CALSTART | GLOBAL COMMERCIAL VEHICLE DRIVE TO ZERO | Government of the Netherlands

GLOBAL MEMORANDUM OF UNDERSTANDING

Workshop 8: Zero Emission Bus (ZEB)

2nd June, 2025 | Arnhem, Netherlands

ARUBA • AUSTRIA • BELGIUM • CANADA • CAPE VERDE • CHILE • COLOMBIA • COSTA RICA • CROATIA • CURAÇAO • DENMARK • DOMINICAN REPUBLIC • ETHIOPIA • FINLAND • GHANA • ICELAND • IRELAND • ISRAEL • LIECHTENSTEIN • LITHUANIA • LUXEMBOURG • MONTENEGRO • MOZAMBIQUE • NETHERLANDS • NEW ZEALAND • NORWAY • PERU • PAPUA NEW GUINEA • PORTUGAL • SCOTLAND • SEYCHELLES • SINT MAARTEN • SWITZERLAND • TONGA • TURKEY • UKRAINE • UNITED KINGDOM • UNITED STATES • URUGUAY • WALES

+250 ENDORSERS

Agenda

Welcome and Session introduction – 5 min

Warm-up Sketch & Introductions – 10 min

ZEB Case Studies (Interactive Session) – 30 min + 10 min discussion
- India, Mexico, Chile Case Studies

Scaling E-Bus Deployments – Other Opportunities – 10 min

ZEB Ideation Sketch – Individual Country – 15 min

ZEB Ideation Collective - 10 min + 20 min discussion

40 GLOBAL MOU SIGNATORY COUNTRIES



40 Signatory countries (>40% global GDP) & Represents 1 in 5 new MHDVs sold worldwide

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HOW WE ADVANCE ZE-MHDV DEPLOYMENTS

Securing strong policy ambitions

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New ZE-MHDV sales

- 30% by 2030
- 100% by 2040

- Provide certainty to the market
- Promotes supply/demand of ZE-MDHV

Mobilizing Investments



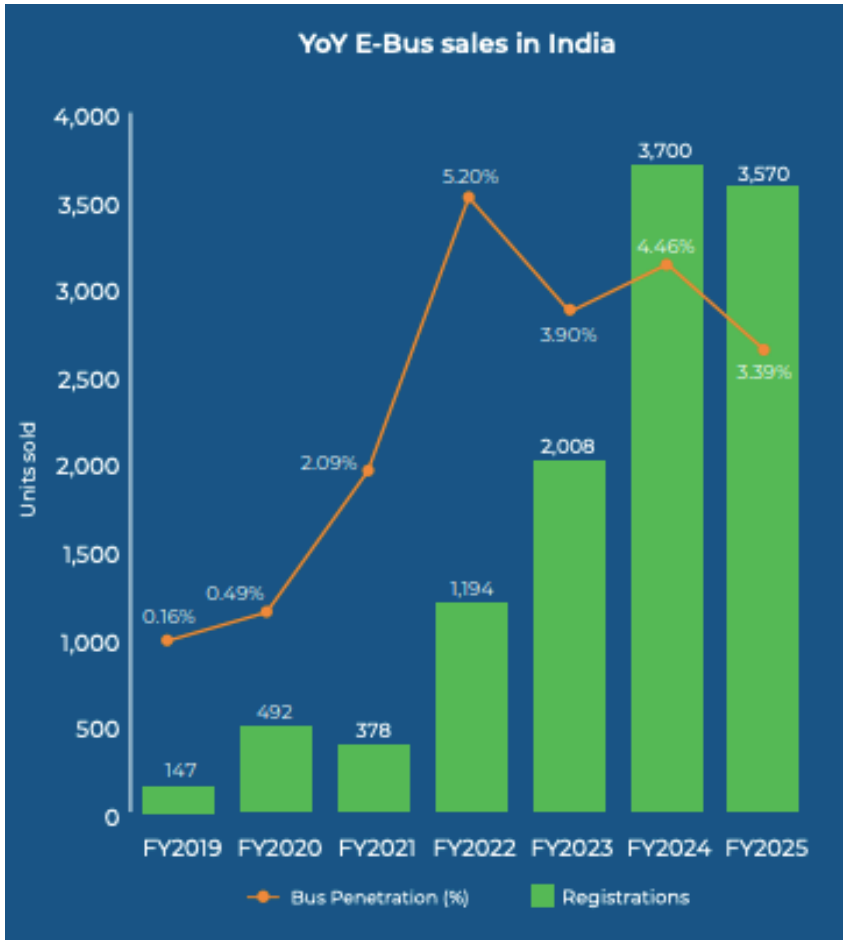
- Creates a pipeline of bankable projects
- Facilitate G2G, G2B & B2B partnerships for investments

Supporting implementation

GLOBAL GREEN ROAD CORRIDORS

- Generates replicable solutions
- Demonstrates maturity of the segment and benefits

INDIA



2.3 million buses running daily

400 million ridership daily

Operates 141 billion veh-km anually

Last 3 years deplyed 3000 e-buses per annum

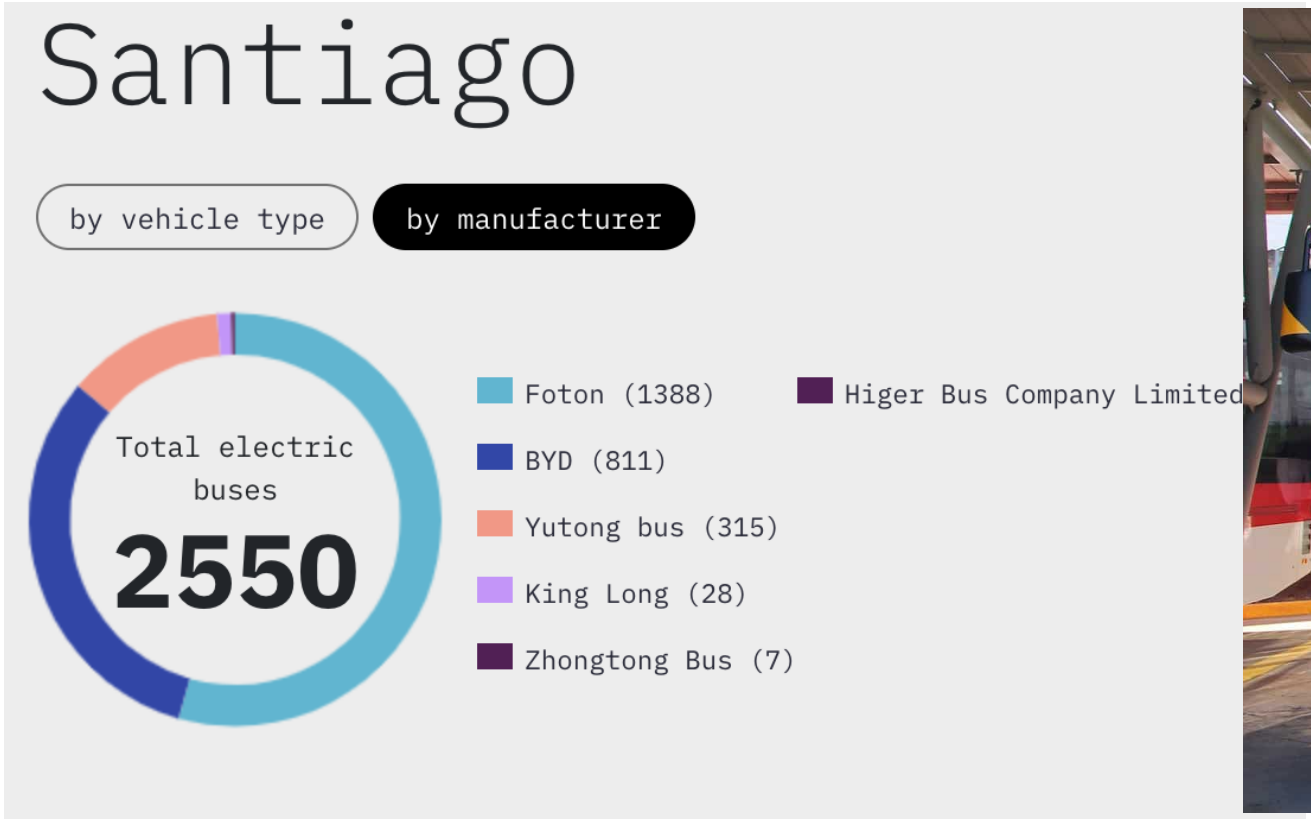
81% year-on-year growth

Indian OEMs have order book of 20,000 electric buses

e-Buses operating prices 27% lower than diesel (without subsidy) and 23% less than CNG)



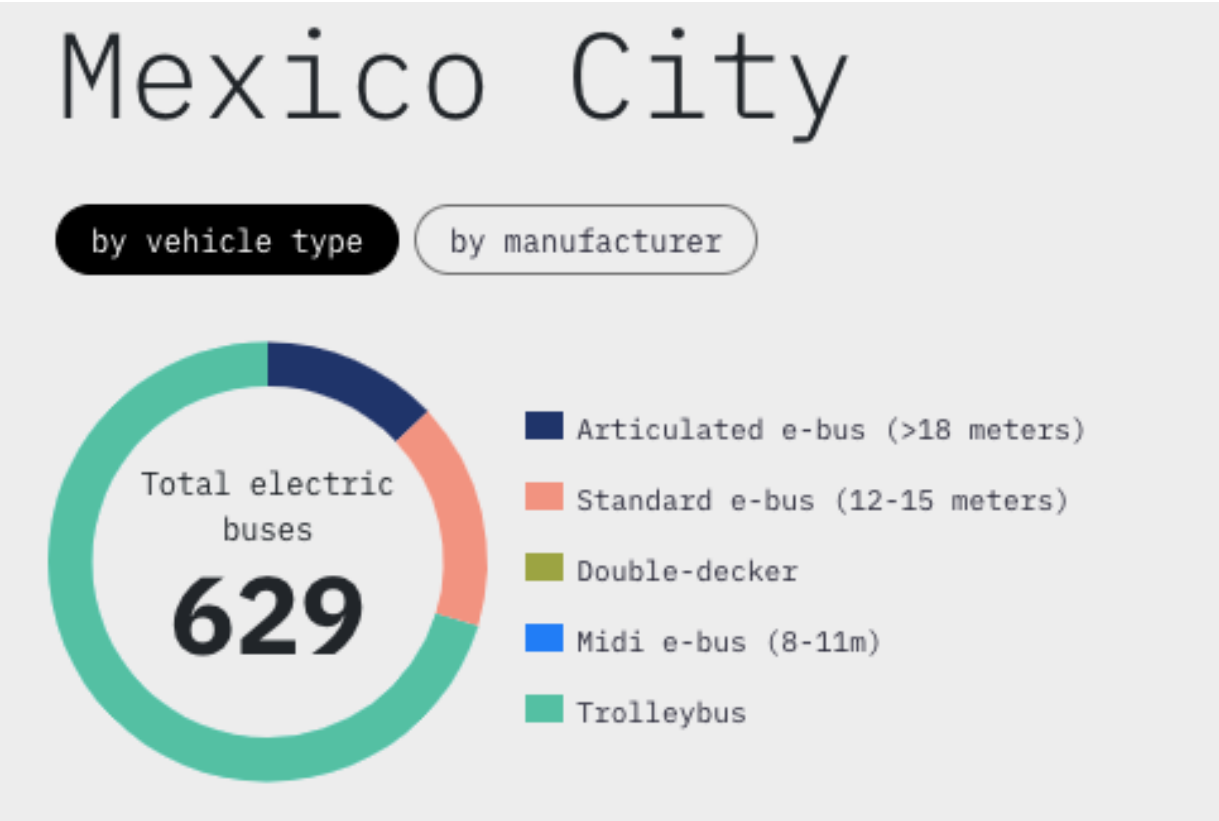
CHILE- FROM 2 E-BUSES IN 2016 TO MORE THAN 2,700 TODAY





between 2018 and 2023, there was a saving of more than 60 million liters of diesel.

MEXICO - HAS MORE THAN 800 TODAY





SCALING ZEB – GUARANTCO (2005) / PIDG

Our funders

GuarantCo is funded by the governments of the **United Kingdom**, **Switzerland**, **Australia** and **Sweden**, through the PIDG Trust, **the Netherlands**, through FMO and the PIDG Trust, and **Global Affairs Canada** plus France through a stand-by facility.

UKaid from the British people

Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Australian Aid

Sweden Sverige

Ministry of Foreign Affairs of the Netherlands

FMO Entrepreneurial Development Bank

In partnership with Canada

AFD Agence Française de Développement

5 MILLION — 50 MILLION

The guarantee cover available for a single transaction is between **USD 5 million** to **USD 50 million** or the equivalent amount in local currency.

The guarantees are flexible and can be customised to address specific funding obstacles.

The maximum tenor is 20 years. 20 YEARS

Our solutions

GuarantCo can provide a variety of contingent credit solutions, including:

- ✓ Partial credit guarantees
- ✓ Liquidity extension guarantees
- ✓ EPC contractor guarantees
- ✓ Portfolio guarantees
- ✓ Framework guarantees

Mandate: Mobilise private sector funding into infrastructure in Africa and Asia

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SCALING ZEB – GUARANTCO CASE STUDIES

EVNFINANCE

Case study

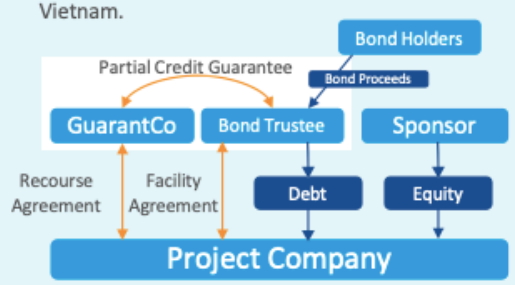
Hồ Chí Minh, Vietnam

Non-bank Financial Institution

PCG BENEFICIARY
Bondholders – via the bond trustee

TENOR
10 years amortising

PCG STRUCTURE
A 67% Guarantee on a USD 75 Million local currency bond programme, allowing the bond to attract institutional investors who previously required 100% cover. The Bond was also the first verified local currency green bond issued in Vietnam.



Mitigating bond credit risk

Kékéli Efficient Power

Case study

Lomé, Togo

Combined Cycle Gas Turbine power plant

LEG BENEFICIARY
Four commercial banks

TENOR
7 years – initially available from local banks

Tenor targeted by Eranove, a French developer and majority shareholder of the project: 14 years

LEG STRUCTURE
The tenor of the loan was extended from 7 years to 14 years



Extending commercial banks loans tenors

CRDB BANK

The bank that listens

Case study

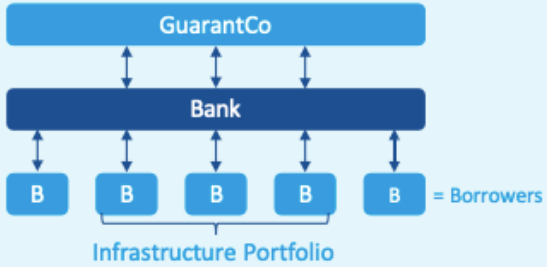
Dar es Salaam, Tanzania

A portfolio of infrastructure-linked loans

PCG BENEFICIARY
CRDB Bank plc

TENOR
5 years (option for 5 year extension - mutual consent)

PORTFOLIO GUARANTEE STRUCTURE
A Portfolio Guarantee providing 2nd loss protection on up to 50% of CRDB's loan portfolio. This Portfolio Guarantee allows the bank to free up capital and continue with its impressive lending growth.



Increasing the capacity of local lenders

GuarantCo can provide a guarantee, committing to cover a portion, usually 50 to 90 percent, of principal and coupon payments.

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Thank you

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