SURECO & PARTNERS

ANNUAL REPORT 2022

SURECO
& partners

A general vision

MESSAGE FROM OUR CEO

Jessica Jacob

It is with great pride that we present our first Annual Report. The objective of this report is to provide our stakeholders with a summary of all pertinent information on our management and performance in our specialized areas of environmental, social and governance aspects, with an emphasis on access to climate finance.

The last year passed in the midst of the recovery from an unprecedented pandemic crisis, which brought with it a global economic crisis, and in a context in which the effects of climate change were becoming increasingly visible in all latitudes.

Our region of Latin America and the Caribbean was no stranger to these events.

For our region it is of vital importance to seek an economic recovery that takes into account the adverse effects of climate change and the opportunities offered by low-emission development.

From SURECO & Partners we are proud to have supported more than 10 LAC countries to strengthen their policies, procedures, strategies and projects so that they can access climate finance.

In turn, our great achievements were not only achieved with high quality deliverables and leaving established capabilities in our clients, but also following S&P's vision of being the strategic ally in the region with regional and local consultants.

In each action carried out during this last year we have been able to recognize the importance of having local and regional consultants, establishing strategic partners, giving opportunities to new generations and working closely with our clients, beneficiaries and their stakeholders.

As an organization, we are confident that 2023 will be very productive and we will be able to continue supporting our region to improve its practices and access greater sources of resources to support climate change adaptation and mitigation projects.

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We work towards

STATEMENTS AND GOALS

Vision

To be the reference partner in sustainability consulting services, dedicated and specialized in climate change, environmental, social and good governance (ESG) aspects.

Mision

Identify, select and hire the best talent and technicians in ESG, who as a team develop innovative and comprehensive tools, solutions and systems according to the specific needs of clients.

Values

Transparency, quality, professionalism, teamwork, trust and responsibility.

Goals

To increase the number of Advisors to the Board

Expansion of the Advisors to the Board comming from different backgrounds and regions.

New website

Improve the company's image by redesigning the website with a more interactive design.

Financial statements improvement

Establish innovative financial processes through the use of new technologies to manage and optimize invoicing and operational efficiency.

Communication strategy

Development of a Strategic Communication Plan to improve the corporate personality and the internal and external communication strategy.

To broaden our team of consultants

Broaden of the network of consultants with national and regional experts, who contribute their knowledge to the implementation of programs and projects.

To open opportunities for the youth

Implementation of an Internship Programme for the incorporation of new young talent and open oportunitities to participate in real projects, with senior consultants.

We are proud of our

ACHIEVEMENTS

In the past year, we have worked in **12 projects in 16 different countries**, making an impact in Latin America and the Caribbean through **fruitful technical support, stakeholders engagement, capacity building, collaboration and partnerships.**

These projects have the objective of helping all those institutions, governments, companies and communities in their endeavour of **ESG focused interventions.**

+18
Entities have benefitted from our services

+10
new alliances have been created

RETURNING CLIENTS:

BCIE Banco Centroamericano de Integración Económica

ALIDE

NEW PARTNERS:

We have collaborated with new partners from Latin America and Europe to **enhance cooperation and complementation** between firms.

- Shift Factor — MEXICO
- Cliodinámica — CHILE
- ROA — PANAMA
- SLR — GERMANY
- Oréade - Brèche — FRANCE
- KnowlEdge — ITALY
- GFA — ALEMANIA
- ImpactA — UK
- IE — ESPAÑA
- GFLAC — MEXICO

FINALIZED PROJECTS:

Caribbean

GCF Funding Proposal: Transforming Finance to Unlock Climate Action in the Caribbean.

Completed

Results: GCF funding proposal with its annexes (feasibility study, programme elegibility criteria, Environmental and Social System - ESMS, Gender Assessment and Action Plan)

Beneficiary:	Number of beneficiaries:	Capacity building:	Financial category:
Development Bank of Jamaica Limited, SLDB, dfc	1 Regional Development Bank (DB) 3 National DB 3 National Designated Entity (NDA) at GCF	+50 trained participants	Medium

Nicaragua

Development of governance and internal control mechanisms for the Ministry of Environment.

Completed

Result: Governance systems, Monitoring and evaluation procedures and the Grant award policy.

Beneficiary:	Number of beneficiaries:	Capacity building:	Financial category:
MARENA	+50	18 trained participants	Medium

Colombia

Preparation and socialization of the gender action plan in the financing processes for climate change.

Completed

Result: Interactive mainstreaming gender tool for climate change projects, focused on GCF financing processes.

Beneficiaries:	Number of beneficiaries:	Capacity building:	Financial category:
Findeter, MINAMBIENTE, Fondo Acción, FDN, FINAGRO, BANCOLDEX	+100	33 trained participants	Small

Honduras

Strengthening of the sustainable banking approach as a strategic element of climate financing

Completed

Results:Diagnosis of the state of the art of sustainable banking in Honduras, Roadmap on setting up the Sustainable Finance Protocol in Honduras and Development of financial instrumento to financing sustainable housing in Honduras.

Beneficiary:	Number of beneficiaries:	Capacity building:	Financial category:
AHIBA	1 Bankers Association +10 Local Private Banks	339 trained participants	Medium

FINALIZED PROJECTS:

Results: The Social and Environmental Safeguards National System and three interactive tools on (1) Social and Environmental Safeguards, (2) Gender, and (3)Indigenous People for the evaluation of climate change projects, focused on the GCF.

Beneficiaries:	Number of beneficiaries:	Capacity building:	Financial category:
MARENA / Ministerio de Hacienda y Crédito Público	+60	22 trained participants	Medium

Nicaragua

BCIE Banco Centroamericano de Integración Económica

Design of the National System of Social and Environmental Safeguards and a tool to evaluate projects for the GCF.

Completed

Regional

ALIDE

GCF Accreditation: Support to 4 different entities in Uruguay, Guatemala, Paraguay and Cuba for the GAP analysis and action plan.

Completed

Results: Regional Report of Sustainable Finance and the Green Climate Fund (GCF) context, 4 Gap Analysis and 4 Action of Financial Institutions to get accredited at GCF, 1 guide document for Environmental and Social Safeguards (ESS) and 1 guide document for Gender assessment based on GCF requiroments.

Beneficiaries:	Number of beneficiaries:	Capacity building:	Financial category:
BANRURAL, BNF, bandec, Banco República	4 Development Banks 3 National Designated Entity (NDA) at GCF	130 trained participants	Large

Results: Technical Assessment, Financial Model and Exit Strategy for enhancing resilience of smallholders to climate change impacts in the Marajo Archipielado - Annexes of Simplified Approval Process at GCF.

Beneficiary:	Number of beneficiaries:	Impacts:	Financial category:
Fundación Avina	1 NGO - Accredited entity at GCF	+20 trained participants	Medium

Brazil

Fundación Avina

GCF Funding Proposal: Adaptation and amplification of land/resource systems of the Marajo Archipelago in Brazil.

Completed

FINANCIAL CATEGORY

LARGE

Above USD 250.000

MEDIUM

From USD 50.000 to 250.000

SMALL

Up to USD 35.000

Guatemala

ALIDE

Creation of the climate finance table and capacity-building for public institutions and the banking sector

Bolivia

Design of the Country Program, the analysis of institutional capacities for the accreditation of Direct Access Entities to the GCF and the public-private financing strategy for forests.

Colombia

THE WORLD BANK

GCF Accreditation Process: Support the National Development Finance Agency

Suriname

GCF Concept Note: Adaptation and mitigation of agricultural practices to climate change.

ON-GOING PROJECTS

PROJECTS LED BY OUR CEO

Argentina

Development of a GCF manual for the National Designated Authority.

Completed

Regional

UNEP

Creation of the climate finance table and capacity-building for public institutions and the banking sector

Completed

Caribbean

FIDA

Develop a Concept Note for the Green Climate Fund

Completed

Cuba

UNESCO

Train the hidraulic sector about project development in the Green Climate Fund

Completed

REGIONAL MAP:

THE TEAM GROWS

Unpaid roles

Board of Directors

JESSICA JACOB

- Former LAC Regional Manager: GCF Social and Environmental
- Director: Findeter
- Coordinator for Latin America and Africa: UNEP
- Broker: Tradición Viel
- Product Development: HSBC

FRANCISCO DOMÍNGUEZ

- Presidential Candidate: Dominican Republic
- Attorney General
- Former Minister of Environment

MARICIELO GLEN

- Former Secretary General: Latin American Federation of Banks-FELABAN
- Lawyer in Universidad Javeriana

JAVIER MANZANARES

- Co-Chairman of Climate Coin.
- Former Executive Director: Green Climate Fund
- Director and Representative: MERCOSUR Region: UNOPS
- Division Manager, Investment and Development Banking: BCIE
- Executive Vice President: International Finance Bank

Advisory team

VICTORIA MILES

- Founding Partner: ImpactA Global
- Advisor and Manager: Delphos International
- Member of the Board of Directors: Exagon Impact
- General Director: JP Morgan Emerging Markets Team

HARISHKUMAR .R. DAVE

- Former Deputy Managing Director of the National Bank for Agriculture and Rural Development (NABARD)
- Director of Bankers' Institute of Rural Development (Bird)
- Chairman of Samaaru Finance Pvt Ltd.
- Member of the Governing Board of College of Agricultural Banking

BENEDICT LIVANDA

- General Director: Environmental Investment Fund of Namibia
- Founder and CEO: SIF Capital
- Board Chairman: Namibia Business Hall of Fame

MUSTAPHA MOKASS

- Founder of Climate Finance A. & Carbon Offsetting
- Deputy general director of Atlas Partners
- Co-Founder of the YGL Initiative Climate Finance Centers
- Board Member of the NGO Givedirectly

RENÉE GONZALEZ

- General Director: Mexican Fund for the Conservation of Nature (Direct Access Entity accredited to the Green Climate Fund - GCF)
- Doctor in Philosophy (PhD), Biology: Harvard University

JOHN SONG

- Representative Partner - Founder: Green Transformation Lab
- Deputy Director: Seoul National University
- Chief Business Architect: Bteakthrough Innovation Lab
- Director of Strategic Planning and ICT Projects: Green Climate Fund
- President: Fusion Consulting

MARIE-LAURE FOURLINNIE

- Ph.D., International Economic Development - East China Normal University
- PhD Orals International Economics and MALD from the Fletcher School of Law and Diplomacy
- MS Mechanical Engineering from Tufts University and MS from INSA
- Executive Recruiter Russell Reynolds Associates,
- Commercial Attaché French Embassy, Abu Dhabi
- Sailed around Cape Horn during Whitbread's 2nd Round the World Race

JEFFREY LAMB

- Director, Climate Finance Division: Rep. of Kiribati
- Member of the Steering Committee, Climate Finance Access Network: RMI
- Board Member: Nexus for Development
- Former Advisor to the Small Island Developing States (SIDS) Board: Green Climate Fund

THE TEAM GROWS

Our team of consultants

DANIEL G.

Project and Finance Coordinator

- Operations and Finance Coordinator
- Environmental Analyst: STRATEGO, COL
- Co-founder: IMPACTA - Social Laboratory, COL

MARINA S.

Project and Communications Coordinator

- Development Analyst: Royal Elcano Institute (RIE) and Center for Environmental and Social Studies (CEAMSO)
- Former Communications Leader: Victoria Hasson

MISHELL C.

Administrative Coordinator

- Sustainable Development Expert
- Promoter of Sustainable Development: United Nations

ÉRICO R.

Corporate Finance Specialist

- Former Coordinator of International Development and Sustainability of the Ministry of Finance of Brazil (GCF NDA).
- Former Finance and Control Analyst: National Treasury-Ministry of Economy, Brazil

STEPHANIE B.

Climate Change Specialist

- Climate Change Consultant
- Former General Director of Monitoring and Coordination: Ministry of Development Planning Bolivia.

VIVIANA N.

Governance and CSR Specialist

- System B Multiplier for Latin America and the Caribbean.
- Founder of the consulting firm SUMA.

CRISTINA C.

Environmental and Social Risk Specialist

- Design and implementation of Environmental and Social Risk Management Systems (ESMS) in financial institutions in Latin America and the Caribbean.

GLORIA Z.

Gender Specialist

- Consultant: UN Women Guatemala.
- Former Vice-Minister of Development of MSMEs, Ministry of Economy of Guatemala.

JOSE MARÍA F.

Climate Finance Specialist

- Member of the Board of Directors: Banco Internacional
- Founder and General Director: Talento Consulting.

JOSÉ M.

Climate Finance Specialist

- Former Minister: Technical Secretariat for Economic and Social Development Planning of Paraguay.

ZOILA F.

Economic Management Specialist

- Banking Specialist
- Ex Auditor: Popular Savings Bank (BPA) and Credit and Commerce Bank (BANDEC).

RODRIGO C.

Finance Specialist

- Project Management Technician: Development Institute of Paraguay.
- Former Technical Studies Assistant, Superintendence of Insurance: Central Bank of Paraguay.

THE TEAM GROWS

Our team of consultants

MARCELO B.

Financial Modeling Specialist

- Former Credit and Socio-environmental Risk Manager at Banco Itaú
- Econoler / KfW Energy Efficiency Project: Analytical Support for Financial Toolss

MAX C.

GCF Accreditation Specialist

- Former Accreditation Panel Member: Green Climate Fund.
- Former Corporate Vice President: Financial Group FICOHSA.

ROBERTO S.

Financial Specialist

- Former Presidential Commissioner for Social Protection: Honduras. Social Security Institute.
- Former Insurance and Pension Specialist: CABEI.

MARCELO B.

Financial Services Specialist

- Socio Líder de la Industria de Servicios Financieros de Deloitte para el Cono Sur (Argentina, Bolivia, Paraguay, Uruguay).

MARÍA CELESTE P.

Environmental Management Specialist

- Ex Director Nacional de Evaluación Ambiental del Ministerio del Ambiente de Argentina.

FELISA F.

Sustainable Development and Governance Specialist

- Former Project Manager at Konrad Adenauer Stiftung.

EMILIO C.

Banking Entities Specialist

- Manager of Corporate Banking at Banco Interamericano de Finanzas.

OSCAR O.

Financial Administration Specialist

- Supervisor of Financial Groups with regional presence, specialist in banking risks for more than 20 years.

RUBÉN M.

Public Policy Specialist

- Director of Trade and Investment of Guayacán.
- Consultant for the preparation of the Country Strategy (2021-2022) for CABEI.

THE TEAM GROWS

Our Interns Team

ISABEL GUTIÉRREZ

Environmental Engineer

KATERINE ACHÁ

Environmental Engineer

MARÍA BACA

Economist

JOSÉ ARRIETA

Communicator

FABIO LÓPEZ

Degree in Earth and Space Sciences

LAURA OCHOA

Environmental Engineer

MARIA GABRIELLE LAMILLA

Lawyer

SUSAN CELIS

Biologist

MARÍA PAULA DE LA HOZ

Lawyer

MADAI CALIX

Forestry Engineer

JOSELINE ORTIZ

Communicator

MAYA GOGUET

Applied Mathematics

Internship Programme

Sureco & Partners' Internship Program offers young talents from different countries the opportunity to be part of international projects.

We train and share information with our interns to ensure they are well informed and learn from their expirience in SURECO with our internal staff, partners, and senior consultants.

Phase 1: February 2022

Phase 2: April 2022

Phase 3: July 2022 - Through the GFLAC Programme

FINANCE

OUR FIRM GROWS

+80x

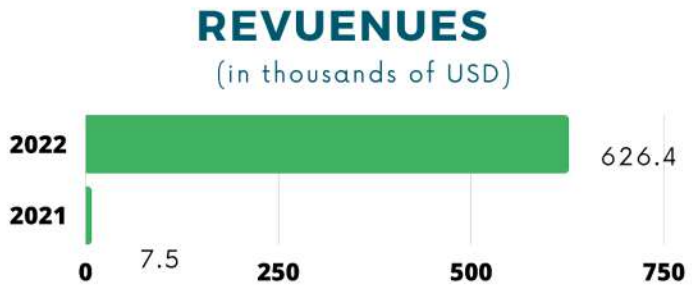
Revenue growth between 2021 and 2022

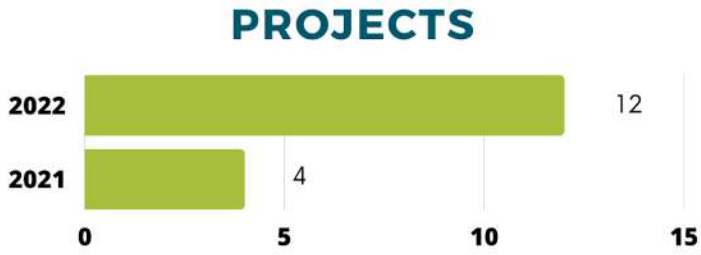
3x signed contracts in the region from 2021 to 2022

In 2022, SURECO & Partners shows results of **constant growth** since the reactivation of its operations in the middle of the previous year, where it begins to consolidate its GCF-related services at the LAC region level and expands its portfolio in relation to sustainable finance and ESG criteria.

This effort is evidenced by the revenues obtained in the year of **more than +570K USD**, a triple digit growth compared to what was registered in 2021.

At SURECO & Partners, we promote growth and profitability with prudent resource management and proactive expense management, investing in digitalization and modernization, to consolidate our rapid growth in an increasingly competitive market. This is one of the reasons why, in 2022, we managed to sign 10 contracts that accounted for 75.8% of the year's revenues. In additional, we increased the number of contracts signed with our customers in Latin America and the Caribbean, from 4 formal contracts in 2021 to 12 signed in 2022.





Currently, the firm expects to continue growing steadily throughout the next year with sustained double-digit growth of 25%, where we see great opportunities* in accompanying current clients and expanding our portfolio of services in LAC with potential financial entities, regional and multilateral ones in search of support for access to climate resources, sustainable finance strategies and gender. Besides, in start In addition, in consolidating our positions in the countries that we have entered from the integration of new consultants and expansion of our network of professionals.

- SURECO & Partners has signed contracts with their clients in the short and medium term for more than USD 1 million since its reactivation in August 2021.

Getting louder

COMMUNICATING OUR IMPACT

In 2022 SURECO & Partners' communications have potentially grown.

Our main hits have been the rebranding of the **Linkedin** profile, the creation of an institutional **YouTube** channel, and the launch of our **new website**.

The main objective of the department has been to **enhance SURECO's reputation** by promoting our brand, offering new opportunities, announcing our achievements and projects, and publicizing the events in which SURECO has been involved in.

It is important to note that the target audience has been defining itself, and that given global trends, we have observed a great **openness and interest in climate change issues and ESG** criteria for the general audience. This offers a great opportunity to continue to strengthen our brand in 2023.

2,891
Page views (+2,231.5%)

656
New followers (+2,150%)

995
Unique visitors (+2,269%)

172
Custom button clicks (+805%)

SOME INTERESTING DATA:

Top 5 Visitors location

1. Madrid, Spain (11,8%)
2. Bogotá, Colombia (4,9%)
3. México City, Mexico (2,7%)
4. Paris, France (1,8%)
5. Ciudad López Mateos, Mexico (<1%)

Top 5 Visitors seniority

1. Senior (36,3%)
2. Entry (25,3%)
3. CXO (5,7%)
4. Director (3,6%)
5. Manager (2%)

Top 5 Visitors industry

1. Environmental services (8.5%)
2. Renewable Energy (6,6%)
3. Civic and Social Organizations (5,7%)
4. International Tradeand Development (4,2%)
5. Banking (4,1%)

Getting louder

IMPORTANT MISSIONS & EVENTS

MIAMI
GREEN LATIN AMERICAN AWARDS
APRIL

CURAZAO
52° ASSEMBLY ALIDE
JULY

SURINAME
FAO
PROJECT MISSION
JULY

HONDURAS
GIZ
PROJECT MISSION
AUGUST

NICARAGUA
BCIE
PROJECT MISSION
SEPTEMBER

BRAZIL
FUNDACIÓN AVINA
PROJECT MISSION
OCTOBER

BOLIVIA
FAO
PROJECT MISSION
OCTOBER

ECUADOR
XXIV CONGRESS REDLAC
OCTOBER

EGIPTO
COP27
NOVEMBER

TEXT

TESTIMONIES

SURECO HAS GIVEN ME THE OPPORTUNITY TO CONTRIBUTE TO THE EMPOWERMENT OF WOMEN IN LATIN AMERICA THROUGH GENDER MAINSTREAMING IN THE CONTEXT OF CLIMATE CHANGE

Gloria Zarazúa
CONSULTANT
SURECO & PARTNERS

SURECO IS A GROUP OF SERIOUS AND RESPONSIBLE PROFESSIONALS COMMITTED TO MAKE AND BUILD A BETTER WORLD FOR US AND FUTURE GENERATIONS

José María Flores
CONSULTANT
SURECO & PARTNERS

SURECO MAKES POSSIBLE THE DREAM OF A BETTER WORLD

Zoila Ferriol
CONSULTANT
SURECO & PARTNERS

Recommendations of SURECO workshops:

"Excellent content, very important and updated"
Patricia Aguilar, BCIE

"It provides knowledge that will help in the inclusion of sustainable businesses"
Itamar Flores, BANHCAFE

Everybody is SURECO

Together towards a sustainable future.

Scan me!