**Developing investable deals for private finance- field lessons**

**07 Sep 2021**

**09:00 - 10:30**

**Virtual Channel 4**

**Convener: Frank Hawkins, IUCN**

We will look at four cases in which project developers have tried to bring private finance into conservation deals, and look at the pleasures and perils associated with these examples, the lessons that the project developers have learned or are learning, and how they might be improved and scaled. The session will start with short presentations of each, with a short Q&A session, followed by a dialogue aimed to involve the audience in crowd-sourcing solutions and suggestions to get to scale.

**Agenda**:

**08.45 Panelists join online**

**9.00 Introduction by Frank Hawkins :**

The funding gap for the conservation of biodiversity is variously estimated as between USD 600 and 900 billion per year. This is not going to come from public finance, although a major increase in public finance is certainly needed. A major component of this investment will need to come from private investment in conservation. The proportion of the total required from return-seeking investors is debatable, perhaps as much as 70%, will be very significant.

However despite significant increases (+34% between 2016- 2018) in sustainable investment, the world bank estimates that the portion that effectively goes to safeguarding nature is currently negligible (3% in 2020:). Most of the USD 6.5 billion sustainable investment in conservation from 2004 to 2016 went to projects focused on sustainable food and fibre, and according to Forest Trends only USD 1.4 billion over the same time period was invested in natural habitat conservation, and most of this was in western countries. That is not to say that production of sustainable food and fibre is irrelevant to the conservation of biodiversity- it is just that the impact of this production on conservation is very hard to quantify.

So the situation is that there is several orders of magnitude less private investment in conservation than we need. Why is this? In many cases, building an investable conservation-focused deal is very difficult, requiring substantial upfront investment in governance and local value chains. In addition, investors are often wary of putting money into projects in countries with poor investment risk profiles, or in projects that are small or offer poorer returns than conventional investments.

So our panel today is composed of those brave innovators who have worked long and hard to establish viable, bankable deals that deliver clear and demonstrable conservation impacts. Our event today will consist of the four panellists providing a five minute introduction to their investment project or projects. During their interventions, I would like to ask them to examine the following questions:

* What kind of project is it? (location, proposed impact, conservation outcome expected)
* How did you come at the sourcing of your project? Was it to solve a specific conservation problem, or in order to build a project or portfolio for a client or investor?
* What was the source of the return you anticipated for your investors, and who were the investors targeted?

**9.10 Introduction of Panelists:**

Lisa Genasci, ADM Foundation

Charles Karangwa, IUCN

Bryna Griffin, BirdLife International

Gautier Queru, Mirova

**Presentations**

9.15 Lisa Genasci

9.25 Charles Karangwa

9.35 Bryna Griffin

9.45 Gautier Queru

**9.55 Crowd-sourcing responses**

We may have identified 1-2 audience members as discussants.

I will then ask the panellists to identify the major challenges they faced, and we will engage the audience to identify potential solutions to these challenges. We’ll capture these challenges and the potential solutions using Menti Meter

**10.20 Summary of results and quick round-up.**