



# 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

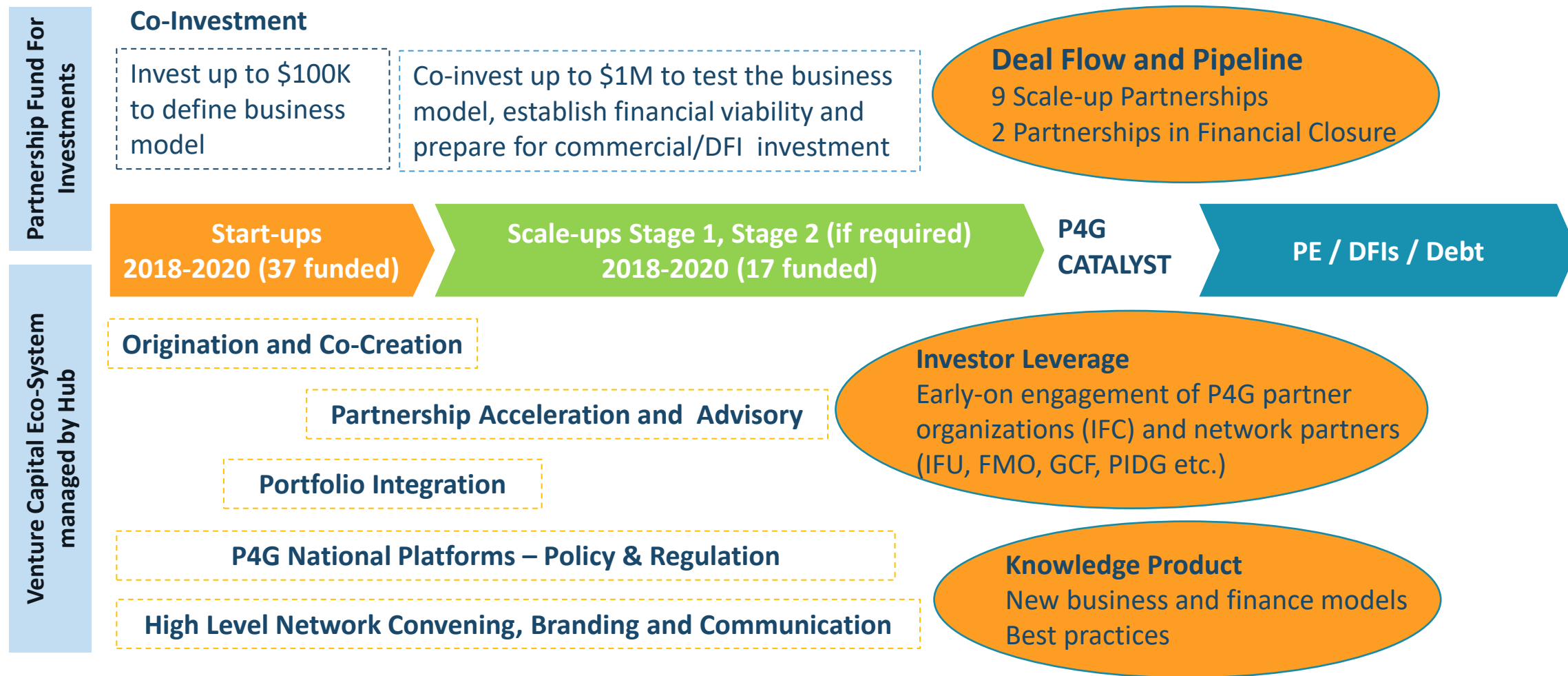


## Successes

- 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

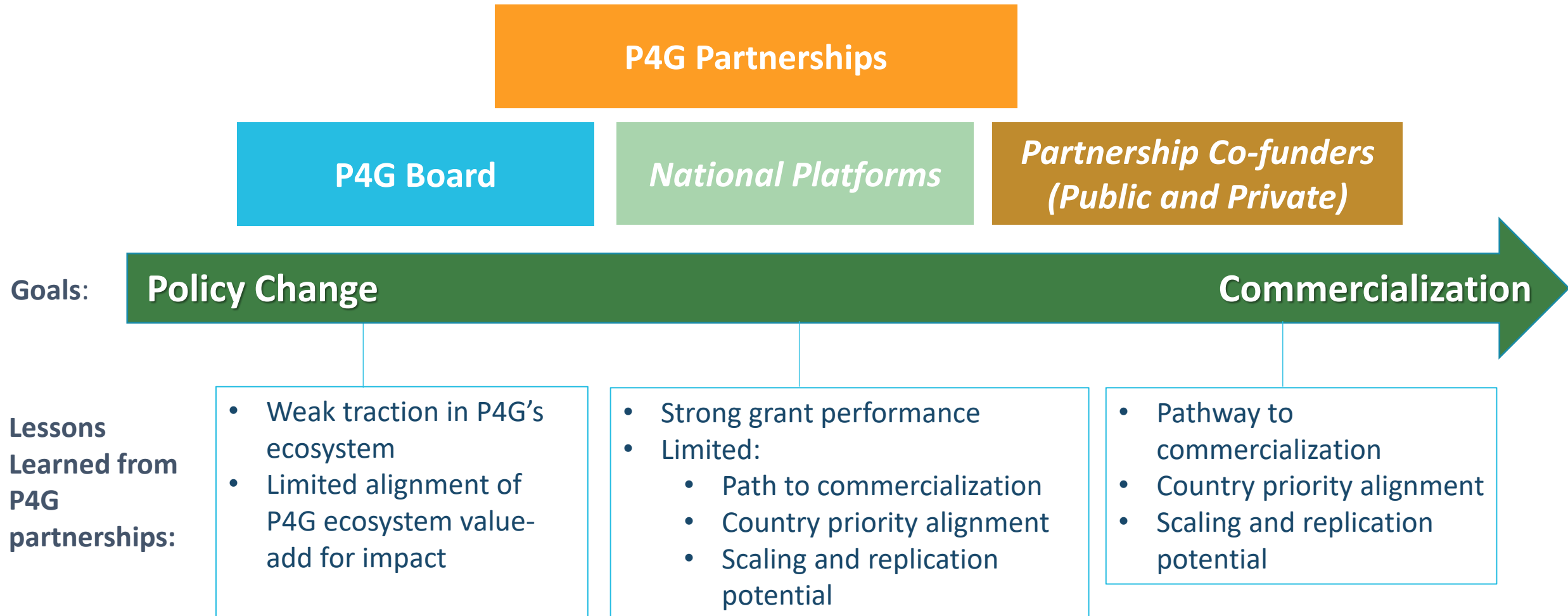


### FLAWLESS

- 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.

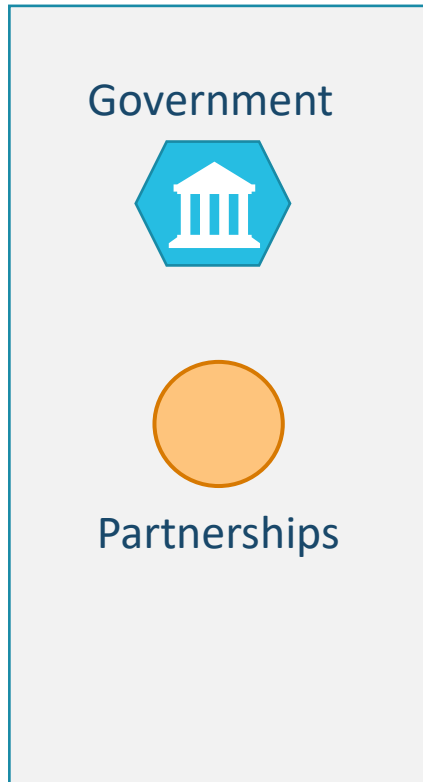
# Curating Partnerships with High Impact Potential

*Curating for highest value-add provided by the P4G Ecosystem*



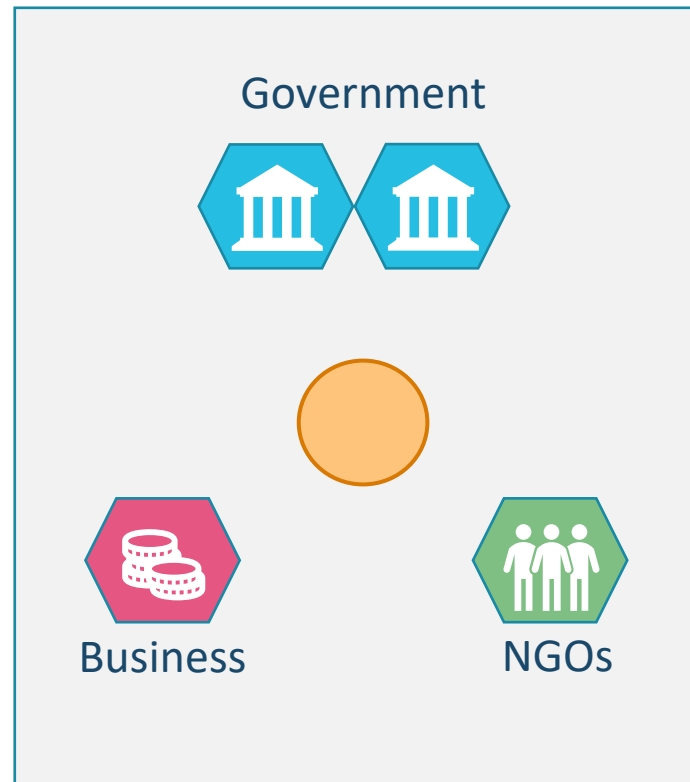
# P4G National Platform Level of Engagement

## Level III



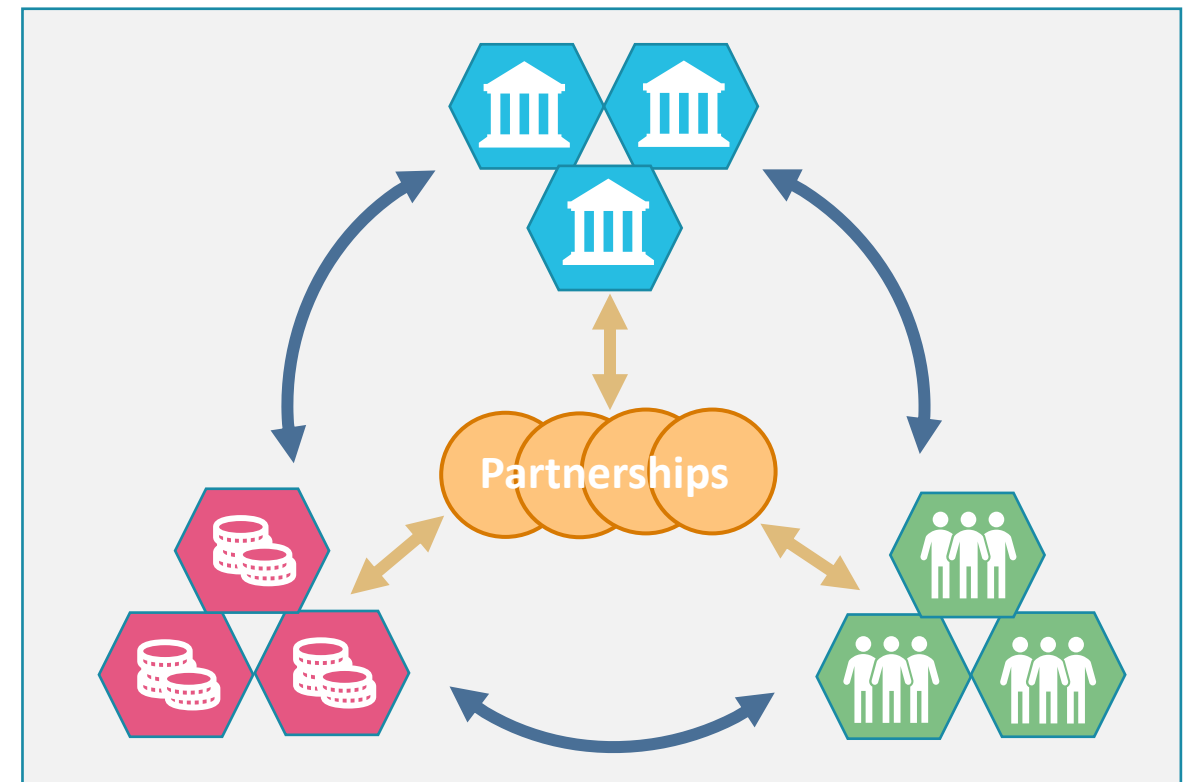
- 1-2 Government Contacts
- Independent partnerships

## Level II



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

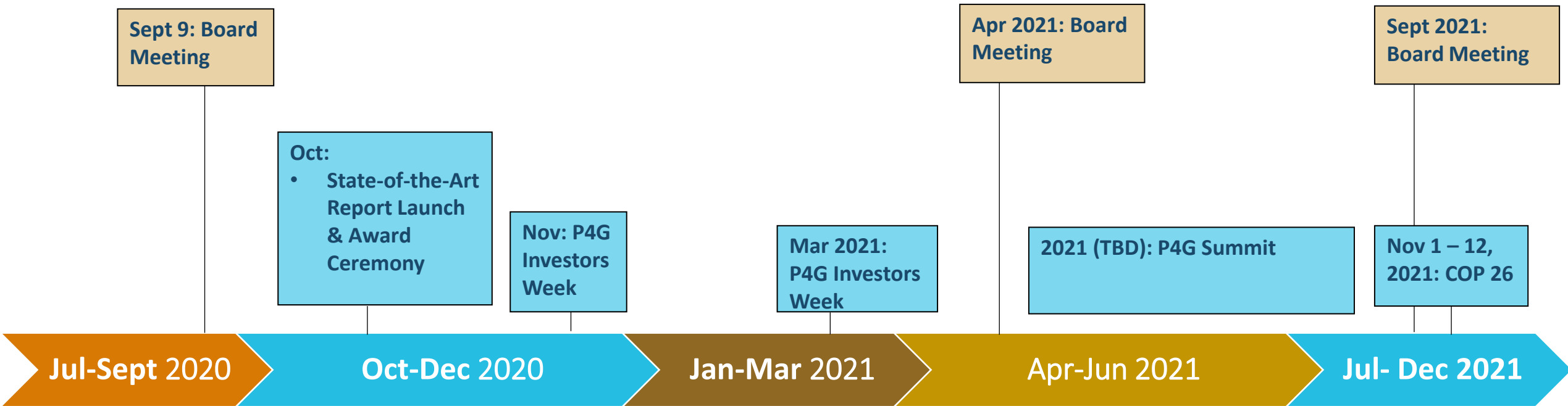
## Level I – Highly Engaged Network



- 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

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- 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