



# P4iG

Pioneering Green Partnerships,  
Investing in Impact



**A Global Delivery Mechanism  
to Build Back Better and Greener**  
April 2021

**Confidential Information**

# 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

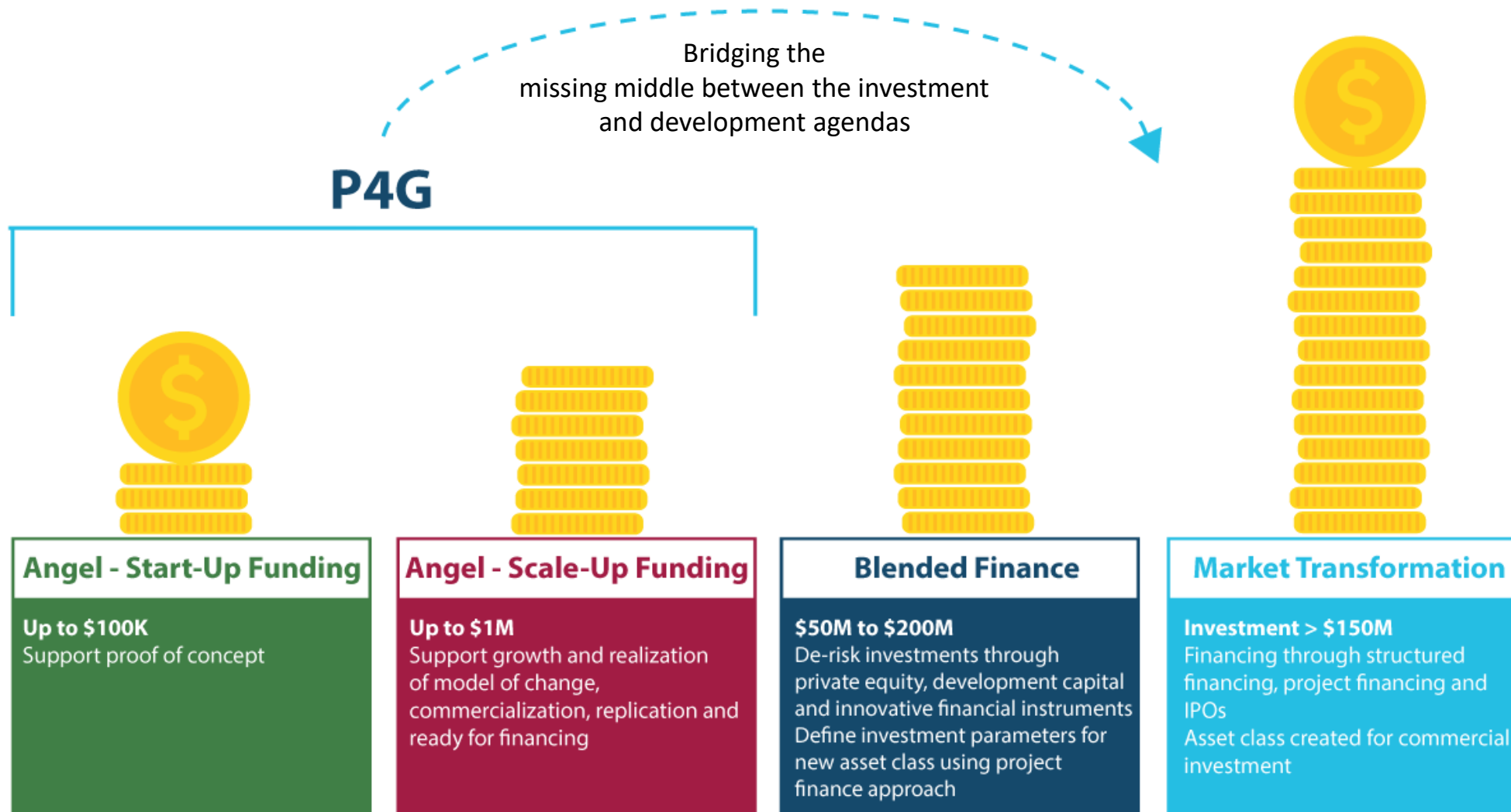
## Scale Impact

- 110,000 metric tons CO2 emissions reduced
- 500,000+ individuals affected on the ground

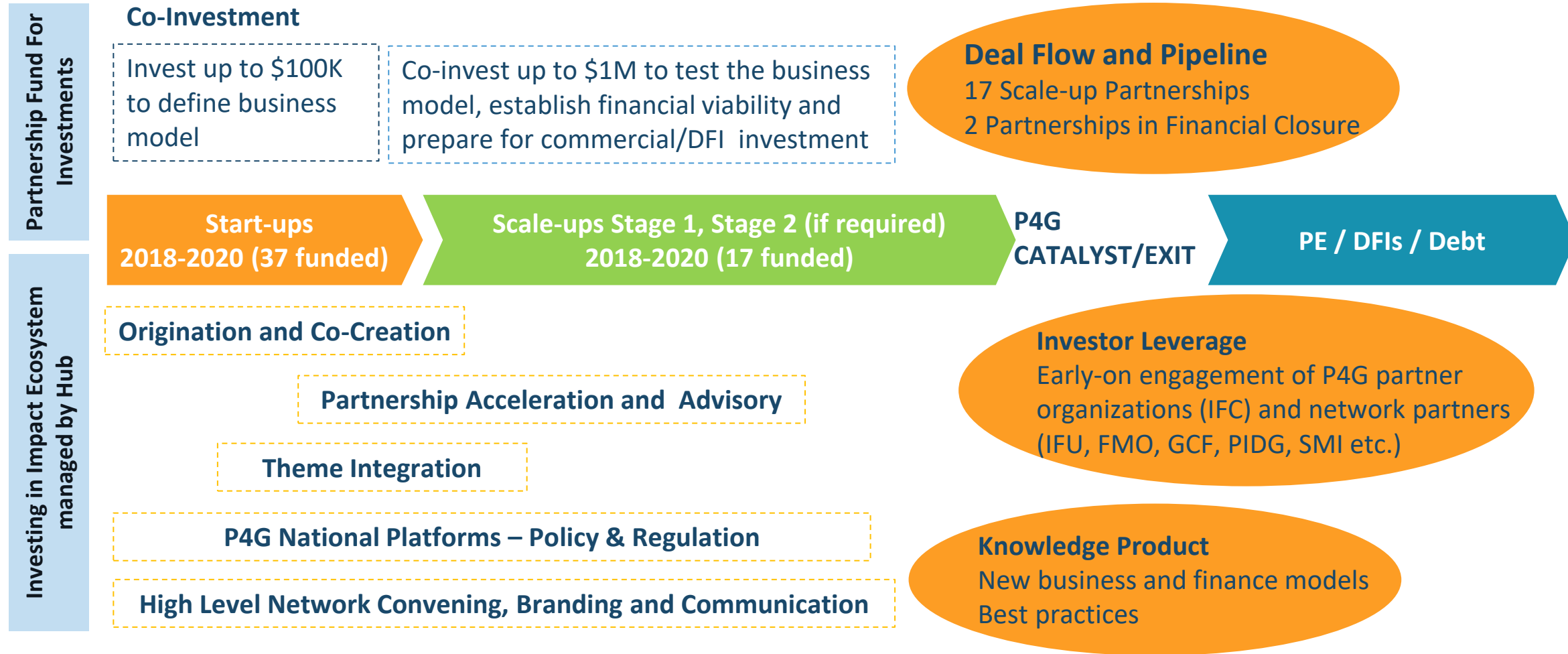


# P4G's Market Transformation Approach

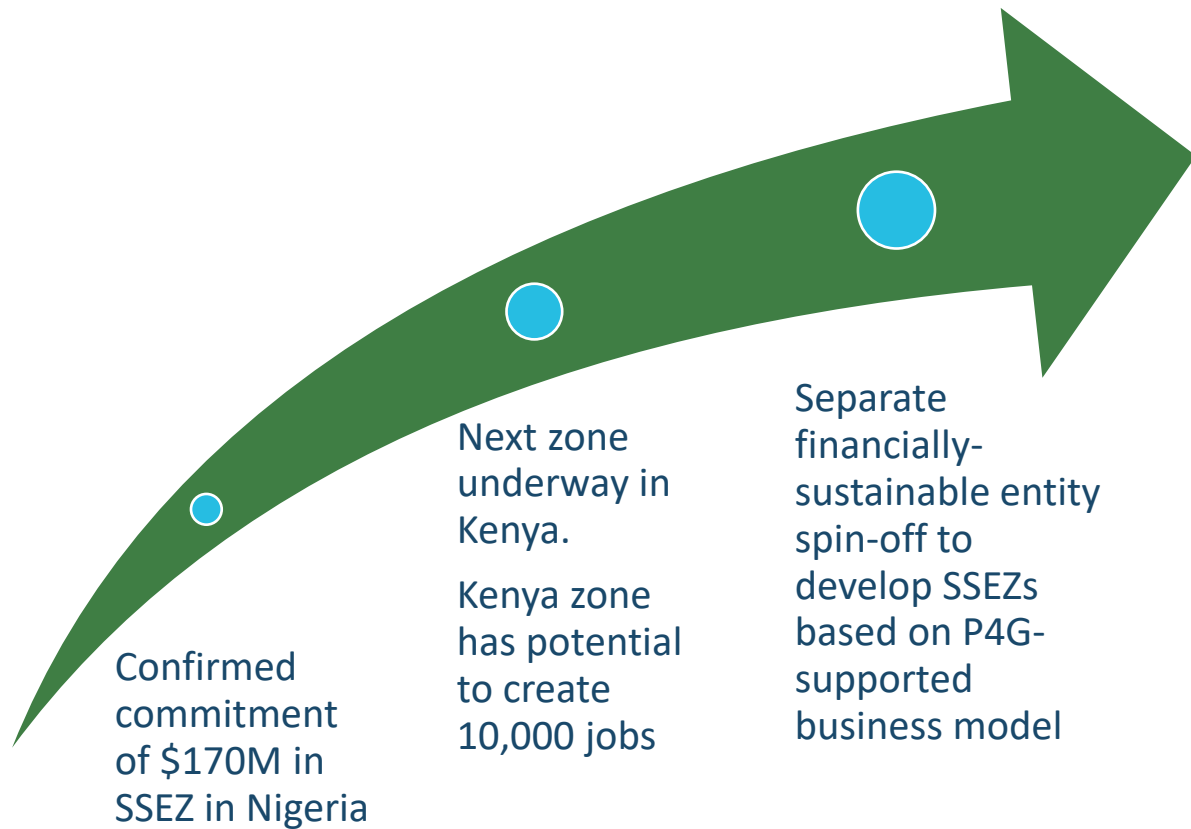
P4G invests in start-up and scale-up public-private partnerships pursuing innovative business models. Its approach of unlocking investments to achieve the SDGs, positions it uniquely in the global investment value chain.



# P4G Business Model



# Scaling for Market Transformation – SSEZ/SIC Partnership



- 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.

Themes	Areas of Focus Within Themes
<p><b>Energy Transition</b> (SDGs 7 &amp; 11) (Solutions within SDG 11 Cities may also fit in other themes)</p>	<ul style="list-style-type: none"> <li>• Zero emissions mobility</li> <li>• Distributed renewable energy and energy efficiency</li> <li>• Green hydrogen economy</li> <li>• Renewable energy supply and markets</li> <li>• Net zero buildings</li> <li>• Smart cities</li> </ul>
<p><b>Food and Agricultural Value Chain</b> (SDG 2)</p>	<ul style="list-style-type: none"> <li>• Aggregated smallholder standards for resilience and sustainability</li> <li>• Farm to market value chain</li> <li>• Post-harvest food loss and waste</li> <li>• Sustainably produced high-value or high-nutrition crops</li> <li>• High-value processing upstream in the supply chain</li> </ul>
<p><b>Zero Waste Green Industry</b> (SDG 12)</p>	<ul style="list-style-type: none"> <li>• Sustainable industrial zones and green industrial production</li> <li>• Industrial and commercial food loss and waste</li> <li>• Plastics and textiles recovery and recycling</li> <li>• Recycle, reuse and re-purpose, waste reduction</li> </ul>
<p><b>Digital Solutions for Water</b> (SDG 6)</p>	<ul style="list-style-type: none"> <li>• FinTech for water and sanitation</li> <li>• PAYGO and smart meters for water and sanitation</li> <li>• Smart technology for non-revenue water reductions</li> <li>• Combined insurance and finance solutions for resilience</li> </ul>

# 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
  - uMngeni EIP: ZA
  - Beverage Alliance: ET
  - IoT 4 Mekong Delta: VN
- 2018:
- Non-Rev Water : VN
  - Biz-Humanitarian Lab
- State-of-the-Art:
- 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
- 2019:
- Energy Efficiency Alliance: BD, ID, IN
  - Green 4 Access First Loss Facility: ET, KE, ZA
  - Solar Cow: ET
  - Smallholder Solar Pumps: ET
- 2018:
- Africa GreenCo: ZM, ZA
  - CEIA: CO, ID, VN
  - Global Distrib Collective
  - BEA: CO, MX
- State-of-the-Art:
- 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:
- ZEBRA: CL, CO, MX
- State-of-the-Art:
- Global Soot-Free Bus Fleets
  - SiMPLify
  - Net Zero Energy Homes: MX



- 2020:
- Circular Fashion Partnership: BD, ID, VN
  - Siklus Refill Solutions: ID
  - Smart Plastic Waste: ZA
- 2019:
- 3R Initiative: CO, ID
  - Post Consumer Resin: VN
- 2018:
- New Plastics Econ: KE
  - Sustainable SEZs: ET, KE, NG
  - Circular Retrofit of Industrial Parks
  - Food Delivery: ID
  - Material Marketplace: VN
- State-of-the-Art:
- Circular Fashion System Commitment
  - Next Wave Plastics
  - SCAP 2020: UK

# Governance

## P4G Partnerships



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Executive Committee

Global Hub  
with Regional Managers  
for Africa, Asia and  
Latin America

National Platforms

Engagement

Communication

Investments

Partnerships

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“Full list of P4G Board of Directors available at [www.p4gpartnerships.org](http://www.p4gpartnerships.org)”





# P4G Team

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## 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.