



TERRAFRICA-TECH
Reconnecting Cultures



Design, structuring and implementation of
ESG oriented sustainable impact projects



Our Vision

"Agriculture is the basis of culture". (Maurice Béjart)

Social Communities are nowadays undergoing radical changes in the way they function and live together.

The numerous hazards and societal events that have impacted us in recent years lead us to reflect on **new ways of co-constructing the new models of tomorrow**, in order to make them more sustainable and inclusive.

Starting with **Agriculture**, a socio-economic sector that is essential to life, we look at the **disruptive axes that could represent the driving forces** of tomorrow's **Society and Communities**.





Our tools

"There are no passengers on the ship Earth. We are all members of the crew. (Marshall McLuhan).



We are losing control of **"Ship Earth"**, which, due to climate change and daily socio-economic crises, may implode at any moment.

That is why we have focused our personal and professional efforts on the structuring, design and implementation of **"Green Projects"** oriented towards **the climate and social resilience of companies, municipalities, banks, institutions and investors** in order to accelerate their transition to a decreasing, sustainable and ethically responsible model of society between Europe and Africa

Measuring the biodiversity footprint of cities, businesses and citizens is one of the most important steps towards reconciling business with planetary limits.

To do so, we focus our interventions on the **virtuous dynamics of international ESG assessment parameters** and their multiple interactions between the various actors.



The returns

What characterises our age is the perfection of means and the confusion of ends" (Albert Einstein)

Through the correlated use and application of **ESG (Environment, Social & Governance)** data, we aim to provide our partners with four types of feedback:

1) ROI (Return on Investment)



2) ROE (Return to Environment)



3) ROR (Return on Reputation)



4) ROT (Return on Taxation)





Cur expertise I : Fabrizio DELAGE PAGANINI (Environment, Sustainability and Tech4good Expert)

**Fabrizio in a few words: "Catalyst and evaluator of
impact projects"**

Academics :

- **Bachelor in Business Administration** (Universidad Europea in Madrid - Spain)
- **Master in International Business** (EMLV, Pôle Léonard de Vinci, Paris - France)
- **Master in Management of Technology and Innovation** (Mines Paris Tech and Paris Dauphine, INSTN, ENS Cachan - France)

Professionals :

- **Agtech & Agricultural and environmental data management** (ESG impact measurement & certification - LCA): Valeur-Tech (Co-founder)
- **IoT & Green-tech** : Sigfox (Key Account Manager)
- **IoT & Digital Supply Chain** : Bearing Point – Octo technology (Head Consultant)
- **Smart Water Solutions** : Suez Environnement (Strategic Analyst).

Geographical :

Europe - Africa - Near and Middle East.





Our expertise II : Matteo Jacques DOMINICI (Social Policy and Governance Expert)

Matteo in a few words: "Identifies and structures the social and governance aspects of impact projects".

Academics:

- Bachelor in Languages and Cultures of Africa and Asia (University of Turin - Italy)
- Double "Master COSM" in International Relations and Sociology of the Arab World (University of Political Studies of Turin - Italy and School of Governance and Economics of Rabat - Morocco EGE/UM6P).

Professionals :

- **Governance International organisations & Lobbying:** P.D.E.S NGO (Permanent Representative UNITED NATIONS GENEVA)
- **Energy and Commodities :** Dahua Oil & Gas Trading Co., Ltd (Overseas Operation Director Middle East)
- **ESG & Agriculture :** Darore Sarl (Associate & Business Development Manager MENAFRICA)
- **Real Estate Vineyards & Ho.Re.Ca :** France vignobles Sas - Château St.Arnaud (Overseas Operation Manager Asia)

Geographical :

Africa - Near and Middle East - Europe - Asia.





How we support you

"Le monde déteste le changement, c'est pourtant la seule chose qui lui a permis de progresser". (Charles F. Kettering)

We can provide you with 360° support from sourcing to the implementation of your "Green Impact" projects and in bringing investors together:

Project portfolio : we build project portfolios that best match the values and priorities of your organisation and your client-investors;

Project development : we help you implement innovative solutions based on natural ecosystems. We advise you from the feasibility study to certification;

Certification, carbon credit management and offsetting: we help you finance nature-based solutions that comply with international practices and compliance processes.



Our operational actions



Sustainable development is neither a utopia nor even a challenge, but the condition for the survival of the market economy. (Louis Schweitzer)

CONSULTING AND STRATEGY STRUCTURING ESG PROJECTS

- SOURCING AND DESIGN OF ESG PROJECTS EUROPE-AFRICA
- MARKET ANALYSIS & STRATEGIC ASSET MANAGEMENT
- ECONOMIC AND GEOSTRATEGIC INTELLIGENCE
- CREATION OF PARTNER PORTFOLIOS (INBOUND/OUTBOUND)
- TAILOR-MADE STRATEGIC CONSULTANCY MISSIONS
- ESG IMPACT ASSESSMENT IN FRANCE AND ABROAD

STRUCTURING AND MANAGEMENT OF PROJECTS WITH ESG IMPACT

- -CORPORATE PHILANTHROPY (ROT)
- DONATION **(ROR)**
- IMPACT "ON THE FIELD" **(ROE)**
- TURNKEY AND TAILOR-MADE PROJECTS **(ROI - ROE)**
- PROJECT BANKS **(ROI)**



Why we have an emergency

"It is a sad thing to think that nature speaks and that the human race does not listen to her". (Victor Hugo)

1.5°C: the target set by the countries that signed the Paris Agreement in 2015, the average increase observed is **currently +1.1°C**.

13 metres: the IPCC also estimates that with a warming of more than 2°C, the melting of the Greenland and West Antarctic ice sheets could be a point of no return. These ice caps alone contain enough water to cause a **13-metre rise in sea level**.

4-10%: The IPCC report also points to a **4-10%** decline in the production of the main crops over the last ten years. As a result, at this rate, nearly 80 million more people could go hungry by 2050 with a **global warming of +2°C**.

130 million: With **global warming of +2°C**, **130 million people** could fall into extreme poverty by 2030, according to the IPCC. **The UN defines extreme poverty as living on less than \$1.90 a day - just under €1.60** at current exchange rates.

400 million: Heatwaves will also increase, especially as global warming increases. **According to the IPCC, 400 million people will face water shortages with warming limited to +2°C. And 420 million** more people will be threatened by extreme heat waves.



Our main sectors of intervention

**The species that survive are not the strongest, nor the most intelligent, but those that are best adapted to change.
(Charles Darwin)**

Thanks to our **international networks** created during our respective personal and professional careers we have decided to focus our efforts in three main areas of disruption for the Companies and Communities of the future:

1) Sustainable Agriculture (with the dynamics linked to **Ag-tech** and the **Agri-food chain** with **measurable impact**)



2) Green" Energy and Logistics (in particular the so-called **Green** and **Cleantech** energy variants)



3) Green and Decentralised Finance (and Fintech-type uses with their various uses and variations of **cryptocurrencies**, **Blockchain** and **DeFi**)





The future lies in Euro-African relations and Multilateralism

"Knowledge leads to unity as ignorance leads to diversity. (Ramakrishna)"

We focus our actions mainly between Europe and Africa in order to actively contribute to climate change mitigation and strengthen institutional, private and civil society multilateralism on both sides of Mare Nostrum.

In February 2022, African and European leaders agreed on a common vision for a renewed partnership.

The objectives of the partnership are: **solidarity, security, peace, sustainable and long-term economic development and prosperity** for the citizens of the African Union and the European Union, now and in the future, bringing together peoples, regions and organisations. This renewed partnership will be articulated around the following elements:

An Africa-Europe **investment package of at least €150 billion**

The provision of at least **450 million doses of vaccine** to Africa by mid-2022

Further cooperation for peace and security

A **strengthened partnership** on migration and mobility and a commitment to **multilateralism**

The "SSSI" Label

**Our ability to achieve unity in diversity will be the beauty and test of our civilisation.
(Mahatma Gandhi)**

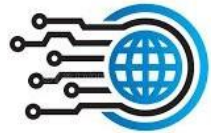
Through our respective ESG-oriented analyses, we aim to design SSSI-labelled projects where:

Smart: The use of technology must reach a **level equal to or greater than 30%** of the workforce employed in the project.

Sustainable: The consumption of **water resources (H2O)** and the **emission of Carbon (CO2)** must be **lower or equal to the international reference scales (UNCTAD/UNEP)** and allow the circularity and sustainable self-regulation of the project.

Social: The project must allow for an equitably qualified workforce, **with a 50% female and 50% male split**, in compliance with **international labour law standards (ILO)**.

Inclusive: The project should be in line with the **United Nations Sustainable Development Goals (Agenda 2030)** and allow for the inclusion and full respect of **human and environmental rights**.





Nature-based solutions

The true wealth of a planet is in its landscapes, in the role we play in this primordial source of civilisation: Agriculture. (Gustave le Bon)

WHAT IS A NATURE-BASED SOLUTION?

Nature-based Solutions are defined by IUCN as :

The Actions to protect, sustainably manage and restore natural or modified ecosystems to directly address societal challenges in an effective and adaptive manner, while ensuring human well-being and producing benefits for biodiversity".

Nature-based Solutions can be divided into three types of actions, which can be combined in the territories and with civil engineering solutions:

- **Preservation of functional ecosystems** in good ecological condition
- **Improving the management of ecosystems** for sustainable use by human activities
- **The restoration of degraded ecosystems** or the creation of ecosystems.



The Flower of Agroecology :

A tool for reflection on agro ecological projects.

"Agriculture is the basis and strength of a country's prosperity. (Napoleon Bonaparte)

The **Flower** represents, through its petals, **12 essential agro-ecological challenges** to which agriculture and food must respond, and which are divided into **3 approaches**:

The environmental approach :

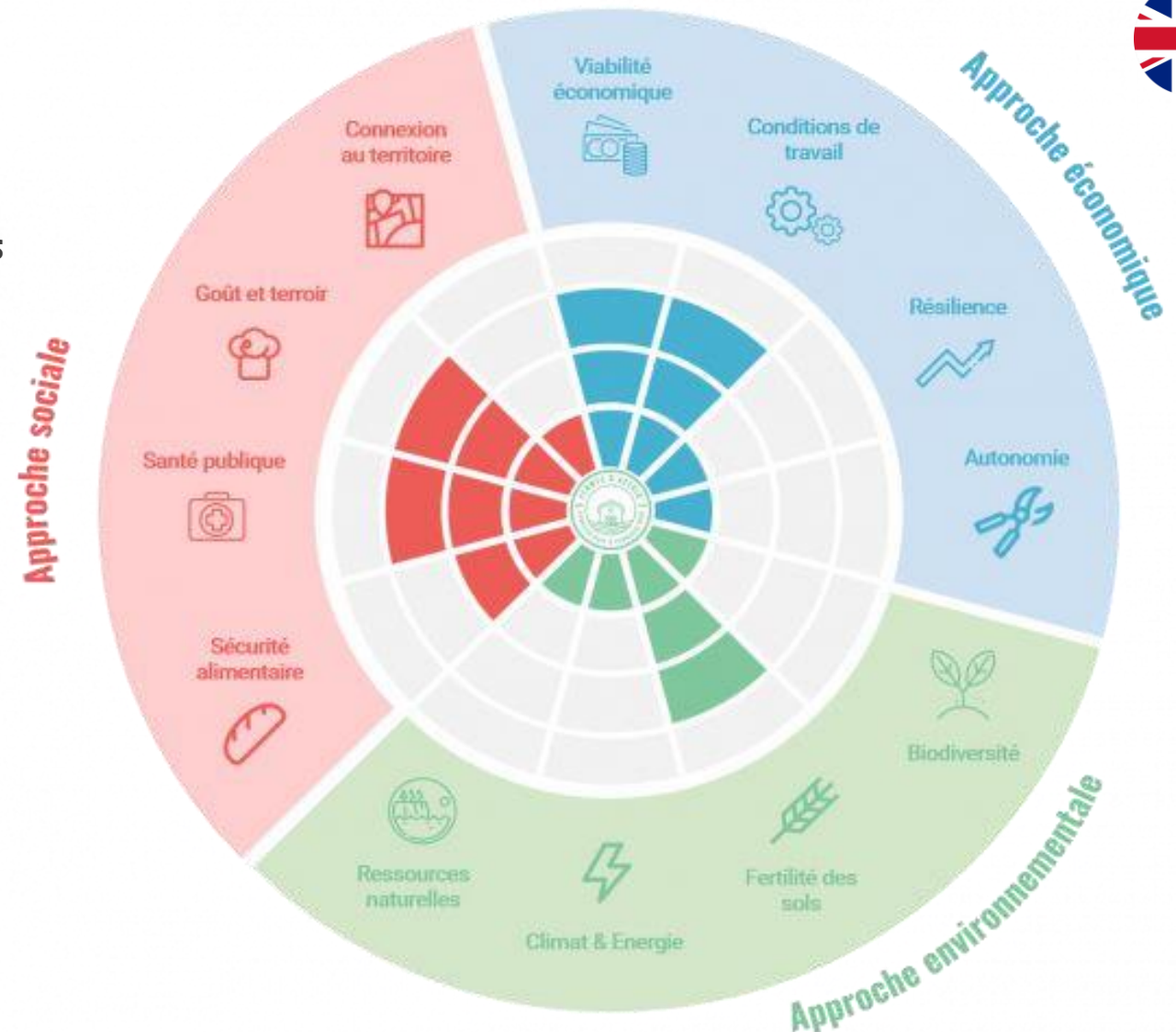
Preserving natural capital within sustainable limits for our planet

The social approach :

Feeding the population with healthy and quality food

The economic approach :

Ensure a viable, livable and resilient business for farmers.



Some strategic partners

AGRICULTURE



ENERGY



FINANCE & CORPORATE



ATLANTIC
FINANCIAL GROUP



EDMOND
DE ROTHSCHILD



R&D



UNIVERSITÀ
DEGLI STUDI
DI TORINO



UNIVERSITÀ
DEGLI STUDI
DI PADOVA



ORGANISATIONS



P. D. E. S.
O.N.G. INTERNATIONALE



Merja Zarka
ONG Genève



Let's build meaningful projects together.



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