

2024 PrivABoo Call for Pakistani SMEs

Terms and Conditions

Call Information

The [Private Adaptation Investment Bootcamp](#) (PrivABoo) supports growth-stage small- and medium-sized enterprises (SME) with adaptation & resilience solutions to raise capital and investment for entry into new markets or market segments and to scale-up for maximum development and climate change adaptation impacts. These solutions can be products, services, technologies or processes that help customers or other beneficiaries adapt to the impacts of climate change or build resilience. This [call for applications](#) aims to select companies for the 3rd PrivABoo SME Core Group (also called cohort) kicking off in July 2024.¹ Special consideration is given to inclusive and gender-relevant businesses.

PrivABoo will provide selected applicants (SME Core Group members) with technical assistance over a period of 18 months until the end of 2025 with the explicit objective to raise capital and investment by a professional investor or group of professional investors by the end of the program. SME Core Group members will benefit from a range of technical assistance and support measures, including targeted consulting and business support services, peer-learning on climate change adaptation and resilience and networking and capacity building for investor readiness.

Who can apply?

SMEs registered or operating in Pakistan that offer climate adaptation and resilience solutions and fulfil the eligibility criteria (see below).

What can you expect?

PrivABoo SME Core Group members ...

- Receive **one-on-one investment readiness support** from a business support service provider contracted by PrivABoo over a period of 18 months with the aim to enable your company to raise capital and investment by the end of the program and reach the “bankability” to be matched in the short to medium term with potential investors or funds. The expectation is that all SMEs graduating from the program are able to independently raise investment and engage with investors without further support. The investment readiness support includes

¹ The 1st PrivABoo SME Core Group (or 1st cohort) was formed in March 2022: 15 SMEs from Kenya and Nigeria were identified through a competitive call for applications for which ca. 130 applications were received. The selected SMEs receive investment readiness support provided by independent consultants and participate in a closed peer-learning program on climate change adaptation until December 2023. The 2nd PrivABoo SME Core Group (or 2nd cohort) has been formed in June 2023: 19 SMEs from Nigeria, Kenya, Rwanda, and Pakistan, were identified through a competitive call for applications. These SMEs were selected through a rigorous and transparent process and will receive investment readiness support provided by GreenTec Capital and participate in a closed peer-to-peer learning program on climate change adaptation until December 2024.

- needs assessment and action planning
- due-diligence, capacity building and training (one-on-one and group setting)
- investment exposure and deal facilitation
- Participate in a closed **peer-learning program on climate change adaptation & resilience** that is implemented by PrivABoo over a period of 18 months through a mix of formats (in-person workshops, virtual check-ins, networking support, conference sponsorship, e-learning modules). The focus is on building the SMEs' adaptation & resilience narrative and measuring and communicating adaptation impacts to external stakeholders. The tentative program foresees at least:
 - **Four** in-person PrivABoo SME Core Group meetings, workshop-format, duration ca. 5 days, location tbc.
 - **Two** in-person exposure events or participation in national / regional conferences s by impact investor forums or similar.
 - **Virtual** events such as topical training series, summer school, check-ins and online pitch & networking events

No direct grant funding will be provided to cohort members as part of the PrivABoo program. For in-person meetings and events, PrivABoo will cover conference fees, accommodation and meals, national transport (such as airport pick-up) and economy flight tickets for **up to two representatives** from each SME. Note that **no per diems** will be paid to participants for in-person events.

Commitments

The following commitments are required from the PrivABoo SME Core Group members during the implementation period:

1. CEO commitment to ensure active participation in the project for the two-year implementation period;
2. Nomination of a project contact person for PrivABoo team and the investment readiness support provider contracted by PrivABoo;
3. Nomination, dispatch and active participation of up to two full-time, qualified employees for in-person meetings and events (time commitment for four in-person meetings at least 6 days each, including travel and preparation);
4. Active participation in virtual events;
5. Commitment to collaborate with investment readiness support provider on a regular basis over 18 months (estimated time requirement is one working day per one full-time employee per month), share relevant business data and documents to support needs assessment and due diligence and facilitate on-site assessments;
6. Comply with quarterly and annual reporting throughout the project period;
7. Share learnings and best practices from project implementation to contribute to ongoing product iteration, case studies, thought pieces and the final project report.

How to apply?

- To apply, please complete the [application form](#) and send it to syed.mustafa@giz.de and josue.arguedas@giz.de.
- SMEs will receive a confirmation email afterwards.
- The deadline to apply is **Sunday, 16th June, 2024 at 23:59 CET**.

Eligibility Criteria

To be eligible to apply, applicants must meet the following criteria:

- ✓ Have read and understood the call's [terms and conditions](#).
- ✓ If selected, agree to the call's required commitments during the implementation period as laid out in the [terms and conditions](#).
- ✓ Be a small- and medium-sized enterprise (SME) with fewer than 250 employees, and a turnover of less than 50 million USD, or a balance sheet total of less than 43 million USD.
- ✓ Be registered or operating as an entity in Pakistan.
- ✓ Be at least growth-stage, meaning a minimum **viable product in the market and active customers**.
- ✓ Have a revenue average over the last two financial years of not less than 50,000 USD.
- ✓ Have a business solution or innovation that **helps others adapt to the impacts of climate change or build resilience**.

Selection Criteria

In addition to the eligibility criteria, applicants will be evaluated against

- ✓ **Business Model**
- ✓ **Financials**
- ✓ **Adaptation & Resilience Impact**²: demonstrated and measurable **adaptation & resilience benefits** generated by a business either (Type 1) by providing products, services and technologies to customers or users or (Type 2) through its production and internal or operational process
- ✓ **Inclusivity**: Provision of goods, services, and livelihoods on a commercially viable basis, either at scale or scalable, to people living at the base of the pyramid, making them part of the value chain of companies as customers, retailers, distributors (contribute to at least 25% of revenue) or suppliers (contribute to at least 25% of income).³
- ✓ **Gender Relevance**⁴
 - At least 51% women share in entrepreneurship, leadership or employment **OR**
 - Value Chain: Inclusion of women as a significant share (at least 51%) of the business value chain either as retailers, distributors or suppliers **OR**
 - Consumption: Products, services and technologies specifically or disproportionately benefit or target women

Special consideration is given to inclusive and gender-relevant businesses.

² The publication [Assessing the Adaptation Relevance of Businesses: A Selection of Tools](#) provides an overview of selected tools that businesses can use to identify climate risks and impacts in their regions and economic sectors, and a short guidance as to how this information can be used to build a company's narrative towards their adaptation relevance. Additionally, we suggest you practice building your adaptation impact hypothesis with [this free tool](#) (version: Adaptation projects which help cope with the effects of climate change) and browse the [Climate Metrics Guide](#) for different impact tools and frameworks on measuring the impact of climate small and growing businesses (SGBs).

³ <https://www.inclusivebusiness.net/IB-Universe/what-is-inclusive-business>

⁴ <https://www.2xchallenge.org/criteria>

Timeline

Stage	Due Date	Description
Online Application	16 June, 2024 (23:59 CET)	Complete and submit the application form
Application Review and Shortlisting	June, 2024	Online application to be reviewed against eligibility and selection criteria for shortlisting.
Interviews	June, 2024	Shortlisted applicants invited for ca. 15 min online interviews with selection panel.
Final Selection	5 July, 2024	Selected applicants will be contacted and invited to a kick-off event.
Kick-Off	July 2024 (tbc)	3 rd PrivABoo SME Core Group kick-off event (virtual or in person)
Implementation	... until 31 December 2025	PrivABoo technical assistance and support measures to core group members implemented.

FAQ and Resources

Please read all resources below before starting your application.

- Further reading and literature on the topic of private adaptation finance is provided [here](#).
- For further questions, please contact syed.mustafa@giz.de and josue.arguedas@giz.de

Project Background

The [Deutsche Gesellschaft für Internationale Zusammenarbeit \(GIZ\) GmbH](#), on behalf of the [Federal Ministry for Economic Cooperation and Development](#), is implementing a project on Private Adaptation Finance until the end of 2025, which aims to mobilize investment in private sector solutions for climate change adaptation & resilience.

The [Private Adaptation Investment Bootcamp](#) (PrivABoo) addresses the challenges of the private sector in financing growth-stage small- and medium-sized enterprises that offer innovative, adaptation-relevant technologies, products or services (“Adaptation SMEs”) by providing individual technical assistance and tailored investment readiness support, and connecting SMEs with investors who want to build a portfolio in climate change adaptation & resilience. In addition, we also offer a peer-learning approach targeting practitioners (SMEs, investors, accelerators, entrepreneurs, start-ups, ...) at various stages of climate change adaptation investments and finance, mixing & matching different learning formats (networking, dialogue, training and individual technical assistance), with the aim to

- ✓ Equip SMEs and Impact investors with tools, information, and skills to scale up SMEs with business models in the field of climate change adaptation
- ✓ Build a network that enables knowledge sharing, business creation and acceleration, and innovation partnerships for climate change adaptation
- ✓ Develop a scalable approach to promote private adaptation investments

For more information, please contact denise.engel@giz.de or visit www.adaptationcommunity.net/private-sector-adaptation.