expertise** enabling to generate a **unique pipeline**

Consistent record of delivering on financial and sustainability & ESG targets

Proven track record of **managing greenfield/construction risk** with all projects on time and on budget²

A deep understanding of **public sector** and **local community** sensitivities

Greenfield strategies applying high ESG and sustainability standards

Impact oriented strategies



1) UN Sustainable Development Goals (UN SDGs) are a collection of 17 global goals set by the United Nations General Assembly. The UN SDGs cover social and economic development issues including poverty, hunger, health, education, global warming, gender equality, water, sanitation, energy, urbanization, environment and social justice

Commitment to ESG and sustainability

- A Sustainable Investment Philosophy enshrined in our by-laws
“Our mission is to deliver sustainable infrastructure that improves the quality of people's lives”
- Meridiam founded on the principle that **infrastructure investment** should be on **a long-term, responsible and sustainable basis**, with clear **benefits to local communities**
- **ESG fully integrated** at every stage:
 - At the core of the firm risk assessment methodology;
 - In the pipeline screening process
 - Assessed at the outset of each project
- **Monitored through a project's life**
- A **rigorous approach of the ESG and SDG** :
 - Environmental and social assessment of each project
 - Assessment through an integrated SDG framework of the impact in “Shared value” creation of each project
 - Continual monitoring of specific KPIs
 - Regular reporting on ESG issues
 - Systematic approach to carbon risk
 - Strong mitigant to political and counterparty risks.



Sustainability as a Business Philosophy

- A **pioneer** and **systematic Environmental, Social and Governance (ESG) approach** since inception
- In compliance with **rigorous and recognized international standards**



- Standards **consistent with** those of **leading development banks**



- **Committed to** creating **positive impact within the United Nations Sustainable Development Goals (UN SDGs) referential**



Impact-oriented business approach

Our impact methodology is based on the UN-SDGs referential

UN SUSTAINABLE DEVELOPMENT GOALS FRAMEWORK

17 goals to be achieved by 2030, declined into 169 targets

RELEVANT SCOPE FOR MERIDIAM

For each infrastructure, according to its local context and mission, identification of relevant SDGs and targets by following the most material parameters

INDICATORS AND RELATED SCORING

Definition of relevant and robust indicators to assess each infrastructure's impact on its relevant SDGs and targets. For each indicator, definition of a robust benchmark for assessment, accounting for regional context. Transparent all-in-one tool to monitor each asset's impact and resilience over time.



Our Sustainability strategy is based on 5 target pillars

Resilient infrastructure and Sustainable Cities

“
Deliver resilient infrastructure and develop sustainable cities
”



Clean and affordable energy

“
Accelerate energy transition
”



Climate action and strategy

“
Avoid and reduce emissions
”

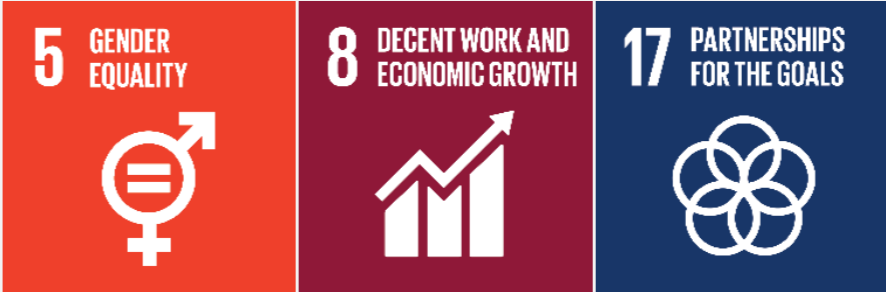
 **Carbon footprint tool**

2-infra challenge tool



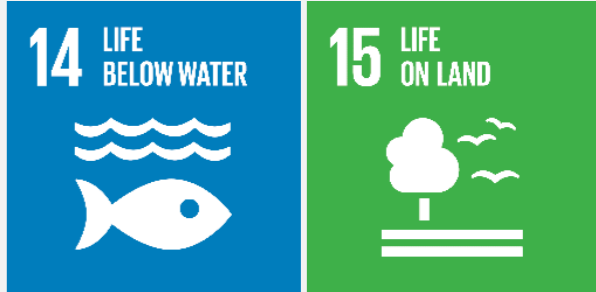
Decent work, inclusion and gender

“
Promote good work conditions, inclusion, diversity and gender equality
”

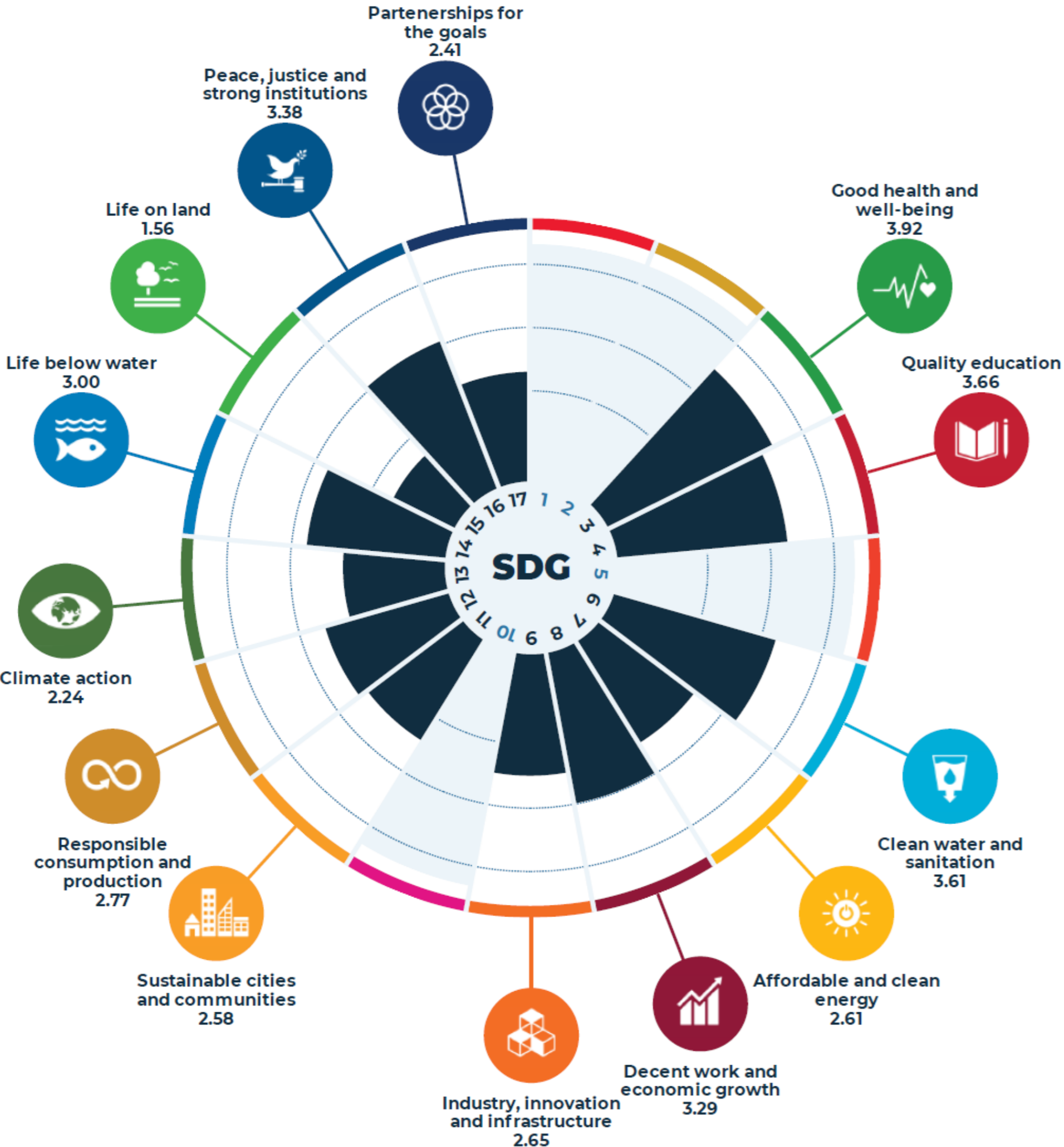


Biodiversity

“
Protect and enhance biodiversity
”



Our Global SDG assessment and opportunities of non-financial value creation



Comments

- High involvement of project companies to promote diversity and gender fair wage
- Reinforced countries' capacity in terms of health services, freight and passenger transport or renewable energy production
- Provided safe, affordable and sustainable public transport systems

Potential improvements

- Strengthen the involvement of our suppliers in terms of working conditions and collaborations with local communities

Our key figures*



MORE THAN

80 PROJECTS AND ASSETS

UNDER DEVELOPMENT, UNDER CONSTRUCTION,
OR IN OPERATION IN 25 COUNTRIES



\$ 8.0 BILLION

OF ASSETS UNDER MANAGEMENT



300

EMPLOYEES

INCLUDING 150 WORKING
IN PROJECT COMPANIES



25 YEARS

INVESTMENT HORIZON

\$ +65 BILLION

OF CONSTRUCTION CAPITAL DEPLOYED



31 NATIONALITIES

9 OFFICES

PARIS • NEW YORK • ISTANBUL • TORONTO • DAKAR • LUXEMBURG • ADDIS ABABA • VIENNA • AMMAN

* As of March 2020



A Global Portfolio of more than 80 Projects


Three main geographies :
Europe, Africa,
Americas



Mobility

92 Million People transported by rail and tramway/year
25 Million People travelling through our airports/year
10 Million Passengers using our ports/year

 **3 000 KM** ROADS

 **586 KM**
RAIL & TRAMWAY

 **5** AIRPORTS

 **3** PORTS
50 Million Ton
250 K containers/yr
Freight volumes

KEY PROJECTS

- **La Guardia airport (USA)**
new Central Terminal B – 8000 direct jobs expected
- **Port of Calais (France)**
major extension of the Port
- **LGV South-East Atlantic (France)**
340km high speed rail between Tours & Bordeaux
- **North Tarrant Expressway (USA)**
managed lanes in Texas
- **Four tramway projects (UK, Italy, Canada, USA)**, three of which are now operational



UN SDGs
Contribution



Mobility projects contribution to UN SDGs



Achievements

- ▶ Great level of customer satisfaction with a small number of complaints and a high number of journeys on time (SDG 11)
- ▶ Significant improvements in terms of national export and import capacity through port and airport projects (SDG 9)

Potential improvements

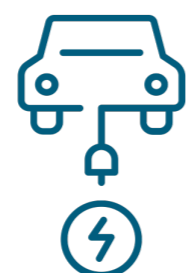
- ▶ Implement various initiatives to reduce project emissions in construction and operation phase (SDG 13)



300,000
Solar home
systems
customers
25,000
Electricity
optimization
boxes
**1 Coal free
campus**
Iowa University
by 2025



150 MW Geothermal
150 MW Solar
59 MW + 4,000 Nm3/h
Biogas/biomass
35 MW Hydro
29 MW + 120,000 ton/yr
Pellets
300,000 ton/yr
Municipal waste
to energy



16,000+
EV charging points

Energy transition & Environment

KEY PROJECTS

- **Ten Merina, Senergy, Kohane & Touba (Senegal)**
150 MW solar power plants
- **A leader in the recovery of organic household, industrial or agricultural waste into renewable energy** (electricity, heat and green gas) and natural fertilizers. Projects in France, Germany, Spain, Poland, Belgium and the Ivory Coast in West Africa
- **NEOT Offgrid (Ivory Coast):** Pioneering decentralised solar platform, providing clean electricity to 50%+ of Ivory Coast and Ghana with no access to the grid
- **Tulu Moye (Ethiopia):** 150 MW of geothermal, sustainable and low cost power
- 50-year contract to address the **University of Iowa's energy, water, and sustainability goals** (over 35,000 students and approximately 14,000 employees)

Energy Transition & Environment projects contribution to UN SDGs



Achievements

- Significant avoided emissions compared to the situation of reference before the implementation of a renewable energy project (SDG 13)
- High quality of water management in terms of reuse and consumption avoided (SDG 6)

Potential improvements

- Overall SDG performance will increase once the handful of projects still in construction will reach operation phase (SDG 7)

Investing for the community

Social



8,000

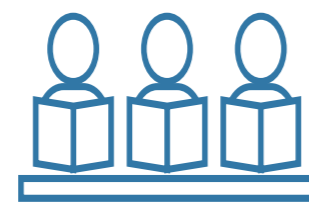
Hospital beds

2.3M M²

Hospital space

20 M people

Provided with health care



3,000 Rooms

Student housing

85,000 M²

Student housing

4000 pupils

Schools and day care centres



70,000 M²

Research centre

545,000 M²

Courthouse

25,000 M²

Sports facility

KEY PROJECTS

- **Seven hospital projects** in Turkey, Chile and France and a stake in **LIFT companies** in the UK, totaling more than **55 local facilities**.
- **Elazig integrated Healthcare Campus (Turkey)**: major campus with 1038 beds - first green and social bond'
- **5 schools and 3 daycare centers for over 4,000 pupils in Espoo**, the 2nd largest city in Finland. First social Public Private Partnership in the country
- **Long Beach Courthouse (USA)**: 31 courtrooms. First US social infrastructure P3
- **Herfordshire University (UK)**: 3000 rooms on campus for University's students



LONG BEACH COURT HOUSE USA

UN SDGs Contribution



Social projects contribution to UN SDGs



Achievements

- ▶ Promotion of safe and secure working environments with a focus on extensive Health and Safety trainings along the value chain (SDG 8)
- ▶ All buildings have a high level of accessibility to people with handicap (SDG 11)

Potential improvements

- ▶ Pursue waste reduction initiatives and increase the share of waste sent to recycling (SDG 12)



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