



PrivABoo

PrivABoo Module on Financing Opportunities for Adaptation SMEs

Training Manual

Implemented by:

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1. Introduction

Brief overview of the training

Given the potentially high sustainable development impact of climate adaptation ventures, there is a growing interest from impact investors in climate change adaptation. Awareness of and access to tangible investment opportunities still remain limited. According to the Global Risk Institute¹, investors struggle to assess the climate resilience of businesses and evaluate their investment portfolios in the context of adaptation to climate change. This poses a challenge for innovators and entrepreneurs to find funding opportunities, which is especially relevant for adaptation-relevant Small and Medium-Sized Enterprises (SMEs). They may struggle to access investments that allow them to sustain and grow their adaptation business models.

Many adaptation SMEs struggle to identify the most suitable financing pathways due to limited exposure to investors and a lack of understanding of what different funders look for. By strengthening their capacity to recognize relevant financing opportunities, assess investor requirements, and navigate the broader impact financing ecosystem, these SMEs can position themselves more strategically for investment. This improved readiness enables them to approach the right financiers with confidence, align their business models with investor expectations, and ultimately increase their chances of securing climate adaptation financing. This training is designed to equip Adaptation SMEs with the skills to tackle these challenges.

The Private Adaptation Investment Bootcamp (PrivABoo)

The training module has been developed as part of the Private Adaptation Investment Bootcamp (PrivABoo). PrivABoo is a peer-learning approach targeting practitioners (entrepreneurs, start-ups, companies, investors, accelerators, enterprise support organizations, ...) at various stages of climate change adaptation investments and finance, mixing & matching different learning formats (networking, dialogue, training and individual advisory services), with the aim to equip small- and medium-sized enterprises (SMEs) and impact investors with tools, information, and skills to scale up SMEs with business models in the field of climate change adaptation & resilience, build a network that enables knowledge sharing, business creation and acceleration, and innovation partnerships, and develop a scalable approach to promote private adaptation finance and investments.

PrivABoo is a product of the project Private Adaptation Finance (part of the global GIZ climate project NDC Assist II), which is implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, on behalf of the German Federal Ministry for Economic Cooperation and Development, until the end of 2025.

¹ ¹ Global Risk Institute. (2020). Managing Climate Risk: The Implications for Investors. Retrieved from <https://globalriskinstitute.org/publications/managing-climate-risk-the-implications-for-investors/>

2. Workshop Objectives

The aim is to equip Adaptation SMEs with the skills to identify suitable financing opportunities, understand investor requirements, and navigate the impact financing ecosystem effectively.

The Module on Financing Opportunities for Adaptation SMEs and peer-exchange will focus on:

- helping SMEs to gain a better understanding of available funding sources and financing opportunities for Adaptation SMEs.
- supporting SMEs in understanding how to find the right investor and funding instruments based on their business case, current status, needs, and goals.
- providing SMEs with the knowledge and tools they need to access funding, navigate the financial ecosystem, and drive sustainable climate adaptation initiatives.

Expected key takeaways

- ✓ Participants can identify suitable sources of funding for their adaptation initiatives.
- ✓ SMEs can identify the right criteria to find the right investor for their venture.
- ✓ SMEs have access to an overview of different tools, databases, and resources that they can use to identify financing opportunities
- ✓ SMEs can identify and map the Impact financing ecosystem within their country and regions

3. Product Overview

This Financing Opportunities for Adaptation SMEs module is composed of **two and a half days in-person workshop**. The **sessions** are focused on technical inputs and learning, alongside peer exchange and the development of concrete plans to access funds. The sessions are also accompanied by individual assignments tailored to the respective SMEs and the preparation of materials for the peer learning sessions.

Day 1: Adaptation Narrative Recap & Identifying Financing Opportunities for SMEs

Objective: SMEs recap and understand the main concepts and the learnings from the PrivABoo Modules. They understand the basics of different financial mechanisms and their implications, through concepts to practical examples.

Key Components:

- Introduction to climate finance: debt, equity, venture debt, risk transfer/sharing instruments and mechanisms, and other financial instruments.
- Criteria for selecting financial instruments.
- Overview and Identification of other sources of funding and revenue-generating activities for climate adaptation projects, innovative or alternative sources of funding.

Day 2: Accessing Climate Finance Resources

Objective: SMEs will be equipped with the knowledge and tools to identify the right investors and financing instruments that match their business model, stage, needs, and goals, enabling them to access funding effectively, navigate the financial ecosystem, and advance sustainable climate adaptation initiatives. **Key Components:**

- Fundraising journey and experience from SMEs.
- Successful fundraising & gap analysis.
- Climate Investor Landscape & Impact Investment for Adaptation SMEs.

Day 3: SMEs Action Plan

Objective: SMEs will develop their 18-month growth plans by identifying how they can leverage PrivABoo to advance their next phase of development. **Key Components:**

- SMEs Action Plans.
- Reflection on the key findings

In-Person Module on Financing Opportunities for Adaptation SMEs

- **Hands-on exercises with real business cases.**
- **See section 7. Exercises & Activities, for more details on the dynamics to develop.**

The exercises In-person workshop meetings are designed to be conducted in groups of 5-6 SMEs. This depends on the number of facilitators and the physical capacities of the workshop venue. Breakout rooms are recommended so that each group can practice the group dynamics in separate rooms.

4. Training Methods

To enhance participant engagement and learning, the Workshop uses a variety of interactive methods. The sessions include Icebreakers, where participants share a short personal experience related to adaptation, fostering connection, and setting the stage for discussion. Case Study Analysis is included, where participants review a successful adaptation communication strategy, gaining insights into effective messaging and stakeholder engagement. Through Role Play, participants practice delivering key messages to different stakeholders, refining their communication skills in a realistic setting. Lastly, a Workshop Design Exercise allows participants to apply their learning by developing a mini-adaptation communication plan, ensuring practical application and a deeper understanding of the concepts discussed.

The sessions encompass the following training methods:

- **Lecture:** Provide theoretical knowledge and key concepts.
- **Group Discussion:** Encourage exchange of ideas and peer learning
- **Case Studies:** Analyze and develop examples based on the participants' companies.
- **Role-Playing:** Simulate practical application of communication skills
- **Hands-on Exercises:** Engage in practical activities to reinforce learning
- **Peer learning presentation:** Participants share their results of an exercise or group work with the plenary
- **Guest Speaker Sessions:** Gain insights and inspiration from experienced practitioners, including entrepreneurs, investors, and industry experts.

Such elements should also be considered:

- **Cultural Sensitivity & Inclusivity:** Participants may come from diverse backgrounds and contexts. Encourage open discussions while respecting different perspectives on climate adaptation.
- **Tailoring Content:** Adapt the training materials to suit the specific knowledge level and expertise of the participants and their contexts in their countries.

5. Agenda & Schedule

Please find below the proposed times and durations for every session and its respective topics to develop (You can find the agenda as an individual document in the [Exercises and Materials](#) folder that comes with this training manual).

Part II: In-Person Meeting

General remarks before the in-person workshop:

- Send invitations and reminders to participants;
- Share the agenda and logistical details with participants;
- Give specific recommendations regarding accommodation, transfers, meals, and travel arrangements; organise and coordinate something, if required;
- Decide if you want to organise a dinner for the whole group or not;
- You can find all background information and contents in the PowerPoint in the Exercise & Material folder.

Arrival Day Add Date– Arrival of participants

Time	Activity / Topics	Place
13:00	Check-in After arriving, participants head to their accommodation.	Hotel

Day 1 Add Date –Recap & Identifying Financing Opportunities for SMEs

Time	Activity / Topics	Place
8.30	Participant registration.	Foyer
9:00	Plenary Session: Opening Formal opening of the meeting, followed by an introduction to the program and the specific goals and outcomes of the day.	Plenary
9:30	Participants Introduction & Expectations. Facilitators facilitate the introduction dynamic where the SMEs get to know each other and discuss: <ul style="list-style-type: none"> • About the discussed expectations and how to meet them. • Their Adaptation Relevance. 	Plenary
10:30	Coffee break	
11:00	1st Session: Recap and harness the learnings from the Training Modules. Quick Recap by Facilitators followed by a Quiz: <ul style="list-style-type: none"> • Adaptation Narrative • Impact Measurement • Communication • Gender Mainstreaming • Quiz 	Plenary

	Plenary discussion with the SMEs on key outcomes of each topic.	
12:30	2nd Session: Current State of SMEs SMEs discuss where they were , where they are now . In terms of: <ul style="list-style-type: none"> • Addressing climate adaptation challenges • Governance • Training • Impact measurement and communication • Partnerships • Investment readiness • Gender lenses for their business • Climate adaptation financing, funds raised, investment exposure. Etc. SMEs prepare posters individually and present them in peer groups.	Breakout rooms
13:00	Lunch	
14:00	2nd Session: Current State of SMEs Continuation on SMEs discussion on where they were , where they are now . SMEs prepare and present them in peer groups.	Breakout rooms
15:30	Coffee break	
16:00	3rd Session: Overview of Financing Opportunities for SMEs Facilitators provide an overview of different Financing Opportunities for SMEs <ul style="list-style-type: none"> • Introduction to climate finance: debt, equity, venture debt, risk transfer/sharing instruments and mechanisms, and other financial instruments. • Criteria for selecting financial instruments. Overview and Identification of other sources of funding and revenue-generating activities for climate adaptation projects , innovative or alternative sources of funding.	Plenary
17:00	Closing of the session and reflection on the key findings of the day	Plenary

Day 2 Add Date – Accessing Climate Finance Resources

Time	Activity / Topics	Place
9:00	Plenary Session: Opening <ul style="list-style-type: none"> • Introduction of the agenda and expected outcomes of the day. • Reflections on the previous day's learnings. 	Plenary
9:30	4th Session: Fundraising journey and experience from SMEs SMEs reflect on the lessons, insights, opportunities, and challenges they face when closing funding and investment deals. <ul style="list-style-type: none"> • Successful fundraising & gap analysis • Companies that received investments: share learnings, resources / Q&A, dos & don'ts. • Companies that didn't: develop a gap analysis. SMEs prepare posters individually.	Breakout rooms
10:30	Coffee break	

10:50	4th Session: Fundraising journey and experience from SMEs SMEs present posters in peer groups; groups collect the most important experiences on a poster. SMEs discuss their main findings and reflections in the plenary room, followed by a Virtual Input from SME on their Fundraising Journey .	Breakout rooms
13:00	Lunch	
14:00	5th Session: Climate Investor Landscape & Impact Investment for Adaptation SMEs <ul style="list-style-type: none"> • The Climate Investor Landscape and Sources of funding for climate adaptation projects • Finding the right investor (criteria, credibility, greenwashing) • Impact financing ecosystem mapping dynamic Facilitators provide an overview as well about different tools, databases, and resources that the SMEs can use to identify financing opportunities in their region.	Plenary
15:30	Coffee Break	
16:00	Closing of the session and reflection on the key findings of the day	Plenary

Day 3 Add Date – SMEs Working session

Time	Activity / Topics	Place
9:00	Plenary Session: Opening <ul style="list-style-type: none"> • Introduction of the agenda and expected outcomes of the day. • Reflections on the previous day's learnings. 	Plenary
09:20	7th Session: Future Plans, Develop an Action Plan for the next 18 months. SMEs develop their plans for the next 18 months in their peer groups. How do you intend to leverage PrivABoo for the next phase of your business? For training, perhaps building sustainable partnerships for growth, addressing challenges specific to climate adaptation businesses, or climate adaptation financing, fundraising.	Breakout rooms
10:30	Coffee Break	
10:50	Continuation of 7th Session: Future Plans, Develop an Action Plan for the next 18 months. SMEs present their plans for the next 18 months in their peer groups.	Breakout rooms
12:00	Closing Remarks & Outlook <ul style="list-style-type: none"> • Reflection on the key findings of the workshop and program • End-of-programme evaluation. • Award of certificates for completion of the program • Group photo. 	Plenary
13:00	Lunch	



Departure Day, Add Date

Participants' departure to the airport and/or destinations.

6. Classroom Guidelines

Establish Ground Rules for a Collaborative Learning Environment

To create a productive and inclusive learning space, it is essential to establish ground rules at the beginning of the training. These rules should be agreed upon by participants to ensure a respectful and engaging environment. Some suggested ground rules include:

- Listen actively and respectfully to others.
- Encourage open and honest discussions.
- Be mindful of speaking time to allow everyone to contribute.
- Maintain confidentiality where necessary to create a safe space.
- Keep mobile phones on silent and minimize distractions.
- Approach disagreements with curiosity rather than conflict.

Trainers should facilitate a discussion with participants to co-create and document these ground rules, making sure they are visible throughout the training.

Encourage Active Participation, Peer Learning, and Respect for Diverse Perspectives

A successful training session relies on active engagement from all participants. To foster this, trainers should:

- Use a variety of interactive techniques such as group discussions, role-playing, and hands-on exercises.
- Encourage participants to share their experiences, insights, and perspectives.
- **Promote peer learning** by fostering collaboration and knowledge-sharing among participants.
- Create an inclusive atmosphere by ensuring that all voices are heard and valued.
- Respect different learning styles by balancing lectures with participatory activities.
- Provide opportunities for reflection and peer feedback.

Peer learning plays a crucial role in reinforcing concepts and enhancing practical understanding. By exchanging insights and best practices, participants can collectively strengthen their adaptation impact strategies.

Use Visual Aids and Storytelling for Effective Communication

Visual aids and storytelling techniques can enhance understanding and retention of key concepts. Trainers should:

- Use slides, infographics, and videos to present complex ideas in a clear and engaging way.
- Incorporate real-life case studies and success stories to illustrate key points.
- Encourage participants to share their own experiences through structured storytelling exercises.
- Utilize charts, diagrams, and other visual elements to simplify data-heavy content.
- Adapt visual and storytelling techniques to suit the audience's needs and preferences.

By integrating these methods, trainers can make the learning experience more engaging, relatable, and impactful.

7. Exercises, Activities, Case Studies & Assignments Overview

In this section of the manual, the facilitators can find all the materials and exercises that participants should prepare before the sessions, during the in-person meeting, and after the workshop. Materials are divided according to the activities.

Preparation Exercises and Materials

7.1 In-Person Meeting Preparation

Proceed to ask all participating SMEs **to prepare for the discussions by:**

- **Focusing on Measuring adaptation impact**, checking out the following resources:
 - Revisit the material and information from the previous Core Group meetings on the topics of Adaptation Narrative, Impact Measurement, Communication, and Gender Mainstreaming.
 - Check the preparation materials guide. Bring a draft version of the exercises; this will help us advance some work and make the best use of the time during the workshop.

In order to be able to make the most out of the in-person meeting, proceed to ask all participating SMEs to bring a draft of their:

- 2. Current State of SMEs.
- 3. Fundraising Journey / Gap Analysis.
- 4. SMEs Future plans

7.2 During In-Person Meeting

The previous and following exercises can be found inside the Workshop Background Slides. Every exercise comes with its respective indications.

- Previous exercises will be developed as well during the workshop.
- 5. Mapping the Climate Investment Landscape

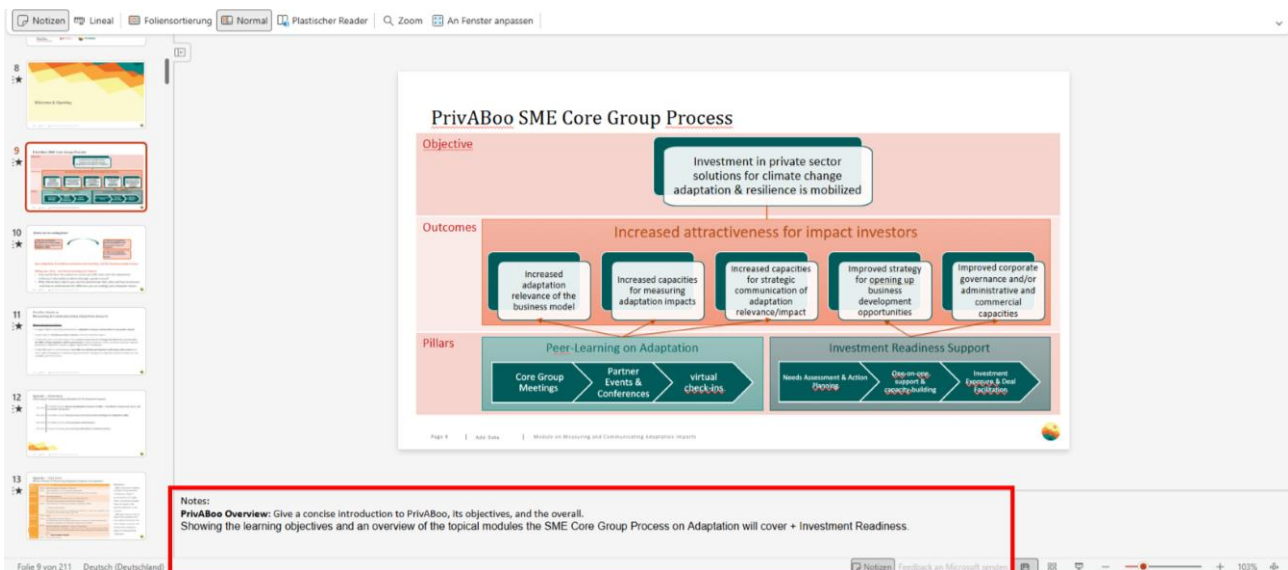
7.3 At the end of the In-Person Meeting

- 6. Feedback questionnaire.

8. Presentation Notes and Running Orders for Trainers

8.1 Background slides

The Background Slides for the Online Sessions and the In-Person Meeting are designed to provide trainers with a structured approach to providing content efficiently. For the **online sessions**, the **slides contain notes and instructions**, as shown below in the red frame, providing essential guidance for facilitators on developing both short and long training sessions, ensuring key messages are conveyed clearly, and incorporating interactive elements to enhance participant engagement. Trainers should use the slides as a foundation but adapt them as needed to fit the audience's level of expertise and engagement style.



The screenshot shows a presentation slide titled "PrivABoo SME Core Group Process". The slide is divided into three main sections: Objective, Outcomes, and Pillars. The Objective section states: "Investment in private sector solutions for climate change adaptation & resilience is mobilized". The Outcomes section, titled "Increased attractiveness for impact investors", lists five outcomes: "Increased adaptation relevance of the business model", "Increased capacities for measuring adaptation impacts", "Increased capacities for strategic communication of adaptation relevance/impact", "Improved strategy for opening up business development opportunities", and "Improved corporate governance and/or administrative and commercial capacities". The Pillars section is divided into two main pillars: "Peer-Learning on Adaptation" (with sub-points: Core Group Meetings, Partner Events & Conferences, Virtual Check-ins) and "Investment Readiness Support" (with sub-points: Needs Assessment & Action Planning, Organizational Support & Capacity Building, Investment Exposure & Deal Enrichment). At the bottom of the slide, a red frame highlights a "Notes" section. The notes read: "PrivABoo Overview: Give a concise introduction to PrivABoo, its objectives, and the overall. Showing the learning objectives and an overview of the topical modules the SME Core Group Process on Adaptation will cover + Investment Readiness."

8.2 Facilitator Running Orders

For the **in-person meeting**, facilitators will use Running Orders as a structured guide to effectively conduct the workshop. These Running Orders serve as a key tool, outlining the flow of activities, required materials, and exercises to be executed at specific times. They also include key remarks, messages, and essential information that participants need to develop throughout the workshop, ensuring a smooth and impactful learning experience.

9. Evaluation & Follow-Up

Evaluation is a crucial component of the training process as it allows both trainers and participants to assess the effectiveness of the workshop, identify key takeaways, and highlight areas for improvement. Gathering feedback helps ensure that learning objectives are met and provides insights for refining future training sessions. Additionally, evaluation fosters a culture of continuous learning by encouraging participants to reflect on their progress and how they can apply the acquired knowledge and skills in their professional contexts.

For this purpose, 2 key activities are defined.

- **Review and recap session:** at the end of the workshop where participants should discuss personal key learnings and findings from the workshop, and which next steps they can implement to establish or further develop the impact measurement and communication at the level of their companies.
- **Feedback Questionnaire:** Collect insights on workshop effectiveness.

10. Other recommended Handouts & Resources

Facilitators can send the following materials to participants before online sessions and in-person meetings to help them familiarize themselves with key concepts that will be covered during the workshop. These materials not only support participants in building a foundational understanding but also provide facilitators with deeper insights, enhancing their ability to guide discussions and address questions effectively.

- GIZ (2024). Private Capital Financing Options for Climate Relevant SMEs and Startups Beyond Equity Deals.
<https://www.adaptationcommunity.net/publications/private-capital-financing-options-for-climate-relevant-smes-and-startups-beyond-equity-deals/>
- GIZ (2025). Funding Landscape and Opportunities for SMEs and Startups in Pakistan's Climate Sector.
<https://www.adaptationcommunity.net/publications/pakistan-funding-landscape/>
- The Climate Policy Initiative (2024). Building Financial Instruments for Climate Adaptation.
<https://www.climatefinancelab.org/wp-content/uploads/2024/12/Building-Financial-Instruments-for-Climate-Adaptation.pdf>

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PrivABoo Module on Financing Opportunities for Adaptation SMEs

Training Manual



Implemented by:



Introduction: Note to trainers

- **Growing Demand for Adaptation Finance:** Investors and development financiers are increasingly seeking high-impact adaptation solutions, creating significant opportunities for SMEs positioned in this space.
- **Knowledge Gaps in Financing Options:** Many adaptation SMEs lack clarity on the types of financing available and struggle to determine which instruments best match their business models and growth stage.
- **Investor Expectations & Requirements:** SMEs often face challenges in understanding what investors look for, including financial performance, scalability, climate rationale, and impact potential, making it difficult to present compelling investment cases.
- **Challenges Navigating the Ecosystem:** The impact financing landscape is complex and fragmented. Limited networks and exposure hinder SMEs from connecting with relevant investors and accessing specialized adaptation finance mechanisms.
- **Importance of Accurate Impact Communication:** Understanding key principles and best practices in adaptation impact measurement is crucial for securing investment.
- **Funding Barriers for SMEs:** Adaptation-focused SMEs often struggle to secure investment needed for growth and sustainability.



Toolkit Introduction: Objective & Target Group

The aim is to equip Adaptation SMEs with the skills to identify suitable financing opportunities, understand investor requirements, and navigate the impact financing ecosystem effectively.

The Module on Financing Opportunities for Adaptation SMEs and peer-exchange will focus on:

- helping SMEs to gain a better understanding of available funding sources and financing opportunities for Adaptation SMEs.
- supporting SMEs in understanding how to find the right investor and funding instruments based on their business case, current status, needs and goals.
- providing SMEs with the knowledge and tools they need to access funding, navigate the financial ecosystem, and drive sustainable climate adaptation initiatives.



Introduction: Sub-Modules / Sessions

Day 1: Adaptation Narrative Recap & Identifying Financing Opportunities for SMEs

Objective: SMEs recap and understand the main concepts and the learnings from the PrivABoo Modules. They understand the basic of different financial mechanisms and its implications, through concepts to practical examples.

Day 2: Accessing Climate Finance Resources

Objective: SMEs will be equipped with the knowledge and tools to identify the right investors and financing instruments that match their business model, stage, needs, and goals, enabling them to access funding effectively, navigate the financial ecosystem, and advance sustainable climate adaptation initiatives.

Day 3: SMEs Action Plan

Objective: : SMEs will develop their 18-month growth plans by identifying how they can leverage PrivABoo to advance their next phase of development

OUTPUTS

Fundraising
Journey

Impact financing
ecosystem mapping

Gap Analysis

SMEs Action Plan



Agenda – Overview

Financing Opportunities for Adaptation SMEs

Add Date | Day 1, **Adaptation Narrative Recap & Identifying Financing Opportunities for SMEs**

Add Date | Day 2, **Accessing Climate Finance Resources**

Add Date | Day 3, **SMEs Action Plan**



How to use this Training Manual, Exercises & Materials

Each sub-module includes:

1. Info Pages

These pages elaborate on theories, concepts, and relevant content to the topic. During the workshop, the facilitator will guide you through some of this content, and the rest will be available for your own reading and reference.



2. Exercises *

Engage in exercises to develop your own assessments, evaluations, plans, or strategies using the provided examples. Detailed instructions accompany each exercise, helping you apply the tools effectively. These exercises will be utilised during the in-person workshop and assigned as homework.



3. Interactive activities *

Participate in collaborative activities during the in-person workshop.



* Materials can be found in the **Exercises and Materials** folder that comes with this Manual.



Welcome to the PrivABoo Module on Financing Opportunities for Adaptation SMEs

Add Date



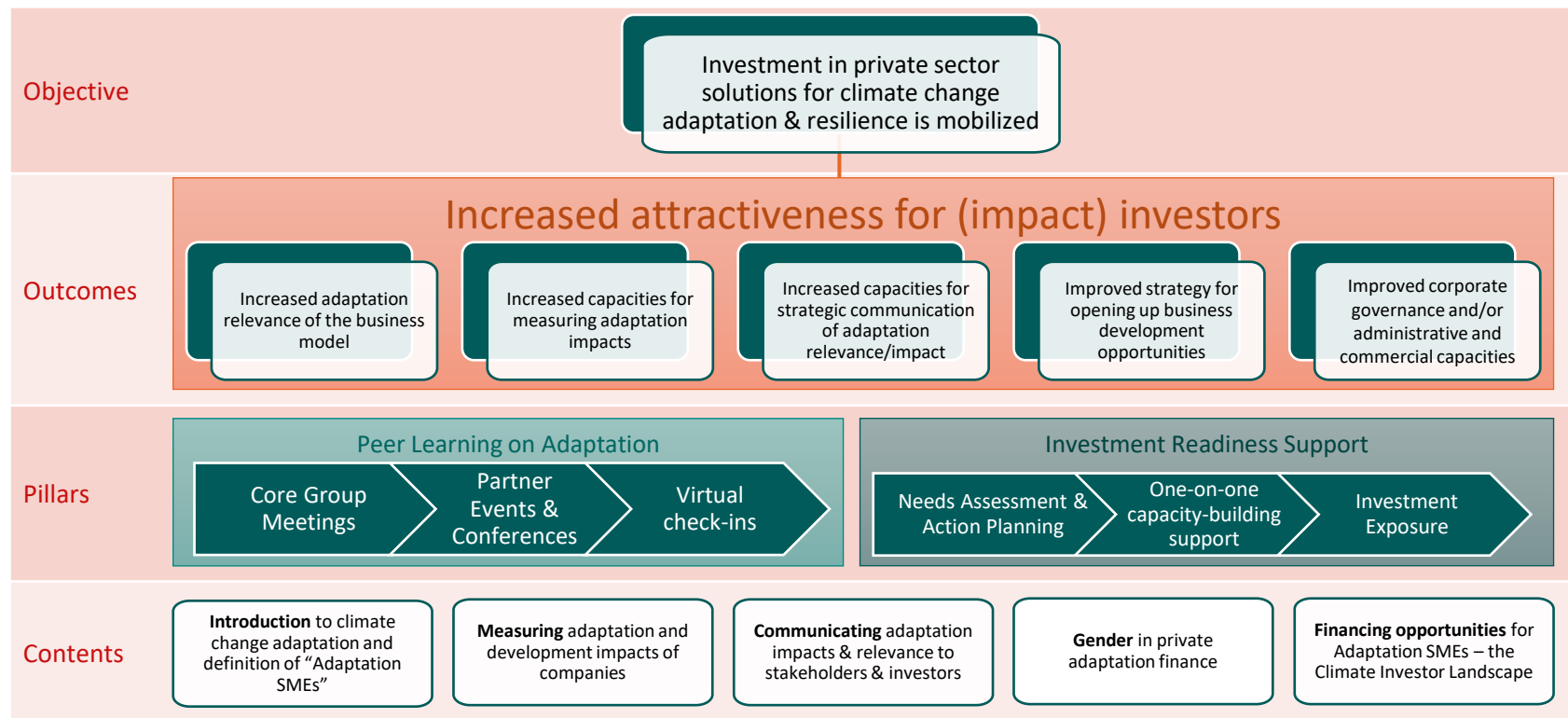
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Welcome & Opening

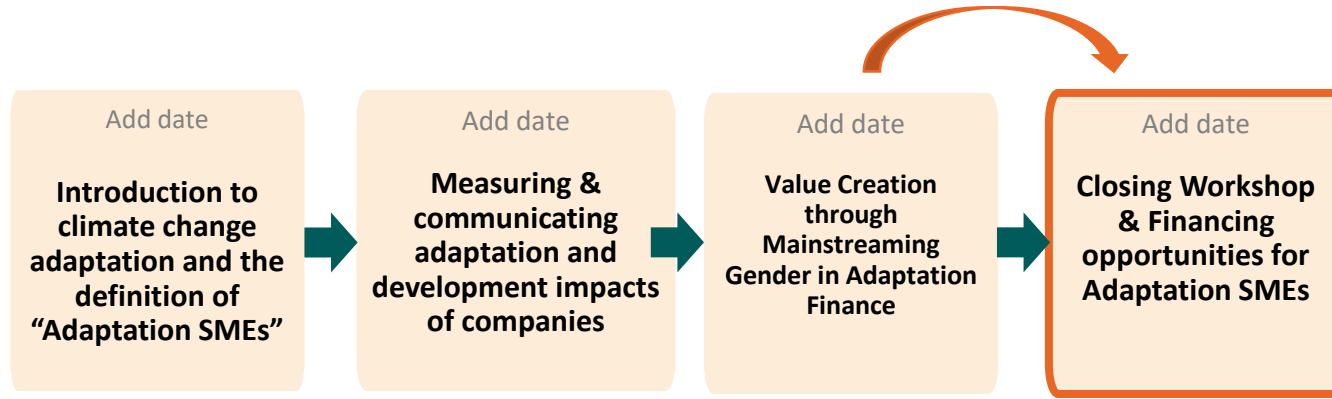


PrivABoo SME Core Group Process



Where are we coming from? & Next Steps

PrivABoo – Peer Learning on Adaptation



Workshop Content – Overview

Financing Opportunities for Adaptation SMEs



Add Date

PrivABoo Recap & Identifying Financing Opportunities for SMEs

- Recap and harness the learnings from the PrivABoo journey
- Current State of SMEs
- Overview of Financing Opportunities for SMEs

Add Date

Accessing Climate Finance Resources

- Fundraising journey and experience from SMEs
- Climate Investor Landscape & Impact Investment for Adaptation SMEs

Add Date

SMEs Working session, Practitioners Networking and Excursion

- SMEs Future Plans
- Closing Session



Financing Opportunities for Adaptation SMEs & Program Closure

What do we want to achieve?

- Recap and harness the learnings from your PrivABoo journey
- Help you gain a better understanding of available funding sources and financing opportunities for Adaptation SMEs
- Support you in understanding how to find the right investor and funding instruments based on your business case, current status, needs and goals
- Provide you with the knowledge and tools SMEs need to access funding, navigate the financial ecosystem, and drive sustainable climate adaptation initiatives



Agenda – Add Date

Recap & Identifying Financing Opportunities for SMEs

- 09:00 | **Welcoming remarks;** Introduction to the agenda
- 09:30 | **Participants catch up & expectations**
- 10:30 | **Coffee Break**
- 11:00 | **1st Session:** Recap and harness the learnings from the PrivABoo journey
- 12:30 | **2nd Session:** Current State of SMEs
- 13:00 | **Lunch**
- 14:00 | **Continuation: 2nd Session:** Current State of SMEs
- 15:30 | **Coffee Break**
- 16:00 | **3rd Session:** Overview of Financing Opportunities for SMEs
- 17:00 | **Closing of session and reflection on the key findings of the day**



Participants' Introduction





SMEs introduction

- We have participants from different cohorts!
- Introduction Dynamic.





Plenary Discussion

- The adaptation relevance of their own business model or that of another SME
- Something new they learnt in this session
- Their expectations for this meeting
- Key lessons learnt at any point in the PrivABoo process
- Any challenges, questions, or points of confusion to be resolved





Coffee Break

20 mins





1st Session

Recap and harness the learnings from the PrivABoo journey





PrivABoo Learnings Recap

- Adaptation Narrative
- Impact Measurement
- Communication
- Gender

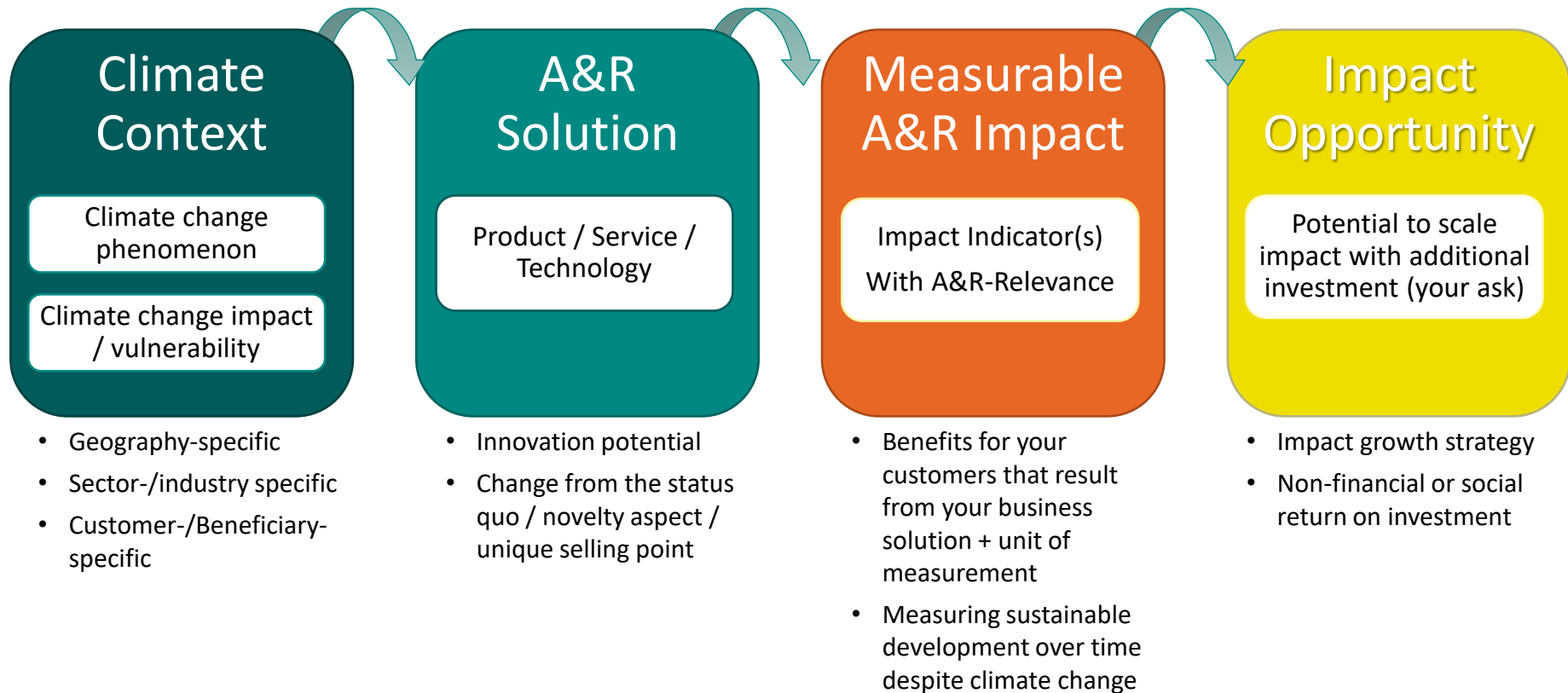


Climate Mitigation vs Climate Adaptation

Climate Mitigation	Climate Adaptation
Objective: Address the <u>root cause</u> of climate change by reducing greenhouse gas emissions .	Objective: <u>Deal with the effects</u> of climate change and <u>reduce risks</u> to people and businesses.
Focus: Prevent further damage by lowering emissions and avoiding negative climate impacts.	Focus: Adjust to and thrive despite changing climate conditions, reducing vulnerability.
Examples: Use of renewable energy (solar, wind), carbon capture technologies, cleaner transportation options.	Examples: Implement drought-resistant crops, improve flood defenses, develop disaster management strategies.
How it's measured: Through reductions in greenhouse gas emissions (CO₂, methane) , measured in metric tons. Also tracked via energy efficiency and carbon intensity of activities.	How it's measured: By assessing resilience and vulnerability. This includes the reduction in damage from extreme weather events , infrastructure adaptation, and improved readiness for future climate risks.



Developing an Adaptation Narrative for your Business



Adaptation Narrative: Climate Context

Climate change: The science is clear



Large parts of Pakistan were left underwater in 2022. Abdul Majeed / EU Civil Protection and Humanitarian Aid, Flickr

Two years on, Pakistan is still reeling from its worst-ever floods

Communities struggle to rebuild from 2022 catastrophe

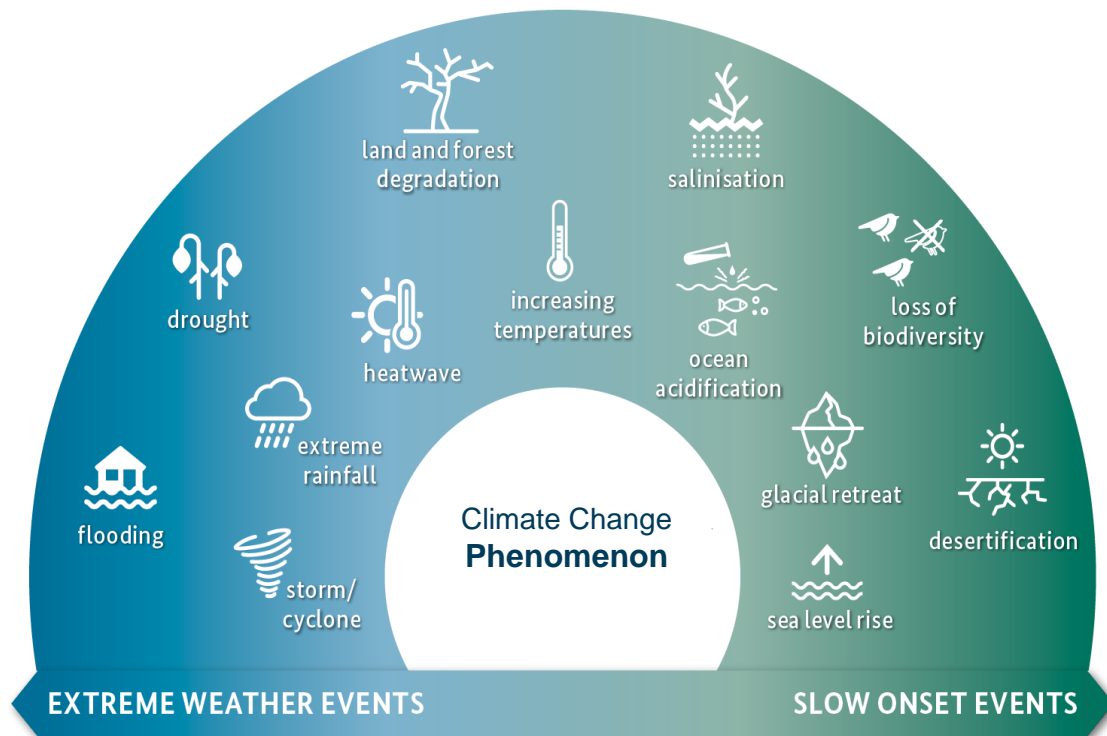


Fiji's sinking islands

Rising sea levels have forced several hundred villages in the South Pacific archipelago to relocate to higher ground or to other islands. It's a painful step for many islanders.



Adaptation Narrative: Climate Context



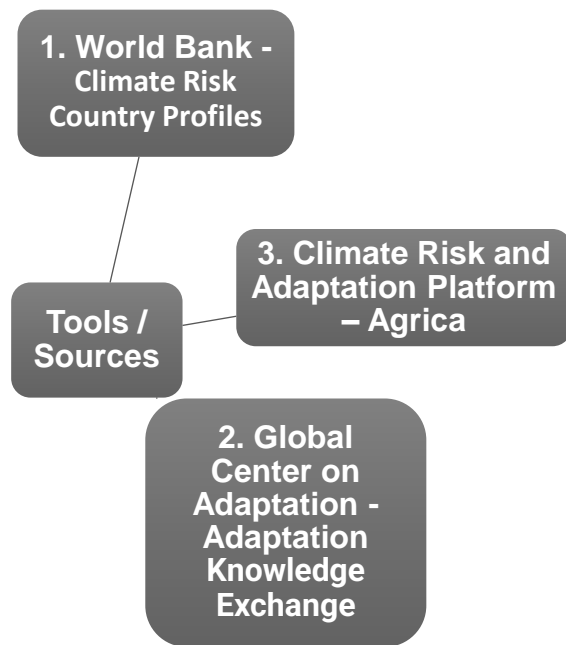
Climate impacts and adaptation needs are highly variable.

Source: GIZ



Adaptation Narrative: **Climate Context**

Which climate risks and impacts are present in my region? And why do you need to know?



- **Identifying** urgent and time-sensitive climate impacts and seizing new business opportunities in adaptation.
- Identifying **new regions** and geographies where my product / service / technology can be applied.
- **Developing your adaptation narrative, measuring and communicating your adaptation impact:** Providing the climate change context to demonstrate the adaptation impact of your products and services make.



Adaptation Narrative: Climate Context

Which climate risks and impacts are present in my region? And why do you need to know?

[GIZ Climate-risk-profile-Kenya \(Africa\)](#)



Climate Risk Profile: Kenya

Summary

	This profile provides an overview of projected climate parameters and related impacts on different sectors in Kenya until 2080 under different climate change scenarios (called Representative Concentration Pathways, RCPs). RCP2.6 represents the low emissions scenario in line with the Paris Agreement; RCP6.0 represents a medium to high emissions scenario. Model projections do not account for effects of future socioeconomic impacts.		Agro-ecological zones might shift, affecting ecosystems, biodiversity and crop production. Models project regionally varying changes in species richness and an increase in tree cover in response to climate change.
	Agriculture, biodiversity, health, infrastructure and water are highly vulnerable to climate change. German development cooperation is committed to addressing these challenges by seeking to mainstream climate change adaptation into its cooperation portfolio.		Per capita water availability will decline by 2080 mostly due to population growth. Model projections indicate that water saving measures are expected to become particularly important after 2030.
	Depending on the scenario, temperature in Kenya is projected to rise by between 1.2 and 3.2 °C by 2080, compared to pre-industrial levels, with higher temperatures and more temperature extremes projected for the north and east of Kenya.		The population affected by at least one heatwave per year is projected to rise from 0.6 % in 2000 to 6.0 % in 2080. This is related to 59 more very hot days per year over this period. As a consequence, heat-related mortality is estimated to increase by a factor of five by 2080.

[Kenya Country Profile \(World Bank\)](#)



[Global Center on Adaptation Adaptation Exchange](#)

Sectoral Adaption Planning

Agriculture

~28% of GDP; contributions to agricultural GDP: Crops (78%), livestock (20%), fisheries (2%) | Over 65% of exports | rain-dependent | agricultural land (2018): 28.99% of total land area | provides ~80% of total employment and supports over 80% of rural population.

- Crops: maize, wheat, rice, tea, coffee

Main climate change impacts

Increased short-term crop failures and long-term production declines due to changes in precipitation patterns

Production losses magnified by indirect impacts of drought and flooding such as increased rates of runoff and soil erosion, and insect, disease and weed infestations

Altered mix and distribution of agriculture and livestock pests due to rising temperatures
Crops yields may increase in temperate and tropical highlands, Rift Valley and high plateaus, due to increases in rainfall and slightly warmer temperatures

Decrease in key crops yields in arid and semi-arid regions due to drought, rising temperatures and increased pests and diseases

Reduced productivity and livestock numbers due to increasing water scarcity



Adaptation Narrative: A&R Solution

Does my solution support adaptation and resilience capabilities of my clients/beneficiaries?

Defining “Adaptation SMEs”

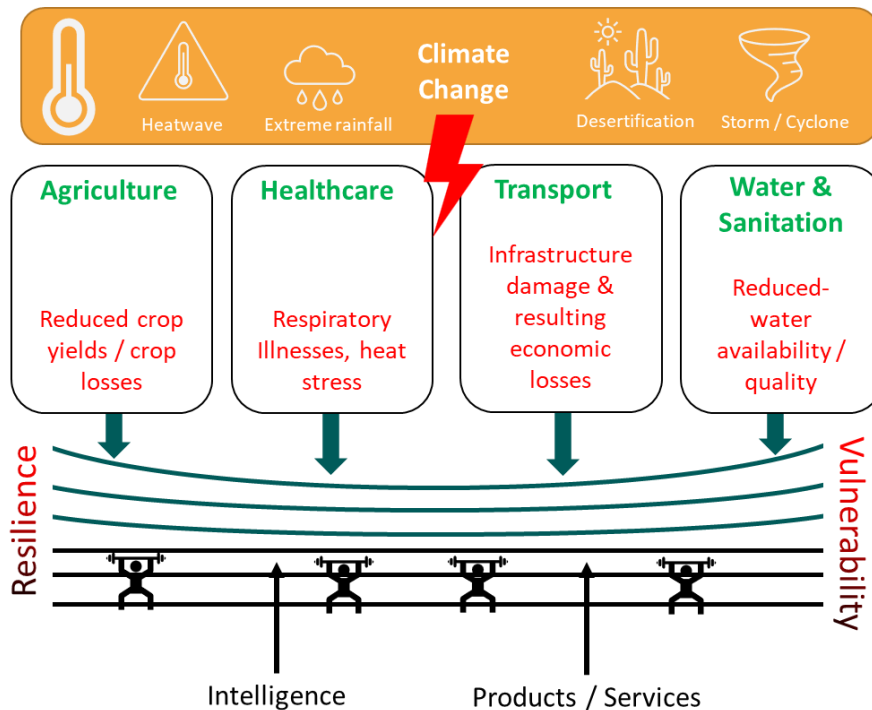
A climate adaptation SME is a small or medium-sized enterprise that **specializes in providing products, services, or solutions that help businesses, organizations, communities, or individuals** (their clients, customers or beneficiaries) **adapt to the impacts of climate change**.

Observable & measurable
weather and climate events
and trends

+
Human-managed systems /
sectors

=
Climate impacts

Adaptation Solutions increase
resilience or decrease
vulnerability of customer
base/ beneficiaries



Adaptation Narrative: A&R Solution

Does my solution support adaptation and resilience capabilities of my clients/beneficiaries?

Examples of adaptation solutions that support climate risk-related decision-making and/or enhance preparedness

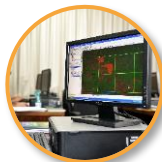


Climate/weather data services needed for modelling future climate change and impacts



Software & hardware that helps generate and process climate/weather data

Digital tools for modelling climate data, assessing climate risks, vulnerabilities and the effectiveness of adaptation interventions



Climate risk insurance products that offset climate risk and enhance resilience of communities, businesses & countries



Early warning systems (EWS) that help communities prepare for extreme weather events

Examples of adaptation solutions that reduce sectoral & geographic vulnerabilities

Forestry & biodiversity – drones, non-timber forest products



Disaster – disaster recovery, restoration and crisis management services and related products



Energy – battery storage, upgraded energy infrastructure solutions



Agriculture – new and improved seed varieties, pest and nutrient management



Water – water conservation structures, smart-metering

Infrastructure – coastal protection, flood management, waste management, insulation, cool roofs



Adaptation Narrative: **Measuring** and communicating A&R Impact

What is the marked effect and/or influence of your business model on adaptation and resilience?

How do you **measure** and effectively communicate that impact?

Why measure?

- **To demonstrate benefits**, (and reliably communicate...) **intentionality and results**
- **To monitor, manage and report progress**
- Just like you measure your financial performance, you can manage and report it...
- **But with much more diversity in possible targets, indicators, and units of measurement.**
- **Promote engagement and Attract support** (clients, investors or partnerships)
- **Understand how are we promoting adaptation and resilience!**



Adaptation Narrative: **Measuring** and communicating A&R Impact

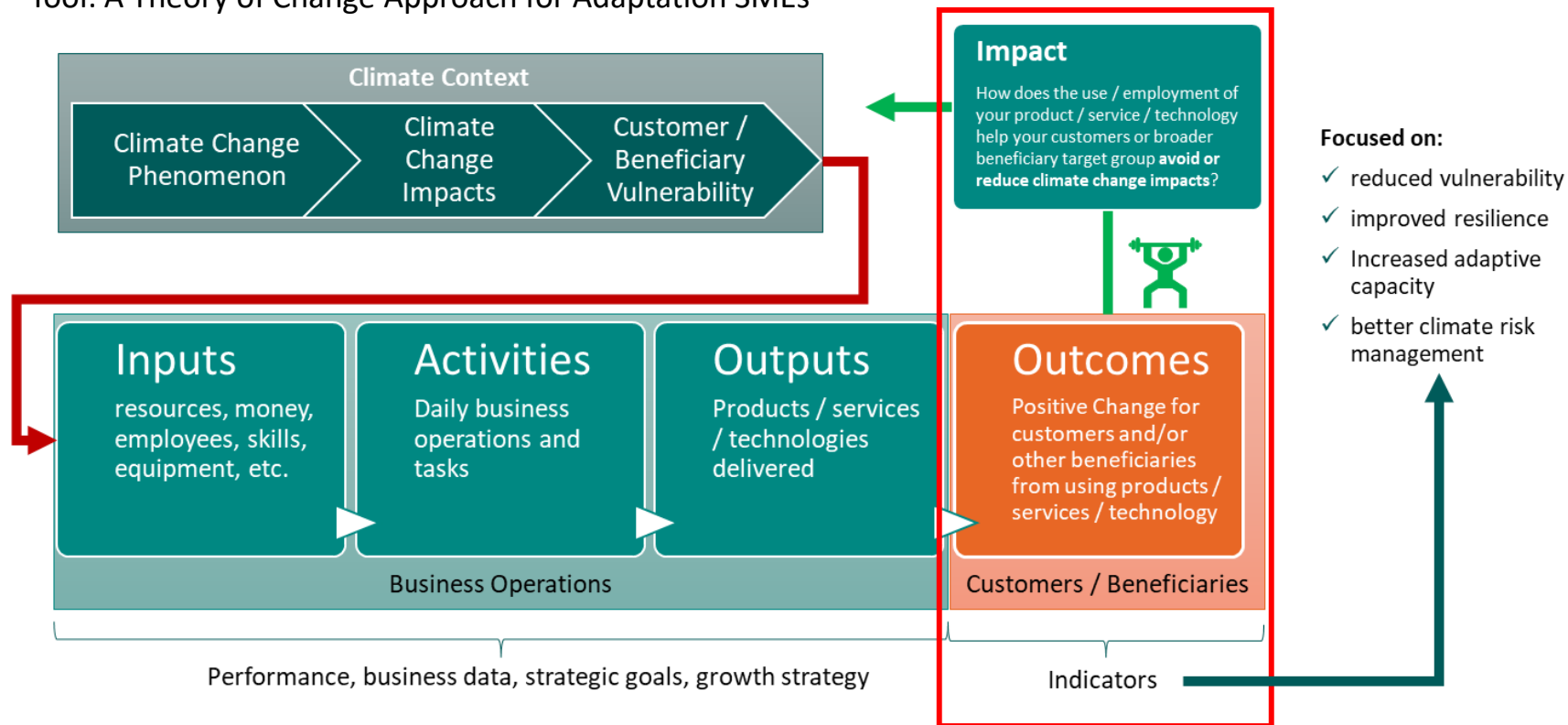
Impact Measurement: Stakeholders and Interests

Stakeholder	Stakeholder Interests
Impact investors	<ul style="list-style-type: none">✓ Understand and compare the effectiveness of different investments and grow their portfolios.✓ Communicate the value of their investments, both internally and with external stakeholders.
Companies	<ul style="list-style-type: none">✓ Determine if the impact of their business models fits into an investor's investment rationale or strategy✓ Determine the progress of investments toward their impact objective and change activities to improve their impact.
Investment managers	<ul style="list-style-type: none">✓ Understand the mechanisms of change that determine the performance of their assets under management✓ Ensure that any negative interactions are identified and mitigated.
Policymakers / third-party organisations	<ul style="list-style-type: none">✓ Progress regulation regarding impact investing in a way that protects target populations and empowers investors to transact with new instruments in a safe financial context.✓ Replicate and scale interventions that have proven positive impacts.



Adaptation Narrative: **Measuring** and communicating A&R Impact

Tool: A Theory of Change Approach for Adaptation SMEs



Adaptation Narrative: **Measuring** and communicating A&R Impact

Demonstrating adaptation relevance: Indicators

INDICATOR: A specific, observable and measurable characteristic that can be used to show changes or progress

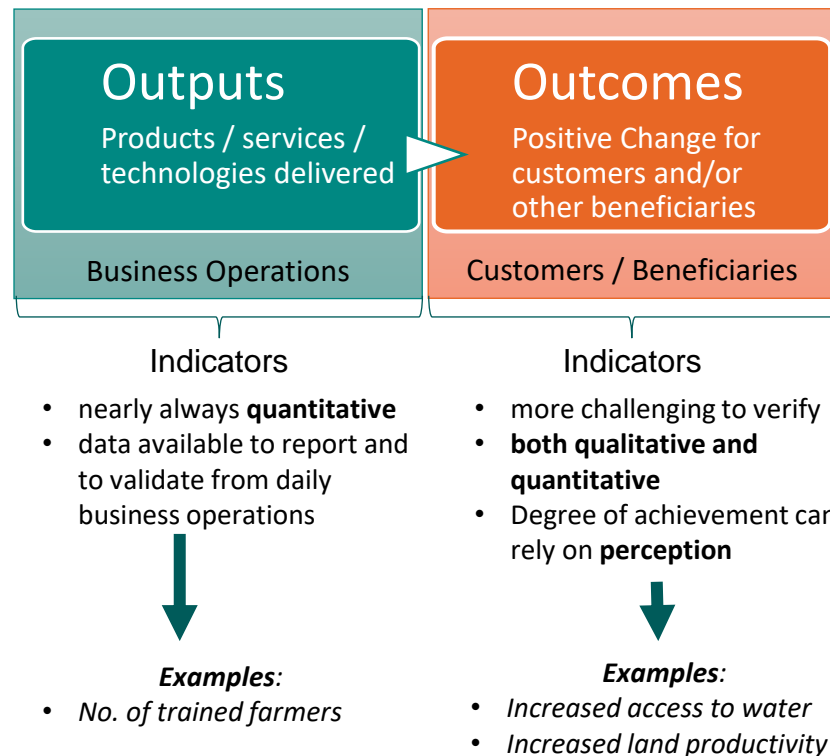
Quantitative indicators

These are the most commonly used.

Quantitative indicators provide information on **“how much” or “how many”**

Qualitative indicators

Qualitative indicators capture judgments or **perceptions of changes achieved**, provide information on how people feel about a situation, how things are done, how people behave, etc.



Adaptation Narrative: **Measuring** and communicating A&R Impact

What is an adaptation indicator?

What are the **benefits** for your **customers/** beneficiaries that result from your business solution?



How do these benefits increase resilience / reduce vulnerability?

What is **not** an adaptation indicator?



- **generic indicator**
- **lacks context- and geography-specific elements**
- **does not explain pathway of adaptation**

Adaptation Relevance

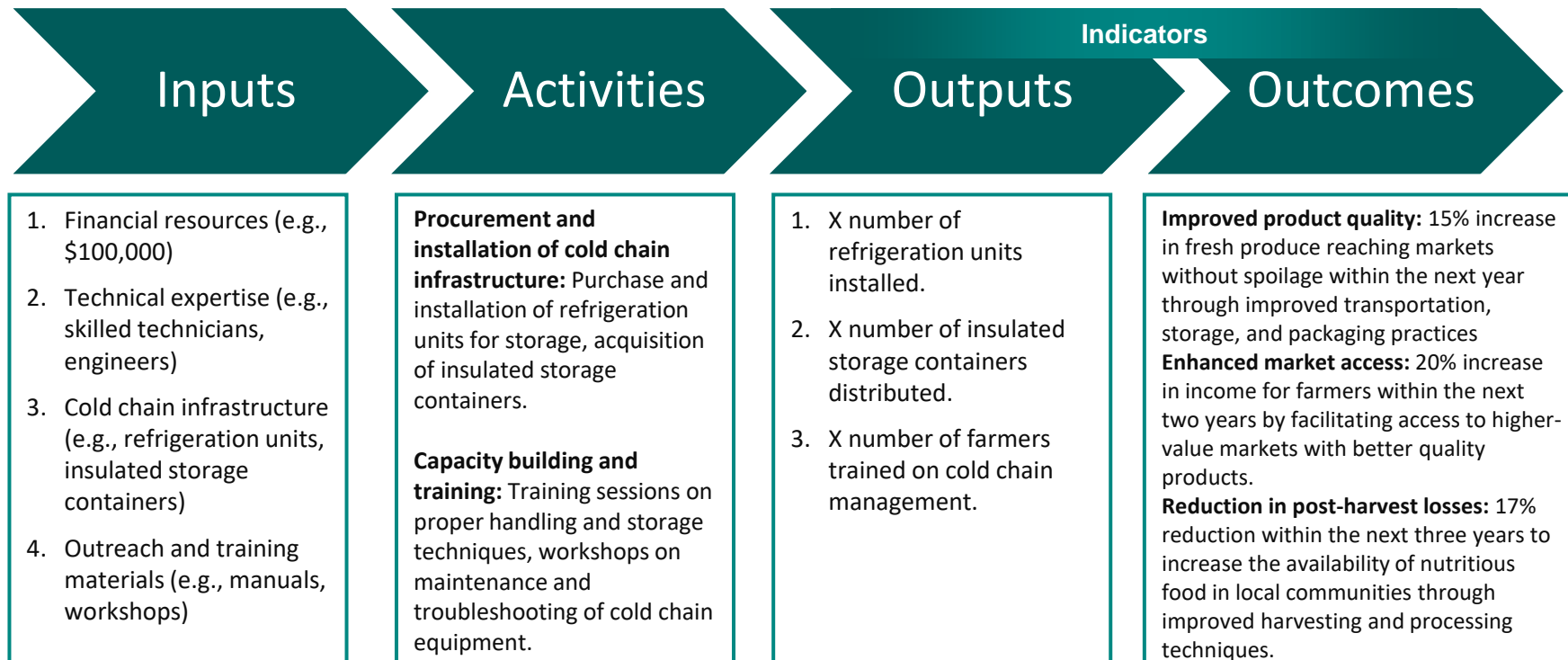
As a result of your customers / beneficiaries using your business's product, service or technology

- ✓ reduced vulnerability
- ✓ improved resilience
- ✓ Increased adaptive capacity
- ✓ better climate risk management (or some combination thereof)



Adaptation Narrative: **Measuring** and communicating A&R Impact

Example: Theory of Change for an SME focused on Improving Cold Chain Storage for Farmers



Adaptation Narrative: **Measuring and communicating A&R Impact**

ASAP Adaptation Indicators

Climate Adaptation Intelligence-related metrics

- \$US total Climate Value at Risk estimated
- No. of organizations / individuals supported in integrating climate-related considerations in decision-making
- No. of organizations / individuals supported in integrating climate-related considerations in decision-making



Climate Adaptation Products & Services-related metrics:

Increased **water** availability

- Clients Households Provided New Access;
- Water (L) Generated;
- Water (L) Saved

Increased **Energy** Availability/ reliability

- Time/Value of Avoided Power Downtime;
- Renewable-based Backup Capacity Generation (MWH);
- Area (Absolute/%) of Transmission Line Undergrounded

Increased **Agriculture** Potential

- Average agricultural yield;
- Area of Degraded;
- Land (hectares) Reforested / Restored

Decreased **weather** related disruption

- Value of assets covered;
- # of customers served by the Company's data and analytics

Decreased **Weather** related damage

- Gross Incurred Claim;
- Value of Extended Asset Life



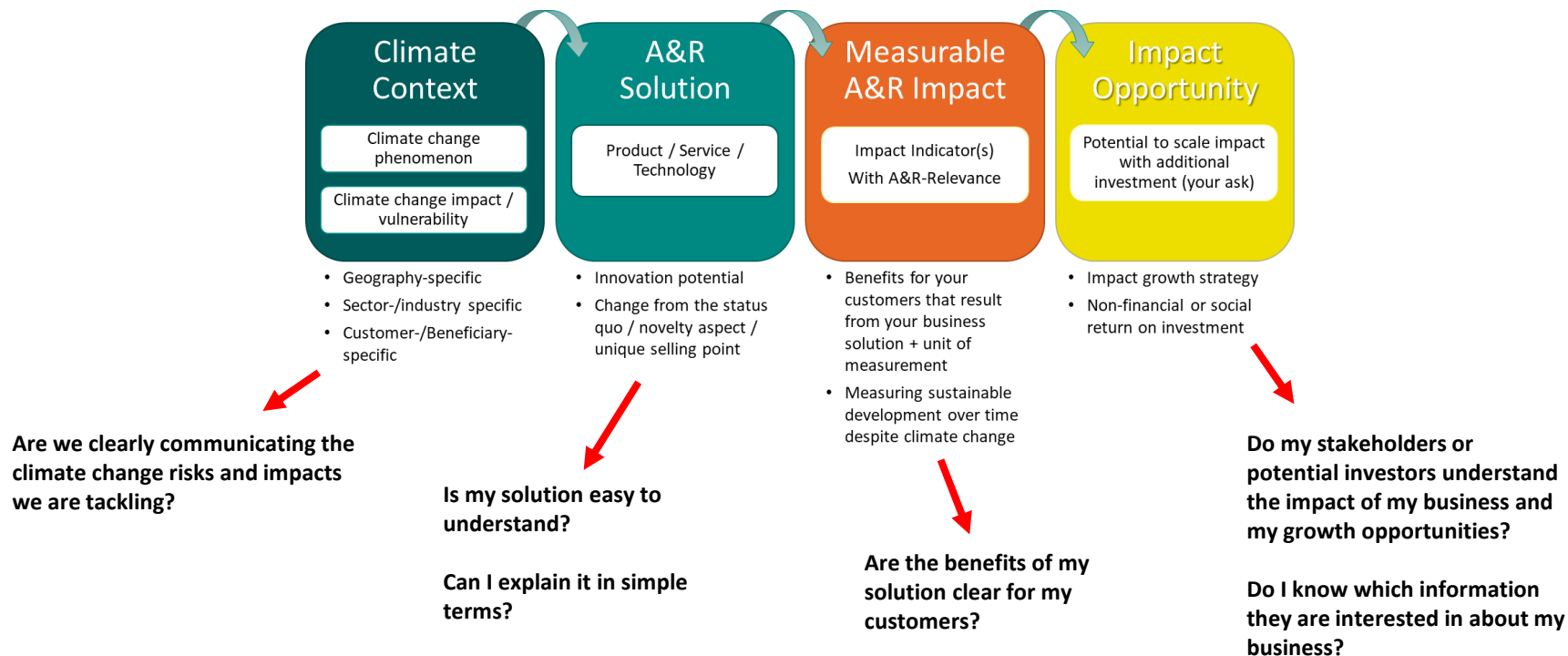
Examples of Adaptation Indicators for SMEs (1)



Indicator	Adaptation relevance
% of people with low income in drought-prone areas with access to safe and reliable water	People with low income are especially vulnerable during droughts as they often lack the resources to buy water or right to access supplies.
% of urban households with access to piped water	Urban households without access to piped water spend time fetching water and face increased risks of waterborne diseases from contaminated sources.
# of cubic meters of water conserved	Climate change puts additional pressure on water resources; promoting water-saving across all sectors and uses, particularly in regions experiencing shortages, can support climate adaptation.
% of water demand being met by existing supply	Climate change combined with other changes (e.g. population growth) brings additional pressures on water resources, threatening the viability of its supply. To get a complete picture of adaptation it is important to consider both the supply and the demand side, i.e. if supply falls short demand may need to be reduced.
% of households at reduced flood risk due to construction of new or enhanced defenses	Flood defenses construction can minimize the negative impacts of floods on properties in the context of climate change.



Adaptation Narrative: Measuring and communicating A&R Impact



Adaptation Narrative: **Measuring and communicating** A&R Impact

What can we use for this purpose?

Communication & content plan

What?

Strategic document that outlines the **goals, topics, types of content, target audience, channels and publishing schedule** for a business's content marketing, transparency and communication efforts.

Why?

Consistency and Clarity

Brand identity

Consistent Narrative

Cost-effectiveness:

Focus on the most effective channels for reaching your target audience.

Increased Engagement

Content that resonates with their target audience

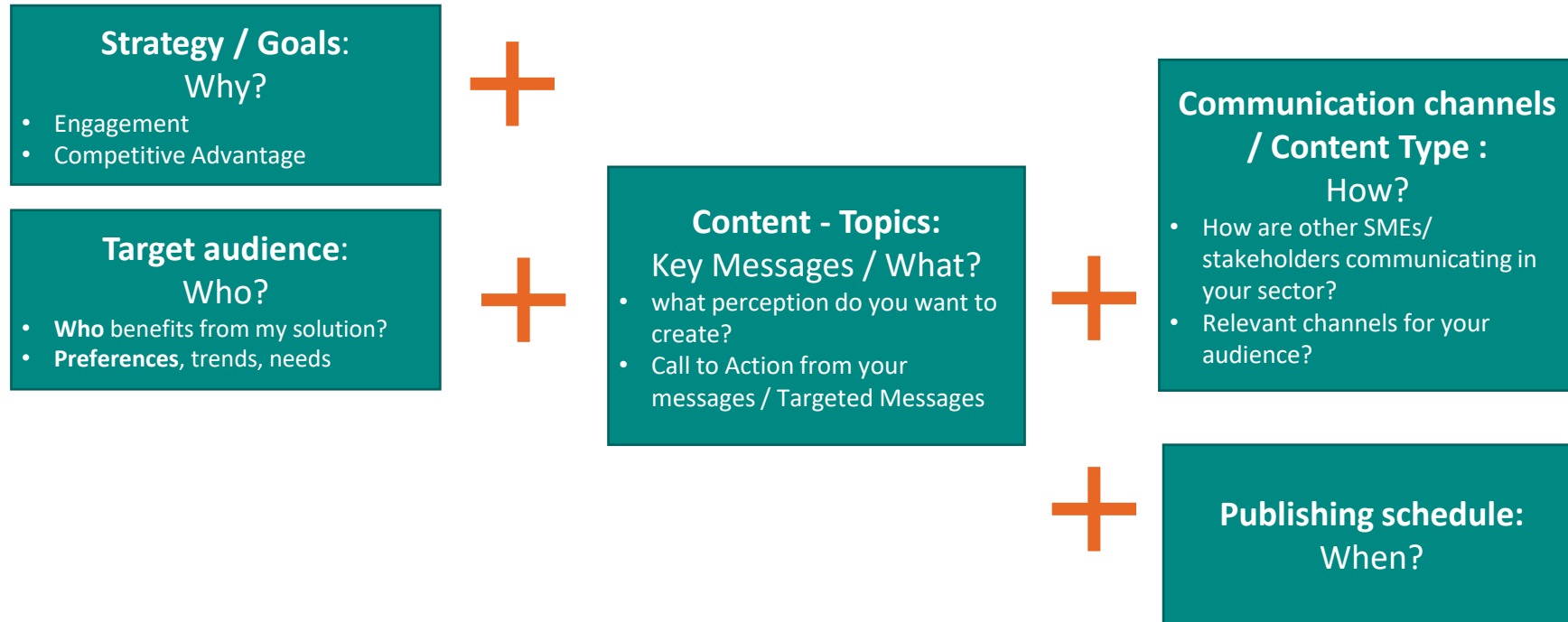
Competitive Advantage

Position as leaders in the industry and stand out from competitors



Adaptation Narrative: **Measuring and communicating** A&R Impact

Key elements of a communication & content plan



5.2 Exercise: Developing a communication/content plan Matrix

Strategy / Goals:

Why?

Target audience:

Who?

Content - Topics:

Key Messages / What?

Communication channels /

Content Type :

How?

Schedule/Frequency:

When & Who (in charge)?

Think about all your Stakeholders!
(Refer to your Stakeholder Matrix)

Audiences/ stakeholders (WHO)		Message (WHAT)	Intent (WHY)	Media (HOW)
Tier 1 Decision and Policy Makers	Department of Forests and Park Service (DoFPS)	<p>HCV is a holistic approach to conservation and sustainable resource utilization that would contribute to the Royal Government of Bhutan's exemplary strides in building a sustainable future by supporting:</p> <ol style="list-style-type: none"> National and sectoral priorities GNH pillars Constitutional mandates Fulfilment of Bhutan's international commitments Social and livelihood opportunities 	Educate and garner strategic decision and resource support	Policy briefs, meetings/events/ campaigns, presentation, websites, social media, official messaging channels (emails, phone calls, etc.) and reports/ publications
Tier 2 Project Partners	BMU, WWF Bhutan, WWF Germany, Tarayana Foundation, NLCS, DoFPS)	<p>The Living Landscape project is an opportunity for the diverse stakeholders to come together in their effort for successful implementation of the project. The key messages are:</p> <ol style="list-style-type: none"> Results and deliverables of the project by each partner Roles and responsibilities of each partner Issues and challenges pertaining to the project Success stories and lessons learnt Capacity and skills development requirement Financial status, flow and disbursement conditions Importance of integrating different management regimes and supports landscape level management and development in Bhutan Importance of collaboration and partnership amongst all partners Need for efficient and effective M&E for the project 	<p>Coordination and collaboration</p> <p>Adaptive management</p> <p>Lessons learnt and knowledge management</p> <p>Project updates</p>	Meetings, reports, leaflets & pamphlets, video, website, social media, presentation, agreement and official messaging channels (emails, phones, calls, etc)

Source: [WWF Communication Strategy](#)



How does the Adaptation Business Canvas contribute to my Pitch?

Build an Adaptation & Resilience “Narrative” for your Business

Problem Statement

Climate Context	Climate Change Phenomenon	Climate Change Vulnerability	Gender-Inequality
	Which climate change parameter does your innovation tackle? • Country- / geography-specific	Which harmful effects are caused by the climate change parameter for your customers? • Pain points of your customers • Sector-/industry specific • Specific to your business's operating environment	Are there harmful effects of climate change that only or disproportionately affect your <i>female</i> customers?

Target Market

Customer Target Group	Your Business Solution	Your Value	Gender-Relevance
	Your consumer product, service, technology, or other solution type that solves your customers' pain points	Core element of your solution that makes it unique and differentiated, innovation potential, Change from the status quo / novelty aspect / unique selling point, contrast to competitors	• Female representation among leadership & staff • Female customer base and gender-specific requirements and needs that your business solution meets

Brief Introduction, Solution, Product

Impact

Adaptation & Resilience Impact	Impact Indicator	Gender Indicator
Social, economic, or environmental benefits for your customers that result from your business solution	Indicator incl. unit of measurement that can be used to measure the benefits for your customers over time	Do you create an impact that is specific to your female customers only? Are your indicators sex-disaggregated?

Milestones

Baseline	Investment Opportunity	Gender-Impact Opportunity
How many customers are currently benefitting from your solution and what is the accumulated impact your solution has created to date (approximate amount of the indicator before investment)?	What is your investment ask (amount) and if given, how many more customers can you reach and by how much will you increase the accumulated impact of your solutions (approximate amount of the indicator at the end of the investment period)? -> potential to scale impact with additional investment (your ask), impact growth strategy, Non-financial or social return on investment	How many more female customers can you reach and by how much will you increase the accumulated gender-specific impact of your solution?

The Ask/Scale up plan



Gender: The Gender Dimensions of Climate Change Adaptation

Turning risks into business opportunities

Gendered impacts of climate change

- Climate change is not gender-neutral
- Gender-based inequities lead **women to face more adverse climate change impacts** than men
- **Women are particularly exposed to disaster risks** and are likely to suffer higher rates of mortality and post-disaster ruin to their livelihoods



Gender-smart & climate-smart opportunities

- Women are **not just victims** of climate change
- **Women's expertise, leadership, purchasing power and lived experience** help unlock gender-smart and climate-smart opportunities to strengthen climate innovation and progress
- There is **growing recognition of the unfulfilled potential of gender equality** to support more prosperous, just, and stable societies



Gender: The Business Case for Gender Inclusion in Adaptation SMEs

Organisations with higher gender diversity perform better



TALENT ATTRACTION & RETENTION

- Lower levels of employee turnover
- Increased employee job satisfaction and commitment to the company
- Higher trust and increased engagement at work



INNOVATION & PERFORMANCE

- 59.1% increase in creativity, innovation, and openness¹
- Reduces groupthink and enhances decision-making
- Inclusion contributes to 49% of problem solving; 18% of employee innovation²



*RISE IN THE "SHECONOMY"⁴

Greater gender equality leads to rise in professional advancement, income growth and consumer power of women, making them an influential target market



REPUTATION & RESPONSIBILITY

- Boosts company reputation by 57.8%¹
- Mixed-gender corporate boards have fewer instances of fraud
- Diversity strengthens ESG performance



FINANCIAL PERFORMANCE

- Associated with improved cash flow, EBITDA, gross & net margins
- Companies with higher diversity in management earn 38% more of revenues than those with lower diversity³
- Attract gender-focused impact investors

Sources:

Catalyst (2004) [The bottom line: Connecting Corporate Performance and Gender Diversity](#)

1: ILO (2019) [Women in Business and Management: The business case for change](#)

(Ref Annex 1, 1.2 - A probabilistic model is applied to survey findings (70 countries, 12,940 enterprises) to assess the extent business outcomes are enhanced by several key factors)

2: Dnika J. Travis, Emily Shaffer, and Jennifer Thorpe-Moscon (2019) [Getting Real About Inclusive Leadership: Why Change Starts With You](#)

3: BCG (2017) [The Mix that Matters](#)

4: Time (2010) [Woman Power: The Rise of the Sheconomy](#)



Gender: The Business Case for Gender Inclusion in Adaptation SMEs

Investors and financiers are increasingly looking at gender impacts to award finance.

2X Global have published a list of criteria that make investments gender-inclusive.

		Threshold
Direct Criteria	1 Entrepreneurship	1A. Share of women ownership 51%
	OR	1B. Business founded by a woman Y/N
	2 Leadership	2A. Share of women in senior management 30%
	OR	2B. Share of women on the Board or IC 30%
3 Employment	OR	3A. Share of women in the workforce 30 - 50%*
	AND	3B. One "quality" indicator beyond compliance Y/N
	OR	
	4 Consumption	4. Product or service specifically or disproportionately benefits women Y/N
Indirect	AND	
	5 Investments through Financial Intermediaries (FIs)	5A. On-Lending facilities: Percent of the Investor/FI loan proceeds or percent of FI's portfolio supporting businesses that meet direct criteria 30%
	OR	
		5B. Funds: Percent of portfolio companies that meet the direct criteria 30%



A global network of **impact investors, development finance, fund managers, asset funds, multi-lateral development banks, philanthropy donors, foundations, and corporations** committed to gender-sensitive and gender-smart investing

How many of these criteria does your organisation fulfil?



Gender: Driving Gender Inclusivity in the Workplace

Pillars to examine gender inclusivity in the workplace



Gender: Gender-inclusive adaptation products and services

Reasons for SMEs to invest in gender-inclusive products and services

- **Mitigate risk:** Ignoring gender can create **market, operating risk, or reputational risks** – **women are not a minority group** but constitute at least 52% of the population
- **Meet investors' expectations:** Impact considerations have become **mainstream even for institutional investors!** See also [criteria of 2X Challenge](#) as a global industry standard for gender-lens investing, including “Product or service specifically or disproportionately benefits women”.

Key questions on gender-smart product & service development

- Are women **involved in the research and design of products and services** (e.g., design of agricultural services or access-to-water products)?
- **Are women the primary end-users of products and services**, or do women and men use products and services differently? How does the **design and marketing of products and services respond to these differences?**



Importance of data!!



Gender: Diversity in the Value Chain

Why is it important from a business perspective?

1. **Diverse businesses are more resilient and competitive:** Having strong and resilient business partners enhances their reliability and climate resilience
2. **Mitigation of potential reputational risks:** Any issues of suppliers/ distributors (e.g. racial/ gender discrimination) may fall back on the enterprise
3. **Supply chain actors are closely intertwined with product & service development:** More diverse suppliers / distributors can help develop more innovative and gender-inclusive adaptation product & service portfolios

How to increase (gender-) diversity in the value chain?



Include diversity criteria in Requests for Proposals / procurement decisions to proactively attract (gender-) diverse suppliers



Provide supplier/distributor diversity programmes (e.g. workshops, trainings)



Conduct regular supplier/ distributor consultations & monitoring



Gender: Tools to Increase Gender Relevance of your SMEs

Challenges & solutions to gender inclusion

Challenges & Solutions to Gender Inclusion

Assess your SME on each pillar & identify gaps

Step 1

Pillars for Gender Inclusion	Self-Rating	Comments
Policies & Procedures	No efforts ----- Excellent efforts	
Leadership & Talent (incl. Recruitment)	No efforts ----- Excellent efforts	
Training & Education	No efforts ----- Excellent efforts	
Work-life Balance & Flexibility	No efforts ----- Excellent efforts	
Pay Equity, Benefits & Employee Support	No efforts ----- Excellent efforts	
Culture & Communication	No efforts ----- Excellent efforts	

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Gender Action Roadmap for SMEs

Gender Action Roadmap for SMEs

Organisation name: _____

GENDER INCLUSIVE WORKPLACE			PRODUCTS & SERVICES: CUSTOMER ANALYSIS	
CHALLENGES/GAPS	SOLUTIONS	INDICATORS	PRODUCT & SERVICE FEATURES & INNOVATION	MARKETING & DISTRIBUTION CHANNELS

GENDER INCLUSIVE VALUE CHAIN		
ACTIVITY	ENTRY POINT FOR DIVERSITY	ACTION

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Female customer analysis

Female Customer Analysis

Step 2 Your Empathy Map – Example: Drip irrigation vegetable farming

What does she think? My family's health is most important to me and fresh vegetables are an important part of our diet.	What does she say? I have very little time as I have a demanding job and need to take care of my kids in the afternoon.	What does she see? No local grocery stores at convenient distance so many had to close due to increasing rents in her neighbourhood.
What does she hear? From her neighbours about how dissatisfied they are with the vegetables in the local supermarkets.	Who's she? Cynthia Umale - Female head of household in capital city.	What does she do? Drive long distance to large supermarket in the afternoon taking her kids along.
What does she feel? Stressed as she needs to do shopping in the afternoons with her small kids.		
How did you learn about your female customer? One of the enterprise founders lives in an urban middle-class neighbourhood, regularly exchanges with her neighbours.		

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Inclusive value chain analysis

Inclusive Value Chain Analysis – Worksheet

Diversity in the value chain - Example: Rain-fed vegetable production

Step 1

Step	Sourcing	Cultivation	Processing	Distribution	Sales	After-Sales
Activities for each step	Seed import	Planting of crops & cultivation management	Picking of vegetables	Door-to-door sales (capital city)	Marketing (road billboards and flyers)	Hotline & personal feedback
Business partner	Grains Unlimited Ltd.	In-house staff	Female pickers Kumulu village	Commission-based sales agents	Faina and Company	In-house staff & sales agents

Step 2

Addressing gender diversity Not always reliable when it comes to timely seed supply, rumours of internal issues with discrimination of staff from minority groups.	---	Females from nearby village – rather unreliable as to their family chores, have to bring their children to work.	20% female sales agents with the highest success rate.	Women-led enterprise with 60% women staff members, very reliable, providing innovative marketing content.	Sales agents collect feedback from customers/ deal with complaints.
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Questions?





Plenary discussion

- Which concepts or topics do you consider more relevant for your business?
- Do you consider you have developed a solid adaptation narrative for your business?
- Have you implemented changes to your solution and business model based on PrivABoo content?



PrivABoo Quiz



Quiz!

To interact a bit more and to remember what we have done in the last workshops, we want to do a **Mentimeter Quiz** with you!

You can join the quiz with your smartphone. **One per SME!**
Remember to connect to the Wifi first.

There will be different kinds of questions: some closed, some open, some with a time limit of 30 seconds. The presenter will click through the quiz and from time to time you can see who is ahead. Not every question counts into the points at the end.

You can:

- either go to the website and put in the Code (www.mentimeter.com)
-> Enter code at the top of the page: **Add Code** simply scan the QR code that directly brings you to the quiz.

Share QR code here in case of using Menti or other similar tool





2nd Session

Current State of SMEs



1. Each company prepares a poster depicting **where they were**, and **where they are now** in terms of:

- Addressing climate adaptation challenges
- Training
- Impact measurement and communication
- Partnerships / MOUs
- Gender-inclusive adaptation products and services
- Investment readiness
- Climate adaptation financing, Funds raised, investment exposure

30 min



2. Poster are presented in your peer groups.


60 min



Suggested poster layout:

	Before PrivABoo	Now
Investment readiness <ul style="list-style-type: none">• Pitch• Valuation• Financials• XYZ...		
Impact measurement		
Partnerships		
...		





Lunch

13:00

1 hour



1. Each company prepares a poster depicting **where they were**, and **where they are now** in terms of:

- Addressing climate adaptation challenges
- Training
- Impact measurement and communication
- Partnerships / MOUs
- Gender-inclusive adaptation products and services
- Investment readiness
- Climate adaptation financing, Funds raised, investment exposure

30 min



2. Poster are presented in your peer groups.

60 min



Suggested poster layout:

	Before PrivABoo	Now
Investment readiness <ul style="list-style-type: none">• Pitch• Valuation• Financials• XYZ...		
Impact measurement		
Partnerships		
...		






Coffee Break

20 mins





3rd Session

Overview of Financing Opportunities for SMEs





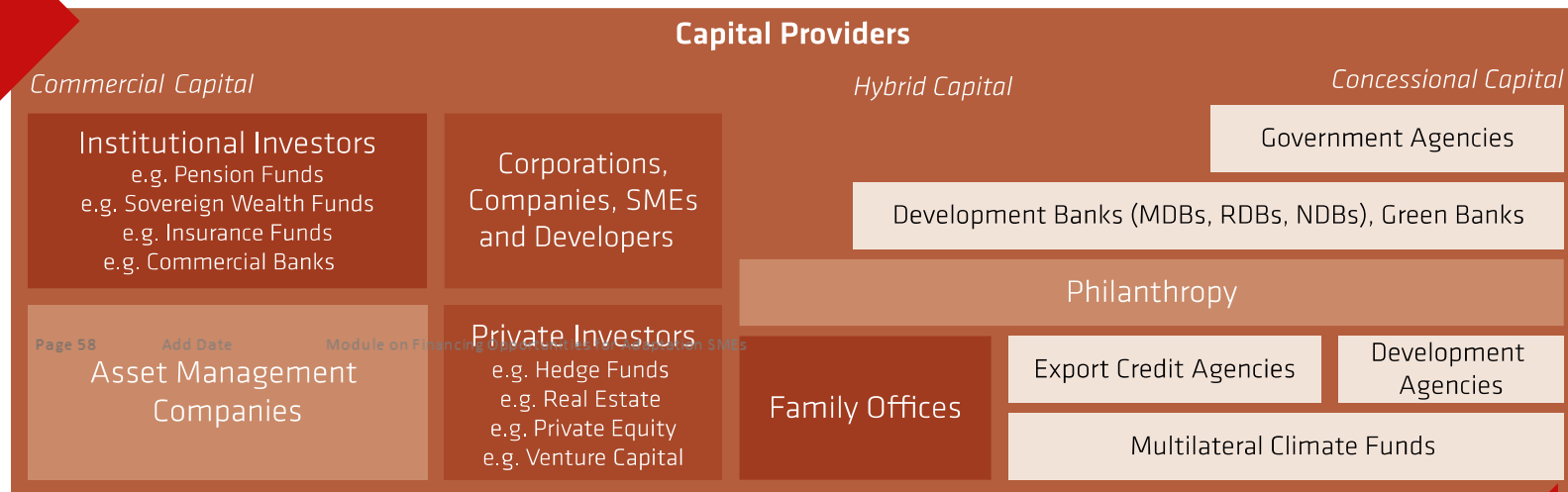
Purpose

- Provide SMEs with an understanding of the different types of finance available, and guidance on how to select the right finance mechanism for their business
 - What types of financing are available? What are the advantages and disadvantages of each?
 - Who can provide these forms of financing?



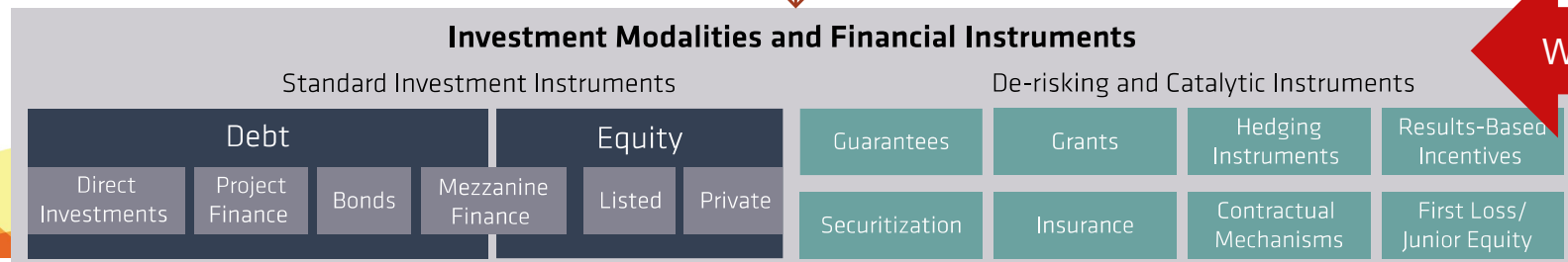
Private Investments in Climate Action

WHO

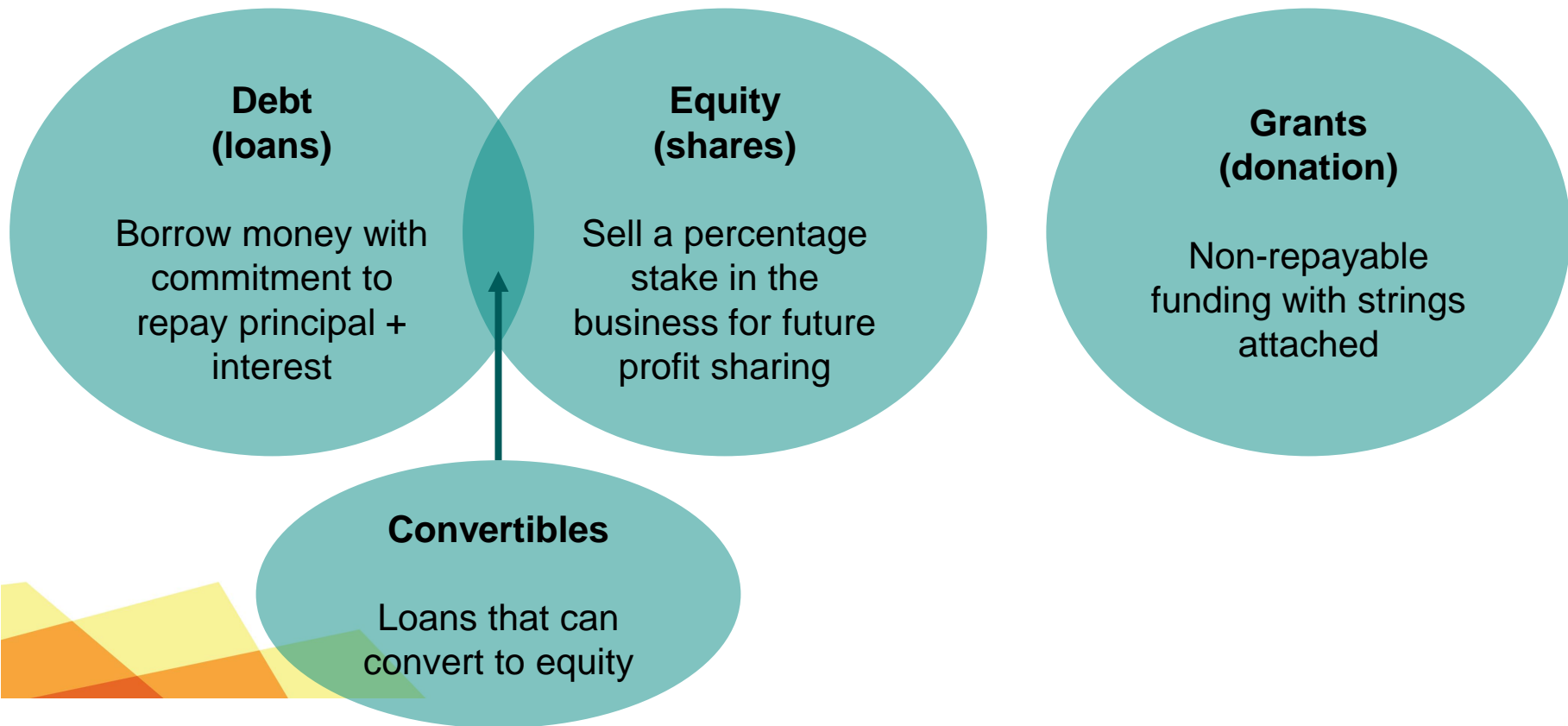


Investment Modalities and Financial Instruments

WHAT



Too Complicated? OK – let's simplify

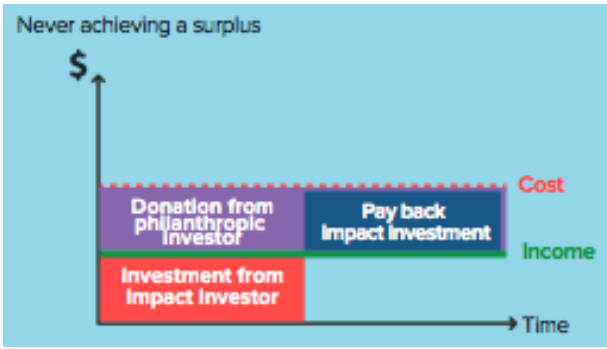
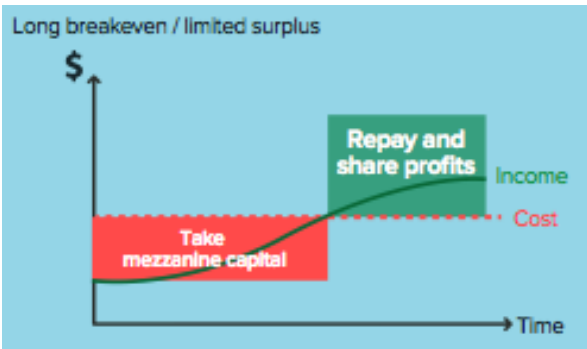
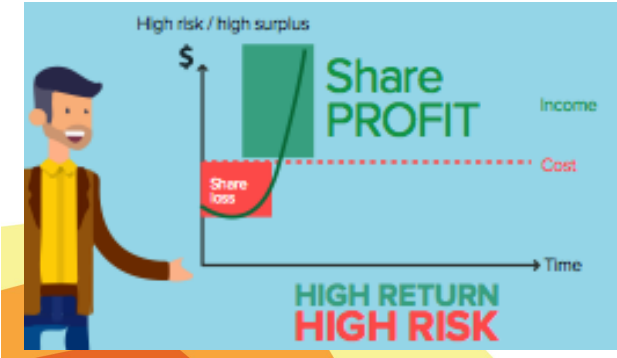
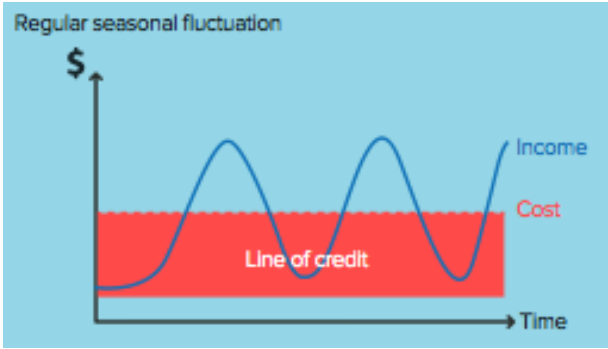
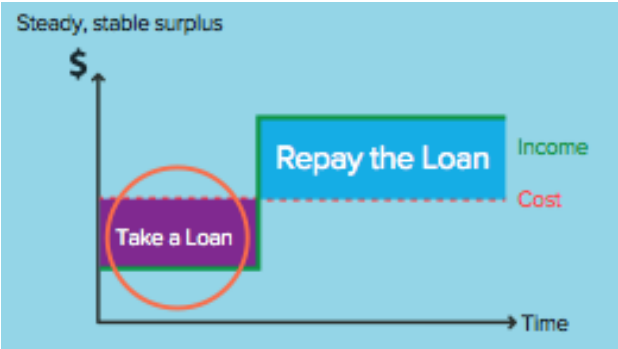


Funding, Finance or Investment?

	Equity	Debt	Grant
Ownership	Investor becomes part-owner – shared interest	No ownership; investor is a lender	No ownership
Return for Funder	% of profits, dividends, or sale of shares	Fixed interest	None
Repayment	No fixed schedule; exit via shares/dividends	Fixed repayment schedule	No repayment
Influence	Often has voting rights and board seat	None	Significant – creates bureaucracy
Risk	Shared risk with investor	High risk if unable to repay	Low financial risk
Use of Funds	Flexible	Often specific	Often restricted to project use
Application Process	Negotiation-based, moderate complexity	Can be complex, involves creditworthiness	Competitive, time-consuming
Best For	Scaling with strategic partners	Predictable cash flows and repayment ability	Early-stage, impact-driven or research-oriented activities
Advantages	Shared risk, access to expertise, no repayment obligation	No ownership dilution, clear repayment terms	“Free money”, no repayment, supports impact goals
Disadvantages	Dilutes ownership, potential loss of control	Requires regular repayment, may need collateral	Competitive, often time-consuming, restrictive usage



Considering the most appropriate options



Determining financing needs: investor requirements

Short term debt

Mid-to long term
debt

Equity

- Cash flow
 - Capital
 - Collateral
 - Credit history
 - Conditions
-
- Management & team
 - Business model & growth expectations
 - Risks



Debt instruments

	Definition	Finance Provider
Non-concessional loans	Loans that are provided at a market rate of interest for climate change activities	Commercial Banks
Concessional loans	Loans provided for the purpose of addressing climate change/sustainable objectives, characterized by longer repayment terms, lower interest rates and extended grace periods.	Governments, DFIs, Climate Funds
Convertible notes	A convertible note is a short-term debt instrument that converts into equity (shares) in a company at a later date, typically upon the occurrence of a specific event like a future funding round or an initial public offering	Often early-stage investors – angels or VCs
Thematic bonds (Green, blue, social), sustainability and sustainability-linked bonds)	Debt instruments where proceeds are used to finance or refinance, in part or in full, new and/or existing eligible projects/assets/companies that have climate and/or environmental and/or social and/or sustainable benefits	Public governments (national, sub-national or municipal) and private investors, banks or corporations



Equity Instruments

	Definition	Finance Provider
Equity securities	Ownership interest held by shareholders in an entity—a company (including SPV), partnership (including Joint Venture), or trust—realized in the form of shares of capital stock for the purpose of addressing climate change.	Public and private investors
Co-financing	Joint financing between two entities working to finance an activity with climate change objectives	Public and private investors
Crowdfunding	Funding climate change mitigation or adaptation project activities by raising small amounts of capital from many individuals, typically through an online platform.	Individuals



Other Innovative Finance Opportunities

Are you thinking long-term and large-scale?

⇒ **Public-private partnerships**

Do you have an innovative project plan and are you looking for a partner who believes in your vision?

⇒ **Project finance**

Do you operate in a challenging market, and find it challenging to engage private investors who are too risk-averse?

⇒ **Blended finance**

Are you social innovators, committed to achieve results for society and environment?

⇒ **Result-based financing**

Can you offer environmental and social returns for a new generation of investors?

⇒ **Thematic bonds**

Are you facing challenges with working capital in your value chain?

⇒ **Agricultural value-chain finance**

Are you early stage, with a new and impactful proposition, that struggles to access conventional financial institutions?

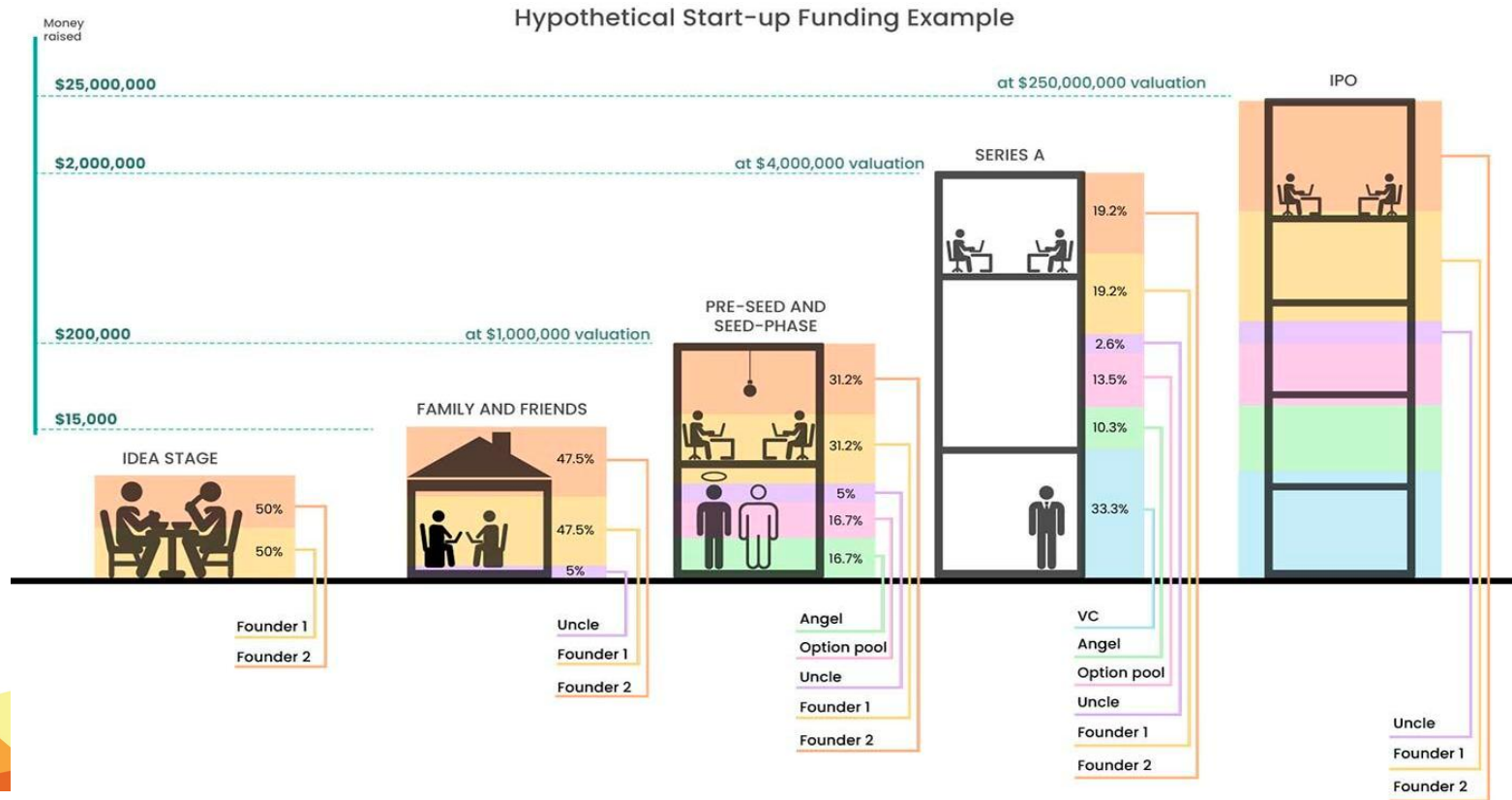
⇒ **Crowdfunding**

Is your investment need not too large (up to \$2m) and does your business model have a clear social or environmental impact?

⇒ **Impact Investment Funds**



A Typical Funding Journey

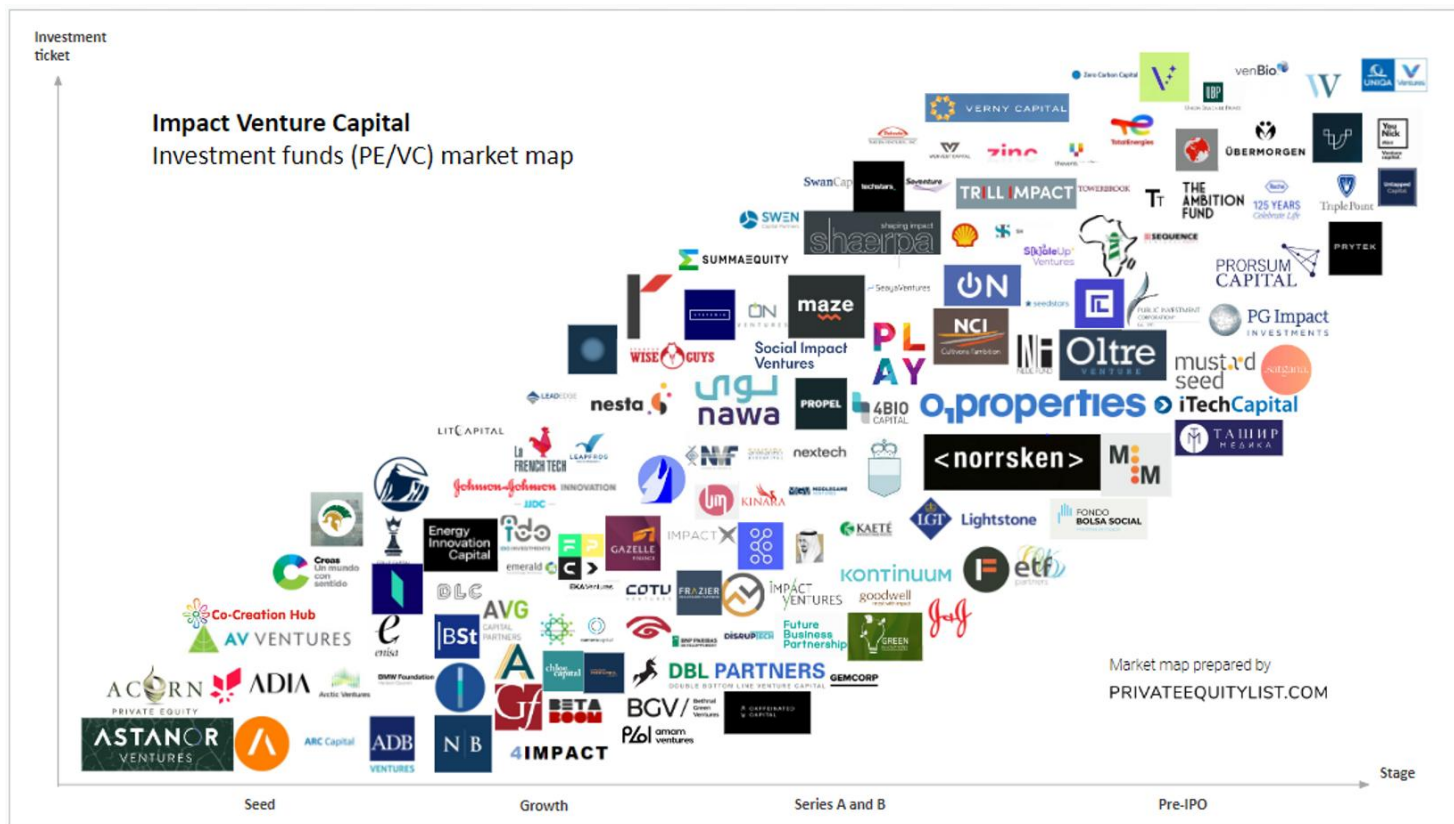


Types of Climate Investors

Investor Type	Description
Public Sources and Channels	Governments, multilateral, bilateral and national development financial institutions (DFIs), multilateral climate funds, state-owned financial institutions and state-owned enterprises.
Multilateral Sources and Channels	Multilateral development banks (MDBs), which may be global (for example, the World Bank Group) or regional (for example, African Development Bank) in focus, as well as other regional institutions and United Nations (UN) agencies
Climate Funds	Climate-specific funds, often multi-donor, set up and managed by national, bilateral, and multilateral organizations that usually provide trustee and administrative services.
Private Sector	Private equity firms, commercial banks, bond issuances, and other common and established sources of commercial finance
Angel Investors / Family Offices	Individual investors or family-based investors that invest smaller tickets in earlier stage, higher risk ventures with a relatively high rate of failure. Due to the high expectation of failure, however, these investors expect a correspondingly high return on investment for those projects that succeed.
Venture Capitalists / CVCs	Funds that invest in early-stage ventures, including Corporate VCs that often invest in line with their core business.



It's a jungle out there





Questions?





Plenary discussion

- What financing do you need in order to help scale your business?
- What types of financing instruments do you think would be most relevant to your business and why?
- Have you yet identified or spoken to any investors or financiers about your business, and how has this been received?



Day 1 Review & Closing





Thanks!



PrivABoo Module on Financing Opportunities for Adaptation SMEs

Add Date



Implemented by:





Module on Financing Opportunities for Adaptation SMEs

Day 2 Add Date

Objectives:

- support you in understanding how to find the right investor and funding instruments based on your business case, current status, needs, and goals
- provide you with the knowledge and tools SMEs need to access funding, navigate the financial ecosystem, and drive sustainable climate adaptation initiatives.



Workshop Content – Overview

Financing Opportunities for Adaptation SMEs

Add Date

PrivABoo Recap & Identifying Financing Opportunities for SMEs

- Recap and harness the learnings from the PrivABoo journey
- Current State of SMEs
- Overview of Financing Opportunities for SMEs



Add Date

Accessing Climate Finance Resources

- Fundraising journey and experience from SMEs
- Climate Investor Landscape & Impact Investment for Adaptation SMEs

Add Date

SMEs Working session, Practitioners Networking and Excursion

- SMEs Future Plans
- Closing Session



Agenda – Add Date

Accessing Climate Finance Resources

09.00	Plenary Session: Opening
09:30	4th Session Fundraising journey and experience from SMEs – Working session
10:30	Coffee Break
10:50	4th Session Fundraising journey and experience from SMEs – Peer presentations
12:00	4th Session Fundraising journey and experience from SMEs – Plenary room reflection
12:30	Input from SME on their Fundraising Journey
13:00	Lunch
14:00	5th Session: Impact Investment for Adaptation SMEs
15:30	Coffee Break
16:00	Closing of session and reflection on the key findings of the day





4th Session

Fundraising Journey & Experience from SMEs



Each company **prepares a poster** to share their fundraising journey / experience.

1. ***If you already raised funds (excl. grants):***

1. State the amount of funding sought and from whom (investors, venture capital, crowdfunding, etc.)
2. How was the process and how long did it take?
3. What factors do you think were key elements for your successful fundraising?
4. Did you use the **Adaptation Narrative** to pitch your business?
5. What are dos and donts in approaching & communicating with investors?
6. Share the challenges you experienced during the fundraising process and the solutions you had to overcome. ***Reflect on the most important lessons learned from your fundraising experience.***

If you have not yet raised funds (equity, debt, other, excl. grants) / Gap Analysis :

1. Which initial steps did you prepare for the fundraising process (e.g. like market research, business plan development etc.)
2. What were the factors/reasons/gaps why a funding agreement did not materialize?
3. Detail the **main challenges** and obstacles encountered during the fundraising process: Consider **internal factors** (e.g., company readiness, team capabilities) and **external factors** (e.g., market conditions, investor sentiment).
4. **Investor feedback:** What feedback did you get? Were there some common themes or areas of concern raised by investors?
5. **Think about how to address the identified gaps for the future.**

2. Posters are presented in your **peer groups**. **Each group collects** the most important points on a **poster**

35 min



60 min





Coffee Break

20 mins





Peer groups presentations

60 mins

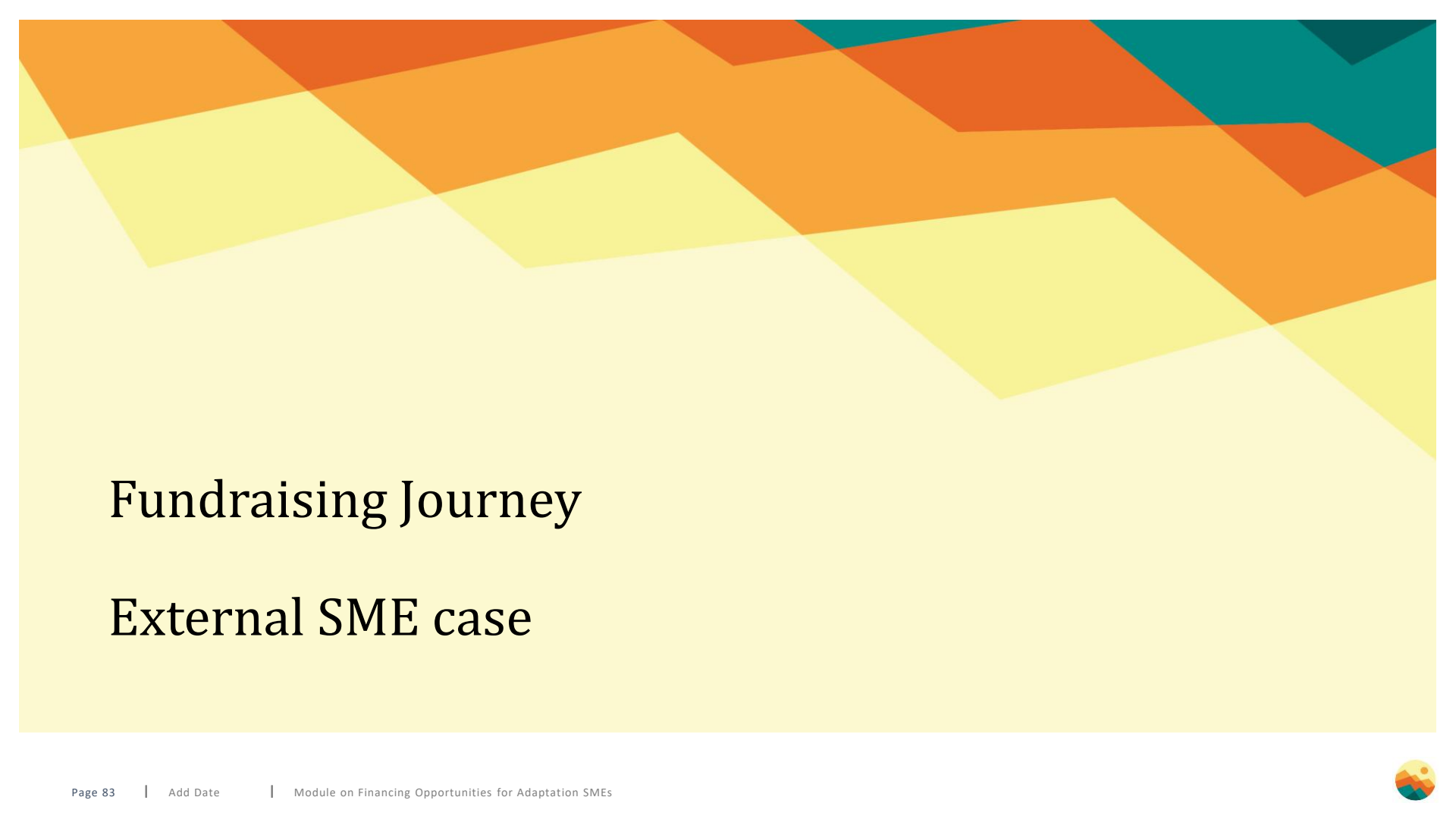


4th Session: Fundraising journey and experience from SMEs

SMEs discuss about their main findings and reflections.

25 min





Fundraising Journey

External SME case





Lunch

1 hour





5th Session

Impact Investment for Adaptation SMEs



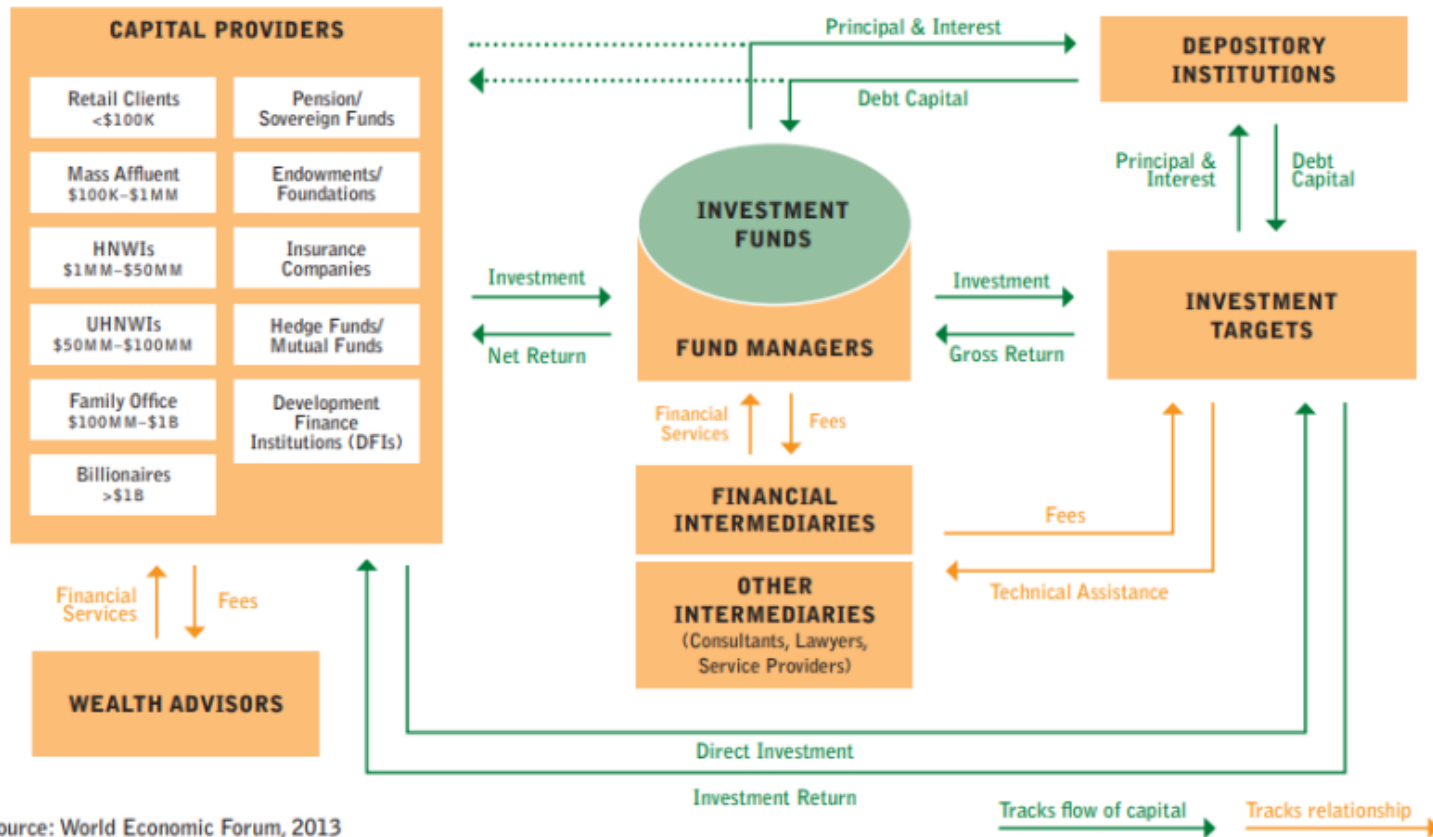


Session purpose

- Provide PrivABoo SMEs with an understanding of how to navigate the investor landscape
 - Understanding the climate investor landscape
 - Finding the right investor(s)
 - Navigating the investment process
- Tools and resources, including the adaptation investor database
- Map the climate investment landscape for your country



Understanding the broader impact investment landscape



Source: World Economic Forum, 2013

Add Date

Module on Financing Opportunities for Adaptation SMEs



What do impact investors really want?



- ❑ Real impact – many of the investors interviewed identified a clear, demonstrable social and/or environmental impact as their primary concern



- ❑ Track record – impact investors seek businesses that have generated revenues demonstrating the product-market fit, and have an ongoing cashflow (often of 2-4 years) with a positive progression



- ❑ Viable business plan – the clear vision, strategy for growth and business plan should be feasible, clearly articulated and backed by the investment plan



- ❑ The right team/ leadership – having a capable and motivated founder and/or management team that can implement the business strategy, but also be flexible and solve problems



- ❑ Solid and realistic finances – financial reporting should be properly managed, transparent and ideally audited, and forecasts need to be realistic and achievable



Also Good:

- ☐ Good governance and management control systems
- ☐ Demonstration of market size and potential
- ☐ A solid value proposition that is highly scalable
- ☐ An understanding and experience from the sector
- ☐ Ability to be adaptable, and manage and mitigate risks
- ☐ Clear articulation of how the investment would be used
- ☐ Potential for a good return on investment
- ☐ Financial literacy and an understanding of investment implications
- ☐ Ability for a future exit by the investor



Value expectations of impact investors

Climate change adaptation

- Water savings
- Drought tolerant crops

Climate change mitigation

- GHG emission reductions

Examples



Poverty alleviation

- Low income clients
- Job creation

Gender

- Women ownership
- Gender paygap

Religious values

- Christian founder & principles
- Adherence to Sharia law

Examples

alphamundi



How to find the right investor

Personal
networks /
referrals

Pitching and
networking
events

Accelerators
and
incubators

Active on
LinkedIn

Crowd
funding

Online
databases

...



Ensuring a good match – do your homework!



Country

Specific to
country or region



Sector

Climate or
specific sector



Finance

Equity, debt or
grants

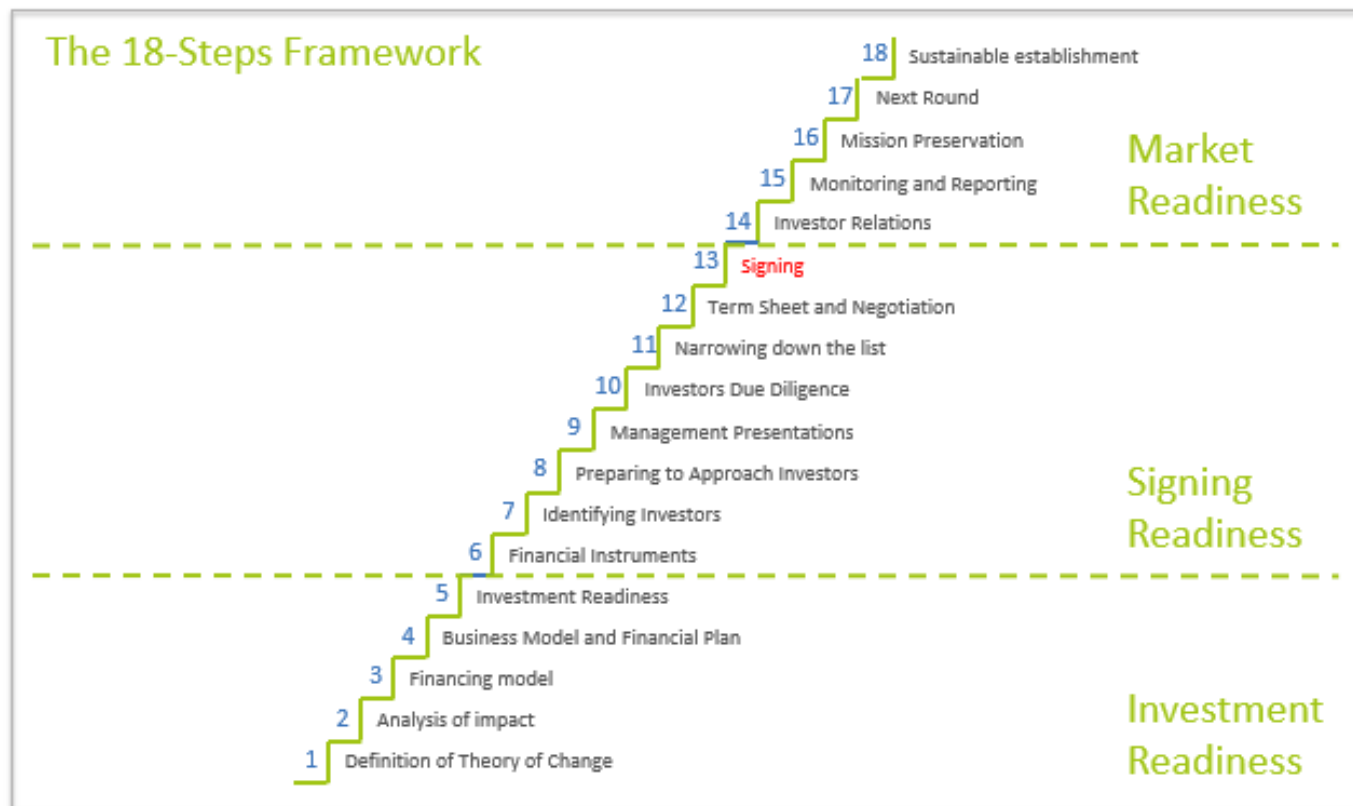


Stage

Pre-seed, seed,
Series A+



Navigating the investment process



Check if you are Ready

Inclusive Business CHECKLIST

Business
Innovation
Facility

Is your inclusive business investment-ready?

Many inclusive businesses seek external investment to finance their working capital or business growth. But some under-estimate just how 'ready' and robust they need to be to secure investment. This document provides an initial checklist of things to consider, to assess whether your business is ready to attract investment.

Investors will ask searching questions before committing funds to an inclusive business. Having a great business idea is simply not enough. To secure external investment, a business will usually need to address the items below. If you can demonstrate that you have these in place, it may help you speed the process and achieve more success in attracting investors.

Commercial banks are often not equipped to provide finance to inclusive business. A new asset class, known as Impact Investment, has emerged in recent years. As Impact Investors seek a combination of social and financial return, they are often seen as a solution for inclusive businesses. But it is a mistake to believe they will be less rigorous than mainstream investors. Whoever the investor, stringent due diligence is to be expected.

Inclusive businesses will have to exhibit all of the features of a well-run investable company in order to secure the financial input that they need. They also need to be able to communicate the strengths of their business model to potential investors in a succinct and convincing manner.

The following Checklist outlines the criteria which an investor will apply and the elements that the business will need to have in place.

Structure: Investors will need evidence that you have a solid company structure in place.

Do you have the following?

- ☐ A well-defined commercial remit
- ☐ Shareholders agreement
- ☐ A stable board including experienced non-executive directors
- ☐ Management with a proven track record and necessary qualifications
- ☐ Undisputed share ownership
- ☐ Clear separation from any parent NGO or charities
- ☐ Industry-standard Memorandum and Articles of Association ensuring limited liability
- ☐ An organogram illustrating roles and responsibilities
- ☐ Details of protection relating to relevant intellectual property rights and patents
- ☐ A human resources plan and policies

Inclusive Business Checklists provide a quick and simple way to determine how effective an idea, tool or model might be for your inclusive business project. They can be used by inclusive business practitioners, to develop and scale up business strategies. They are based on the real-world experiences of companies actively expanding opportunities for people at the base of the economic pyramid through their core business activities.

Financials: Investors will require a full set of financial records.

Do you have the following?

- ☐ Audited accounts
- ☐ Verifiable record of paying taxes, licences etc
- ☐ A financial model – including projections for up to three years
- ☐ A strong cash flow
- ☐ Absence of debts
- ☐ Working capital
- ☐ Government grants
- ☐ Investment capital
- ☐ Adequate insurance cover

Market: You will need to show that you understand the market and your place in it.

Have you undertaken market analysis that covers the following?

- ☐ Market demand for products
- ☐ Pricing
- ☐ Competition
- ☐ Unique Selling Propositions
- ☐ Product development plan
- ☐ Details of strategic alliances or partnerships
- ☐ Distribution channels

Have you developed a sales and marketing strategy?

- ☐ Pricing strategy
- ☐ Distribution Channels
- ☐ Use of web, telesales and advertising
- ☐ Sales force

Triple Bottom Line: An impact investor will want evidence of the expected social impact of the inclusive business.

- ☐ Have you evaluated the social costs and benefits?
- ☐ Have you carried out an Environmental Impact Assessment?
- ☐ Do you have a system for tracking the impacts?

The "sell": You will need to provide evidence of a solid business plan.

Do you have the following?

- ☐ Sufficient size of deal to justify transaction costs (e.g. >\$250k)
- ☐ A professional-looking Business Plan
- ☐ A compelling pitch for investors (including a concise "elevator pitch" (the 30 second "sell" that would secure interest before the elevator doors open again))
- ☐ Risk analysis showing mitigating factors
- ☐ A Non-Disclosure Agreement
- ☐ Legally-compliant Information Memorandum
- ☐ Readiness to sell equity
- ☐ Exit Options (duration, terms etc) which will be considered realistic by investors

Additional Resources

Our Database of Financial and Technical Support for Inclusive Business provides a list of over 200 organisations that offer financial and/or technical support. <http://bit.ly/ib-support-database>

A helpful glossary of business terms can be found at: <http://articles.bplans.co.uk/business-term-glossary>

IMPACT INVESTING RESOURCES

Useful Websites:

Global Impact Investing Network www.theglin.org
Asia Impact Investing Network www.asiainv.com
Monitor Institute www.monitorinstitute.com/impactinvesting
European Development Finance Institutions www.edfi.be

Relevant Reports:

UN Global Compact (2011), *A Framework for Action: Social Enterprise and Impact Investing*
http://www.unglobalcompact.org/docs/issue_doc/development/Framework_Social_Enterprise_Impact_Investing.pdf
O'Donoghue, Nick et al (2010), *Impact Investments: An Emerging Asset Class*, JP Morgan's Sustainable Foundation
<http://www.theglin.org/cgi-bin/showresources/research/151.html>
Dabberg Global Development Advisors (2010), *Impact Investing in West Africa*, Dabberg, Copenhagen



Challenges Consulting

This Checklist was drafted by Kieran Archer of Challenges Consulting. It is based on work undertaken for "access to finance" projects supported by the Business Innovation Facility in Zambia and Bangladesh.

Challenges Consulting, which is part of the Challenges group (www.challengesworldwide.com), provides business consulting and mentoring for inclusive businesses in developing countries

➔ For further information and to view other Checklists, go to:
Practitioner Hub on Inclusive Business: www.businessinnovationfacility.org

The Business Innovation Facility (BIF) is a pilot project funded by the UK Department for International Development (DFID). It is managed for DFID by PricewaterhouseCoopers LLP in alliance with the International Business Leaders Forum and Accurate Development Partnerships. It works in collaboration with Intra-Development, Imilias, Renaissance Consultants Ltd, The Convention on Business Integrity and Challenges Consulting. The views presented in this publication are those of the author(s) and do not necessarily represent the views of BIF, its managers, funders or project partners and do not constitute professional advice.

We welcome feedback on our publications – please contact us at enquiries@businessinnovationfacility.org

Exercise:
Quick
checklist



Navigating Due Diligence

"It's like getting married – be open and honest, don't hide or lie"	"Don't need to have all the answers, so ask for help where needed"	"Be prepared - have the team prepared knowing what is at stake"	"Be realistic about forecasts, risks and issues"
"Want ambition and optimism, but need to understand challenges"	"Focus on your track record rather than prizes and awards"	"Tailor your approach to your investor to align with their mandate"	"Get clarity on investment process, timelines and key decision points"
"Be as responsive as possible – investors don't like to chase"	"Don't overpromise, but do deliver on commitments"	"Share information early and be willing to overshare"	"Demonstrate a deep understanding of your business from end to end"
"It's a two-way street - take the opportunity to assess the potential investor"	"Be precise and clear on what you want"	"Ask questions and do not accept all kinds of offers that seems to good to be true"	"Chemistry is important – you need to like the investor too"



Want to learn more - Social Finance Academy



▼ Social Problem



• Investment Readiness Check

Are you ready to approach investors?



Signing Readiness Check

Are you prepared to access investors, master the investment process and sign an investment contract?



Market Readiness Check

Are you ready to position your organization in the investment market?



Impact Readiness Check

Are you clear on the impact you want to create?

<https://social-finance-academy.org>



Tools and Resources



Tools and resources to help you find financing opportunities

SEED MSMEs Database

VC4A

Pay to use: Crunchbase

PrivABoo
Adaptation
Investor Database

- You've heard a lot about the different categories of financing mechanisms that exist in theory
- These tools and resources give an overview of what options and ongoing projects there really are
- Get started right away and **find the financing option that fits your SME**



1. SEED MSMEs Database

SEED, an initiative that was founded by UN Environment, UNDP, and IUCN, developed this **informative database for sustainable MSMEs**. It provides basic and easily accessible information about funding opportunities and can be accessed [here](#).

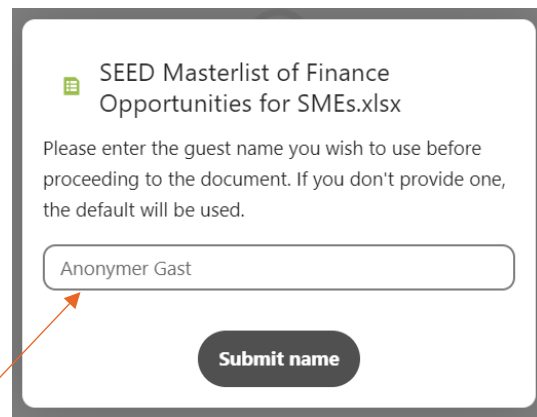
Financial and non-financial support opportunities for eco-inclusive MSMEs

This is a database including financial and non-financial support opportunities for eco-inclusive MSMEs around the world.

MSMEs Database

Disclaimer

Please note that SEED only acts as a source of information and further details about these opportunities can be found in the respective websites. Grants might be time restricted and not run through the whole year.



When you click on the link to the database, you will have to enter a guest name to proceed. However this name can be „anonymous“ as well, it does not matter for the use of the tool



1. SEED MSMEs Database

After accessing the database you can use different **filters** to get a better overview of the information that is relevant for you, for example, filter by **region** („Global“, „Africa“, „Sub-Saharan Africa“) or the **type of financial support** that you are looking for („funding“, „grants“, „investment“, „pro bono“, etc.)

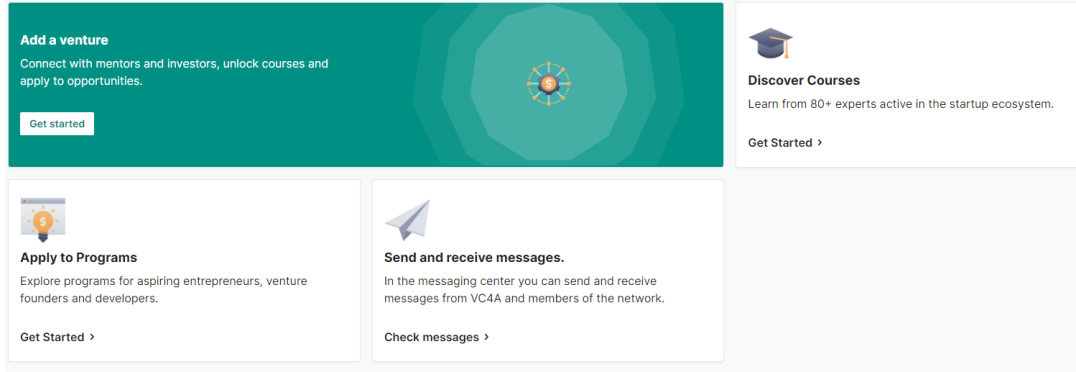
SEED Promoting Entrepreneurship for Sustainable Development Financial and non-financial support opportunities for eco-inclusive SMEs								
Name of Opportunity	Opportunity Description	Financial Support	Non-Financial Support	Ticket Size (financing amount - USD)	Target Sector(s) *	Target Region	Target Countries	Website
ABAN	Angel Investor Network - The African Business Angel Network (ABAN) is a Pan-African non-profit association. ABAN was founded in early 2015 to support the development of early stage investor networks across the continent and to grow the cohort of early stage investors excited about the opportunities in Africa.	Investment, capacity building		n/a	Multisector	Africa		https://abanangels.org/
AECF	Impact Fund - The AECF is a development institution which supports businesses to innovate, create jobs, leverage investments and markets in an effort to create resilience and sustainable incomes in rural and marginalized communities in Africa.	Investment (grants, loans)		100,001 - above	Clean Energy, Multisector	Sub-Saharan Africa	Sub-Saharan Africa	https://www.aecf africa.org/index.php/
AfDB	Multilateral Development Bank (MDB) - The overarching objective of the African Development Bank (AfDB) Group is to spur sustainable economic development and social progress in its regional member countries (RMCs) through contribution to poverty reduction. The Bank Group achieves this objective by mobilizing and allocating resources for investment in RMCs, and providing policy advice and technical assistance to support development efforts.	Private Sector Development projects		n/a	Multisector	Africa		https://www.afdb.org/en/topics-and-sectors/sectors/private-sector/
Africa Eats	Impact Investor	Investment, accelerator programme		100,001 - above	Water, Sanitation and Health	Africa		http://africaeats.com/
Africa Enterprise Challenge Fund (AECF)	Impact Investor - The Africa Enterprise Challenge Fund (AECF) is a \$250m challenge fund that awards grants and repayable grants to private sector companies.	Investment, advisory service		100,001 - above	Sustainable Agriculture, Clean Energy	Africa		https://www.aecf africa.org/
African Women Development Fund Grants for Women in Africa and Middle East	Under this initiative, AfWDF aims to scale up its mentoring and advisory services to promote women's rights, amplify their voices, increase economic opportunities and improve access to spaces of decision-making.	Grants		100,001 - above	Other	Africa and Middle East		https://www.awdf.org/
Arbore Fund	Fund - The fund invests in sustainable forestry projects in Latin America, the Caribbean, and Sub-Saharan Africa in countries where biophysical growth conditions for forests are ideal.	Investment	Tailored technical training	Various	Biodiversity	Latin America, the Caribbean, sub-Saharan Africa		https://www.arbore-advisors.com/arbore-fund/

You get a basic Excel table as a result. From there you can go to the websites which are relevant for your SME.



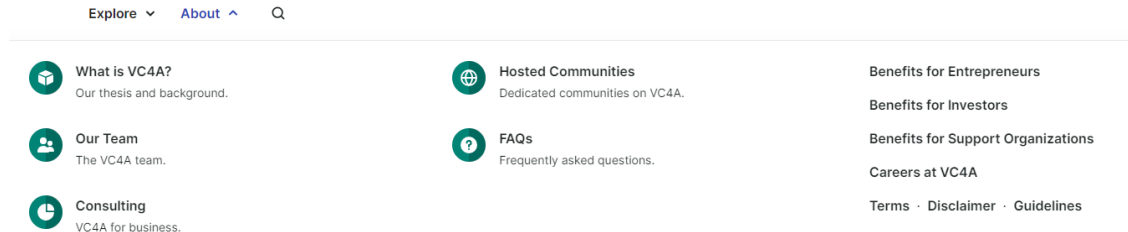
2. Venture Capital for Africa (VC4A)

VC4A is an online platform offering **resources**, **mentorship**, and **access to investors** for African startups. The website offers benefits for investors as well as for entrepreneurs. You can access the website and explore [here](#).



1. You have to **create an account** to access your **Dashboard**. There you can also **add your business** and all the information you want to share with other entrepreneurs and possible investors.


2. From your **Dashboard**, go to **About** and to **Benefits for Entrepreneurs** to see an overview of the different option that the website offers for business owners.



2. Venture Capital for Africa (VC4A)

You can find the different options the website offers for your SMEs directly [here](#). Fundraising options are available after you register and describe your business. There are no set investment conditions, so it is up to you what terms and conditions you agree on with possible investors.


Why join VC4A?



Be discovered

Create a visually appealing venture profile.


Less —



Promote fundraising rounds

Announce your new fundraising round.


More +




Get access to opportunities

Gain access to our partner network.


More +




Create an appealing profile that captures the attention of prospective investors and partners.



Get featured on our homepage, social media channels, or in our next newsletter.




Grow a dedicated following by engaging members on your VC4A startup profile.



Academy

Join the VC4A Startup Academy.


More +



Connect to mentors

Meet international business experts.

More +



Proven track record

Fundraising rounds are opened weekly.

More +



The Africa Prize for Engineering Innovation

Accelerating business growth for African engineering start ups







The Africa Prize for Engineering Innovation, founded by the Royal Academy of Engineering, is Africa's biggest prize dedicated to engineering innovation. The Prize awards commercialisation support to African innovators developing scalable engineering solutions to local challenges. These innovations show the importance of engineering in improving quality of life and economic development.

\$50,000 Post-Harvest Loss Innovation Prize

FACTOR

Seeking groundbreaking solutions that empower smallholder farmers

We are seeking groundbreaking solutions that empower smallholder farmers in South Asia and Sub-Saharan Africa to reduce post-harvest loss.

Overview

Application Deadline: Aug 14, 2024

Contact: submissions@factor.com

Apply: [Application form](#)

Nominate: [Nomination form](#)

The website also features a variety of different programs that you can apply to. There are some features for which you need a subscription plan, but most of the tools are free for entrepreneurs.



3. Crunchbase

There are some tools that are not free of charge, but might be useful for you. Question: Has anyone here ever used **Crunchbase**? The app allows you to **find investors**, **get funding**, and to **check your competition**. Go to the website [here](#).

Search Investors

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of 714 results

☐ Venture Capital
 ☐ Individual/Angel
 ☐ Private Equity Firm
 ☐ Accelerator
 [+ MORE OPTIONS](#)

Number of Investments

Enter num

-

+

Enter num

Number of Exits

Enter num

-

+

Enter num

Organization/Person Name	Number of Investments	Number of Exits	Location
LoftyInc Capital	109		
SpeedUPAfrica	89		
Co-Creation Hub Nigeria	56		
Ingressive Capital	49		
EchoVC Partners	49		

Investor Type
Venture Capital

Investment Stage
Early Stage Venture, Seed, Venture

Number of Exits
3

Contact Email
investor.relations@loftyincld.biz

Phone Number
831-238-7997

Over the last decade, LoftyInc Capital has invested over \$25m into over 150 of Africa's fastest growing enterprises, including three unicorns, and attracted c.USD1.5b in follow-on funding into our portfolio companies. With an overall goal to prioritize long-term growth and sustained benefits to communities, we have also built an extensive ecosystem...

[READ MORE](#)

[in](#)
[t](#)

You can look for investors, companies and people, get information about them and contact the investors relevant to you.



3. Crunchbase

crunchbase

The screenshot shows the Crunchbase dashboard for user Clara-Sophie Baschant. On the left is a sidebar with navigation links: 'My Crunchbase', 'My Recommendations', 'My Lists', 'My Saved Searches', 'Import Lists', 'Shared Tags', 'Explore', 'Search Companies', 'Search Contacts', 'Discover Hubs', 'Find Investors', and 'Create Profile'. The main content area features a 'Recommendations' section with a card for 'Noded Ai' (a company you're interested in trending companies) with a 'SAVE' button. Below this is a 'Viewing Activity From' dropdown set to 'My First List'. To the right is a 'This Week on Crunchbase' summary for the user's territory, showing 686 funding rounds, \$33B in total fundings, 196 acquisitions recorded, and \$17.5B in acquisition amount. At the bottom is a 'Recently Viewed' section listing 'Loftyinc Capital' and 'CORE POWER (UK) Ltd' with a 'VIEW ALL' link. A circular illustration of a person with glasses looking through a magnifying glass is overlaid on the bottom right of the dashboard.

You have your own **Dashboard** where you can use various kinds of features. You'll also get **recommendations** for companies and investors, and see your Recently Viewed.

They provide special subscription plans for enterprises and there is a **7 day trial** if you want to check it out. Just make sure to cancel your subscription in time if the tool isn't for you.

Choose the Right Crunchbase Solution for You

Pro		Enterprise
Monthly	Annual Save 50%	Custom
\$99	\$49	Contact Us
/ user / month billed monthly	/ user / month billed annually	Custom billing
Best for individuals who want a flexible plan to complete a short-term project	Best for individuals who need repeated success against ongoing goals	Best for large teams who need scalable integrations and API add-ons
TRY PRO FREE	TRY PRO FREE	TALK TO SALES

Similar logic:  **AngelList**



4. Adaptation Investor Database - overview

Purpose: A searchable database of impact investors who invest in climate adaptation solutions

Format: Excel-based filterable database

Primary users: PrivABoo and Climate Adaptation Business Alliance SMEs.

Secondary users: Climate adaptation focuses on SMEs based in East Africa, West Africa, and South Asia

Sectors: Included but not limited to agriculture, infrastructure, water, waste, fintech...

Ticket size: USD 200k - 5 million

Financial instruments: Debt, equity, hybrids, but not grants or philanthropy

Additional information: Provision of additional support / TA, anything else?

Contact information: Website, contact person if available



Private Adaptation Finance
INVESTOR DATABASE

Page 106 | Add Date | Module on Financing Opportunities for Adaptation SMEs 

Mapping the Climate Investment Landscape

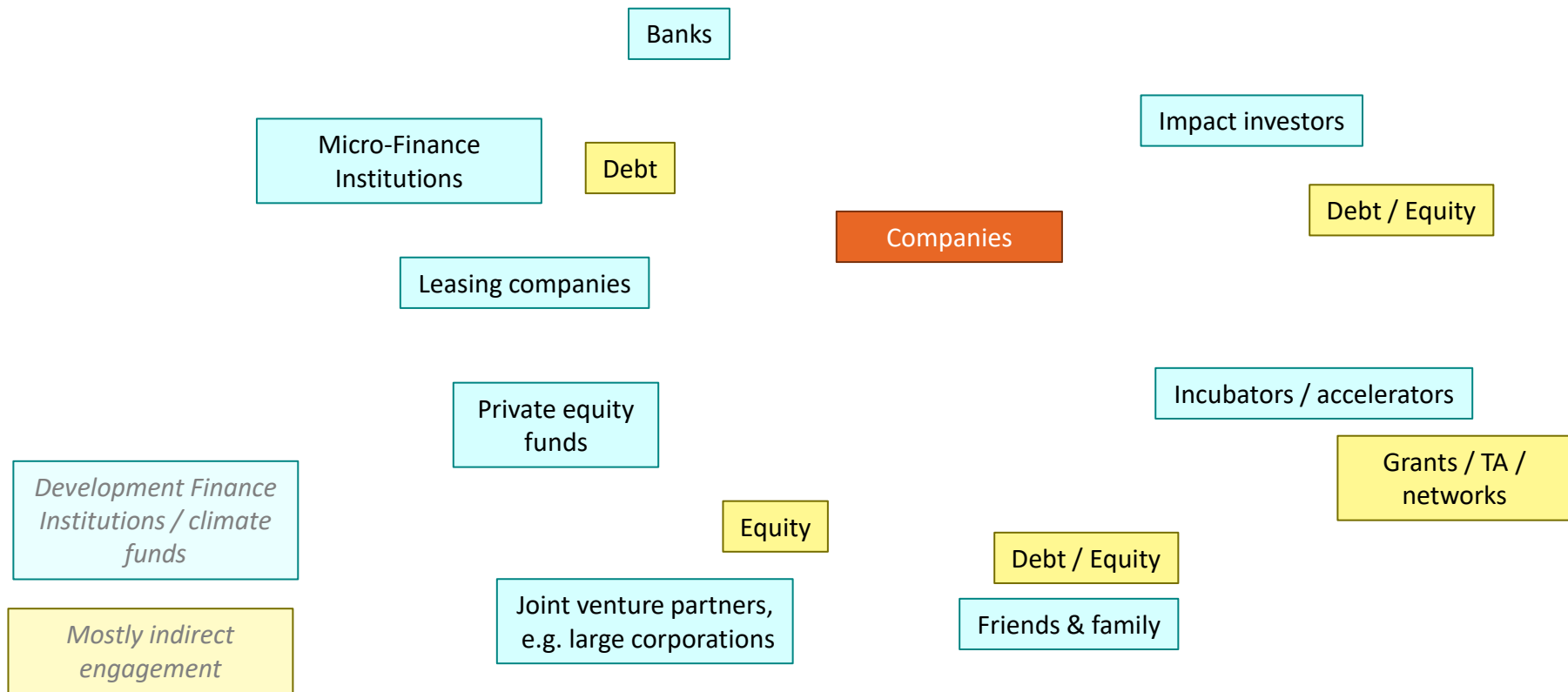


Interactive exercise – Navigating the impact investment landscape

- For your country, are there important actors that are missing?
 - Write them on paper and add them to the board
- Which of these actors are important for the financing needs of your business?
 - Place a green sticker on actors who are important and whom you are already connected to
 - Place a yellow sticker on actors who are important and whom you know how to connect with
 - Place a red sticker on actors who are important, but you don't know how to approach them
- Discussion of results for each country



The (impact) investment landscape in Add Country



Pakistan

Instrument
(Debt, Equity, Grant, etc)

Type of
Institution

Organisations
Name

Debt & Equity	Non-Profit	ENDEAVOR \$1 Million Revenue Startups
DEBT	Non-Profit	AP accelerate. Poverty DIER
Equity	Programs	STRUGENT CAPITAL 100k-200k USD
Equity	Programs	ANTLER 100k-200k USD
EQUITY	Programs	ORBIT \$100k-\$200k
EQUITY	V.Cs	1. SAAMA VENTURES 2. ZAIN CAPITAL 3. LARION VENTURES 4. SAI VENTURES
EQUITY	V.C/NP	ACUMON FUND PAKISTAN
GRANTS/DEBT	NP	KARIMQAZ PAFAN NRSF/CUMAMVURES
MULTILATERAL SUPPORT	A/P	1. IFC (WBG GROUP) 2. ADB - Asian Dev Bank 3. GEF/UNEP/UNEP FUND 4. JACOP SOUTH ASIA
BILATERAL SUPPORT	NP	1. PCO / GIZ / EU 2. UNDP / DFC 3. UNDP / UNIDO / UNICEF 4. NETHERLANDS
FINANCIAL SUPPORT/DEBT	BANKS	1. STANDARD CHARTERED 2. ABG VON TRAPP 3. PAKISTAN BANK 4. ALL OTHER BANKS

Pacific

Instrument
(Debt, Equity, Grant, etc)

Type of
Institution

Organisations
Name

EMERGING MARKET IMPACT INVESTMENT FUND	IMPACT INVESTORS	GDC*	Qatar Fund for Development (QFD)	Grants	UNDP GUVARES	CLIMATE LOANET PAD
Indo-Pacific Impact Funds	Electrify*	AUS + NZ + China High Commissions	GEF SGT 50k	BUSINESS PARTNERSHIP PLATFORM	Debt Funds of Kiwibank	TISA BANK - PNG
* ADB Ventures	* GGGI	Debt	BANKS	BANK OF SOUTH PACIFIC	PAK - WOMEN'S AGROBANK	NATIONAL BANKING CORPORATION
BUSINESS LINK PACIFIC	GOOD RETURN	SUPPORT ORGANIZATION	WING BANK (PNG)	WING BANK (PNG)	NATIONAL BANKING CORPORATION	NATIONAL BANKING CORPORATION
		PACIFIC ISLANDS PEOPLE SECTOR ORGANIZATION - PISO				





Coffee Break

15 mins



Day 2 Review & Closing



Module on Financing Opportunities for Adaptation SMEs

Add Date & Place



Implemented by:





PrivABoo Module on Financing Opportunities for Adaptation SMEs

Day 3 Add Date

Objectives:

- Discuss future plans addressing current gaps in the main topics
- Reflect about the workshop



Workshop Content – Overview

In person meeting, peer learning and feedback-oriented workshop

Add Date

PrivABoo Recap & Identifying Financing Opportunities for SMEs

- Recap and harness the learnings from the PrivABoo journey
- Current State of SMEs
- Overview of Financing Opportunities for SMEs

Add Date

Accessing Climate Finance Resources

- Fundraising journey and experience from SMEs
- Climate Investor Landscape & Impact Investment for Adaptation SMEs



Add Date

SMEs Working session, Practitioners Networking and Excursion

- SMEs Future Plans
- Closing Session

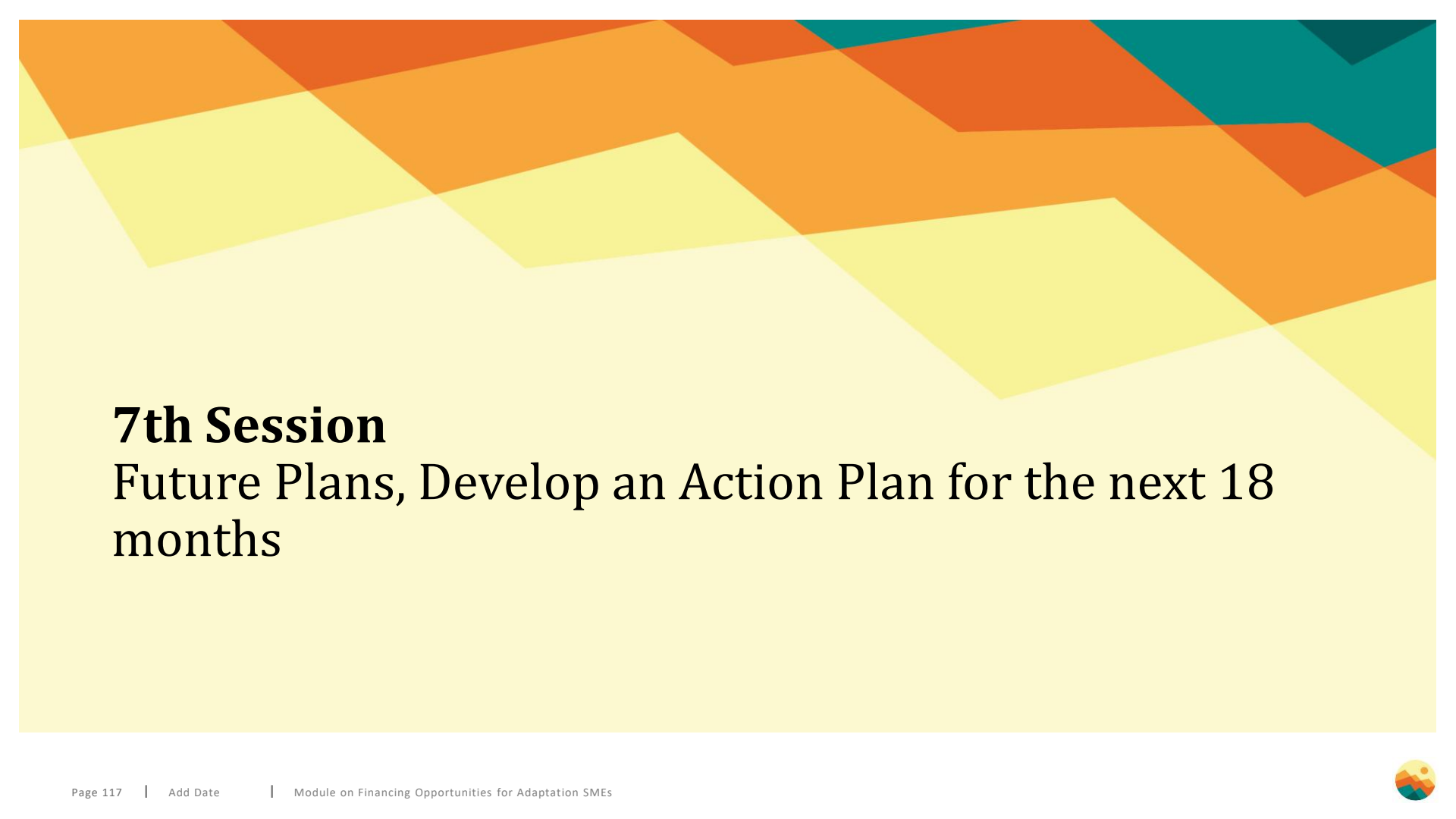


Agenda – Add Date

SMEs Future Plans

09.00	Plenary Session: Opening
09:30	7th Session: SMEs Future Plans: Develop an Action Plan for the next 18 months
10:30	Coffee Break
10:50	7th Session: SMEs Future Plans: Develop an Action Plan for the next 18 months
12:00	Closing and Wrap Up Plenary Session
13:00	Lunch





7th Session

Future Plans, Develop an Action Plan for the next 18 months



SMEs develop their plans for the next 18 months.

1. Exercise introduction

How do you intend to leverage **PrivABoo knowledge** for the next phase of your business?
For training? perhaps building sustainable partnerships for growth? addressing challenges specific to climate adaptation businesses or climate adaptation financing, fundraising?

2. Create a poster using your Company Action Plan to describe your next steps towards:

- ✓ **PrivABoo** Alumni initiative.
- ✓ Covering gaps in term of investment readiness
- ✓ Pursuing **funding** opportunities
- ✓ applying **a gender lens** in your business operations
- ✓ Increase the **adaptation relevance, narrative and impact of your business**;
- ✓ Increase your capacities for **measuring adaptation impacts**;
- ✓ Increase your capacities for strategic **communication of your adaptation relevance and impact**.

3. Posters are presented in your peer groups.

30 min



Action Plan

Objective 1			
Internal / GIZ / SME Group			
Actions / Tasks / Steps	Resources needed	Success Indicator or Milestone	Progress of Implementation
1			
2			
3			
4			

Objective 2			
Actions / Tasks / Steps	Resources needed	Success Indicator or Milestone	Progress of Implementation
1			
2			
3			
4			

60 min



Closing and Wrap-up Plenary session





Plenary discussion

- What are the personal key learnings/findings from the workshops?
- What have you learned from your peer SMEs?
- How could the development of a climate adaptation narrative impact your business?

If you could start the PrivABoo over from the beginning ...

- What would you do differently?
- What would you want to be different about the program?





Feedback session

Your feedback

- ... is anonymous.

- ... helps us better prepare and structure our next events and workshops.





Award of certificates!





Group Picture



Follow Adaptation Community on:

Linked In

<https://www.linkedin.com/company/adaptationcommunity>

Adaptation Community Website

<https://www.adaptationcommunity.net/>



**Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH**

Registered offices Bonn and Eschborn, Germany

Climate and Climate Policy Unit
Friedrich-Ebert-Allee 40
53113 Bonn, Germany
T +49 228 44 60 - 0
F +49 228 44 60 - 17 66

E info@giz.de
I www.giz.de

On behalf of Federal Ministry for Economic
Cooperation and Development (BMZ)



Implemented by:

