



Business Sector Steering Committee  
Third International Conference on Financing for Development



## The New Financing Framework for Sustainable Development: How to Create Investment Opportunities at Scale?

**Monday, 13 July 2015, 10:00 AM – 12:30 PM**  
**Elilly Hotel, Discovery Hall, Addis Ababa, Ethiopia**

### *Co-Organizers:*

*Bill & Melinda Gates Foundation, Government of Sweden, Government of Mexico,  
FfD Business Steering Committee, African Investor,  
Global Clearinghouse for Development Finance (GlobalDF)*

The Third International Conference on Financing for Development is intended to define the financing framework for the Sustainable Development Goals (SDGs), and close the funding gap in the range of US\$1.6 trillion to US\$2.8 trillion per year. Worldwide savings, private finance and capital markets can play a key role helping to close this gap but there is a lack of bankable projects that have the right risk, return, transparency profiles and scale to match the requirements of domestic and international investors.

Meeting the SDGs requires a financing framework which can bridge public and private interests and has the capacity in providing project development and financial advisory services, including structuring, packaging, and facilitating deals, bringing together co-financing including from public and private sources (“blending”), advising both sides of the market, helping to build investment pipelines, and bringing opportunities to scale through pooled finance and other funding structures. This new development financing framework needs to take full advantage of the full range of financial products from debt to equity, loans to guarantees, risk mitigation instruments and insurance, as well as the full range of public private partnerships and collaboration.

In developing countries and markets for sustainable investments, these services are emerging but not yet at the scale needed to help fill the private finance gap for the SDGs. Some boutique firms specialize in structuring sustainable investments and mainstream banks have started entering this market. There is a range of private equity firms focusing on Africa and other developing country markets. Multilateral and national development banks fulfill these services in-house for their own deals and some of them also provide advisory services to others. However, these services are not provided at the scale needed to fill the funding gap for the SDGs. This side event will **lay out actionable ideas and solutions for creating local pipelines of investable projects and mitigation solutions more adapted to the requirements of the global and local financial industry.**

The agenda and speakers are listed below.

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Barbara Samuels ([barbara@globalclearinghouse.org](mailto:barbara@globalclearinghouse.org))

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## Agenda

**9:30 – 10:00 AM:** Light Breakfast

**10:00 – 10:20 AM**

Introduction: The **Challenge of Creating Investment Opportunities at Scale**

- Charlotte Petri Gornitzka, Director-General, Swedish International Development Cooperation Agency (Sida)
- Mark Suzman, President of Global Policy, Advocacy, and Country Programs, Bill & Melinda Gates Foundation
- Fernando Aportela Rodríguez, Undersecretary of Finance and Public Credit of Mexico

**10:20 – 10:55 AM**

Roundtable 1: What **type of investment opportunities** are domestic and international investors looking for? What makes projects investable? How do internal fiduciary policies, home country regulations, and credit due diligence rules impede investments? How can these impediments be addressed through well-structured financial products and other interventions?

- Uche Orji, CEO, Nigerian Sovereign Investment Authority
- Sarah McPhee, Senior Adviser Sustainability, Storebrand/SPP
- Astrid Manroth, Managing Director, Environment and Social Capital, Deutsche Asset & Wealth Management

**10:55 – 11:45 AM**

Roundtable 2: How can **we create a financial industry for sustainable finance** that has the capacity and incentives to identify local opportunities and structure investable projects in developing countries? How do we **create local pipelines of investable projects and bring to scale?** What are the proven financial structures for transactions and required operational structures?

- Admassu Tadesse, CEO & President, PTA Bank
- Humphrey Wattanga, Senior Partner, Afcorp Investments, Nairobi, Kenya
- Peter Sullivan, Head of Africa, Public Finance, Citigroup

**11:45 AM – 12:20 PM**

Roundtable 3: How can we better **match supply and demand and close the information gap** of existing pipelines of investment opportunities? What are the required changes in the development architecture, capacity, coordination, and performance metrics and how do we bring to scale?

- Erik Solheim, Chair, OECD Development Assistance Committee
- Vincent Rigby, Assistant Deputy Minister for Strategy Policy, Department of Foreign Affairs, Trade and Development, Canada
- Barbara Samuels, Executive Director, Global Clearinghouse for Development Finance (GlobalDF), and Vice-Chair, FfD Business Steering Committee

**12:20 PM – 12:30 PM:** Closing Remarks