WE4F is a joint international initiative of the German Federal Ministry for Economic Cooperation and Development (BMZ), the European Union, the Ministry of Foreign Affairs of the Government of the Netherlands, Sweden through the Swedish International Development Cooperation Agency (Sida), and the U.S. Agency for International Development (USAID).
$65 MILLION DOLLARS
for 3 focus areas

1. Water/Food
2. Energy/Food
3. Water/Energy/Food
ESGs and Climate Adaptation Influencing Innovation

The Water-Energy-Food Nexus Challenges & Opportunities

- 23% of total net greenhouse gas emissions are emitted by agriculture, forestry and other land use activities.
- 30% of global energy is used for food production.
- 1/3 of food produced for human consumption worldwide is lost or wasted.
- 2,000-5,000 liters of water are needed to produce a person's daily food.
- 70% of the world's freshwater resources is consumed by agriculture.

New technologies and innovations can help increase yields while using less energy and water, ensuring both sustainability and food security.

- STORAGE & HANDLING: Solar Cold Storage, Biogas Cold Storage
- TRANSPORT: E-Trucks, Refrigeration trucks with natural refrigerants, Hybrid Vehicles
- PROCESSING: Energy Efficiency Measures, Solar Agro-Processing, Solar Drying, Solar Mills
Opportunities for Investment Partners

- Participation in investment rounds for mid-late stage water-energy-food nexus innovations/SMEs
- Pipeline of 100+ commercially viable SMEs/innovators across 3 regions
- 35+ countries covered by the 3 WE4F USAID Hubs
- Expected closure of investment rounds totalling to approximately $35M+ in the next 3 years
- Opportunity to unlock a first loss capital/guarantee mechanism for select WE4F transactions
- Reduced cost and time commitment from investment partners as WE4F undertakes key deal brokering activities
Participate in devising and implementing innovative financing mechanisms, especially related to end-user financing, ESG focused investing.

WE4F Brokering Units bring extensive experience and local presence in emerging economies in the 3 regions.

Brokering Unit provides "end-to-end" deal brokering support for investors (right from pipeline management to post-deal technical support and M&E).

Focus on ROI and SROI via WE4F's robust M&E framework to keep the innovators on track to achieve their commercial & development targets.
WE4F RIH
Introduction
Introduction to USAID - Regional Innovation Hubs

South and Southeast Asia Hub
- Managed by Tetra Tech, CrossBoundary, and Devworks consortium
- Brokering Unit led by CrossBoundary
- 15 focus countries
- Currently supporting 20 innovators.

Middle East and North Africa Hub
- Managed by Berytech, IWMI, Chemonics Egypt, and CEWAS consortium
- Brokering Unit led by Berytech
- 10 focus countries
- Currently supporting 16 innovators

Southern and Central Africa Hub
- Newly launched!
- 12 focus countries
Mandate of the New WE4F Regional Innovation Hubs

- Identification of Innovators
- Technical Assistance
- Brokering Unit
- Enabling Environment
- End-User Financing
Mandate of the USAID RIHs' Brokering Unit

Mobilize private capital for selected WE4F innovators
• Deliver customized financing solutions that address investment constraints
• Provide 'end to end' transaction advisory services for WE4F supported transactions

Unlock and improve access to end-user financing mechanisms for WE4F innovations
• Identify end user financing needs of the WE4F innovators
• Unlock end-user financing mechanisms customized to WE4F Innovator needs

Promote and mobilize ESG focused investment instruments
• Explore and mobilize gender and climate lens investments for WE4F innovators

Reduce barriers to investment for SMEs in the water-energy-food nexus
• Support WE4F innovators to become 'investor ready’
• Act as a professional liaison between WE4F innovators and investors
WE4F Innovators

Introduction
## Innovators and Innovation Types

<table>
<thead>
<tr>
<th>Innovation Type</th>
<th>Total Innovators</th>
</tr>
</thead>
<tbody>
<tr>
<td>Renewable energy production and access in agricultural value chain</td>
<td>12</td>
</tr>
<tr>
<td>Water - Irrigation/Quality/Salinity/Reuse</td>
<td>9</td>
</tr>
<tr>
<td>Digital Solutions/Value chain integration</td>
<td>5</td>
</tr>
<tr>
<td>Compost/Organic fertilizers</td>
<td>5</td>
</tr>
<tr>
<td>Others</td>
<td>3</td>
</tr>
</tbody>
</table>
Preferred deal size: On average, between $250,000 to $2 million.

Preferred investment instrument: Equity, debt, convertible debt, blended finance capital, grants, first loss capital.

Preferred capital type: WE4F innovators would prefer “Patient capital”.
Expression of Interest

Introduction
Objective of the Expression of Interest (EOI)

1. Identify potential investment partners for 3 WE4F Hubs – S/SE Asia, MENA, Southern and Central Africa
2. Onboard interested investment partners as per their regional focus
3. Identify innovative investment approaches to catalyse commercial investment
4. Identify investment partners who aim to integrate thematic areas like gender mainstreaming, BoP impact, and environmental sustainability
Introduction to EOI Process

- **EOI launch**
- Interested partners submit questions
- Interested partners submit responses to EOI (per Hub)
- RIHs review & evaluate the submitted responses
- Selected investment partners informed by the RIH
- Selected partners added to the database of pre-qualified investors
- Selected partners notified about any subsequent investment rounds (as/when they happen)
Register your interest in getting onboarded as an investment partner and get your questions answered by contacting each Regional Innovation Hubs:

**S/SEA**  Kelley Gasper, WE4FAAsiaBids@tetratech.com

**MENA**  Sabine Saliba, we4f@berytech.org

**S/CA**  TBD, info@we4f.org

**Global**  Jatin Yadav, info@we4f.org
THANK YOU

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