

**Blue like an Orange Sustainable Capital Fund announces \$18.0 million financing to Fuentebuena (the “Company”), a Mexican lender dedicated to increase access to integral financial solutions for the Mexican underbanked population.**

- *Financing provided by Blue like an Orange Sustainable Capital aims to increase access to financing for public municipal employees and for ride-sharing platform drivers in Mexico. The Company’s businesses will directly contribute to improving the well-being of public municipal employees in Mexico with financial products such as payroll loans for home improvement, as well as increasing self-employment opportunities for ride-sharing platform drivers via the leasing of natural gas converted vehicles.*
- *Funding will contribute to the achievement of several United Nations Sustainable Development Goals highlighted in the Fund’s impact thesis most importantly SDG 8.10: Access to Finance, SDG 8.3: Support to Entrepreneurship and SDG 11.1: Safe and Affordable Housing.*

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Blue like an Orange Sustainable Capital closed a long-term financing to Fuentebuena, a Mexican lender that provides integral financial solutions for the underbanked population through two different products: 1) payroll loans for public municipal employees via its *Aprecia Financiera* brand; and 2) leases of natural gas converted vehicles for drives of ride-sharing platforms via its *Pilotea* brand. The transaction aims to support the Company’s growth of its loan and lease portfolio in Mexico.

*Aprecia Financiera* is present in 30 out of 32 states in Mexico and works with more than 150 municipalities. The Company offers payroll loans to public municipal employees (+1.2 million) in Mexico, which are not entitled to social security benefits and remain largely underserved and/or unbanked by the formal financial sector in Mexico. The loans are used primarily for home improvement purposes and liquidity needs. Since founding in 2006, the Company has served more than 130k clients.

*Pilotea* is currently present in the cities of Puebla, Monterrey, and Queretaro and will soon be expanding to Leon and Guadalajara. *Pilotea* leaseings increase financial access to ride-sharing platform drivers in Mexico by offering a productive vehicle lease that includes benefits such as GPS system, full-coverage insurance policy, car maintenance and repairs, at no additional cost to the client. *Pilotea* clients can purchase the vehicle at the end of the lease term, promoting self-employment and in most cases, first-time vehicle ownership. Additionally, the Company primarily offers leases of natural gas converted vehicles, which avoids GHG emissions by 23% compared with gasoline and by 7% compared with diesel according to the Natural & Bio-Gas Vehicle Association (NGVA Europe), considering the entire life cycle.

“We are pleased to support Fuentebuena, a leading company in both of its currently active business lines and one with a long history of promoting positive social impact in Mexico by increasing access to finance and promoting self-employment opportunities for underserved populations”, said Rashad Kaldany, Founding Partner and CIO of Blue like an Orange Sustainable Capital.

“Fuentebuena business model is designed around alliances with other companies, as we believe that we can offer integral financial solutions that provide the best value for our customers, through strong

alliances. We look forward to building a long-term relationship with Blue like an Orange and scaling Fuentebuena together” said Jesus Barrera Garza, CEO of Fuentebuena.

The investment is the twenty-sixth transaction announced by Blue like an Orange Sustainable Capital, and its eighth investment in Mexico.

### **About Fuentebuena**

Founded in 2006, Fuentebuena is a Mexican lender that provides integral financial solutions to the underserved population by providing payroll loans to public municipal employees (Aprecia Financiera), as well as vehicle leases for ride-sharing platform drivers (Pilotea). Since its founding, the Company has disbursed more than MXN 2.75 billion in financing and served more than 130k clients. The Company is present in 30 out of 32 states in Mexico.

For more information, please visit <https://fuentebuena.com/>

### **About Blue like an Orange Sustainable Capital**

Blue like an Orange Sustainable Capital seeks opportunities to lend to companies and projects that deliver both strong risk-adjusted returns and positive social impact in support of the UN's Sustainable Development Goals. Blue like an Orange Sustainable Capital focuses primarily on sustainable infrastructure & Technology Enabled Services, Social Infrastructure & Agriculture, and access to finance. The Company strives for sustainable development outcomes to foster inclusive and sustainable growth without a trade-off with respect to market level rates of financial returns. Blue like an Orange Sustainable Capital's founding partners are Bertrand Badré, Rashad Kaldany and Emmanuelle Yannakis.

For more information, please visit <http://www.bluelikeanorange.com>.

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