Agenda

1. Recap: Brokering Unit overview
2. EOI overview: Investor partners and the Brokering Unit
3. Overview: EOI submission and assessment process
Recap: Brokering Unit overview
Mandate of the Brokering Unit

**Mobilize private capital for selected WE4F cohort companies**
- Deliver customized financing solutions that address investment constraints
- Provide ‘end-to-end’ transaction advisory services for WE4F-supported deals

**Promote and mobilize ESG-focused investments**
- Explore and mobilize gender and climate lens investments for WE4F supported companies

**Reduce barriers to investment for SMEs in the water-energy-food nexus**
- Through the TA Unit, support WE4F companies to become ‘investment-ready’
- Act as a liaison between WE4F supported companies and investors

**Unlock and improve access to end-user financing mechanisms for WE4F innovations**
- Identify how WE4F supported companies’ business models could incorporate end-user financing
- Unlock end-user financing mechanisms customized to WE4F supported companies’ needs
Illustrative Brokering Unit activities across the deal lifecycle

<table>
<thead>
<tr>
<th>Investment Process Stage</th>
<th>Origination</th>
<th>Due diligence</th>
<th>Structuring and negotiation</th>
<th>Value creation and realization</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investor activities</td>
<td>Scan market and identify pipeline of potential deals</td>
<td>Conduct due diligence and prepare documentation</td>
<td>Refine structure and terms of investment instrument</td>
<td>Close transaction, disburse and oversee value creation</td>
</tr>
<tr>
<td>Example Brokering Unit activities</td>
<td></td>
<td>• Analyze market and competitors • Conduct financial and commercial due diligence • Refine business plan, create financial model and IM • Conduct road shows</td>
<td>• Mitigate information asymmetries and build trust • Test structure and terms in financial model • Share template legal documents • Research comparable transactions • Manage relationships</td>
<td>• Monitor disbursement and deployment • Workshop and negotiate 100-day value creation plan • Provide governance recommendations • Provide status reports</td>
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<tr>
<td>Capital seeker activities</td>
<td>Understand universe of available capital options</td>
<td>Position and pitch for investment</td>
<td>Understand and negotiate terms</td>
<td>Deploy capital and sustainably create value</td>
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Source: CrossBoundary
EOI overview: Investor partners and the Brokering Unit
1. Identify potential investment partners for the S/SE Asia WE4F Hub

2. Onboard interested and relevant investment partners

3. Identify innovative approaches to directly deploy or otherwise catalyse commercial investment

4. Ensure the integration of WE4F’s thematic areas like gender mainstreaming, BoP impact and environmental sustainability into deals
Hub affiliation: Value to investment partners

We lower upfront origination costs

- Pipeline development and curation
- Investment readiness / pre-deal commercial TA
- Macro, regulatory and sector due diligence

We reduce information asymmetries

- Commercial and financial due diligence
- Macro, regulatory and sector due diligence
- Warm relationships with management teams and key stakeholders
- Virtual data rooms

We crowd in co-investors and blended finance solutions

- Providers of guarantees, first-loss capital, and other blended finance tools
- Organic blended finance capability
- Potential access to purpose-build guarantee fund

We come with an extensive network

- Access to donors’ whole-of-government approaches to development, including DFI partners
- Access to best-in-class international organizations and consortia

Kindly recall that responding to or being selected for this EOI will not result in monetary compensation of any kind!
The Brokering Unit plays a direct transaction advisory role with investor partners and other ecosystem stakeholders.
The Hub is well equipped to provide pre-funded TA and transaction advisory as a blended finance solution…

…while simultaneously crowding in and working with providers of first-loss capital and guarantees.

Note: Graphic design borrowed from GIIN’s A Resource for Structuring Blended Finance Vehicles (2018)

1 Grants may fund tranches of first-loss capital with optional repayment, or may be deployed on a standalone basis.
For select transactions, the Hub is able to deploy its organic blended finance solution, known as Investment Matching Capital, to further derisk investments.
The Brokering Unit and service provider partners

The Brokering Unit is equipped to play a coordinating role – in addition to direct execution – when collaborating with complementary service provider partners.
The Brokering Unit and end-user financing

1. What are the spending power dynamics of my current or potential addressable market? Can my target segment afford my product outright? Could I expand into lower-income / BOP segments successfully if upfront costs were reduced?

2. Will my product lead to my customers materially increasing their income?

3. How should I design and finance my consumer credit / end-user financing plan?

4. How should I think about consumer credit risk, and what can I do to mitigate this risk?

5. What enabling factors exist in my market that I can take advantage of?
Overview: EOI submission and assessment process
Overview of EOI process

EOI launch

Interested partners submit questions

Interested partners submit responses to EOI

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)

Note: Submissions are accepted on a rolling basis
1. Offeror overview
2. Authorized point of contact
3. Capacity for making / catalyzing potential investments
4. Brief cover statement describing interest, proficiencies and relevance
Optional EOI submission content

1. General ‘teaser’ overview or profile detailing organizational capabilities and proficiencies

2. Tailored submission specifically illustrating proposed approaches to partnership and how WE4F objectives would be addressed

Supplemental materials should not be longer than six (6) pages in length!
We are looking for responses that provide evidence your organization has the **capacity** for the following:

1. Fresh, informed and realistic thinking about how to accomplish WE4F objectives
2. A comprehensive approach based on sector-specific experience
3. Robust and productive partnership with S/SE Asia RIH

Submissions should:

- Be in English
- Be submitted electronically via online SurveyMonkey platform or through a detailed phone conversation with the WE4F S/SE Asia RIH team
- Supplemental material is optional, but if submitted it should be relevant to WE4F objectives; material describing extraneous or irrelevant services or proposals will not be considered
THANK YOU
we4f.org