P4G Ecosystem and Impact

50+ partnerships.  50+ countries.  140+ business partners.  100+ Civil Society Partners.

Deal Flow and Pipeline
- Systematically created pipeline of 50+ market-based partnerships

Investor Leverage
- 2 Scale-Ups to financial sustainability (out of 5 funded in 2018)
- $292 million invested

Scale Impact
- 110,000 metric tons CO2 emissions reduced
- 500,000+ individuals affected on the ground
P4G’s Market Transformation Approach

P4G invests in start-up and scale-up public-private partnerships pursuing innovative business models. Its approach of unlocking investments to achieve the SDGs, positions it uniquely in the global investment value chain.

Bridging the missing middle between the investment and development agendas

**Angel - Start-Up Funding**
Up to $100K
Support proof of concept

**Angel - Scale-Up Funding**
Up to $1M
Support growth and realization of model of change, commercialization, replication and ready for financing

**Blended Finance**
$50M to $200M
De-risk investments through private equity, development capital and innovative financial instruments
Define investment parameters for new asset class using project finance approach

**Market Transformation**
Investment > $150M
Financing through structured financing, project financing and IPOs
Asset class created for commercial investment
P4G Business Model

Co-Investment
- Invest up to $100K to define business model
- Co-invest up to $1M to test the business model, establish financial viability and prepare for commercial/DFI investment

Start-ups 2018-2020 (37 funded)

Scale-ups Stage 1, Stage 2 (if required) 2018-2020 (17 funded)

Deal Flow and Pipeline
- 17 Scale-up Partnerships
- 2 Partnerships in Financial Closure

PE / DFIs / Debt

Investor Leverage
- Early-on engagement of P4G partner organizations (IFC) and network partners (IFU, FMO, GCF, PIDG, SMI etc.)

P4G CATALYST/EXIT

Knowledge Product
- New business and finance models
- Best practices

Origination and Co-Creation

Partnership Acceleration and Advisory

Theme Integration

P4G National Platforms – Policy & Regulation

High Level Network Convening, Branding and Communication

Investing in Impact Ecosystem managed by Hub

Theme Integration
• P4G investment and support from ecosystem helped SSEZ/SIC Partnership to deliver two industrial parks and become a sustainable business.

• P4G investment in early-stage development of industrial parks helped de-risking work leading to design and achieving financial commitment for construction.

• Development of more zones require risk tolerant capital either supported by government, which is limited, or blended capital.

• Blended capital can potentially unlock development of sustainable economic zones / industrial parks at scale.

• SSEZ/SIC Africa Partnership has provided template to develop investment thesis for blended capital.
<table>
<thead>
<tr>
<th>Themes</th>
<th>Areas of Focus Within Themes</th>
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<tbody>
<tr>
<td><strong>Energy Transition</strong></td>
<td>• Zero emissions mobility</td>
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<tr>
<td>(SDGs 7 &amp; 11)</td>
<td>• Distributed renewable energy and energy efficiency</td>
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<tr>
<td>(Solutions within SDG 11 Cities</td>
<td>• Green hydrogen economy</td>
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<tr>
<td>may also fit in other themes)</td>
<td>• Renewable energy supply and markets</td>
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<td></td>
<td>• Net zero buildings</td>
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<td>• Smart cities</td>
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<td>**Food and Agricultural Value</td>
<td>• Aggregated smallholder standards for resilience and sustainability</td>
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<td>Chain (SDG 2)</td>
<td>• Farm to market value chain</td>
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<td>• Post-harvest food loss and waste</td>
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<td>• Sustainably produced high-value or high-nutrition crops</td>
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<td>• High-value processing upstream in the supply chain</td>
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<td><strong>Zero Waste Green Industry</strong></td>
<td>• Sustainable industrial zones and green industrial production</td>
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<tr>
<td>(SDG 12)</td>
<td>• Industrial and commercial food loss and waste</td>
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<td></td>
<td>• Plastics and textiles recovery and recycling</td>
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<td></td>
<td>• Recycle, reuse and re-purpose, waste reduction</td>
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<tr>
<td><strong>Digital Solutions for Water</strong></td>
<td>• FinTech for water and sanitation</td>
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<tr>
<td>(SDG 6)</td>
<td>• PAYGO and smart meters for water and sanitation</td>
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<td>• Smart technology for non-revenue water reductions</td>
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<td></td>
<td>• Combined insurance and finance solutions for resilience</td>
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P4G Partnership Pipeline

2020:
- FLAWLESS: ID, MX, ZA
- Sustainable Food Partnership: ET
- Women’s Livelihood Bond: ID, KE
- Agroforestry: ET

2019:
- Sustainable Sourcing: IN
- PlusPlus: KE, CO
- Comprometido: MX
- Solar Refrigeration for Fish Loss: KE

2018:
- ID FLW Action: ID
- Big Data for Farmers State-of-the-Art:
  - Courtauld Commitment
  - Women’s Livelihood Bond: ID, KE
  - Grow Asia: ID, TH, VN

2020:
- Finance for WASH: KE
- iW+: KE
- Maintenance for Access
- Intelligent Leak Mgmt: VN
- Clean Textile: BD

2019:
- BRAC Clean Water: BD
- uMgeni EIP: ZA
- Beverage Alliance: ET
- IoT 4 Mekong Delta: VN

2018:
- Non-Rev Water: VN
- Biz-Humanitarian Lab
- Lat Am Water Funds
- Strategic Water Partners Network: ZA
- FINISH Mondial: BD, ET, KE, IN

2020:
- GeoFutures
- GreenInvest: ET, KE
- Energise Africa: ET
- Mini-Grid Lab: KE
- Energy Efficiency Alliance: BD, ID, IN
- Green 4 Access First Loss Facility: ET, KE, ZA
- Solar Cow: ET
- Smallholder Solar Pumps: ET

2019:
- Africa GreenCo: ZM, ZA
- CEIA: CO, ID, VN
- Global Distrib Collective
- BEA: CO, MX
- TRANSFORM
- District Energy in Cities
- SHIFT Asia: TH, VN

2020:
- ZEBRA 2.0: CL, CO, MX
- Getting to Zero Coalition: ID, MX, ZA
- E-mobility: KE
- Clean Freight Bogota
- E-Cargo Trucks: CO

2019:
- Clean Fleets: MX
- Green Freight: VN

2018:
- New Plastics Econ: KE
- Sustainable SEZs: ET, KE, NG
- Circular Retrofit of Industrial Parks
- Food Delivery: ID
- Material Marketplace: VN

2020:
- Circular Fashion Partnership: BD, ID, VN
- Siklus Refill Solutions: ID
- Smart Plastic Waste: ZA

2019:
- 3R Initiative: CO, ID
- Post Consumer Resin: VN

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Governance

P4G Partnerships

Board of Directors

Executive Committee

Global Hub

with Regional Managers

for Africa, Asia and

Latin America

National Platforms

Engagement

Communication

Investments

Partnerships

Flemming Møller Mortensen, Minister for Development Cooperation, Denmark

Luis Alberto Rodriguez Ospino, Minister National Planning Department, Colombia

Shahriar Alam, State Minister of Foreign Affairs, Bangladesh

Ambassador Yoo Yeon Chul, Ambassador for Climate Change, Republic of Korea

Sigrid Kaag, Ministry of Foreign Affairs, The Netherlands

Juan Carlos Jobet, Minister, Ministry of Energy of Chile

Børge Brende, President World Economic Forum

Karin Finkelston, Vice President, Partnerships Communication, and Outreach, IFC

Mark Watts, Executive Director, C40

Fekadu Beyene, Commissioner, Ethiopia

Julia Prescot, Co-founder and Chief Strategy Officer, Meridiam

Woong Hwan Ryu, Executive VP, SK Telecom

Cherie Nursalim, Vice Chairman, Giti Group

Dennis Awori, Chairman, Toyota Kenya Limited

Frank Rijsberman, Director General, GGGI

“Full list of P4G Board of Directors available at www.p4gpartnerships.org”
P4G Team

Team includes:

Ian de Cruz, Global Director, has integrated climate change in the world’s largest NGOs and shaped complex public-private partnership projects across sectors.

Leila Yim Surratt, Director of Strategy and Engagement, has extensive private sector and policy experience as former interim CEO for the Center for Clean Air Policy and consultant for Bain and Company.

Robyn McGuckin, Director of Partnerships, has managed energy projects and infrastructure reconstruction in more than 20 countries and has diverse and in-depth experience across sectors.

Sarbinder Singh, Director of Investments, is skilled in investment, innovation and portfolio management through all stages, has co-developed an innovative energy startup and has managed more than $1 Billion of equity investment in energy partnerships.

Sangeetha Sarma, Head of Communications, has led communications for large government agencies and NGOs, and has conducted strategic trainings for NGOs around the world.

Anteneh Meseret Gelaw, Regional Manager Africa, has extensive experience in strategic partnership planning and business development, and a background as a legal advisor in Ethiopia.

Randy Rakhmadi, Regional Manager Asia, has a deep background in investment banking and energy investment with a specialization in financial instrument development.

Daniel Mejia, Regional Manager Latin America, brings a diplomatic background serving as a U.S. Foreign Officer with overseas tours in Beijing, Jakarta and Toronto.