

The background image shows a hot air balloon floating over a rocky, hilly landscape at sunset or sunrise. The sky is a mix of blue and orange. A large, semi-transparent grid pattern is overlaid on the right side of the image. The word 'Profit' is written in large, semi-transparent letters across the top right.

# Building High-Integrity Carbon Projects & Credits

Asian Gateway Corporation,  
located in Tokyo, Japan

**Created by:**  
**Megumi SAITO**  
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# Foreword

Asian Gateway Corporation (AG) aims to empower local communities and build a sustainable future through clean energy, driven by its vision: “Building a world of enduring grace and thoughtful design”.

Asian Gateway Corporation (AG) uses Japan’s Joint Crediting Mechanism (JCM) as its main strategy to launch international projects that reduce carbon. AG is strategically moving away from government-subsidized JCM projects to a Private-Sector JCM. This means AG will raise its own financial facility and design projects independently, aiming to solve funding problems and increase its business control and profits by managing its own sustainable funds and using project finance.

AG’s business goes beyond just developing renewable energy projects. It also offers complete support for

JCM credits, from their creation and registration to trading them in the markets. Furthermore, AG helps develop a carbon credit exchanges in partner countries, which aids in the wider adoption of the JCM system and the healthy growth of the market.

This shows that AG is not just a project implementer but also a strategic leader for the entire JCM ecosystem, helping to form market rules.

**Tomonori KIMURA**  
Founder & CEO

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# Don't

## Let us tell you something about us

AG: Integrating Region, Decarbonization, and  
Technology for Sustainable Global Impact.

### JCM Subsidy Projects

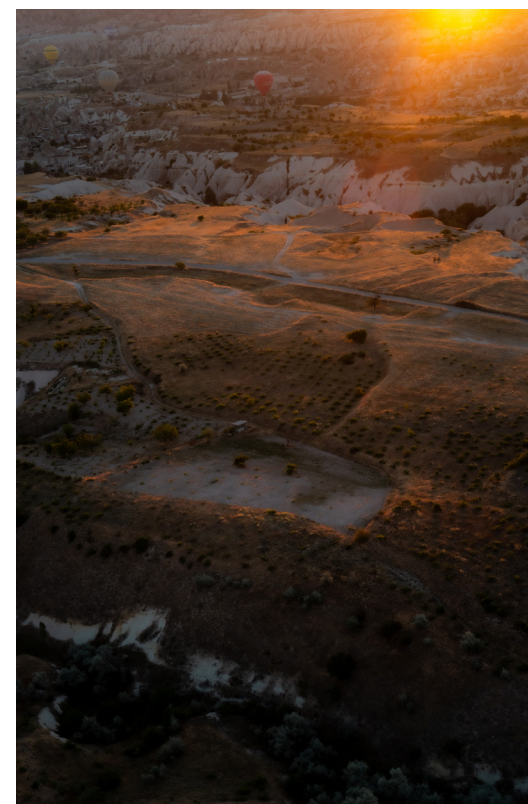


Our company, Asian Gateway (AG), centers its strategy on actively utilizing the Joint Crediting Mechanism (JCM), promoted by the Japanese government, to vigorously expand decarbonization projects overseas. We have already built a solid track record in implementing decarbonization infrastructure, including solar power, Battery Energy Storage Systems (BESS), biomass power generation, and Cogeneration, across various countries. For instance, we have successfully implemented diverse projects in Cambodia, Mongolia, Vietnam, Chile, and Sri Lanka. This extensive experience across these nations clearly demonstrates our strong capability to successfully execute projects under a wide array of geographical and economic conditions.

### JCM Partner Countries



Moving forward, our company will strategically cover JCM partner countries across all of Asia (Southeast Asia, South Asia, Central Asia), the



Middle East and Eastern Europe, South America, and Africa.



## What make us different?

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Awarded JCM  
Subsidy projects

For instance, in Mongolia, our achievements include a 30MW solar power plant with an 80MWh BESS in Erdene, Dornogovi Province, representing 2% of Mongolia's peak electricity demand.

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Happy customers  
we still work with

Across all of Asia (Southeast Asia, South Asia, Central Asia), the Middle East and Eastern Europe, South America, and Africa.

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Fabulous team  
members

Our company operates with a diverse team of full-time employees, contract employees, and co-operators & contributors strategically located across 9 countries worldwide, all working in close collaboration with our Japan headquarters.



This extensive setting of new target countries requires diverse resources for market research, strategic partnerships, regulatory adaptation, and cultural responsiveness.



# Points

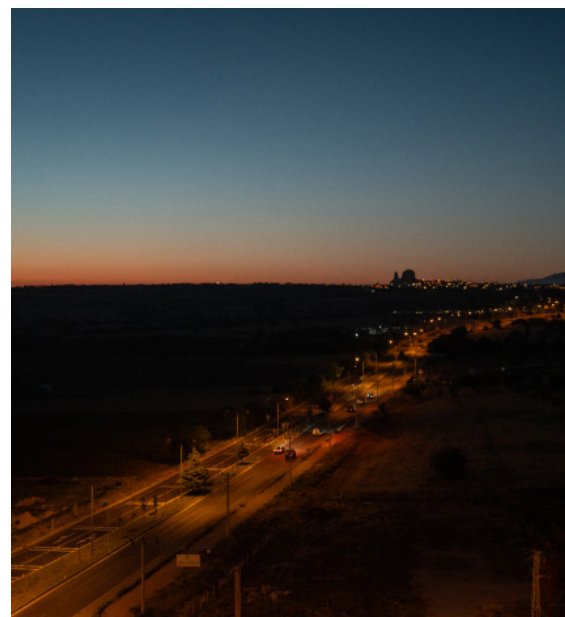
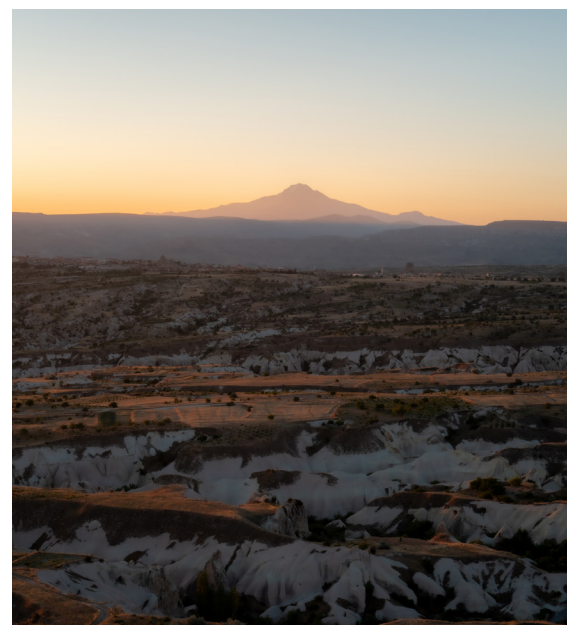
## Vision, Mission, Values

### key points

## Vision

ずっと長く続く、計らいが粋な  
世の中をつくりたい

Our vision is to “Build a world of enduring grace and thoughtful design.”<sup>1</sup> This philosophy extends beyond mere technological solutions for environmental impact reduction.



## Mission

測れる・追える・説明できる質  
の高いカーボンクレジットを  
創出

Our mission, “Create high-quality carbon credits that are measurable, traceable, and explainable” emphasizes empowering local regions to achieve economic and social vitality through Just Transition.



This approach aligns with crucial global trends in climate action, emphasizing ‘Just Transition’ and inclusive development.

## Our most important Values



### Genuine Honesty

The concept of ‘Iki’ (粋) in our philosophy extends beyond mere stylishness or sophistication; it embodies deep consideration and empathy for others. Guided by our value of, our business development prioritizes harmony with local communities, aiming for essential value creation that transcends superficial results.



### Always Connected

Always Connected communication is crucial for successful decarbonization projects. For carbon credit issuance, ongoing monitoring and the submission of digitized evidence are essential.



### End-to-End Value Chain

Our strength is an integrated business model covering the entire value chain, from project development and financing to JCM credit issuance, trading, and market infrastructure development.



# What we do best **our services**



## Renewable Energy Transition Support

Assisting with transitions toward renewable sources with local EPC selection.



## Carbon Footprint Analysis

Measuring BaU (Business as Usual) Emission & setting reduction targets.



## Compliance and Regulatory Advisory

Consistency with laws and regulations and assistance in obtaining necessary permits and approvals.



## Fundraising Support

Introduction and closing of investors and assistance in negotiations with banks.

## Our way to do the **Job**

Refers to comprehensive support solutions that facilitate the entire lifecycle of JCM projects, enabling effective collaboration between Japan and partner countries to reduce greenhouse gas emissions through technology transfer and project implementation.



### Step 01 Capacity Building and Legal Advisory

AG streamlines the project lifecycle, fostering collaboration and reducing GHG emissions through technology transfer.



### Step 02 Project Development Support

This service streamlines eligibility assessments and preparation of essential project development documents, such as the Project Idea Note (PIN) and Project Design Document (PDD).



### Step 03 Technical Expertise and Innovation Diffusion

This service is dedicated to facilitating the transfer and widespread adoption of advanced decarbonization technologies in JCM partner countries.



### Step 04 Financial and Administrative Support

Including sustainable investment funds, structuring and administering international consortia as the representative participant, ensuring reliable accounting and administrative oversight, and facilitating JCM credit issuance and management.



### Step 05 Monitoring, Reporting, and Verification (MRV)

AG's MRV support<sup>1</sup> is essential for JCM credit issuance and contributing to Nationally Determined Contributions (NDCs), with the MRV process typically extending for up to 10 years after the project's commercial operation date.



### Step 06 Credit Issuance and Transfer Management

This comprehensive support is dedicated to the generation, allocation, and trading of JCM credits, which are vital for securing project revenue and investment recovery.



# team

Our amazing  
**team**



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**Amazing Team Members**

AG fields leading-edge teams in JCM partner countries.



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**Awarded Projects**

AG has a track record with the Japanese governments and in private-sector-led consulting.



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**Happy Partners**

AG partners with a diverse array of stakeholders, including shareholders, government agencies, NGOs worldwide,, and private companies.



ロマンを胸に粘り強く取組む

As the founder and CEO, he established Asian Gateway Corporation (AG) in Tokyo in 2015 and launched TOMONI under AG's operation in 2023. He has built strategic partnerships with Japanese and international governments, corporations, and key stakeholders, leveraging his extensive global network to foster strong and mutually beneficial cooperation. Previously, he was a professional management consultant at PwC, specializing in decarbonization, Joint Crediting Mechanism (JCM) implementation, and renewable energy development.

**Tomonori KIMURA**

Founder & CEO

**Norihiko KATO**

Vice President & COO



A seasoned banking executive with extensive experience in corporate banking, strategic leadership, and sustainable finance. He held key roles at MUFG Bank before serving as CEO of Golomt Bank, Sathapana Bank, and Khan Bank, where he led major turnarounds, post-merger integrations, and capital market initiatives. Notably, he spearheaded Golomt Bank's IPO and its inaugural international bond issuance. He has also played a key role in banking associations and sustainability initiatives in both Mongolia and Cambodia.

**Rogier van MANSVELT**

CTO



He holds a master's degree in environmental science and has over 20 years of experience in renewable energy in Cambodia. He has collaborated with ministries and development agencies, including UNDP, ADB, World Bank, IFC, GGGI, and the EU, as well as with the private sector, including Cominh Khmere and CME. His work has focused on rooftop solar installation and financing. His expertise primarily lies in solar energy, complemented by extensive knowledge of other renewable energy sources such as biomass, biogas, and energy efficiency.

**Tomio TAKAHASHI**

CFO



When Japan was still under foreign exchange controls, he joined a general trading house with the aim of working internationally. Over the course of his 40-year career in overseas services, he has been involved in numerous development projects, including with a multinational investment management company. As a generalist with extensive experience, he has been responsible for general affairs since the founding days of the company.



# Company Records case study

**Project Type:**  
Renewable Energy Development

**Estimated Deadline:**  
2.5 years

**Dedicated Team:**  
Project Manager, Key Account  
Manager, Senior JCM Implementator,  
COO/CTO, Assistant

Our strategic shift from subsidy-dependent to private-led JCM models enhances our ability to pursue larger scale, higher profitability, and establish and manage sustainable funds.

## Strategic next steps.

As AG strategically transitions to private-led JCM initiatives, we are establishing and managing sustainable investment funds through project finance. This crucial shift allows us to move beyond traditional subsidy-dependent models, enabling larger-

scale, more profitable projects. As the representative participant, AG takes a central role in fund management and providing comprehensive support, underscoring our evolution into a financial platform for high-impact decarbonization.

## Some amazing work from our portfolio

AG is forging a unique position in the global climate action market by driving a distinct decarbonization strategy centered on the JCM.



- |01| Rooftop Solar in International School of Phnom Penh (ISPP) in Cambodia
- |02| Rooftop Solar in Canadian International School (CIS) in Cambodia
- |03| Biomass Power Plant in Chile
- |04| Utility-scale solar power in Mongolia
- |05| Utility-scale Battery Energy Storage System in Mongolia
- |06| Utility-scale solar power in Sri Lanka
- |07| Co-generation system using organic industrial waste in Chile
- |08| Onshore wind power farm in Chile (in process)



# Offer

## The best proposal you will receive **our financial offer**



### Formation and Management of Just Transition Carbon Facility (JTCF)

AG enhances its financial expertise, risk assessment capabilities, and due diligence framework to establish a mechanism for providing financing (Just Transition Carbon Facility) to co-participants (project owners) in each partner country, which will then be utilized for the initial investment, equipment procurement, and operational costs of environmental projects.



## Our arrangements for **sustainable facility**

AG combines diverse financing types, such as development finance, commercial investment, and impact investment, to provide flexible and tailor-made financial solutions that are adapted to the specific characteristics of each project and partner country.



Enhances its financial expertise, risk assessment capabilities, and due diligence framework.

These capabilities are crucial for successfully managing and operating such funds.



Providing JTCF to co-participants in each partner country.

This mechanism is designed to address the significant challenge of financing environmental projects in developing countries, where Official Development Assistance (ODA) alone may be insufficient.



Utilized for the initial investment, equipment procurement, and operational costs of projects.

AG aims to resolve funding bottlenecks, enhance its autonomy in business operations, and secure profitability.



Thank you



Thank  
you!

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