



P4G

Partnering for Green
Growth and the
Global Goals 2030



P4G's Venture Capital Approach and Role to Build Back Better and Greener

August 26, 2020

The P4G Way

A Venture Capital Approach to Investing in Public-Private Partnerships for Sustainable Economic Growth

Working with a network of 12 countries and 6 partner organizations, P4G creates public-private partnerships that can be rapidly replicated and scaled.

1 INVESTS in innovative partnerships to create a pipeline of commercially-viable, market-based solutions for inclusive growth, sustainable development and climate action.



2 DELIVERS tangible results by building a bridge between governments and investors to advance pioneering models of change that benefit local communities.



3 UNITES Heads of State and CEOs on a shared action agenda at major global events and summits to share knowledge and accelerate plans to implement partnerships.



P4G Value-Add and Impact

Meet the Sustainable Development Goals and the Paris Agreement

P4G SDG Focus Areas



**Food and
Agriculture**



**Clean Water and
Sanitation**



**Affordable and Clean
Energy**



**Sustainable Cities and
Communities**



**Responsible
Consumption and
Production**

Unique Value-Add

- Aligns SDG and climate action plans
- Co-creates commercial partnerships for sustainable economic growth
- Delivers scalable model for green recovery
- Mobilizes political partners to accelerate impact

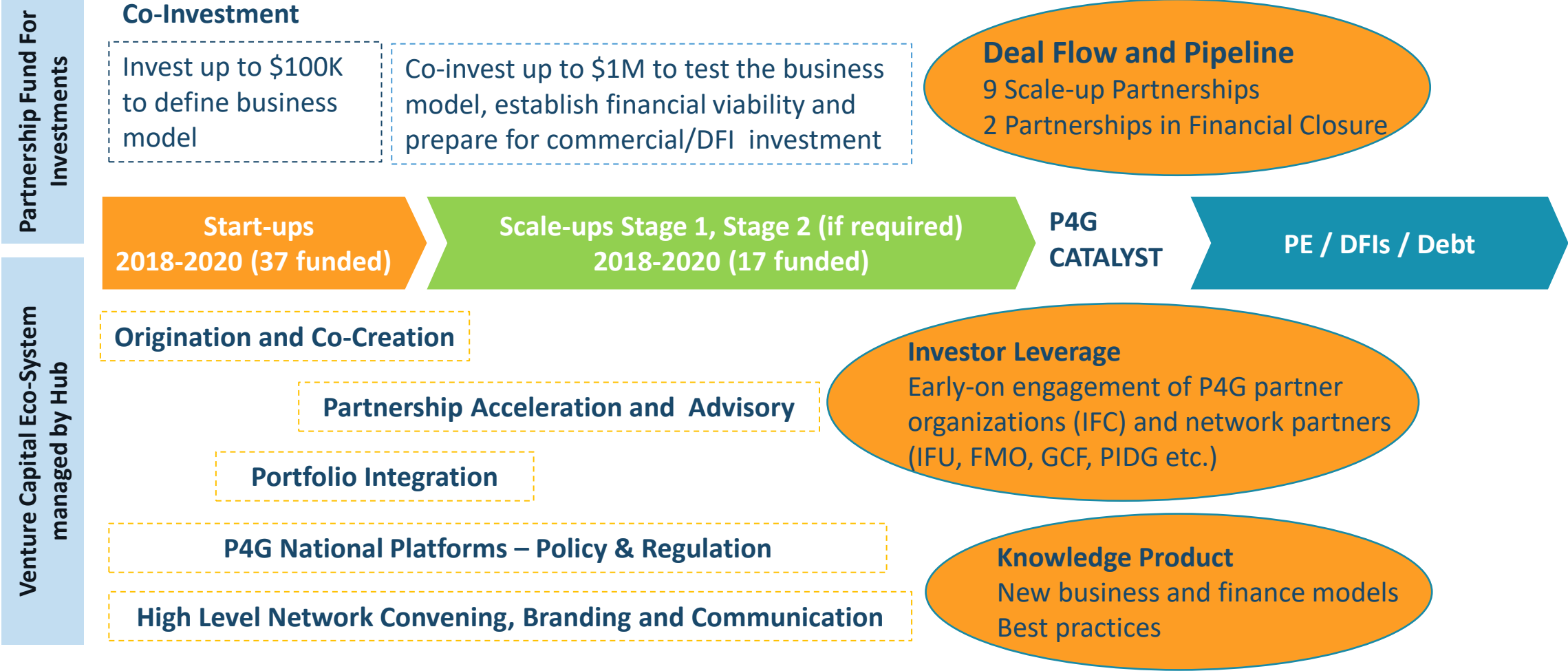


Successes

- Systematically created a pipeline of 50+ market-based partnerships in 2 years
- Accelerated 2 scale-ups to financial sustainability in less than 2 years and 1 partnership to shape major market transformation (out of 5 Scale-Up Partnerships funded in 2018)
- Leveraged \$274M of funding for 2018 Partnerships
- More than 15+ convenings, workshops and knowledge products to promote learning and scaling

51 partnerships working in 16 countries with 52 active commercial partners

P4G Business Model



P4G Business Model in Action

GOAL: Secure \$55M in equity and funding to back an initial portfolio of projects in Zambia



Stage 1 Funding (2018)

- Progressing towards establishing a creditworthy intermediary
- Execute PPAs and PSAs with renewable energy power producers
- Co-funding leverage

Stage 2 Funding (2019)

- Make GreenCo operational in Zambia
- Expand operations in Southern Africa from the Zambian operational hub
- Introduce innovative products and solutions in regional markets
- Co-funding leverage

P4G Catalytic Strategy

- Target equity contribution up to \$55M
- AFD guarantee of \$45M
- Facilitated discussions on terms
- \$10M investment from IFU facilitated by the P4G Hub
- Financial exit leverage

P4G Partnerships and Building Back Better and Greener

Innovative Financial Instruments



Energise Africa

- \$19 million invested - \$100 million projected investment
- 452,000 households powered – 3.5 million projected households
- Share learnings with South Africa on models to accelerate financial instruments to clean energy organizations
- Potential workshop planned for 2021

Sustainable Infrastructure



Getting to Zero Coalition

- Shift to zero emissions shipping by 2030 and focus efforts on South Africa
- Identify concrete and sustainable business opportunities for reducing emissions
- Aligns with ambitions of Operation Phakisa's Oceans Economy Lab to unlock the economic potential of South Africa's oceans

Reimagine Demand & Supply Chains

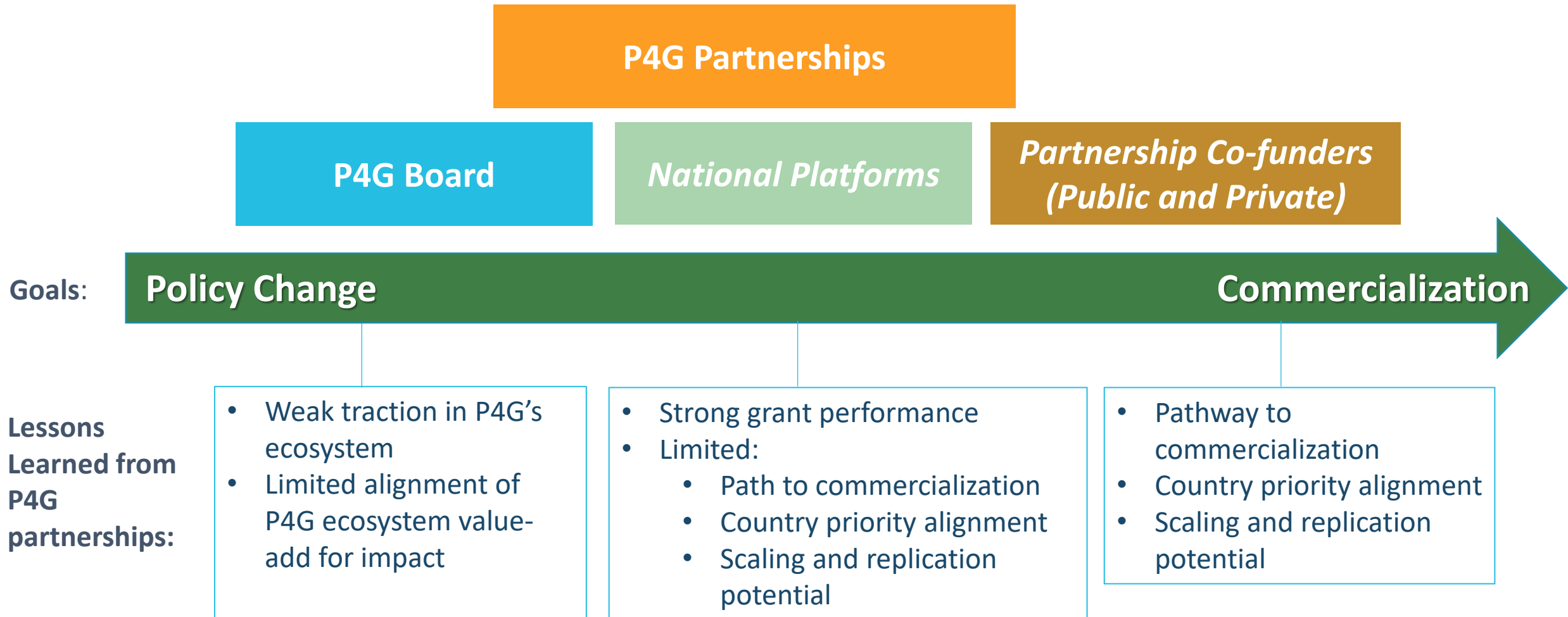


FLAWLESS

- Monetize the savings from food loss and waste in South Africa – estimated \$7 billion market opportunity
- About 10 million tons of food goes to waste in South Africa each year
- Offers a solution to build resilience post COVID-19 and aligns with NDP 2030 priorities on economic transformation and combatting hunger.

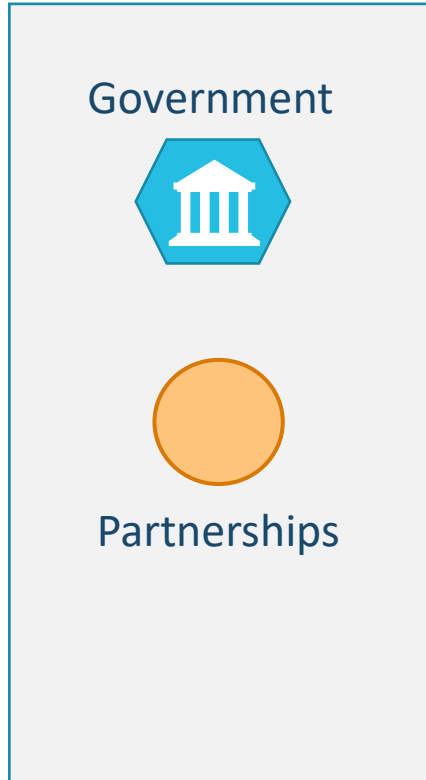
Curating Partnerships with High Impact Potential

Curating for highest value-add provided by the P4G Ecosystem



P4G National Platform Level of Engagement

Level III



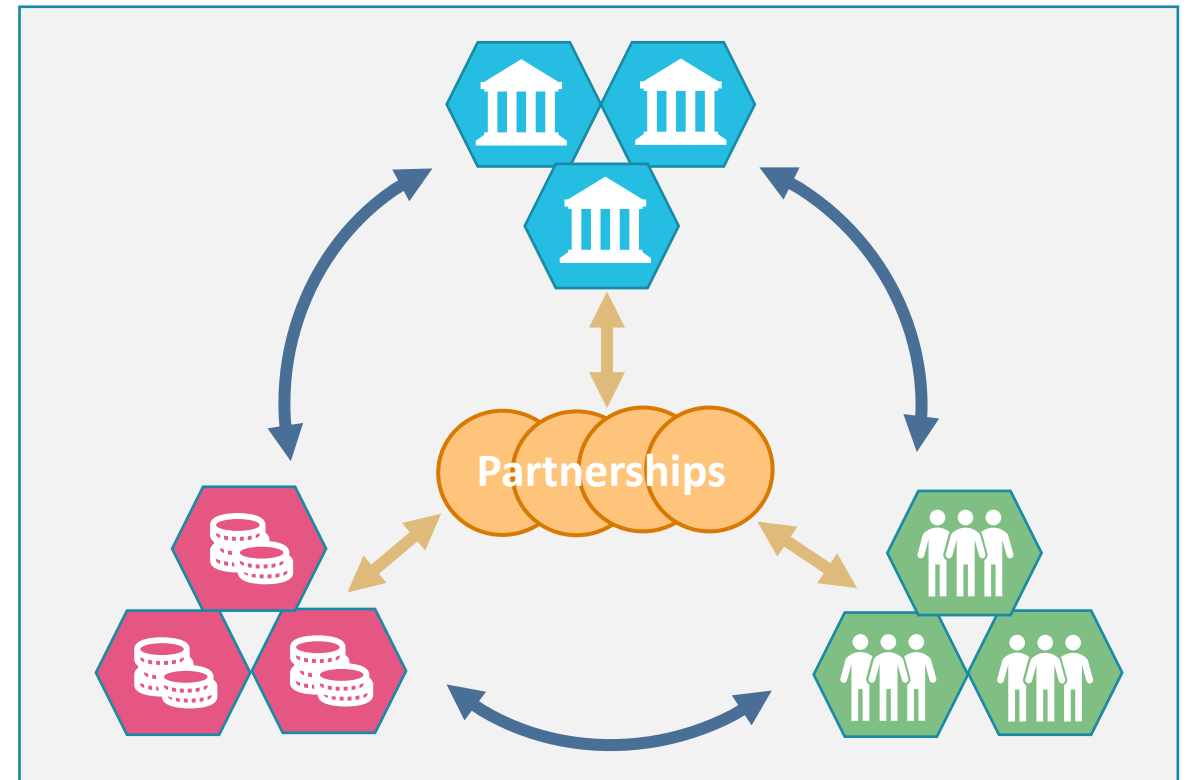
- 1-2 Government Contacts
- Independent partnerships

Level II



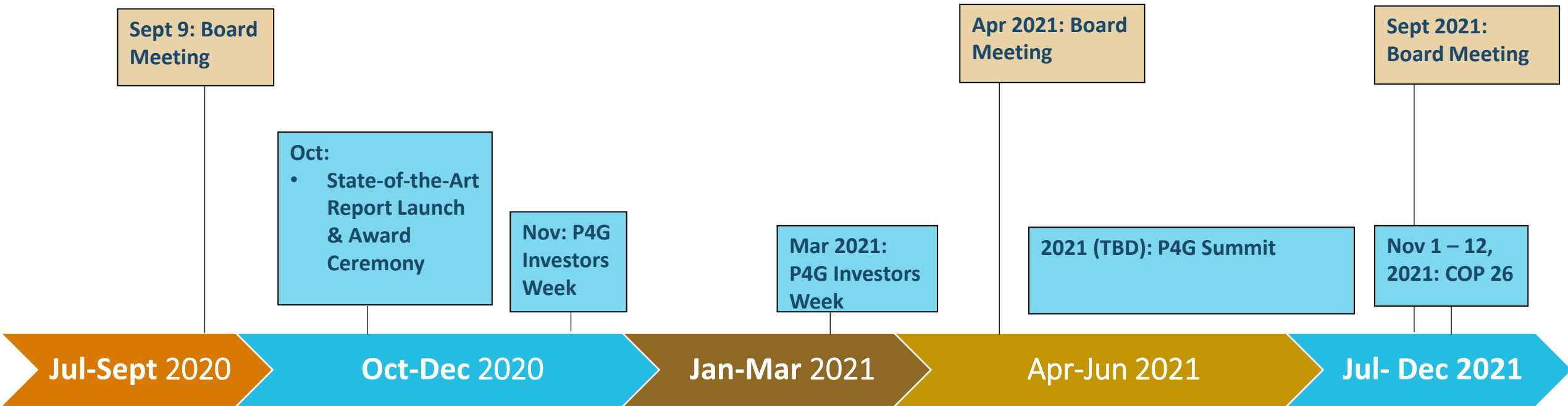
- Multiple Gov't contacts: Board Member, focal point, NP co-chair
- Businesses and NGOs part of NP
- Independent partnerships

Level I – Highly Engaged Network



- Board Member, NP co-chair, additional Ministries involved
- Businesses and NGOs actively involved
- Co-create partnerships aligned with government and green growth priorities

Key Global Events: 2020 - 2021



Next Steps

- Accelerate key partnerships in South Africa
- Establish a National Platform that meets your needs and can capitalize on the momentum generated by the Summit
- Co-create partnerships that are aligned with national priorities

Appendix



Partnerships by SDG Focus



- 2020:
- FLAWLESS
 - Sustainable Food Partnership
 - Women's Livelihood Bond
 - Agroforestry ET
- 2019:
- Sustainable Sourcing
 - PlusPlus
 - Comprometido MX
 - Solar Refrigeration for Fish Loss- KE
- 2018:
- ID Food Loss & Waste Action
 - Big Data for Farmers
- State-of-the-Art:
- Courtauld Commitment
 - Women's Livelihood Bond



- 2020:
- Finance for WASH Access
 - iW+
 - Maintenance for Access
 - Economic River Rehab
 - Intelligent Leak Mgmt
 - Clean Textile Production
- 2019:
- BRAC Clean Water for All
 - uMngeni EIP- ZA
 - Beverage Alliance- ET
 - IoT 4 Mekong Delta
- 2018:
- Non-Rev Water – VN
 - Biz-Humanitarian Partnership Lab
- State-of-the-Art:
- Lat Am Water Funds
 - Strategic Water Partners Network- ZA



- 2020:
- GeoFutures GreenInvest
 - Energise Africa
 - Empowering Chars BD
 - Mini-Grid Lab KE
- 2019:
- Energy Efficiency Alliance
 - Energy Access First Loss
 - Solar Cow
 - Smallholder Solar Pumps
- 2018:
- Africa GreenCo
 - CEIA
 - Global Distrib Collective
 - Building Efficiency Accelerator
- State-of-the-Art:
- TRANSFORM
 - District Energy in Cities



- 2020:
- ZEBRA 2.0
 - Getting to Zero Coalition
 - E-mobility Kenya
 - Clean Freight Bogota
 - E- Cargo Trucks CO
- 2019:
- Clean Fleets- MX
 - Green Freight- VN
- 2018:
- ZEBRA
- State-of-the-Art:
- Global Soot-Free Bus Fleets
 - SIMPlify



- 2020:
- Circular Fashion Agenda
 - Siklus Refill Solutions
 - Smart Solutions for Plastic Waste- ZA
- 2019:
- 3R Initiative
 - PostConsumer Resin- VN
- 2018:
- New Plastics Economy KE
 - Sustainable SEZs
 - Circular Retrofit of Industrial Parks
 - Food Delivery Companies
 - VN Materials Marketplace
- State-of-the-Art:
- Circular Fashion System Commitment
 - Next Wave Plastics