

Post-Fair Workshop: Pathways to Financing for SDG Investments

Date: Friday, April 26, 2024
Time: 09:15 to 12:00 pm EST
Location: UNHQ – Room S-1520 and online via [TEAMS LINK](#) to be provided.
Meeting ID: 369 385 238 289 | **Passcode:** PLB868

Background

The SDG Investment Fair, launched in 2018, has evolved from an annual event to a continuous platform for knowledge sharing and partnership building. It fills a gap in the marketplace with an inclusive space to network, exchange and kickstart engagements around investable opportunities in the SDGs that are presented by participating countries. To date, over 130 projects worth more than USD 50 billion have been showcased at the Fair, the majority of which have focused on sustainable infrastructure (particularly in transportation and housing/construction sectors), and clean energy. For cases and details, refer to the Fair [Portfolio Overview Report](#) and a recent information [brief](#).

Despite the high level of demand from Member States, lack of capacities in identifying, assessing, and preparing bankable sustainable investment projects as well as low understanding on how to access international capital markets and the prerequisites for private participation in public-backed infrastructure project finance, has hindered more accelerated SDG progress in many countries. While traditional financing instruments such as ‘green’ and other sustainability-linked bond, sukuk and loan products remain the most significant potential source of private investment for SDG action, many countries, particularly those in special circumstances, require greater practical know-how in the processes, requirements, and benchmarks required to utilize them at scale. Moreover, a stronger understanding of how to liaise with investors, credit rating agencies, guarantee agencies, and other capital market players more effectively would facilitate access to finance.

Objective

The purpose of this 3-hour workshop is to strengthen developing countries' capacities to mobilize private investment and finance their SDG projects. It will build countries' knowledge of alternative potential development financing sources and leveraging using public and private resources.

This workshop is organized into four modules: (Project Preparation, Debt Capital Markets, Project Finance Risk Management, and Storytelling and Execution). Workshop facilitators include, but not limited to, private and public sector practitioners in Project Finance, Debt Capital Markets and experts in regulation and legal.

Planners and government officials in developing countries in charge of investment project preparation and investment facilitation have also expressed the need to better understand the landscape of private financiers and development banks, to



more effectively access all available opportunities to mobilize resource and pre-investment support to realize their projects at the stage of pre-investment closure.

Participants:

The main audience for the workshop is representatives from participating Member States. It targets planning and investment officers responsible for conceptualizing, assessing, and promoting large-scale projects.

The event is by invitation only to country representatives that have engaged or plan to engage in the SDG Investment Fair platform to present investment-ready projects.

Agenda

Introduction / Welcome by UN DESA/FSDO (5 minutes)

- Why are we here?
- How can DESA and the UN help you reach your SDG financing goals?
- Overview of the sessions. Overview the agenda, introduce the facilitators and the goals

Facilitators: Mariangela Parra-Lancourt, Glenn Hodes & Cally Siderias

Session 1: An Overview of what good Project Preparation looks like?

Part 1A - (30 minutes)

- What are investors looking for?
- Investment requirements, proposed financial structure, expected finance that is to be provided or secured through other investors
- Profitability, ROI
- Sponsorship, management, and technical assistance – who are the sponsors, project partners
- Feasibility studies
- Overview of sources of funding
- Critical factors that determine market potential

- Management team and organization
- Timeline envisioned for preparation and project completion project
- Legal and Regulatory Framework (brief to be expanded in Session 3)

Part 1B – (10 minutes)

- Due Diligence and Impact Reporting



United Nations

Department of
Economic and
Social Affairs



**SDG
Investment**_{fair}

- How to ensure alignment with the SDGs and Tools to Help
 - Overview of UN-DESA Investment Readiness Self-Assessment Tool

Q&A Session (5 minutes)

Presenters: Christian Hansmeyer and Nandan Desai, Force for Good Initiative
Henry Shilling, Director, Sustainable Invest & UN-DESA/FSDO consultant
on sustainable finance

Break (5 minutes):

Session 2: Sources of Funding

Part 2A – (15 minutes)

Overview of Capital Markets and Ratings

Traditional Sources

- Debt financing options (commercial banks, project bonds)
- Equity financing options (sponsors, private equity, institutional investors)
- Multilateral agencies and development banks

Unpacking Standards for Bond Issuances

- Green/Thematic Bond Frameworks

Part 2B – (15 minutes)

Alternative Sources

- Debt financing options
 - Thematic Bonds



United Nations

Department of
Economic and
Social Affairs



**SDG
Investment**_{fair}

- Sukuks
- Private Placements
- Blended Finance
 - Case studies

Q&A Session (5 minutes)

Presenters: Cally Siderias and Glenn Hodes, UN-DESA/FSDO SEPIB Branch
Eva Sanchez-Ampudia, Emerging Markets Investors Alliance
Mohsin Sharif, ESG Investor Relations Specialist, Debt Capital Markets
Division, Islamic Development Bank

Break (5 minutes):

Session 3:

Risk Mitigation Instruments for Project Finance & Credit Enhancement:

What are the major investment risks? (20 minutes)

- Reputational Risks
- Environmental risks
- Country Risk
- Currency Risk
- Legal and regulatory (project finance) – main considerations and regulatory issues.
- Export Credit
- Guarantees – political vs. risk/credit.
 - The difference between partial and full guarantees.
 - Full/Partial Guarantees and credit rating notching
- Political Risk Insurance – role and actors
 - Key actors - MIGA, DFIC, etc.
 - Considerations in targeting and during project preparation

Q&A Session (10 minutes)

Instructor: Jared Joyce-Schleimer, Partner, Orrick
Keith Martin, Founder, Global Results and Sr. Consultant on Project
Finance & Risk Mitigation in Africa, the Middle East, and Latin America
(TBC)

Break (5 minutes):

Session 4

Execution and Storytelling for Impact (30 minutes)



- The power of storytelling in presentations.
- Crafting a compelling narrative around your SDG.
- Key Bottlenecks to inevitability?
 - Understanding Risk-Return from Investor point of view
 - Management vision for project from start to end.
- Who are the market participants interested in SDG aligned projects?
 - Asset Managers, Private Equity, Home Offices, Philanthropies
- Marketing Framework
 - What is a roadshow?
 - Perfecting the story telling and making it coherent for investors
 - Creating an Investor Relations team – why is it important to tell a consistent and concise story?
 - Consultation with key stakeholders to support various stages of the project
- Ensuring sustainable and inclusive development.
- Forming a cohesive team to execute and present the projects.
 - Role of an Investment Promotion Agency
 - Determining required skill sets
 - Determining project member availability/desire
 - Elimination of conflicts of interest

Q&A Session (10 minutes)

Instructors: Christian Hansmeyer and Nandan Desai, Force for Good Initiative
Cally Siderias and Henry Shilling, UN-DESA/FSDO SEPIB Branch
