

Outline



- (A) Objectives and scope of the work
- (B) Programme of the training session

A Objectives and scope of the work

Objectives and deliverables

Overarching objective of the project is to facilitate accesses to green funding mechanisms for SMEs and dialogues between SMEs and financiers, through capacity building and awareness raising activities in the five targeted countries (Colombia, India, China, South Africa, and Tunisia):

1	Raise awareness of key stakeholders on innovative financing mechanisms for RECP projects
2	Provide arguments to convince SMEs and financiers to invest in RECP projects (socio-economic benefits, success stories in developing countries, etc.)
3	Strengthen capacity building activities of NCPCs (communication, technical assistance, etc.) to support SMEs in accessing the existing green finance mechanisms
4	Initiate dialogues between SMEs and financiers, through the provision of tools (databases, communication material, etc.) and the creation of partnerships

The main deliverables of the project will be:

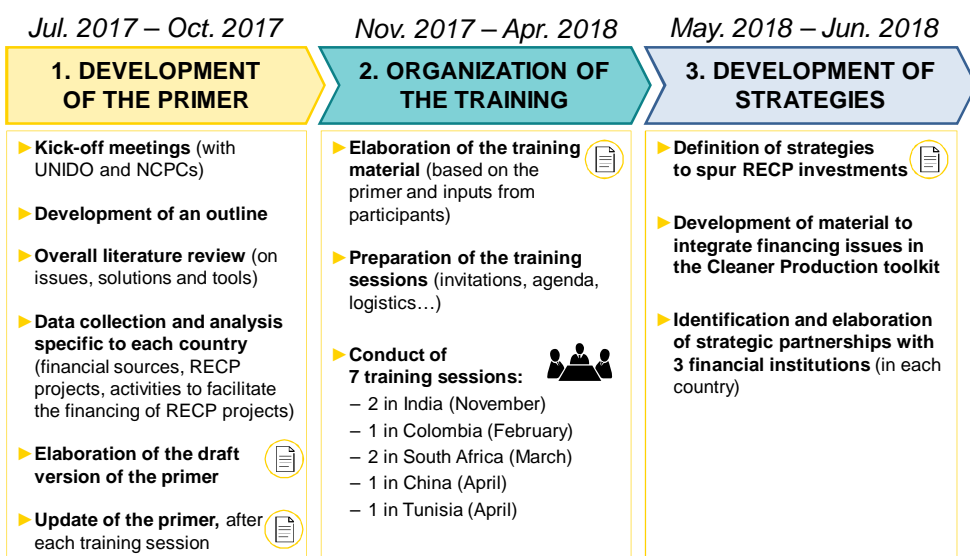
i	Primer on RECP Finance
ii	Training materials
iii	Training sessions in the 5 targeted countries
iv	Strategies on RECP planning and investment in the 5 targeted countries.

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A Objectives and scope of the work

Workplan



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B Programme of the training sessions
Objectives and participants

OBJECTIVES

- ▶ Share, amend and complement the key findings of the Primer with local stakeholders:
 - Provide arguments in favor of RECP projects (socio-economic benefits, success stories...)
 - Identify key challenges and solutions for financing RECP projects
 - Study financing sources for RECP projects in the country (existing mechanisms, gaps and limits...)
- ▶ Strengthen the capacity of NCPCs in terms of facilitation services:
 - Support SMEs in developing bankable projects (project checklist, economic analysis tools...)
 - Develop the local network (finance and project databases...)
- ▶ Initiate the cooperation between stakeholders:
 - Bring together different categories of stakeholders (see the list of participants) and facilitate interactions

PARTICIPANTS

- ▶ National Cleaner Production Centers (NCPCs)
- ▶ Micro, Small and Medium Enterprises (SMEs)
- ▶ Industry representatives (associations, chambers of commerce...)
- ▶ Financing institutions (international financing institutions, commercial banks...)
- ▶ Government representatives (ministries in charge of MSMEs, industries, environment, energy...)
- ▶ Technology and services providers (ESCOs for ex.)
- ▶ Other experts

B Programme of the training sessions
Agenda (day 1)

Day 1: Awareness raising and advocacy oriented sessions		
9:30-11:00	Opening speeches and introduction	§ UNIDO mandate, RECP Programme and RECPnet: <i>UNIDO</i> § Background on RECP initiatives and projects in the country: <i>NCPC</i> § Objective and scope of the project, approach and agenda of the training: <i>EY</i> § Tour de table
11:00-11h30	Break	§ Coffee / Survey / Posting of RECP projects
11:00-13:00	Main challenges and solutions for financing RECP projects	§ Key findings of the primer: <i>EY</i> § <i>To be updated with the final agenda (timeslots, name and profile of the speakers...)</i> § <i>SMEs or RECP projects, strategy of the ministry... RECP projects that cannot be financed to facilitate the financing of RECP projects...</i>
13:00-14:00	Lunch	
14:00-16:00	Identification of financial sources	§ <i>for SMEs, existing financial instruments, RECP projects or SMEs, needs to facilitate investments: representative from the financial institution...</i> § Q&A
16:00-16:30	Conclusions	§ Conclusions and survey: <i>NCPC and UNIDO</i> § Program and logistics: <i>NCPC and EY</i>
16:30-17h00	Snack	§ Informal exchange on the projects presented by the participants

B Programme of the training sessions
 Agenda (days 2 and 3)

Day 2: Site visits		Day 3: Preparation of bankable RECP projects	
8:30-12:00	First site visit: XXXXXXXX	<ul style="list-style-type: none"> § Transportation to the site § Presentation of the site visited (projects, main steps and milestone, financing issues, outcomes...); <i>representative of the SME...</i> § Exchange of concert and good local lessons learned: <i>EY</i> § Conclusions the access reliability economic a to replicate project, etc.) 	<ul style="list-style-type: none"> § Towards centers of excellence: <i>UNIDO</i> § Recommendations on the role of NCPCs: <i>EY</i> § Q&A
12:00-13:30	Lunch		<ul style="list-style-type: none"> § Financial sources database: <i>EY</i> § RECP project database: <i>EY</i> § Checklist and the timetable: <i>EY</i> § Project fiche and business plan: <i>EY</i> § Q&A
13:30-17:00	Second site visit: XXXXXXXX	§ Same agenda	<ul style="list-style-type: none"> § Introduction to the dummy case: <i>EY</i> § Exercises to perform economic assessments: <i>EY</i>
			<ul style="list-style-type: none"> § Conclusions : <i>NCPC and UNIDO</i> § Evaluation: <i>EY</i>
			<ul style="list-style-type: none"> § Role of NCPCs for facilitating financing RECP projects
			<ul style="list-style-type: none"> § 9:30-10:30
			<ul style="list-style-type: none"> § 16:00-16:30

To be updated with the final agenda (timeslots, name and profile of the site visits...)

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Outline



- (A) Financial levers for investing in SMEs' RECP projects
- (B) Challenges for RECP investments
- (C) Importance of preparation stage
- (D) Overview of identified financing solutions
- (E) Financing actors and instruments for RECP projects
- (F) Innovative business models for RECP projects financing

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0 Global RECP Financial Context Quiz



When was earth overshoot day in 2017?

A

Still to be reached

B

August 2nd

C

September 23rd

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0 Global RECP Financial Context Quiz



What is the amount of investments required in developing countries to reach the UN's SDG?

A

Between
**\$3.3bln &
\$4.5bln**

B

Between
**\$5bln &
\$7bln**

C

Between
**\$20bln &
\$30bln**

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0 Global RECP Financial Context Quiz



What is formal SMEs contribution to their local economy in developing countries?

A

60% of total
employment &
40% of GDP

B

40% of total
employment &
60% of GDP

C

70% of total
employment &
51% of GDP

*Contribution in high
income countries*

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A Global RECP Financial Context
 Financial levers for investing in SMEs' RECP projects

For SMEs

- ✔ Competitive Edge
- ✔ Reduced costs
- ✔ CSR benefits
- ✔ Access to markets
- ✔ Increased revenues

For financial institutions

- ✔ Responsible investing
- ✔ Financial profitability
- ✔ Competitive edge
- ✔ Contribution to economic growth
- ✔ CSR expertise gain

At macro-eco level

- ✔ Job creation boost
- ✔ Life quality improvement
- ✔ Increased productivity
- ✔ Increased industrialization
- ✔ Enhanced development

Have you identified any other levers for investing in RECP projects? ?

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B Global RECP Financial Context
 Challenges for RECP investments (1/2)

Financial limitations & barriers specific to SMEs

- ✘ Lack of credit history, collaterals and professional management skills
- ✘ Irregular revenues, weak financial assessment capacities and accounting systems
- ✘ Uncompleted business proposals
- ✘ Perceived as riskier than more mature companies
- ✘ Few funding tools targeting SME projects
- ✘ Higher lending costs for SMEs in developing countries

Financial limitations & barriers specific to RECP projects

- ✘ Perceived as too long-term projects
- ✘ Insufficiently cost effective for financial institutions standards
- ✘ Financial evaluation of these projects often thought to be unreliable by financial institutions
- ✘ Insufficient expertise of financial institutions to evaluate RECP projects
- ✘ Perceived as financially risky due to intangible aspects

Have you identified any other challenges for investing in RECP projects? ?

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B Global RECP Financial Context
Challenges for RECP investments (2/2)

Reasons

↓

1- Lack of information	2- Unsuitable regulation and policies	3- Increased financial risk due to technical constraints
<ul style="list-style-type: none"> • Misconception of RECP benefits • Limited information about financing opportunities • Limited access to technical information • Asymmetry of information about needs of demand and supply side • Financial institutions not aware about role to play in tackling environmental issues 	<ul style="list-style-type: none"> • Discouraging local and national policies • Too complex regulation for SMEs 	<ul style="list-style-type: none"> • Difficulty in assessing production changes required by RECP projects • Impact on product quality due to process technical changes • Operational inability of SMEs to easily take in technical changes • RECP projects seen as time consuming

Have you identified any other reason limiting investment in RECP projects ?

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C Global RECP Financial Context
Importance of preparation stage

Project stages

01	02	03	04
Early-stage preparation	Mid-stage preparation	Late-stage preparation	Implementation
<p>Project definition:</p> <ul style="list-style-type: none"> • identifying outputs, • comparing with alternative projects, • planning implementation, • testing pre-feasibility studies 	<p>Project feasibility and structuring:</p> <ul style="list-style-type: none"> • financial appraisal, • socio-economic & environmental appraisal, • studying financing options, • legal structuring, • developing technical designs 	<p>Transaction support:</p> <ul style="list-style-type: none"> • finalizing project finance structure, • legal structure and technical designs 	<p>Financial closure:</p> <ul style="list-style-type: none"> • procuring goods and services

The project preparation stage

▶ From the idea, to the bankable project proposal able to attract investors

▶ Importance of the preparation to mitigate potential risks and difficulties, and increase the project success rate

Accessing financing for this stage is challenging

- ▶ Rather costly (2 to 10% of total project cost), with high uncertainty
- ▶ Value of financial returns difficult to evaluate
- ▶ Project's delivery cycle with highest risk level
- ▶ Limited information regarding financing possibilities for this stage

Available sources to finance it:

Grants from international financial institutions, OECD donors, national & local governments and MDBs

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D Global RECP Financial Context

Overview of identified financing solutions

DEBT	EQUITY	INTERMEDIATION & STRUCTURING
<p>01 INDIRECT LOAN Loan through local bank</p> <p>02 CONCESSIONAL LOAN Loan with favorable modalities</p> <p>03 GUARANTEED LOAN Loan with 3rd party guarantee</p> <p>04 GRANT Financial award not to be repaid</p> <p>05 LEASING Rental agreement for equipment</p> <p>06 REVOLVING CREDIT Flexible credit line for operating purposes</p>	<p>01 DIRECT EQUITY Direct stake into company</p> <p>02 INDIRECT EQUITY Stake through private equity or venture capital funds</p> <p>03 PREFERRED STOCKS Investor with priority claim on assets and earnings</p> <p>04 REDEEMABLE SHARES Shares that can be brought back by SME</p> <p>05 MEZZANINE FINANCING Mix of debt and equity with option of converting debt into equity</p>	<p>01 PARTIAL CREDIT GUARANTEE Coverage of part of loan if borrower defaults</p> <p>02 PARTIAL RISK GUARANTEE Coverage of government risk</p> <p>03 POLITICAL RISK INSURANCE Coverage of political events</p> <p>04 CURRENCY RISK INSURANCE Coverage of changes in currency exchange rates</p>

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E Global RECP Financial Context

Financing actors and instruments for RECP projects

LEGEND: ● National Government ● International financial institutions ● Impact investment
● Owner, family & friends ● Banks and Private Equity & Venture Capital funds

Instruments	Stages	1- Early stage preparation	2- Mid-stage preparation	3- Late stage preparation & implementation
Grants		● ●		
Concessional loans		●		
Owner's equity		●		
Family and friends' funds		●		
Tax instruments		●		
Guaranteed loans			● ●	● ●
Partial credit guarantees			● ●	● ●
Partial risk guarantees			● ●	● ●
Political risk insurance			● ●	● ●
Currency risk coverage			● ●	● ●
Credit lines through banks			●	●
Credit guarantees			●	●
Local currency bank loans			●	●
Concessional credit lines supported by public sector			●	●
Private equity investment through PE funds				● ● ● ●

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F Global RECP Financial Context
Innovative business models for RECP projects financing

<p>1- Leasing</p> <p>Objective Debt where the purchased equipment serves as loan collateral</p> <p>Advantages Useful for SMEs that lack collateral, regular revenues or credit history</p>	<p>2- Diversification</p> <p>Objective Contract different loans with multiple parties</p> <p>Advantages More credible RECP project and better loan terms</p>
<p>3- Impact investing</p> <p>Objective Investment with positive impact along with financial returns" (GIIN definition)</p> <p>Advantages Growing industry, investors keen on extra - financial returns</p>	<p>4- Crowdfunding</p> <p>Objective Free tool to raise finance from individual providers</p> <p>Advantages Provides access to capital in early stages of projects</p>
<p>6- Factoring</p> <p>Objective Intermediary who buys receivables of a company for a commission</p> <p>Advantages Provides SMEs cash up front without delay</p>	<p>5- Revolving credit</p> <p>Objective Flexible line of credit to be used depending on SMEs' cash flow needs</p> <p>Advantages Loan with available credit line when needed, adapted to irregular revenues</p>
<p>7- ESCOs</p> <p>Objective Partnership with resource provider in exchange of fee equal to savings</p> <p>Advantages Reduction of risk of resource efficiency projects</p>	<p>Have you identified any other innovative solutions to finance RECP projects ?</p>

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Outline



- (A) The financing sources database
- (B) Analysis of Indian financial context

0 Identification of financial sources
Quiz



What is the percentage of officially registered SMEs in India?

A

56%

B

26%

C

6%

21

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0 Identification of financial sources
Quiz



What is the COP 21 engagement of India in reducing carbon emissions per unit of GDP compared to 2005 levels?

A

No specific
commitment
yet

B

35%

C


40%

22

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O Identification of financial sources
Quiz



What is the contribution of SMEs to India's industrial pollution, due to outdated technologies and poor management practices?

A 90% **B** 25% **C** 70%

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A Identification of financial sources
The financing sources database

Objective & usage

- Excel document designed to bridge knowledge gap between SMEs with RECP projects & financial institutions with potentially available funding instruments
- To be updated on the RECP.net website, managed and updated by UNIDO & NCPCs

OVERVIEW				
GENERAL OUTLOOK OF THE PROGRAM				
OBJECTIVE	Give basic knowledge about the identified Program			
PROGRAM NAME	Name of the FI (Intermediary if any)	Program size	Program timeline	Description of the Program (objectives and operating mode)
MSME Growth Innovation and Inclusive Finance Project	World Bank (SIDBI & PFI)	550 M\$	2015 – 2020	The project will support MSMEs through direct financing by the Small Industries Development Bank of India or SIDBI, an apex financial institution for promotion, financing and development of MSMEs in India, as also through Participating Financial Institutions (PFIs) across three components. These include support to startup debt financing and risk capital as well as support to service and manufacturing sector financing models. The project aims to improve access to finance of MSMEs in manufacturing and service sectors from early to growth stage, including through innovative financial products. -Spurring Early Stage and Risk Capital Financing -Supporting Service Sector Financing Models -Supporting Finance to Manufacturing MSMEs

How would you describe the actual difficulty level to access to RECP financing information? ?

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B Identification of financial sources
Analysis of Indian financial context (1/2)

Policy and institutional support systems

1- MSMEs policies: MSMEs are a top priority of the government

- Creation of Credit Guarantee Fund Trust Scheme providing funds for 133 lending institutions

2- Environmental policies: set of 200 laws and regulations to reach environmental objectives

- Industry categorization depending on pollution potential / Focus on water pollution
- Guidelines for SMEs to do environmental impact assessment

SMEs financing sources

1- Financial institutions:

- SIDBI: frontrunner in green SME financing. Received package of credit line & capacity building technical assistance from JICA, KfW & AfD
- Other institutions: NABARD (sustainable and equitable agriculture), NSIC (purchasing raw material and operating activities)

2- Commercial banks (both public and private):

- State Bank of India, IDBI bank, Yes bank, Axis bank. Mainly target renewable energy projects

3- Non-banking financial companies:

- **ESCOs:** supported the Energy Efficiency Services Limited Company (Ministry of Power)
- **Microfinance institutions:** Reserve Bank of India has authorized MIs to act as business correspondents to banks or as small banks to give higher loans for clean energy projects
- **Venture capital:** 21 / 180 registered VC firms in India have invested in green tech. in 2016
- **Impact funds:** 11% of total impact investments are in clean energy and 3% in water & sanitation

Have you identified any other sources of financing in India? ?

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B Identification of financial sources
Analysis of Indian financial context (2/2)

⚙️ Challenges

- ✖ Risk aversion and information asymmetry often reduce the amount of credits granted to SMEs
- ✖ Existence of a deviation between SMEs' needs and financial products
- ✖ Very little debt granted to early stage SMEs' projects
- ✖ Difficult access to debt due to heavy collateral requirements
- ✖ Green investments are still not very common yet

👍 Recommendations

- ✔ Facilitate the banks' loan application process for SMEs
- ✔ Work on a digital solution to potentially develop a financing electronic platform
- ✔ Develop faster appraisal methods to assess loan demands faster while reducing risks
- ✔ Replace the collateral approach with project financing
- ✔ Strict application of environmental regulation

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Outline



(A) Database presentation

(B) How to use the financial sources database

A Identification of financial sources The financing sources database



Objective & usage

- Excel document designed to bridge knowledge gap between SMEs with RECP projects & financial institutions with potentially available funding instruments
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OVERVIEW

GENERAL OUTLOOK OF THE PROGRAM				
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How would you describe the actual difficulty level to access to RECP financing information? ?

B Financial institutions database
How to use the database?

Database presents:

- a. programs targeting SMEs
- b. programs targeting environmental projects

Some programs can target both aspects

SMEs oriented programs

Green oriented programs

GENERAL OUTLOOK OF THE PROGRAM					
OBJECTIVE	Give basic knowledge about the identified Program				
PROGRAM NAME	Name of the FI (Intermediary if any)	Type of FI	Program size	Program timeline	Description of the Program (objectives and operating mode)
MSME Growth Innovation and Inclusive Finance Project	World Bank (S/DBI & PFI)	International financial institution (= Multilateral Development Banks)	550 M\$	2015 – 2020	The project will support MSMEs through direct financing by the Small Industries Development Bank of India or SIDBI, an apex financial institution for promotion, financing and development of MSMEs in India, as also through Participating Financial Institutions (PFIs) across three components. These include support to startup debt financing and risk capital as well as support to service and manufacturing sector financing models.
					The project aims to improve access to finance of MSMEs in manufacturing and service sectors from early to growth stage, including through innovative financial products.
ACME Power	50 M\$	2014 - 2016	Early Stage and Risk Capital Financing ng Service Sector Financing Models -Supporting Finance to Manufacturing MSMEs The Project involves the development of 200MW solar photovoltaic power projects by ACME Solar Energy Private Limited during 2014-2016.

Financial institution (international or national) interested or already engaged in financing RECP projects

Old and new programs' period and allocated budget

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B Financial institutions database
How to use the database?

ACTIVITY					
OBJECTIVE	Describe the funding programs and schemes				
PROGRAM NAME	Targeted SME Sectors	Geographical scope	Financing facility provided	Technical assistance services provided	Other information regarding the financing facility
MSME Growth Innovation and Inclusive Finance Project	SMEs	Local-wide	Loans	N/A	Loan from the International Bank for Reconstruction and Development (IBRD) 5-year grace period / maturity of 10 years.
ACME-EDF Solar Power	Solar Energy	Nation-wide	Loans	N/A	

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B Financial institutions database
How to use the database?

PROJECT ELIGIBILITY									
OBJECTIVE	Identify the eligibility criteria used in the projects selection process operated by the IFI								
PROGRAM NAME	Stage of the project	Size criteria to be met for the project	Capital budgeting ratios	Capital budgeting performance to be met	Financial ratios	Financial Performance value to be met	Non-financial ratios	Non-financial value to be met	Others conditions of eligibility
MSME Growth Innovation and Inclusive Finance Project	Project Definition (Early Stage Preparation)	Not specified	Not specified			Return on Equity (Profitability ratio)			
ACME-EDF Solar Power	Project Definition (Early Stage Preparation)	Not specified							

Program's requirements for RECP projects

Program's financial performance requirements

Program's non financial performance requirements

B Financial institutions database
How to use the database?

OBJECTIVE	OTHER	CONTACT	
	Other	Key contact	
PROGRAM NAME	Other comments	Person to contact	Website
MSME Growth Innovation and Inclusive Finance Project		N/A	http://projects.worldbank.org/P151544/?lang=en&tab=details
ACME-EDF Solar Power		N/A	https://www.adb.org/projects/48209-001/main#project-pds

Mention other elements useful to SMEs in preparation of funding proposition

Provide maximum information to facilitate contact with financial institutions

B Financial institutions database
How to use the database?

01 When new (old) financing program is launched (ends)

02 Information has to be inserted in database

03 NCPCs can use following guidelines to complete the database

	OBJECTIVE	SELECTED CRITERIA	GUIDELINES to fill in the cells
GENERAL OUTLOOK	Give basic knowledge about the identified IFI	Name of the FI (Intermediary if any)	To be filled in
		Type of sponsor	Public-owned institution
			Private-owned institution
			International financial institution (= Multilateral Development Banks)
			Bilateral agencies
UN Development agencies			
		Venture funds	
		Private-owned institution	
		Commercial banks	
		Micro credit institutions	
		Private equity funds	
		Venture capital funds	
		Impact investing funds	
		Others	
		...	
		Program timeline	To be filled in
		Program size	To be filled in
		Description of the Program	Description of the project characteristics (objectives, reach, type of program,...)

Even when data is provided to fill table, NCPC can insert own information

Manual filling

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THANK YOU!

ANY QUESTIONS?

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