

PROGRAM

2016 KICK-OFF WORKSHOP
OF THE
PRACTITIONERS' DIALOGUE ON CLIMATE INVESTMENTS (PDCI)
IN COOPERATION WITH THE
SEED SOUTH AFRICA SYMPOSIUM

15 – 18 MARCH 2016 | INNOVATION HUB, PRETORIA | SOUTH AFRICA

The Deutsche Gesellschaft fuer Internationale Zusammenarbeit (GIZ) GmbH is implementing the global "Practitioners' Dialogue on Climate Investments" (PDCI) on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ). The PDCI aims to advance understanding of how governments in developing countries and emerging economies can secure the participation of private businesses and the financial sector in the implementation of INDC commitments. PDCI focuses on smart public incentive schemes, effective regulatory frameworks and innovative financial mechanisms with the aim of encouraging more private investment in renewable energy projects, energy efficiency improvements and climate change adaptation measures. The dialogue addresses decision-makers from the public sector as well as professionals in business and financial sectors.

The SEED South Africa Symposium is an annual international forum for sharing knowledge and experience, establishing partnerships, and developing solutions to stimulate the growth of social and eco-entrepreneurship in South Africa. This year's topic will be *Unlocking capital, boosting support* to discuss how the ecosystem for eco-entrepreneurship in South Africa can be build.

During the SEED South Africa Symposium, the PDCI network will facilitate a dialogue between policy-makers, investors and entrepreneurs on how to effectively make use of the momentum of the Paris Climate Agreement. Participants will discuss the relevance of the countries' previously announced INDCs for the private sector. They will explore how the corporate sector, including SMEs and the financial sector can benefit from the implementation of a country's INDC and how to successfully integrate the different sectors in the INDCs implementation process.

Participants will:

- Engage in a dialogue with policy-makers, investors and entrepreneurs on public policy initiatives to attract more private investments in inclusive low-carbon business models in Africa;
- Explore implications and opportunities of the Paris Climate Agreement, particularly with regards to the implementation of Intended Nationally Determined Contributions (INDCs).

March 14, 2016

From 19.00	Informal welcome dinner for PDCI core group participants <i>Meeting at the reception of the City Lodge Lynnwood Hotel</i>
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March 15, 2016: SEED South Africa Symposium 2016

08.00 - 09.00	Networking Breakfast
09.00 - 13.00	Parallel Pre-Workshops
	Pre-Workshop of the Practitioners' Dialogue on Climate Investments –Onboarding and setting the context During the Pre-Workshop, PDCI core group participants will develop a joint understanding of the different roles and responsibilities for both, the up-coming event and the PDCI working process. They will jointly concretize the objectives of the PDCI process and the kick-off meeting. Prototype developers practice the pitching of their prototype ideas, policy brief authors develop a format and some general standards for policy briefs and advisors practice coaching approaches such as active listening and feedback.
Auditorium 1	09.00 – 10.00 Welcoming and introduction to the PDCI 2016 <ul style="list-style-type: none"> Frédéric Wils, Project Manager, Practitioners' Dialogue on Climate Investments, Deutsche Gesellschaft fuer Internationale Zusammenarbeit (GIZ) GmbH Gereon Klein, Senior Associate, adelphi research
Auditorium 1 + Boardroom 1	10.00 – 11.00 Parallel sessions A) Policy brief authors: Development of a joint understanding B) Meeting of the advisors: introduction to communication and coaching techniques C) Pitching practice for prototype developers 11:00 – 11:30 Coffee & tea break
Auditorium 1	11:30 – 13:00 Pitching competition
	Pre-workshop for SEED Accelerators and selected enterprises (by invitation only)
	Investor Dialogue (by invitation only)
	Business Development Services Workshop (by invitation only)
13.00 - 14.30	Lunch
14.30 - 15.00	Registration for the SEED South Africa Symposium
15.00 - 15.10 Auditorium 1 + 2	Opening by SEED <ul style="list-style-type: none"> Rainer Agster, Director of Operations, adelphi
15.00 - 15.30 Auditorium 1 + 2	Welcoming words <ul style="list-style-type: none"> Geraldine Reymenants, General Representative of the Government of Flanders in Southern Africa Joni Musabayana, Acting Director International Labour Organisation Pretoria Office, South Africa
15.30 - 16.30 Auditorium 1 + 2	Panel discussion: Why are Impact Investors in Africa looking East – and not South? The adoption of the Sustainable Development Goals and the Climate Agreement in 2015 has made it clear that social and environmental concerns are no longer the preserve of NGOs and activists but have entered the mainstream of business and investor strategy. Impact investing has been on the forefront of this movement and has become an

	<p>increasingly important sector of the global investment community. Predictions see the impact investing market increase to between \$400bn and \$1 trillion worldwide in the next five years. With nearly one fourth of global impact enterprises located in Sub Saharan Africa and rapidly growing economies, the continent is a prime destination for impact investment. However, opportunities for impact investing in Sub-Saharan Africa are not spread equally. East Africa has become the center for global impact investing, with Kenya, and its capital Nairobi and a leading regional hub, with Uganda and Tanzania not far behind. Development finance institutions (DFI) and other impact investors are firmly focused on this market with a growing interest for impact investments in West African countries such as Ghana. Notably, South Africa is not viewed by many impact investors as an equally important market or source of deal flow. The panel “Why are Impact Investors in Africa looking East – and not South?” aims to discern the key reasons for this. The discussion also aims to identify potential differences in the ecosystems between the two regions, as well as identify actions South Africa could take to attract more investment.</p> <ul style="list-style-type: none"> • Andreas Zeller, Open Capital Advisors • Pat Zillai, Founder & CEO, Life College Group • Max Pichulik, Partner, Impact Amplifier • Bandile Dlabantu, Managing Director, Khepri Biosciences <p>Moderator: Selma Seedat, Managing Director, Greater Capital</p>
16.30 – 17.30	Networking and SEED Marketplace
17.30 – 18.30	<p>Panel discussion: Streamlining the Landscape of Business Development – Support Services for Eco-entrepreneurship</p> <p>Greening Business Development Services (BDS) has grown to be an important element of the efforts to create an enabling environment for small, medium and micro enterprises to flourish. Better shared understanding among the different players in the current landscape of support services is necessary.</p> <p><u>Speakers:</u></p> <ul style="list-style-type: none"> • Bridgit Evans, Manager, SAB Foundation • Sifiso Ndwandwe, Catalyst for Growth • Rainer Agster, Director of Operations, SEED • Kees van der Ree, Green Jobs Coordinator, International Labour Organisation <p>Moderator: Mapula Tshangela, Senior Policy Advisor, National Department of Environmental Affairs, South Africa</p>
18.30 – 18.45	<p>SEED Accelerator Announcement</p> <p><i>Supported by the Government of Flanders</i></p> <ul style="list-style-type: none"> • Geraldine Reymenants, General Representative of the Government of Flanders in Southern Africa • Cecilia Kinthia-Njenga, Head UNEP Office in South Africa
18.45 – 19.00	<p>Dinner Speech</p> <ul style="list-style-type: none"> • H.E. Marcus Cornaro, EU Ambassador to the Republic of South Africa
From 19.00	Networking dinner

March 16, 2016: SEED South Africa Symposium 2016

08.00 - 09.00	Networking breakfast
09.00 - 11.00	Parallel sessions
Auditorium	<p>Investor forum: Reverse Pitching by Investors <i>Hosted in collaboration with ANDE South Africa</i></p> <p>A reverse pitching format will connect impact investors with potential investees in an innovative and participatory manner. This format will allow investors to showcase the “How to’s” of impact investing to an audience of entrepreneurs and businesses. It will facilitate matchmaking and will allow business owners to address questions around the investment process, financial products and requirements for successful deal closing.</p> <p><u>Speakers:</u></p> <ul style="list-style-type: none"> • Jaap Spreuwenberg, Managing Director, Hivos Impact Investment • Donna Katzin, Shared Interest & Phindile Spies, Thembani International Guarantee Fund • Carien Engelbrecht, Aurik Investments • Stuart Bartlet, IDC / Small Enterprise Fund • Dave Romero, Caban Investments • Megan Dedekind, Business/ Partners • Lize Lubbe, Edge Growth / Vumela Fund <p>Moderated by: Mixo Mayimele, South African Netherlands Chamber of Commerce</p>
Auditorium 2	<p>Towards Inclusive Green Economies: Up-scaling Social Environmental Entrepreneurship Models in South Africa <i>Hosted by International Labour Organisation (ILO)</i></p> <p>Social entrepreneurship, which seeks to provide products and services which directly relate to basic human needs, is increasingly beginning to provide innovative solutions to address related environmental challenges, such as water quality, transport, pollution, energy and food security and waste management. This session will provide a platform for discussing the development of enabling policy environments which can support, incentivise and up-scale social-environmental enterprises. These enterprises are not only drivers of innovation in green economy transitions, but they are vital conduits to ensuring “environmental sustainability and an equitable transition to a low-carbon economy”, as envisioned in South Africa’s National Development Plan (2012). This session, which will draw on innovative methodologies to promote social dialogue, will seek to create an improved understanding among donors, policy makers and ecosystem actors on key factors and gaps at the ecosystem level. Best practices and projects will be showcased and the replication potential of those approaches will be discussed.</p> <p>The session will be moderated by the ILO and will begin with an introduction to the session, followed by a 3-5 minute elevator pitch by resource persons on key factors in the development of an enabling ecosystem for social-environmental enterprises. The session will then follow a world café format with four thematic sessions (Finance & Investment, Education & Skills, Business Models, Research & Innovation) moderated by the resource persons who will now act as table hosts. Through a series of conversations, the world café will create the space for participants to share their ideas and insights on the key factors</p>

	<p>required to support up-scaling of social-environmental enterprises. Table hosts will draw on both policy insights and project lessons to guide discussions on the thematic areas, and will also facilitate dialogue between public and private sector stakeholders. Each world café session will seek to highlight key policy recommendations which have emerged from the discussions, and, drawing on concrete case studies, table host will present three key policy recommendations in plenary.</p> <p><u>Table hosts:</u> Business models: Mao Amis, African Centre for a Green Economy Education & skills: Elize Hattingh, Green Talent Finance & Investment: Muammed Sayed, Green Fund Research & Innovation: Magamase Mange, Department of Science & Technology</p> <p><u>Summary:</u> Mapula Tshangela, Department of Environmental Affairs, South Africa Brian Zondo, Economic Development Department (EDD)</p>
11.00 – 11.30	Coffee & tea break
11:30 – 13.00	Parallel sessions
Auditorium 1+2	<p>Putting the Paris Climate Agreement into Practice: Opportunities for the Private Sector</p> <p><i>Hosted in collaboration with Practitioners' Dialogue on Climate Investments (PDCI)</i></p> <ul style="list-style-type: none"> • What is the relevance of the Paris Climate Agreement and each country's previously announced contribution to this deal (Intended Nationally Determined Contribution (INDC)) for the national private sector? • How can the corporate sector – including SMEs – and the financial sectors benefit from the implementation of a country's INDC? • How can national governments encourage private sector engagement in INDC implementation? Which incentives could be provided to SMEs and investors in this context? <p>These are the key questions discussed with statements and interactive table discussions facilitated by public and private sector experts.</p> <p><u>Opening statements</u></p> <ul style="list-style-type: none"> • Frédéric Wils, Project Manager, Practitioners Dialogue on Climate Investments, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH • Joanne Yawitch, Chief Executive Officer, National Business Initiative, South Africa • Mkhuthazi Steleki, National Department of Environmental Affairs, South Africa <p><u>Followed by interactive table discussions chaired by public and private sector experts:</u></p> <p>Table 1: Maria Victoria B. Antonio, Senior Professional, Promotion of Green Economic Development (ProGED), GIZ & Frédéric Wils, Project Manager, Practitioners' Dialogue on Climate Investments, GIZ</p> <p>Table 2: Jay Patel, Vice-President, Business Development Village Energy, Uganda</p> <p>Table 3: Carol Franco Billini, Technical Advisor, National Council for Climate Change and Clean Development Mechanism, Dominican Republic</p> <p>Table 4: Zepherinus Churchill Norbert, Project Coordinator, Department of the Environment, Ministry of Health and Environment, St. John's, Antigua and Barbuda</p> <p>Table 5: Roberto Verzola, Founder and President/Executive Director, Center for Renewable</p>

	<p>Electricity Strategies (CREST), Philippines Table 6: Mehdi Mustafa, Technical Advisor, Renewable Energy & Energy Efficiency Program, GIZ, Pakistan Table 7: George Kosimbei, Director, Chandaria Business Innovation and Incubation Centre, Kenyatta University, Kenya Table 8: Habiba Ali, Managing Director/CEO, Sosai Renewable Energies Company, Nigeria Table 9: Manfred Kopper Castro, Environmental Director, Asociación Empresarial para el Desarrollo (AED), Costa Rica Table 10: John Kasiita Ssemulema, Technical Expert- Climate Finance Readiness, Uganda Energy Programme, GIZ & Isabel von Griesheim, Junior Advisor, Practitioners' Dialogue on Climate Investments, GIZ</p>
	<p>Investor Forum – <i>by invite only</i> In the context of the newly launched SEED Investment Platform (in collaboration with IBA and VC4A), up to 10 SEED Winners that received support financed by the Government of Flanders will make a closed door pitch to investors and other funding institutions.</p>
13.00 – 14.00	Lunch
14.00 – 15.30	<p>Putting the Paris Climate Agreement into Practice II: Policy measures, financial regulations and products to foster low-carbon and climate resilient businesses <i>Hosted in collaboration with Practitioners' Dialogue on Climate Investments (PDCI)</i></p>
Auditorium 1+2	<p>Interactive practitioners' dialogue in parallel groups: (1) How to foster the implementation of climate-resilience measures in industry? Climate change presents a significant risk and potentially high financial costs for all stakeholders, including companies and investors. Parallel to this, governments seek to address vulnerabilities to climate change through adaptation and mitigation measures, strengthening resilience to current and future impacts of climate change. A joint and multi-stakeholder approach is necessary to effectively overcome this challenge. <u>Input</u></p> <ul style="list-style-type: none"> • Nestor O. Raneses, University of the Philippines • Hrishikesh Mahadev Rayadurgam, Integration Environment and Energy GmbH, India
Boardroom	<p>(2) How to create larger markets for off-and mini-grid renewable energy solutions? Off- and mini-grid solutions for renewable energy present an immense opportunity to expand climate friendly, reliable and cost-effective electricity supply in rural and peri-urban areas. In order to tap into this potential joint actions of public and private sectors are needed. A renewable energy transformation and the provision of access to energy to a growing population will only succeed if private businesses increase investments in technologies, infrastructure, products and services. Additionally, the financial sector needs to broaden supply of capital and adequate investment products. Rapid re-thinking of business models and redirection of private financial flows at scale, however, will require smart public actions and provision of enabling economic framework conditions. <u>Input</u></p> <ul style="list-style-type: none"> • Hamisi Mikate, ENSOL (T) LTD, Tanzania • Agus Hasan Reksoprodjo, Sintesa Group, Indonesia
Leaders Lab	<p>(3) How to ensure financing during the different development stages of low-carbon SMEs? SMEs are key players in the progress of low-carbon technology markets. Most of the</p>

	<p>renewable energy and low-carbon technology businesses responsible for innovation are small and medium sized enterprises. Their activities range from advisory services to small scale manufacturing, wholesaling, distribution and installation, sales and servicing. An advantage of SMEs is that they are locally based and flexible enough to work with different partner organizations. However, SMEs often encounter critical financing gaps in the different phases of their business development. Investors often consider low-carbon technology and SMEs as being high-risk and high cost investments. Supportive regulatory and fiscal frameworks as well as adequate financial instruments are necessary for SMEs experiencing capital constraints or difficulties in achieving sufficient profit margins in all stages of the development and implementation of their low-carbon strategies, from the business planning phase to full operation.</p> <p><u>Input</u></p> <ul style="list-style-type: none"> • Belynda Petrie, OneWorld Sustainable Investments, South Africa • Laura Sundblad, ArcFinance Ltd., Finland • Rob Grimberg, Capital Tool Company
<p>Auditorium 1+2</p>	<p>(4) How to foster wide scale uptake of energy-efficiency in industrial production?</p> <p>According to the International Energy Agency, the industrial sector is responsible for one third of the world's energy consumption. At the same time it has a great potential for energy efficient production. Improved energy efficiency can deliver multiple benefits for manufacturing industries. It can help to reduce costs for production, operation and maintenance, gain competitive advantage, improve product quality and increase shareholder value. Moreover, the introduction of energy efficiency measures can enhance company's image by contributing to the environmentally sustainable growth and climate change mitigation. Despite the existing economic benefits of energy efficiency, companies face difficulties in accessing the capital, have limited capacities and lack information on energy efficiency options to implement projects. In order to overcome these barriers governments need to encourage flow of private capital into energy efficiency projects through creating favorable policy framework conditions and enforcing relevant legislation.</p> <p><u>Input</u></p> <ul style="list-style-type: none"> • Steve Piro, Synergy Efficiency Solutions, Indonesia • Rafaelita M. Aldaba, Department of Trade & Industry, The Philippines • Vicente Co, President, Philippine Plastics Industry Association (PIIA)
<p>15.30 - 16.00 Auditorium 1+2</p>	<p>Synthesis</p>

March 17, 2016: PDCI 2016 kick-off workshop

In 2016, the PDCI will focus on the design, analysis and implementation of actual prototypes of policy instruments, cooperation models and strategies to unlock private investments in climate protection and adaptation to climate change. Participants established working groups in four focal areas:

1. Implementing climate resilience measures in industry
2. Creating markets for off- and mini-grid renewable energy solutions
3. Promoting sustainable banking regulations to catalyze private climate investments
4. Supporting energy-efficiency improvements in industrial production

During the kick-off event of the PDCI 2016, participants of the working groups will further develop ideas for prototypes and policy briefs and share their experiences in the multi-sectoral working groups. They will discuss the next steps of the working process and plan the implementation of their prototype solutions.

09.00 – 09.15	Welcoming and introduction
09.15 – 10.45	Parallel sessions: Work in groups
Boardroom	<p>A) Policy brief authors: Preparation of a first outline <u>Facilitator:</u> Frédéric Wils, Project Manager, Practitioners' Dialogue on Climate Investments, GIZ</p> <p>Policy brief authors agree on number, topics and key questions of the policy briefs in the different working groups. They prepare a first draft structure of their policy briefs and jointly brainstorm on resources needed for the preparation of the policy briefs.</p>
Leaders Lab	<p>B) Prototype developers: individual work on prototypes</p> <ul style="list-style-type: none"> • <u>Facilitator:</u> Rainer Agster, Director of Operations, adelphi <p>Prototype developers further develop their prototype solutions, based on the findings of the previous sessions.</p>
Auditorium 2	<p>C) Advisors: lessons learned from the SEED South Africa Symposium <u>Facilitator:</u> Denise Engel, Advisor, Practitioners' Dialogue on Climate Investments, GIZ</p> <p>Advisors meet in their respective topical working groups in order to prepare brief summaries of the main results of the SEED South Africa Symposium. The summaries are shared with participants that couldn't attend the event.</p>
10.45 – 11.00	Coffee & tea break
11.00 – 12.30	Parallel sessions: Work in groups
Auditorium 2	<p>A) Policy brief authors & advisors: further development of policy brief outlines <u>Facilitator:</u> Rainer Agster, Head of Private Sector Cooperation, adelphi</p> <p>Policy brief authors have the opportunity to get an 'outside view' on their policy brief ideas. In small groups, each policy brief author presents his or her policy brief idea; the other participants give feedback and generate new ideas.</p>
Leaders Lab	B) Prototype developers: individual work on prototypes
12.30– 13.30	Lunch
13.30 – 16.00	<p>Further development of the prototypes by the working groups– Sounding Boards</p> <p>The prototype developers have the opportunity to present their ideas and to receive feedback from the advisors & policy brief authors from their working group to advance their projects.</p>

Auditorium 2	<p>WG 1: Implementing climate-resilience measures in industry</p> <p>Facilitators:</p> <ul style="list-style-type: none"> • Frédéric Wils, Project Manager, Practitioners' Dialogue on Climate Investments, GIZ • Maria Victoria B. Antonio, Senior Professional, Promotion of Green Economic Development (ProGED), GIZ
Leaders Lab	<p>WG 2: Creating markets for off-and mini-grid renewable energy solutions</p> <p>Facilitators:</p> <ul style="list-style-type: none"> • Rainer Agster, Head of Private Sector Cooperation, adelphi • John Kasiita Ssemulema, Technical Expert- Climate Finance Readiness, Uganda Energy Programme, GIZ
Boardroom	<p>WG 3: Promoting sustainable banking regulation to catalyze private climate investments</p> <p>Facilitators:</p> <ul style="list-style-type: none"> • Gereon Klein, Senior Associate, adelphi • Isabel von Griesheim, Junior Advisor, Practitioners' Dialogue on Climate Investments, GIZ
Auditorium 2	<p>WG 4: Supporting energy-efficiency in industrial production</p> <p>Facilitators:</p> <ul style="list-style-type: none"> • Mirko Zuerker, Senior Project Manager, adelphi • Denise Engel, Advisor, Practitioners' Dialogue on Climate Investments, GIZ
16.00 – 16.30	Wrap-up
From 19.00	<p>Informal dinner</p> <p><i>Meeting at the reception of the City Lodge Lynnwood Hotel</i></p>

March 18, 2016: PDCI 2016 Kick-off workshop

09.00 – 10.00	Exposure session I: Tour of the Innovation Hub with Amanda Ngwenya, Climate Innovation Centre South Africa
10.00 – 10.30	Coffee & tea break
10.30 – 11:30	Exposure session II: Climate Change Reporting Interview session with Douglas Kativu, Director Global Reporting Initiative Africa Participants are introduced to the work of GRI and the link between corporate reporting on climate risks and governmental goals on climate. They get an impression how governments can use corporate climate disclosures to track progress of the private sector against domestic climate goals, targets and regulation.
11:30 – 13:00	Lunch
13.00 – 14.00	Meeting of the working groups – Planning ahead Planning of the next steps of the working process
14.00 – 15.00	Meeting of the evaluation teams – finalizing of evaluation forms
15:00 – 15:30	Outlook <ul style="list-style-type: none"> • Feedback by the evaluation teams • Wrap up & closing