



GREEN FINANCE

workshop for project developers and fund seekers

GEF Extended Constituency Workshops 2019

ABOUT

This workshop provides a broad overview of green finance issues
FROM THE PROJECT-DEVELOPER AND FUND SEEKER PERSPECTIVE
and provides examples of how to access private financing:

30 min	PART 1: CONCEPTUAL OVERVIEW: FINANCING NEEDS, ACTORS, CONSTRAINTS, INSTRUMENTS AND PARTNERSHIPS
30 min	Q&A
30 min	Break
30 min	PART 2: PROJECT EXAMPLES AND TEMPLATES
Remaining	Discussion

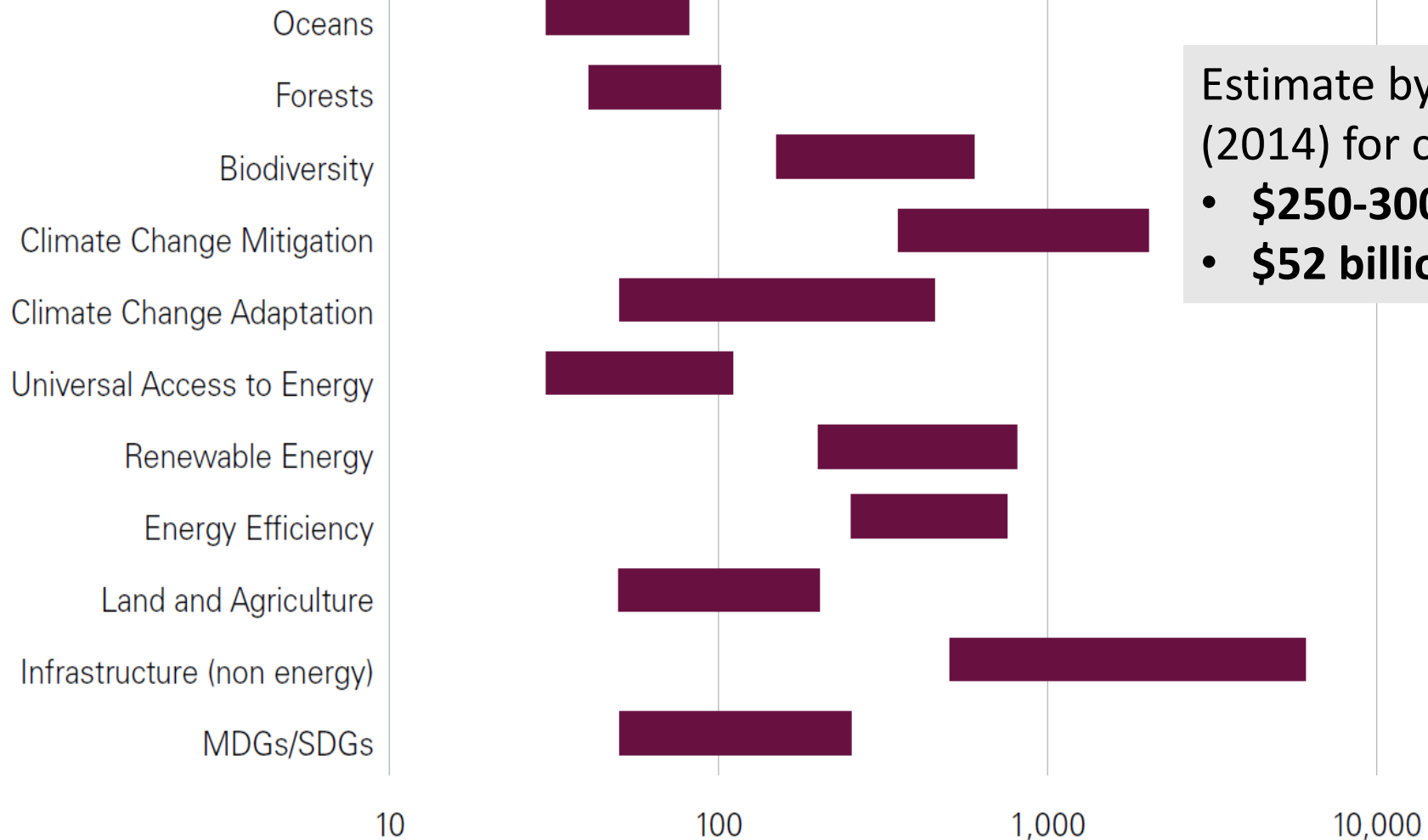
GREEN FINANCE: use of financial products and services (loans, bonds, private and public equity, insurance instruments) in 'green' (eco-friendly) projects. Green finance is more than climate finance: it includes land, forests, water, oceans, etc.

1. CONTEXT: NEEDS, ACTORS, CONSTRAINTS AND INSTRUMENTS

FINANCING NEEDS: \$400-600 BILLIONS / YEAR

Investment requirements: ranges of estimates in \$ Billions per year

UNTT working group on Sustainable Development Financing (2013)



Estimate by Credit Suisse, WWF & McKinsey (2014) for conservation finance:

- **\$250-300 billion per year needed**
- **\$52 billion was available in 2014**

PUBLIC FUNDS CAN COVER < 15% OF THE GAP → LESS THAN 1% OF PRIVATE FUNDS CAN MEET THE GAP⁴

FINANCING NEEDS: CLIMATE ONLY

USD 30-100 billion/year to 2050

Developing country adaptation



Source: WDR 2010

USD 140-175 billion/year over 20 yrs

Developing country mitigation



Source: WDR 2010

USD 5-30 billion/year
Current needs for adaptation in Africa



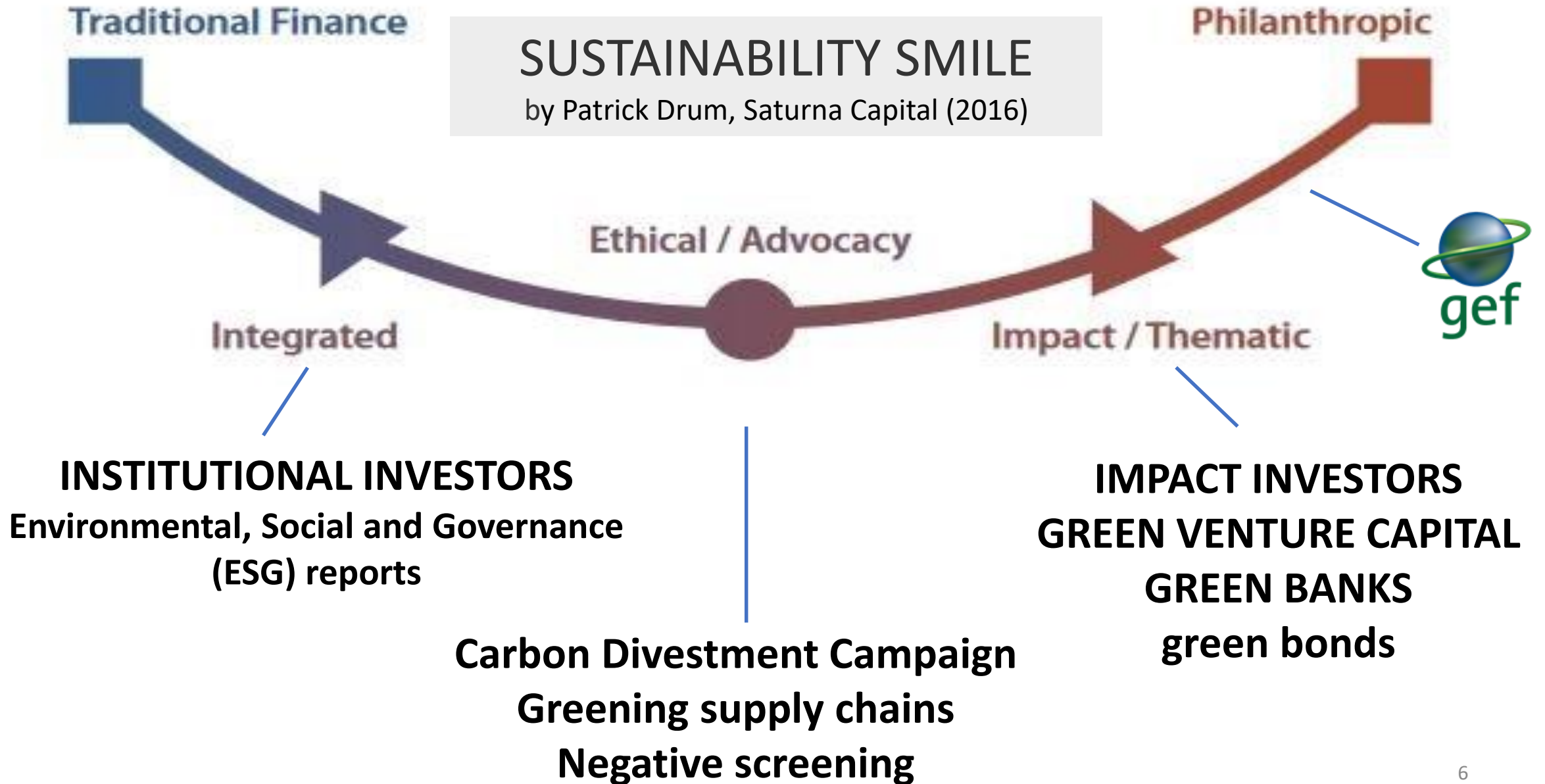
Source: UNEP

USD 1 trillion/year to 2050
Global energy sector transition to stabilize at 2°C



Source: IEA

INVESTMENT TYPES AND ACTORS



CONSTRAINTS

1. POLICY, INSTITUTIONS AND REGULATIONS

- Legal and regulatory framework
- Financial markets and Institutional development

2. PROJECT-LEVEL

- Lack of bankable projects (return), management track record (risk), scale
- Blended Finance

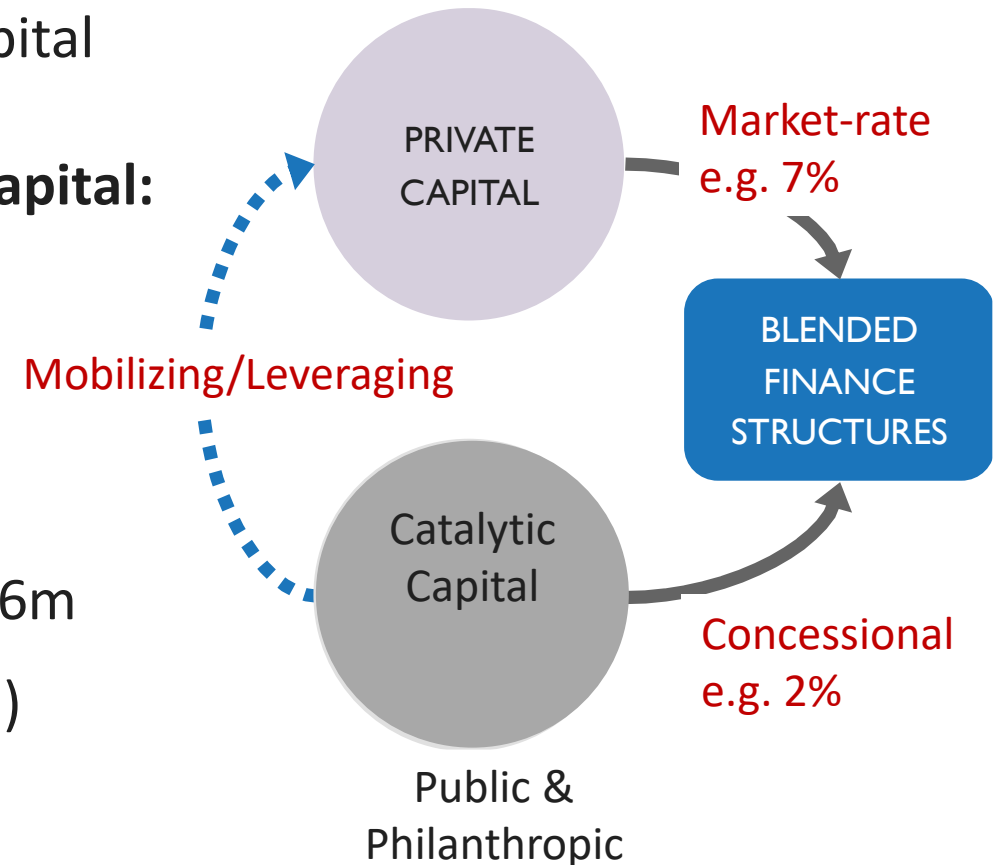


DEFINING BLENDED FINANCE

- **Use of catalytic capital** from public/philanthropic sources to increase private sector investment for developmental impact
- **Structuring approach** that allows different types of capital

Reducing cost of credit by blending Public & Private capital:

- Project generates **6%**
- Private funder needs **7%** on \$8m credit
- Public funder accepts **2%** on \$2m credit (concessional)
- Total: \$10m, project generates **6%**, $\$10\text{m} \times 1.06 = \10.6m
- Private funder receives: $1.07 \times \$8\text{m} = 8.56$ (**7%** on \$8m)
- Public funder receives: $1.02 \times \$2\text{m} = 2.04$ (**2%** on 2m)



MAIN FINANCIAL INSTRUMENTS IN CONSERVATION

DEBT

Loan: private transaction, interest payment, specific time, collateral

Bond: public (min \$100m)

Seniority matters:

- Debt is senior to Equity
- Senior vs junior debt
- Senior: safer, lower %

EQUITY

Ownership in the business
 $\$ = \text{Capital gain} + \text{Dividends}$

Seniority matters:

- Preferred vs common (junior) shares in liquidation
- Dividends different/greater

RISK MNGT INSTRUMENTS

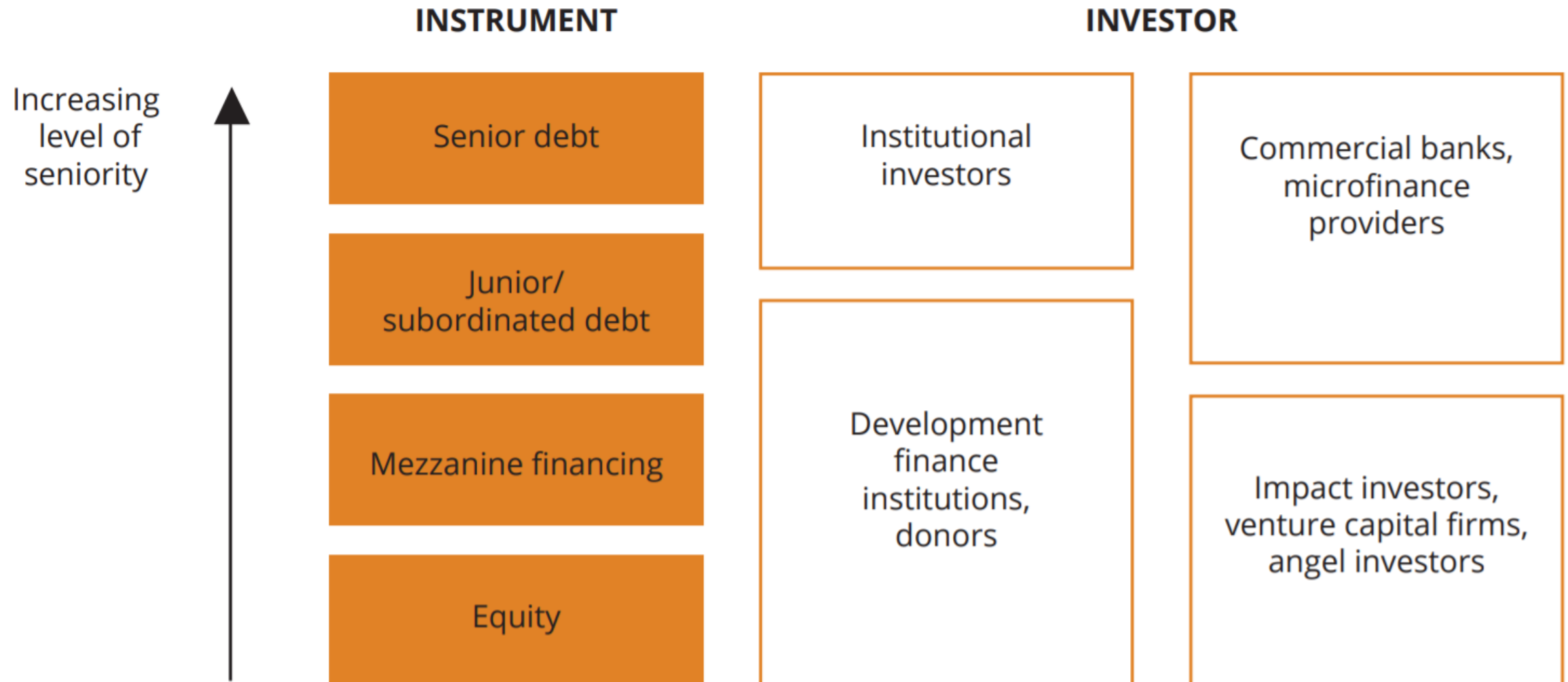
GUARANTEES / INSURANCE / DERIVATIVES

Guarantee - the guarantor will take the first “hit” (up to a predefined limit) in exchange for a fee

Credit guarantee – covers non payment by private borrowers

Performance guarantee - for the contractor to perform the obligations

TYPICAL SENIORITY OF DIFFERENT FINANCIAL INSTRUMENTS AND THEIR INVESTORS



GLOBAL SUCCESS OF BLENDED FINANCE REQUIRES SIGNIFICANT PARTICIPATION FROM KEY STAKEHOLDER GROUPS

DEVELOPMENT AGENCIES

Global Affairs Canada

USAID FROM THE AMERICAN PEOPLE

European Commission

Department for International Development

aecid

Sida

JICA

Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

AFD

Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung

MULTILATERAL DEVELOPMENT BANKS AND NATIONAL DEVELOPMENT FINANCE INSTITUTIONS

IFC

European Investment Bank The EIB bank

CDC Investment works

OPIC

EDFI EUROPEAN DEVELOPMENT FINANCE INSTITUTIONS

ADB

FinDev Canada

FMO Entrepreneurial Development Bank

KfW DEG

PRIVATE INVESTORS

Deutsche Bank

UBS

Allianz

storebrand

BNP PARIBAS

AXA

ChristianSuper adding values to money

citi

Cordiant

JPMORGAN CHASE & CO.

PHILANTHROPIC FOUNDATIONS

BILL & MELINDA GATES foundation

MacArthur Foundation

The ROCKEFELLER FOUNDATION

OMIDYAR NETWORK

FORD FOUNDATION

DOEN Foundation

Calvert Foundation™

Shell Foundation |

ACCION

AGA KHAN FOUNDATION
An agency of the Aga Khan Development Network

BLENDED FINANCE - SIMPLE EXAMPLES

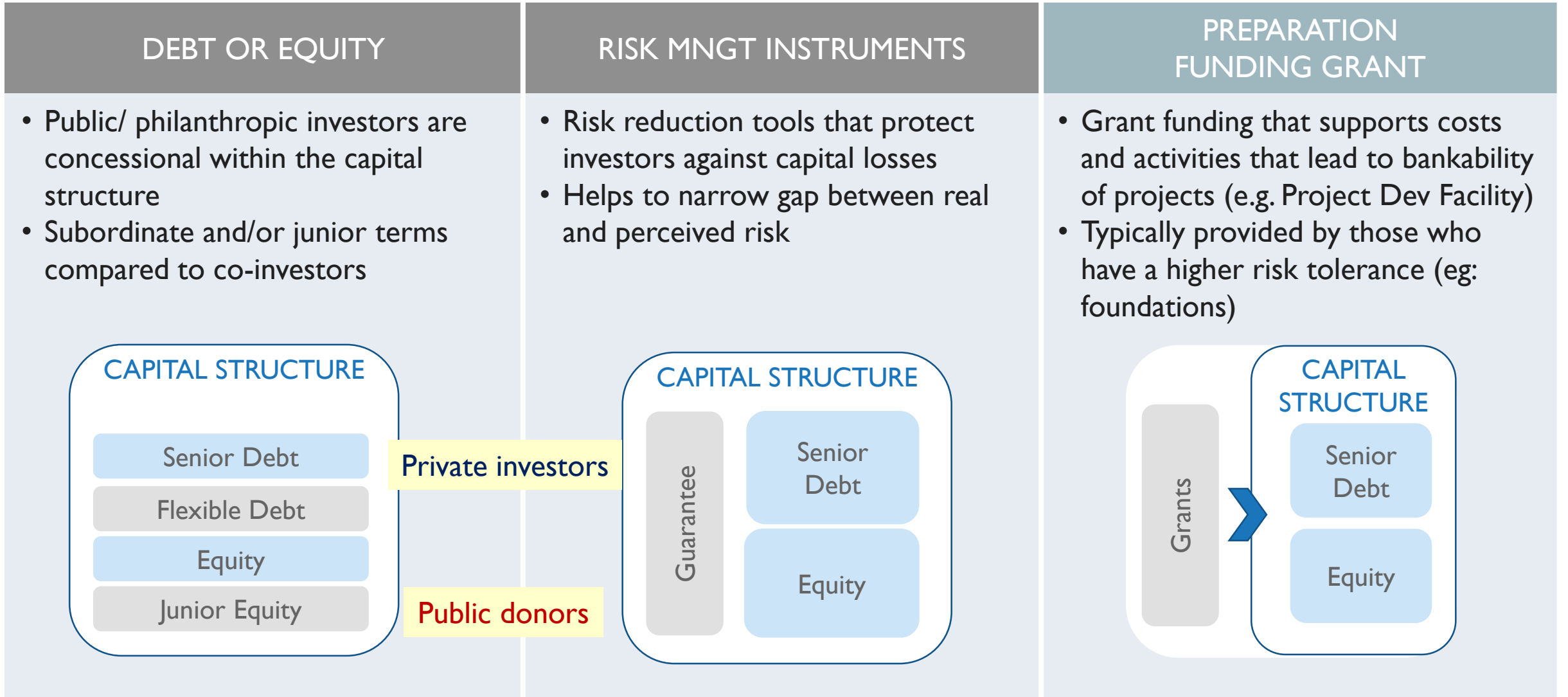
FORESTRY FUND – EQUITY

- Forestry companies need capital. Private investors reluctant to invest: long payback periods, lack of track record, uncertainty over product prices
- The Fund will provide long-term **equity** funding to 5-6 existing projects to scale them up, so they can further attract **debt** financing from financial institutions
- The GEF has taken a **lower return/higher risk** position in the fund, which helps lower risks for private sector investors
- The interests of private sector **equity** investors are closely aligned with those of the other shareholders: they want to add value by ensuring effective governance and high environmental & social standards of funded companies.

FISHERIES FUND – DEBT

- Fund for sustainable small-scale fisheries will provide long term financing: **debt and equity** investments to community fisheries operating in the sustainable seafood
- Capital to be used for the acquisition of fixed assets
- GEF invests in **loans** of 5-7 years and expects to earn 10-15% return

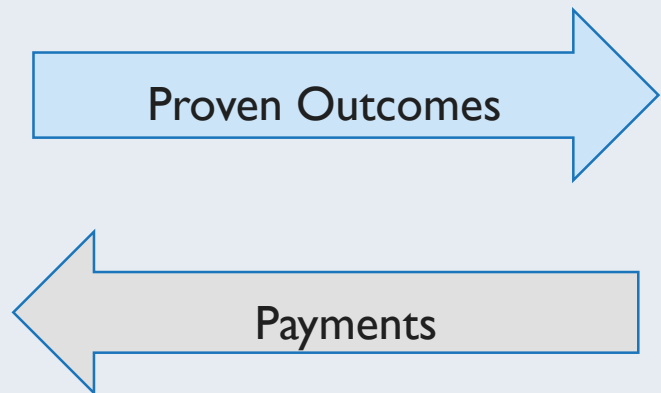
MAIN ARCHETYPES & INSTRUMENTS USED IN BLENDED FINANCE



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OUTCOMES BASED PAYMENTS

- Approach that ties the payment for service delivery to the achievement of measurable outcomes
- Typically the payor for outcomes (usually governments or foundations), agrees to provide funding if and when the services delivered achieve a pre-agreed upon result
- Examples include Development Impact Bonds and Social Impact Incentives



TECHNICAL ASSISTANCE GRANT

- Funds to supplement the capacity of investees
- Aim of technical assistance is to maximize the quality of project implementation - e.g. policy reform

CAPITAL STRUCTURE

Senior Debt

Equity

TA FACILITY

Grants

BREAK



1. CONTEXT:
NEEDS, ACTORS, CONSTRAINTS AND INSTRUMENTS

2. PROJECT EXAMPLES & TEMPLATES

GEF NON-GRANT INSTRUMENT (NGI)

GEF-7

- \$136 million
- Debt, equity or risk guarantees
- Max \$15 million per project, exceptions possible

GEF-6

- 11 projects • \$99.5M from GEF • \$1.79B co-financing

GEF-6 NGI: JUNIOR EQUITY FOR RENEWABLE ENERGY



**GEF invested in \$15m junior equity, co-financing \$190m
Development Bank of South Africa**

- The Equity Fund for the Small Independent Power Producers
- **Barrier:** high capital costs for small-scale producers
- **Solution:** GEF accepts below-market return
- DBSA will help resell initial investments after projects have begun power production
- Result: **reduce capital costs for small-scale producers and attract private capital**
- **Revenues:** installation of close to 100MW of renewable energy

GEF-6 NGI: JUNIOR EQUITY FOR AGRO-FORESTRY



GEF invested in \$12m junior equity, co-financing \$50.8m African Development Bank

- Moringa Agro-Forestry Fund for Africa
- Managed by the AfDB
- Fund: 5-6 replicable agroforestry projects in sustainable land management
- Burkina Faso, Cote d'Ivoire, Kenya, Mali, Tanzania, Zambia, Congo DR
- **Barriers:** private sector Investors reluctant to invest in agro-forestry due to long payback periods, lack of track record, product price uncertainty
- **Solution:** GEF takes junior equity position - lowers risks for private investors
- **Activities/revenues:** plantation forestry and agricultural products

GEF-6 NGI: GUARANTEES & SUBORDINATED DEBT FOR LAND RESTORATION



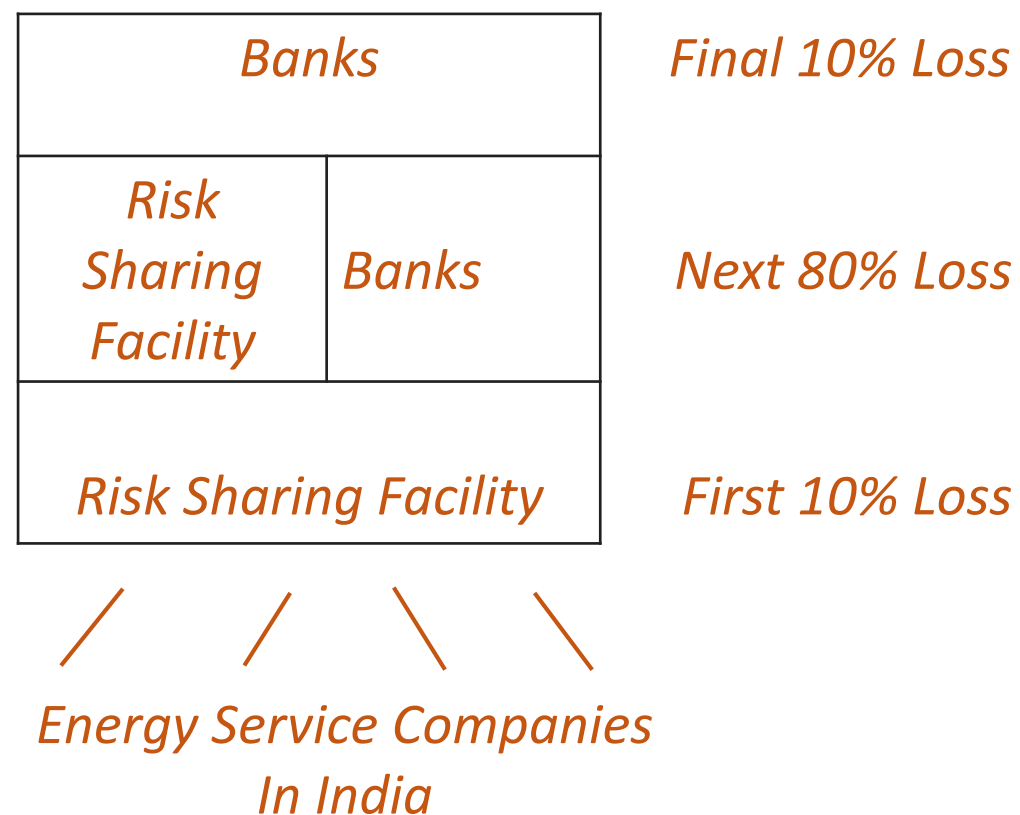
GEF \$15m used as guarantees and subordinated loans, co-financing \$120m Inter-American Development Bank

- Private sector seeks investments in the restoration to bring lands into production
- **Barriers:** longer payback periods, various types of high financial risk
- **Solution:** GEF funds used as guarantees and subordinated loans – reducing perceived risk – catalyzing PS investments
- **Activities/revenues:** land restoration, landscape regeneration; intercropping; shade-grown systems; high-value forest products; silvo-pastoral systems

GEF-5: GUARANTEES FOR ENERGY EFFICIENCY PROGRAM

GEF \$18m as guarantees, co-financing \$152m
World Bank

- Energy Service Companies - private enterprises that implement improvements to reduce energy consumptions - seek lending for equipment and process improvements
- **Barriers:** companies lack access to commercial credit - high collateral required by the banks
- **Solution:** credit enhancement guarantee program, including Partial Risk Sharing Facility to share risk with commercial banks



HOTELS INSURE CORAL REEFS

Swiss Re + The Nature Conservancy + Government of Mexico

- Hotels + local org dependent on tourism + gov of Mexico pay premiums in a collective insurance pot - fund backed by the gov and managed by Swiss Re
- Premiums: between \$1m-\$7.5m per year
- Insurance policy: 60km stretch of reef and beach, monitored
- If storms damage the reef system, the insurer (Swiss Re) will pay out around \$25m-\$70m in any given year
- Payouts will be used for restoration of the reef



OUTCOMES-BASED FINANCING FOR RHINO CONSERVATION

- Impact Investors pay → SPV → NGO to increase rhino population
- SPV (special purpose vehicle): to channel funds + account losses/profits
- Based on indicators achieved: full or partial repayment:
Donors (Outcome payers) repay → SPV → Impact Investors
- Result: risk transfer + efficiency + + Gov will have more money later to repay



Implementing agent:



Supporters:



Implementing partners:



CPIC CONSERVATION INVESTMENT TEMPLATES

- **Public-Private Partnership for Marine Conservation**
- **Forest Conservation Easements**
- **Forest Resilience Bond**
- Smallholder Cocoa Renovation & Rehabilitation
- Environmental Impact Bond for Green Infrastructure

CPIC = Coalition for Private Investors in Conservation



TEMPLATE: PPP FOR MARINE CONSERVATION

Geography: Caribbean island states, South East Asia

Investments: loans to businesses (PPPs) for the management of MPAs

Revenue: Visitors fees + tourism activities: diving, snorkeling, tours, water sports

Revenue dependency: min 100k 'blue' tourists per year and 200k fee visitors

MPAs management via Special Purpose Entity (SPE):

- to receive loan from investors and invest in MPAs
- get user fees and pay back to investors
- to keep liabilities, taxation, and regulation as a distinct legal entity

Investment sought: average debt \$2.5m per SPE, 8 year, 2 years grace period

Investors: DFIs, private impact investor funds, and national stakeholders (HNWIs)



TEMPLATE: FOREST CONSERVATION

Blended Finance: private equity invt + public funding (small business loans)

Revenue:

- Investors (timber companies) purchasing forests, or purchasing land and reforesting; sustainably manage it according to sustn certifications
- \$ sale of land rights to Conservation Org via conservation easement
- Sustainable logging fees
- Carbon credits sold by land owners with sequestration commitment
- Permits from sportsmen club

Revenue dependency:

- Legislation allowing conservation easements for cash/tax credit (Africa: SA, Ghana, Kenya, Uganda, Tanzania)
- Conservation Org with sufficient capital
- Land with critical value/size



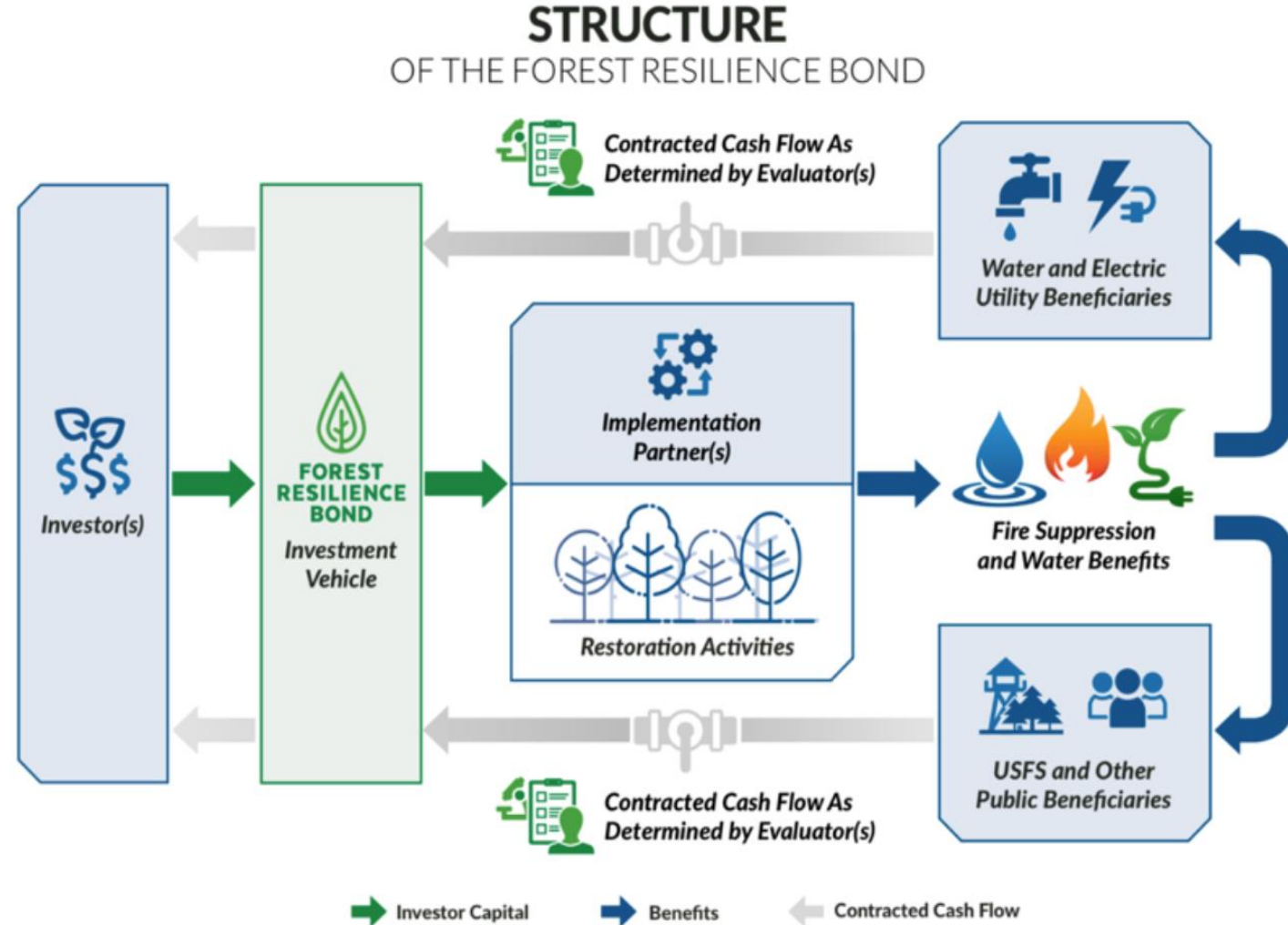
TEMPLATE: FOREST RESILIENCE BOND

- Metrics of success
- Investors - provide upfront capital
- Implement. partners - restoration
- Evaluators - measure success
- \$: Beneficiaries → SPV → Investors

Benefit: reduced risk of severe wildfire

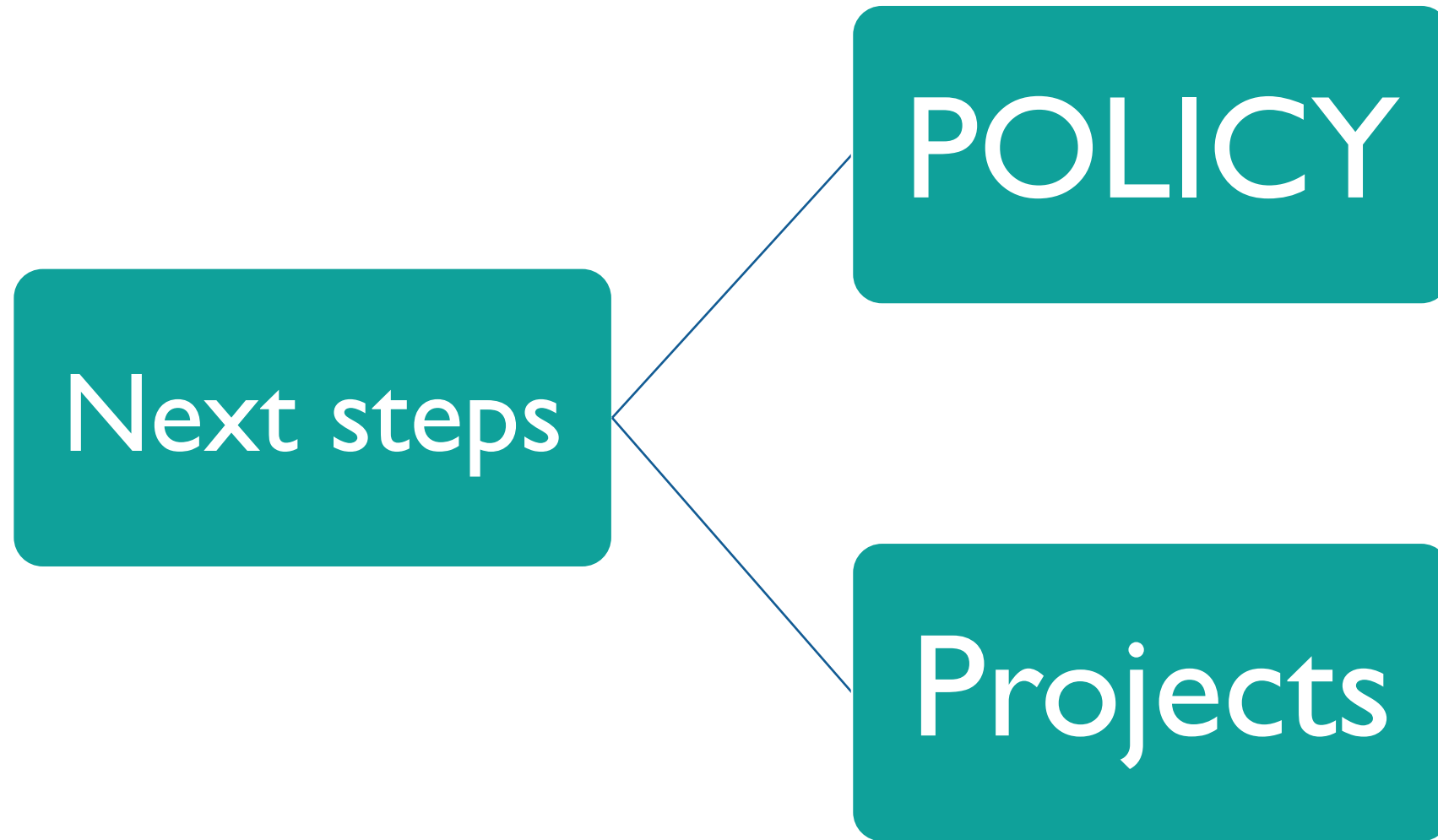
Beneficiaries:

- forest service
- water and electric utilities
- state and local governments
- private landowners
- water-dependent companies



Source: Blue Forest Conservation and Encourage Capital (2017)

WHAT DO WE DO NOW?



SELECTED PRIVATE GREEN FINANCE ACTORS

INSTITUTIONAL INVESTORS

- via CPIC or NaturVest at TNC (longer term)

IMPACT INVESTORS

- Mirova, NatureVest, Encourage Capital in Forest Bond example, Global Impact Inv Network
- Investisseurs & Partenaires - impact investing group for Sub-Saharan Africa

VENTURE CAPITAL

- WB InfoDev Climate Technology program: Kenya, Ghana, and South Africa
- GEF/UNIDO CleanTech Open

PARTNERSHIPS

- Coalition for Private Investors in Conservation (CPICfinance.com)
- Convergence - blended finance facility and database
- Green Banks: S.Africa, Indonesia, 5 in US, setting up in Rwanda & Colombia, 18 interested



QUESTIONS?

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RESOURCES

- 20+ studies on Private Sector Conservation Finance
<http://cpicfinance.com/resources>
- Convergence database on Blended Finance transactions
<https://www.convergence.finance>
- Green Finance Network on LinkedIn: 400+ global practitioners