WATER AND ENERGY FOR FOOD

January 2021–December 2021



WATER and ENERGY for FOOD

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This report was written by Middle East and North Africa Regional Innovation Hub (a consortium of Berytech, cewas, IWMI, and Chemonics Egypt), the South and Southeast Asia Regional Innovation Hub (a consortium of Tetra Tech, CrossBoundary, and Devworks International), the Southern and Central Africa Regional Innovation Hub (a consortium of Tetra Tech, IWMI, and Open Capital Advisors), and the USAID Secretariat Unit.


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ACRONYMS & TERMS



AST	Adaptive Symbiotic Technologies
AWP/TWP	Acceleration Work Plan/Transformational Work Plan
BOP	Base of the pyramid
BU	Brokering Unit
CFI1	Call for Innovations 1
CFI2	Call for Innovations 2
DFC	U.S. International Development Finance Corporation
DSI	Department of Science and Innovation of the Republic of South Africa
EforA	Efficiency for Access
EOI	Expression of Interest
EMMP	Environmental Mitigation and Monitoring Plan
EMMR	Environmental Mitigation and Monitoring Report
ESG	Environmental, Social, and Governance Principles
FAO	Food and Agriculture Organization
HAF	High Atlas Foundation
IEE	Initial Environmental Examination
IFC	International Finance Corporation
IR	Investment readiness
KGC	Khmer Green Charcoal
KPI	Key Performance Indicator
LOP	Life of Program
M&E	Monitoring and evaluation
MEL	Monitoring, Evaluation, and Learning
MENA RIH	Middle East and North Africa Regional Innovation Hub
MIS	Management information system
MoU	Memorandum of Understanding
PAEGC	Powering Agriculture: An Energy Grand Challenge for Development
PAS	Pre-award survey
POC	Point of contact
QoSS	Quality of Service Survey
S/CA RIH	Southern and Central Africa Regional Innovation Hub
S/SEA RIH	South and Southeast Asia Regional Innovation Hub
SOW	Scope of Work
SWFF	Securing Water for Food
TA	Technical assistance
UNCDF	United Nations Capital Development Fund
Y1	Year 1

EXECUTIVE SUMMARY



Overall, 2021 has been a successful year for the Water and Energy for Food Grand Challenge. The Middle East and North Africa (MENA), South and Southeast Asia (S/SEA), and Southern and Central Africa (S/CA) Regional Innovation Hubs (RIHs) onboarded **39 innovators**. These profit and non-profit organizations work within the water-energy-food nexus to promote market-based and entrepreneurial solutions. Of the 39 innovators, **16 are women-led or women-owned organizations, and more than 50% have a women-majority workforce.**

WE4F is based on the Securing Water for Food (SWFF) and Powering Agriculture Energy Grand Challenge (PAEGC) models, which stated that grants alone will not help innovations scale and that technical assistance (TA) and investment facilitation are necessary to help innovations sustainably grow. Using the SWFF model, WE4F expects that 40% of its innovations will reach their ambitious targets and 10% will reach wide-scale adoption (more than 100,000 customers and other end-users).

Though COVID-19 impacts, natural disasters, and the effects of climate change challenged the innovators and RIHs, WE4F is proud to report that the program, the MENA and S/SEA RIHs, and their supported innovators are making significant progress and are **on track** to achieve the relevant targets.

Overall, 55% of WE4F innovators are expected to be on time to meet their Year 1 (Y1) targets based on results reported in 2021. In addition, 31% are slightly delayed in achieving their targets but may still reach them. At this time, WE4F expects that 14% of innovators will not meet their Y1 targets. This is better than WE4F expected given the natural risk associated in private sector investments, where 90% of investments fail and don't achieve their targets. The 14% failure rate is well below the SWFF target for failure (40%).

These innovators connect with, and provide innovations to, smallholder farmers and other end-users (including medium-large scale farmers, cooperatives, medium-scale companies, and large-scale companies). The RIHs provide technical assistance and investment facilitation and help innovators develop and enhance both internal (to the company) and external end-user financing schemes through partnerships. The technical assistance helps innovators scale their operations by improving their business models, integrating gender into their value chains, and increasing their customer bases. Each RIH also offers investment facilitation that helps the most promising and investment-ready innovators get external debt and equity financing to support the growth and scaling of the innovations.

In addition, each RIH works to improve the policy and regulatory environments in which WE4F innovators operate, because poorly designed policies can negatively affect innovators' ability to scale their innovations as well as end-users' ability to access the innovations (e.g., India's GST Tax negatively affecting smallholder farmers' ability to afford solar powered irrigation systems). By helping innovators develop end-user financing schemes, the RIHs support innovators in reaching base of the pyramid (BoP) and other marginalized end-users who most critically need climate-resilient innovations.

Overall, the RIHs provided **38 instances of technical assistance** (gender integration, business development, BoP impact support, sales and marketing, market research/analysis), and also provided investment facilitation as well as legal, policy, and regulatory support. This is **well ahead** of the expected 22 TA support instances listed in the RIH targets, and it **helped innovators expand their sales to $1.89 million**. Both on their own and with the help of the RIH investment facilitation teams, **innovators mobilized nearly $7 million from external sources – $4 million within climate financing – in 2021**. This is **on track with the combined MENA and S/SEA RIH** target of $7.8 million. In addition, the RIHs are still learning to adapt and pivot for innovator technical assistance needs, including reducing the time for TA service delivery and ensuring that the support meets current needs of innovators.

KPI - USAID SECRETARIAT TARGET - RESULTS BY HUB

Key Performance Indicator	USAID Life of Program Target (2020-2025)	MENA RIH Year 1 Actual (2020-2021)
KPI 1: Share of supported innovators that successfully marketed their climate-friendly, energy and/ or water-efficient innovations with profit	8% of funded innovators of which at least 2 are led by women have successfully marketed their WE4F supported innovations with an 8% profit as compared to the baseline	0%
KPI 2: Number of smallholder farmers and other end-users using energy-efficient, water-efficient, or climate adaptation related WE4F innovations in their activities	2,400,000 end-users, of which 30% are women and 100 are companies	27,000+ end-users
KPI 3: Total mass of food produced as a result of WE4F innovations	5,300,000 tons	248,000+ tons
KPI 4: Total mass of food processed as a result of WE4F innovations	2,125,000 tons	36 tons
KPI 5: Total energy saved in the food value chain as a result of the use of WE4F innovations	674,000,000 kWh of energy saved	5.6 million+ kWh saved
KPI 6: Total volume of water consumption reduction in the food value chain as a result of WE4F innovations	2,000,000,000 liters	0 liters
KPI 7: Number of smallholder farmers and other end-users that experience an increase in income	687,500 end-users that experience an increase in income	17,000+ end-users
KPI 8: Share of innovators and other stakeholders that use tools, methods, or processes to monitor the protection of water or biodiversity	80% of supported innovators	93% of innovators
KPI 9: Value of investment in US Dollars that WE4F innovators have mobilized from external sources	34,000,000 US Dollars	$4.1 million+ US Dollars
KPI 10: Number of strategies, guidelines, or projects of international, regional or local organizations adopting and disseminating lessons learned from WE4F publications, events, or presentations	4 strategies, guidelines, or projects	0 strategies, guidelines, or projects

S/SEA RIH Year 1 Actual (2020-2021)	S/CA RIH Year 1 Actual (2020-2021)	Current Status
0%	0%	in progress
30,000+ end-users	0 end-users	on track
6,400+ tons	0 tons	on track
0 tons	0 tons	not on track
2.7 million+ kWh	TBD kWh	on track
0 liters	0 liters	in progress
1,300+ end-users	0 end-users	in progress
63% of innovators	0% of innovators	on track
$2.7 million+ US Dollars	$0 US Dollars	on track
0 strategies, guidelines, or projects	0 strategies, guidelines, or projects	on track

Please note: some numbers have been rounded down for ease of reading and consistency

While 80% of innovators did report an increase in access to services or a reduction in policy and legal hurdles, only 21% of the innovators noted that they received legal, regulatory, or policy and advocacy support from the S/SEA, S/CA, and MENA RIHs. This is **not on track** with WE4F's expected results. This is due to COVID-19 delays preventing RIH staff from performing most site visits and learning about the barriers innovators face. It is expected that as the impacts from COVID-19 decline, more innovators will benefit from RIH support in these areas.

Through the 39 innovators, **over 55,000 smallholder farmers and other end-users are now using energy-efficient, water-efficient, or climate-adaptation-related WE4F innovations.** This is **on track with the S/SEA and MENA RIH** goal of 105,000 end-users by June 2022. Overall, 52% of innovators provide solutions directly to smallholder farmers, with the remaining innovators indirectly working with other organizations that work with smallholder farmers.

Women and men smallholder farmers are crucial to producing more food with less water and energy. They are at the base of our food systems and, as such, need to be able to access missing resources – especially financial resources. Currently, 45% of all innovators have received gender integration TA or implement business models that specifically target women end-users. In addition, all WE4F-provided technical assistance in the S/SEA RIH and S/CA RIHs had a gender lens, with the MENA RIH improving their gender lens assessments.

Of the end-users impacted by WE4F, **over 17,000 end-users had increased incomes in the MENA region, which is ahead of the MENA RIH Y1 target. However, this information is not yet available for S/SEA innovators that have not yet reported Y1 actuals, which are due in June 2022.** Additionally, the hubs and their supported innovators started **focusing on end-user financing** to increase access to innovations and reach more smallholder farmers. Across the MENA, S/SEA, and S/CA Regional Innovation Hubs, over half of the innovators receive support and implement business models to meet BoP end-users' needs. In addition, 13% of the innovators received BoP-focused technical assistance.


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WE4F innovators helped smallholder farmers and other end-users **produce more than 250,000 tons of food while saving more than 8 million kWh of energy.** This is **on track** with the combined MENA and S/SEA RIH target of 270,000 tons of food produced by June 2022.

By using WE4F's water- and energy-efficient innovations, renewable energy, and climate-resilient practices, farmers and food companies can enhance their climate resilience, reduce CO2 emissions, and support the goal of limiting global warming to 1.5 degrees Celsius. **47% of innovators** contribute toward **climate adaptation and 50% offer climate mitigation** innovations.

To ensure that their innovations do not have a negative environmental impact, **93% of all MENA innovators monitor water and/or biodiversity** (76% of MENA innovators monitor water impact and 33% monitor biodiversity activities. Note: Some innovators monitor both, which is why the percentage is not an aggregate). **In S/SE Asia, 63% of all innovators monitor water and/or biodiversity** (45% of S/SE Asia innovators monitor water impact and 21% monitor biodiversity activities). As such, the **MENA RIH innovations are exceeding** the expected 80% of innovations that monitor water and/or biodiversity and the **S/SEA RIH is currently not on track** to reach the 80% goal.

It is important to note that WE4F has faced some challenges in supporting companies that have never worked with a focus on development priorities (e.g., ESG, gender integration, and environment, climate, and biodiversity activities). As such, some of the innovators aren't yet in alignment with the donor focus on these issues. This is in part due to limited time and opportunities for trust-building activities between the RIH, donors, and innovators due to COVID-19 limitations on travel and site visits. WE4F hopes to increase face-to-face interactions over the coming months to strengthen the bonds between the program and the innovations it supports.



INTRODUCTION



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Water and Energy for Food (WE4F)'s mission is to expand the scale of innovations that impact the sectors of food and water, food and energy, or the water-energy-food nexus to increase the sustainability of agricultural production and food value chains as well as income opportunities in developing countries and emerging markets. The program holds a particular focus on the base of the pyramid women and men and youth. Concretely, it aims to support innovations that lead to increased production and more sustainability at the intersection of the agriculture and food sector with the energy and water sector.

WE4F seeks to have a positive impact on the environment, climate, biodiversity, the management of natural resources, ecosystems, and the sustainable withdrawal and supply of water through the scaling of climate-adapted energy and/or water-efficient innovations and partnerships in program countries.

Through innovation calls, WE4F supports innovative small- and medium-sized enterprises (SMEs). After organization selection, WE4F provides technical and financial assistance to help them innovate, diversify, and grow. The aim is to facilitate access to larger markets and customer groups, to expand into new countries, and to spread organizations' innovative solutions for a more climate-friendly, water and/or energy-efficient food and agriculture system.

SECRETARIAT UNIT



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ACTIVITIES

SUPPORTING RIH ACTIVITIES

Improving Access to Financing for End-Users and Innovators

WE4F, in partnership with Sida, DFC, Bamboo Capital, and United Nations Capital Development Fund (UNCDF) introduced a guarantee mechanism that is designed to bring "missing middle" financing (i.e., loans and other financial products worth up to $1.5 million that banks and other financial institutions may not be interested in) to small- and medium-sized enterprises (SMEs) that have the potential for strong development impact and a sustainable growth forecast. In the future, select WE4F innovators could access first-loss capital that helps them scale their innovations, with reduced financial risks.

Southern and Central Africa Regional Innovation Hub Launch

The Southern and Central Africa RIH (S/CA RIH) launched in October 2021, with staff being onboarded and trained on key implementation aspects through one-on-one interactions with the USAID Secretariat Unit. The S/CA RIH also attended lessons-learned sessions conducted by the MENA and S/SEA RIHs, detailing those hubs' challenges and successes. As a result, the S/CA RIH was able to efficiently conduct key activities, including the Call for Innovations (CFI1), Expression of Interest (EOI) from investors, and EOI from service providers.

Lessons Learned Sharing and Supporting Hub Pivots

Throughout 2021, the USAID Secretariat worked with all 5 WE4F hubs (USAID: S/SEA, MENA, S/CA; GIZ: East Africa and West Africa) and the GiZ Secretariat Unit to develop and share lessons learned. Sessions throughout the year covered topics such as running effective CFIs, integrating gender into innovators' business models, and conducting effective technical assistance (TA) delivery.

In regard to the CFI discussions in particular, these sessions were an opportunity to reflect and brainstorm on making the second Call for Innovations (CFI2) process easier and more effective for the applicants. Additionally, to help applicants better understand USAID's environmental compliance requirements, the Secretariat Unit worked with USAID's Bureau for Development, Democracy, and Innovation (DDI)'s Bureau Environmental Office to host a webinar that shared best practices for the CFI application.

Annual Convening and Unconference

The 2021 WE4F Annual Convening was held virtually over Microsoft Teams on November 16–18, 2021, with more than 200 participants joining from across all regions of the program. The event was managed jointly by the USAID and GIZ Secretariat Units. Although there were a few technical challenges with the platform, the convening was a great first opportunity for innovators to meet, learn what was happening on the ground, and learn from each other. Most innovators reported making a new connection at the convening. Innovators noted the topics that interested them included lessons learned at the program and hub levels. They also reported engaging in discussions on end-user financing and said they participated in the peer-to-peer exchanges at the Unconference. In the annual survey that WE4F gives innovators to determine the quality of support provided, innovators shared their desire to have an in-person annual convening, stating that the virtual setting limited networking and relationship-building opportunities.

The Unconference consisted of sessions that addressed innovators' most pressing challenges. Sessions included "How to get the most out of interactions with partners" and "How to better understand your target customers," among other sessions; the majority of the sessions were led by innovators with support from hub and Secretariat staff.

EVENTS

Over the course of 2021, the USAID Secretariat worked with the Regional Innovation Hubs to bring program lessons learned and knowledge to the international level by participating in World Water Week 2021, the United Nations Food Summit Pre-Summit, and the Cracking the Nut Conference, and by sharing lessons learned through different USAID webinar opportunities, such as the Development, Research, and Innovation Virtual Engagements (DRIVE) Convening. As different sessions became publicly available, the Secretariat Unit publicized the recordings and stored them for access on the WE4F website. To learn more about outreach activities and WE4F event participation, please view the Communications Annex.

PARTNERSHIPS

Since January 2021, WE4F has engaged 40 organizations on global, regional, or national levels, including international finance organizations, impact investors, parts of the United Nations system, major foundations, global coalitions with renewable energy or sustainable water foci, and large multinational agribusinesses. The program's focus has been on exploring strategic activities that could boost innovators' chances to effectively scale their WEF nexus solutions, reduce barriers to scale, increase innovator investment opportunities, and expand outreach and communication efforts. Some of the potential partnerships are still in the exploratory stage, and WE4F is investigating areas of alignment.

USAID's Secretariat Unit partnered with the Efficiency for Access (EforA) Coalition and engaged with the organization numerous times during the year, most notably collaborating with the East Africa RIH on a solar water pump consumer awareness campaign in Kenya and exchanging communications content.

WE4F enacted a strategic regional partnership with the Department of Science and Innovation (DSI) of the Republic of South Africa, formerly known as DST. Through this partnership, WE4F and DSI hope to extend the impact and increase the efficiency of the S/CA RIH's activities and reduce water scarcity and energy use in the region's food value chain.



CHALLENGES AND SOLUTIONS

CHALLENGE	SOLUTION
COVID-19 • The Secretariat Unit was unable to conduct regional visits and in-person annual convening. It was difficult to build relationships and drive peer-peer exchange in a virtual setting. • Intensive pre-award requirements hamper key activity implementation. • Baseline data collection by External Surveyors was delayed by COVID-19 due to travel risks, creating baseline data gaps related to environmental impact, food production, and end-user demographics.	The Secretariat worked virtually with each hub and had regular discussions on technical and financial topics.
	The annual convening was held in a virtual format and brought together innovators, donors, the Secretariat, and hubs. The Secretariat tried to make the convening as interactive as possible, with innovators volunteering to facilitate discussions on key topics. However, it is clear there is no substitute to in-person convenings.
	The team aims to reduce the reporting burden by reducing both quantity and intensity of data collection and by sending External Surveyors into the field to help reduce the burden.
	Baseline data collection was moved to the end of 2021.
It was difficult to reach potential applicants in countries with comparatively less-mature entrepreneurship or SME ecosystems.	In collaboration with the hubs, the team reached out to local ecosystem actors in the months before the CFI2 and forged partnerships in target countries to conduct advertising and outreach campaigns.
	The team used social media extensively with country-focused ads and posts.
The innovators voiced their concern that the QoSS is lengthy and time-consuming.	The Secretariat reduced the number of subjective questions in the survey, which helped reduce the time required by 30 to 35%.
It is difficult to identify and address legal, policy, and regulatory issues (e.g., partnerships, policy issues, barriers to scale).	The Secretariat, based on the QoSS feedback, identified key topics such as access to end-user financing, barriers to raising investment, and local partnerships.
	The Secretariat is working at the global level to research and share knowledge, as well as identify potential partners that may help our innovators address these issues.
Mainstreaming ESG discussions is a challenge, especially discussions about gender and environmental sustainability.	Hub-to-hub lessons learned were shared to improve the dissemination of ESG knowledge via different mechanisms such as workshops, customized TAs, and one-on-one advisory sessions.
	The hubs enhanced their focus on creating a CFI application process that helps select innovators gain a basic understanding of ESG issues, as well as providing positive motivation to integrate ESG into innovator business models.

LOOKING FORWARD

For the upcoming year, the USAID Secretariat aims to continue improving innovators' participation in WE4F and engaging with various stakeholders, especially investors and other key private sector partners and donors, with the intention of supporting innovator growth and outreach to more smallholder farmers. In this regard, some of the key activities the Secretariat plans to undertake include:

Publication of end-user financing research. The Secretariat aims to publish the outcome of end-user financing research depicting (1) the landscape of end-user financing in the WEF nexus, (2) the key end-user financing models being implemented across regions, and (3) best practices to implement these models effectively. After publication of the research, the Secretariat plans to promote innovative end-user financing mechanisms that can be used by innovators and the larger WEF ecosystem.

Cross-hub sharing of lessons learned from the hubs. Following completion of the CFIs, the Secretariat Unit plans to facilitate individual hub and cross-hub lesson-sharing sessions to document and share key lessons with the larger ecosystem. The USAID Secretariat Unit also will launch the third QoSS to gather feedback on WE4F innovators' experience and use that feedback to help hubs pivot their activities accordingly.

Participation in events such as World Water Forum, World Water Week, and the United Nations Climate Change Conference (COP27) in Egypt. These events represent crucial opportunities to share the experiences and knowledge of the program and innovators with regional and international communities. For World Water Forum in March 2022, the East Africa, West Africa, MENA, and S/CA RIHs will present the program's activities and host a panel discussion on end-user financing access as a key to scale groundbreaking WEF solutions. A similar theme will be pursued at World Water Week, where WE4F will discuss the linkages between end-user financing, climate adaptation, and smallholder farmers' access to resources.



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Technical and financial review of the hubs during regional bootcamps. The Secretariat Unit aims to visit the S/SEA, MENA, and S/CA RIHs during the first half of the year to conduct its technical and financial review of the hubs' operations. Additionally, the Secretariat Unit intends to attend the regional bootcamps planned by all three USAID hubs to meet the WE4F innovators and build connections with them.

Continued work of the External Surveyors and Dexis Evaluation Team. To date, the USAID Secretariat has sent five External Surveyors to collect innovators' baseline results through end-user interviews, and it hired seven additional surveyors. By July 2022, the Secretariat estimates that External Surveyors will complete 13 rounds of data collection and the results will appear in the 2022 semiannual report.

Continuing policy advocacy at the WEF Nexus. As a key activity, the Secretariat Unit plans to continue monitoring trends in the WEF nexus from the policy perspective. The unit also aims to contribute to the global policy dialogue by sharing the hub's work, the donor vision, and takeaways from program implementation. The Secretariat also plans to continue to identify and engage with potential partners at the global level and pass on region-specific partnerships to the hubs wherever applicable.


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MIDDLE EAST AND NORTH AFRICA REGIONAL INNOVATION HUB



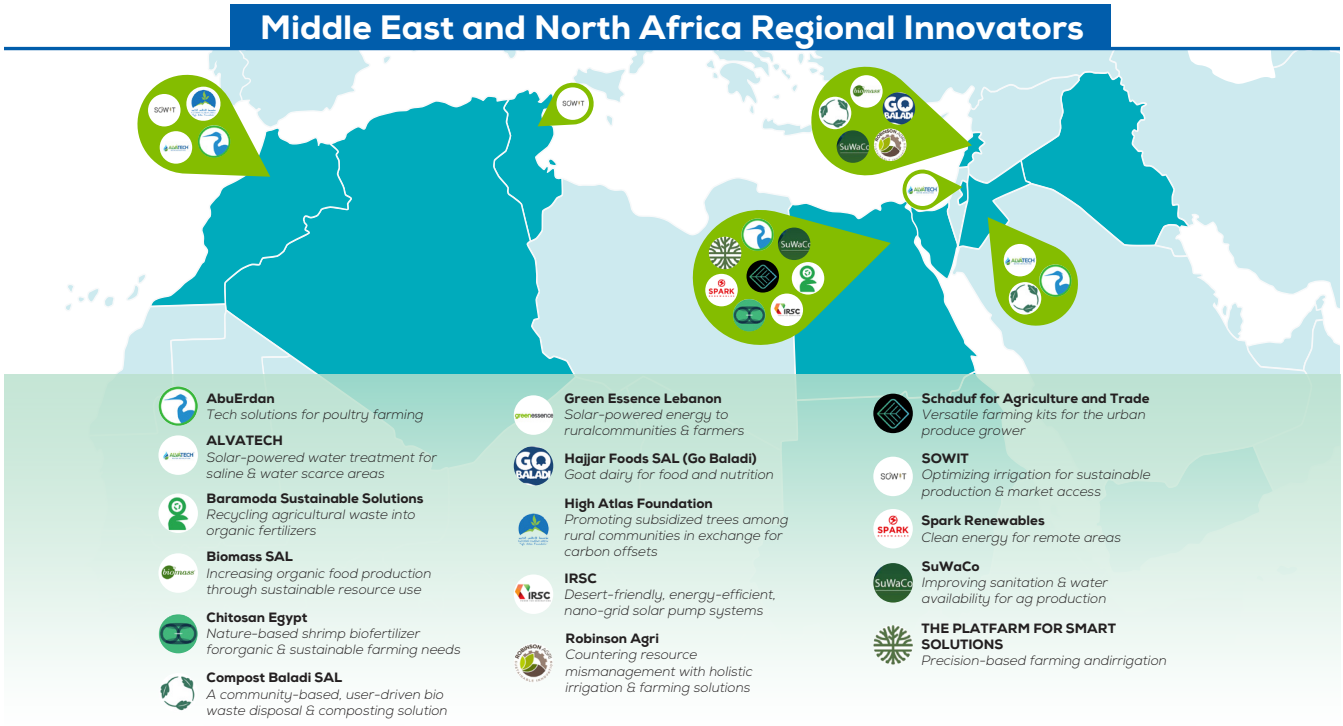
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2021 OVERVIEW

In 2021, the MENA RIH onboarded 16 innovators, of which seven are women-led or women-owned. All innovators implement gender-focused business models and target women in the food value chain. Based on the 2021 results, 81% of innovators are expected to meet all their targets and intended impacts, which is ahead of WE4F estimates. In addition, MENA RIH innovators:

- Impacted more than 27,000 end-users, helping them grow nearly 250,000 tons of food while saving over 5.6 million kWh of energy. The **MENA RIH innovators are on track** to meet their energy and end-user targets, and they **exceeded their Y1 food target by 200%**.
- Mobilized over $4 million in investment, which is **more than 10 times the Y1 target** of $300,000.
- Helped more than 17,000 end-users increase their income from agricultural activities, which is **ahead of the Y1 target** of 15,000 end-users. To target marginalized communities, 56% of innovators received TA focused on BoP impact or are targeting BoP innovation end-users as part of their business model.
- Provided solutions to address climate change and environmental sustainability, with 33% focusing on biodiversity, 67% contributing to climate adaptation, and 53% contributing to climate mitigation.

Due to the effect of COVID-19 and the time of reporting, there is currently a lack of data on innovators' results. It is most apparent in the number of end-users with increased income and the amount of food produced by end-users, as only three innovators reported results for those items in the survey.



KEY PERFORMANCE INDICATORS AND CURRENT RESULTS

Key Performance Indicator	Life of Program Target (2020-2025)	Current Results (2020-2021)
KPI 1: Share of supported innovators that successfully marketed their climate-friendly, energy and/ or water-efficient innovations with profit	8% (2% of which are women)	0%
KPI 2: Number of smallholder farmers and other end-users using energy or water-efficient WE4F innovations in their activities	750,000 end-users (25% are women)	27,000+ end-users
KPI 3: Total mass of food produced as a result of WE4F innovations	2,025,000 tons	248,000+ tons of food produced
KPI 4: Total mass of food processed as a result of WE4F innovations	810,000 tons	36 tons of food processed
KPI 5: Total energy saved in the food value chain as a result of the use of WE4F innovations	400,000,000 + kWh of energy saved	5.6 million+ kWh saved
KPI 6: Total volume of water consumption reduction in the food value chain as a result of WE4F innovations	750,000,000 liters	0 liters
KPI 7: Number of smallholder farmers and other end-users that experience an increase in income	300,000 end-users (25% of which are women)	17,000+ end-users with increased incomes
KPI 8: Share of innovators and other stakeholders that use tools, methods or processes to monitor the protection of water or biodiversity	80% of innovators	93% of innovations
KPI 9: Value of investment in US Dollars that WE4F innovators have mobilized from external sources	$7,500,000 US Dollars	$4.1 million+ US Dollars
KPI 10: Number of strategies, guidelines, or projects of international, regional or local organizations adopting and disseminating lessons learned from WE4F publications, events, or presentations	2 strategies, guidelines, or projects	0 strategies, guidelines, or projects

16 innovators

- **1** water-food
- **2** energy-food
- **13** water-energy-food

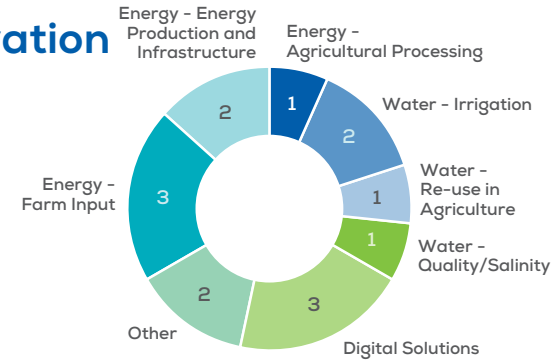
47% women-owned or women-led

$4.1 million+ mobilized in investment

32% women in innovator workforces

20 instances of technical assistance

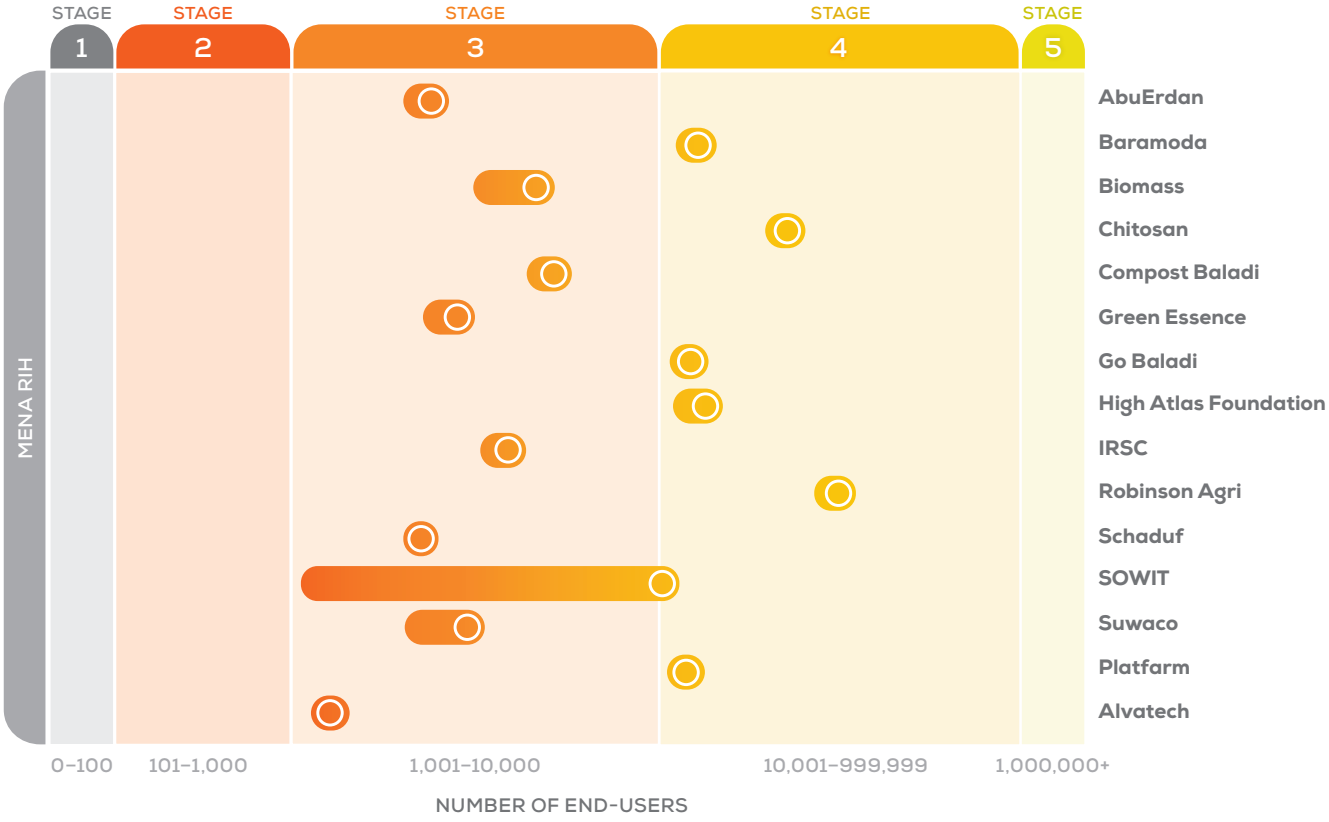
Innovation Type



27,000+ end-users



INNOVATOR PIPELINE




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INNOVATOR UPDATES AND CURRENT MILESTONE STATUS



Delayed due to COVID-19

AbuErdan developed the beta version of its app for base of the pyramid (BoP) end-users, and it is about to complete a TA instance that focuses on developing a detailed market study and assessment. The TA also covers segmentation, defining services to be included in the innovator's mobile app, and testing the app for adaptation by smallholder farmers, especially women. The TA explores including various poultry value chain players in the company's business model and defines marketing tools to reach BoP end-users. BoP support focuses on including freelancers and unemployed youth in the operations value chain. AbuErdan signed an MOU with a prominent poultry association in Jordan to allow the innovator to expand its business into the country.

The Investment Readiness (IR) team conducted many clinics with AbuErdan, guiding its sales funnel strategy and assessing its forecast, budget, and cash-flow gap. The IR team also helped the innovator prepare documentation for its board sessions and put the company in contact with potential investors.



Delayed due to COVID-19

AlvaTech's work, from a TA perspective, focused on three activities: a market study to facilitate expansion in Jordan, an expansion strategy, and an end-user financing roadmap.

The end-user financing roadmap was developed to make sure Alvatech is serving BoP end-users. Implementation of the roadmap started with organizing meetings between AlvaTech and project consultants responsible for all European Bank for Reconstruction and Development (EBRD) Green Economy Financing Facilities (GEFF) in Egypt. The meetings led to a decision on actions for financing end-users, which are now being implemented. AlvaTech created partnerships with distributors.

In Jordan, the market study defines value chain entry points and identifies distributors to partner with and key client leads to serve. In other countries, entry points will include building partnerships with solar firms for coupled desalination and solar solutions. The team set up meetings with possible solar firm partners to explore collaboration.

The IR team has provided one-on-one investment readiness clinics on sales funnel and funding needs. So far, Alvatech has raised over $800,000 in equity and is planning to raise $5 million by the end of 2022.



On track to meet targets

Baramoda's Sustainable Solutions (Baramoda) received TA to develop a financial tool that allows it to predict cash flow based on sales decision-making and contracts. This allows the innovator to define and manage future cash gaps. It also enables Baramoda to manage and guide sales to improve cash flow management and control. The TA also defined cost-saving options and working capital finance schemes. Potential BoP customer bases were supported in a number of ways, including developing a mobile app to facilitate small purchases for smaller holders. Baramoda won an award from AFDB (African Development Bank) in 2021.

In 2021, Baramoda raised $175,000 in loans and grants. The IR team reviewed and adjusted Baramoda's financial model, company valuation, investment pitch deck, and teaser. The team also helped the innovator interview candidates for the CFO position and put the company in contact with potential investors.



On track to meet targets

Biomass SAL (Biomass) began receiving support to improve governance and enable it to (1) manage growth; (2) streamline environmental, social, and governance (ESGs) principles; and (3) improve its capacity to raise funds. The innovator also received support for managing water quality at its operated farms. Biomass expanded operated farms to meet targeted increases in production.

The IR team reviewed Biomass' financial model, different debt structure scenarios, sensitivity analysis, and company valuation. Furthermore, the IR team helped the innovator screen, interview, and select a CFO. In addition to assisting Biomass in preparing and negotiating its term sheet, the team introduced the company to potential investors and advisors. In 2022, Biomass plans to raise $3 million.



On track to meet targets

Chitosan Egypt received support for development of a KPI system that improves its marketing effectiveness assessment. The TA included defining reporting schemes for the sales team and creating more effective marketing incentives. The updated KPIs and marketing incentives allow for effective data-driven management of marketing activities and better tie them to the firm's strategic objectives.

The innovator also received TA to develop a financial tool that enables it to predict cash flow based on sales decision-making and contracts, which allows Chitosan to define future cash gaps and manage them. This tool also enables Chitosan to manage and guide sales, improving cash flow management and control. Additionally, the TA defined cost-saving options and working-capital finance schemes.

In 2021, Chitosan created partnerships with UNIDO for promoting its products and won an AFDB award.

In 2021, the IR team reviewed the innovator's financial model and company valuation. In 2022, the IR team plans to follow up with one-on-one clinics once end-of-year figures are available. This is necessary for updating investment documents and matching the innovator with investors. In the past year, Chitosan raised $125,000 in debt.



Not on track

Compost Baladi SAL (Compost Baladi), through technical assistance, developed a plan to expand into Jordan. The plan helped identify and define potential clients, distributors, and value chain entry points. It also facilitated a partnership development visit during which the innovator met clients and developed possible contracts. Finally, the TA included an assessment of regulatory frame requirements in Jordan. Compost Baladi also received assistance in visiting Jordan to build partnerships with various NGOs and clients.

The IR team reviewed Compost Baladi's financial model, valuation, investment pitch deck, and investment memorandum and introduced the innovator to potential investors.



On track to meet targets

Green Essence Lebanon (Green Essence) received two TA instances. The first was about structuring full BoP access to the innovator's solar energy scheme. To accomplish this, the TA refined how technical designs are done, leading to a more accurate system sizing. The TA also developed an alternative risk matrix to assess how farmers could benefit from an in-house end-user financing program. The first end-user financing deal, designed with hub support, is a joint system that will serve a group of smallholders through a two-year financing scheme. Green Essence replicated the deal with other clients. The team helped Green Essence connect with solar PV panel suppliers from Egypt who can provide products with easier payment terms.

The second TA focused on developing a tool that allows Green Essence to develop specific end-user financial offers.

The IR team is helping Green Essence build its financial model. They advised the innovator on raising funds to scale its business and, as a result, the company succeeded in raising $600,000 through shareholders loans and is seeking to raise $1 million by the second quarter of 2022.



On track to meet targets

Hajjar Foods SAL (GO Baladi) is currently receiving an ongoing TA that focuses on optimizing its factory's resource use (i.e., energy, water, and materials) to reduce costs, improve climate resilience, and have a positive environmental impact. Another TA currently in the procurement stage will focus on developing marketing materials.

Over the course of 2022, the IR team plans to assist Go Baladi in becoming investment ready and will help the innovator find a suitable investor to scale company operations.



On track to meet targets

High Atlas Foundation (HAF) received TA focused on revising its business model to include scenarios that adjust who carries the capital burden. This includes various end-user financing schemes as well as methods to raise more capital for developing nurseries on a project basis.

The IR team helped HAF conduct the net present value, internal rate of return, and cash flow projections and assisted it in preparing a presentation for its board. As a result, the company raised $1 million in long-term debt.



On track to meet targets

IRSC received TA focused on the technical design of an inverter that is specifically designed to meet BoP solar power needs. The inverter can cover irrigation and other energy needs and is highly adaptable to climate conditions. IRSC also received TA to develop an innovative solution that provides access to agriculture value chains.

The innovator expanded its distributor networks and developed a scheme with the MENA RIH to train distributors to assist farmers in accessing suitable financing schemes.

The innovator also worked with the MENA RIH to develop a business model that provides complete agriculture value chain greening options, through which large aggregators can include farmers (including BoP producers) in their value chains. Meetings were set to pilot the model with large aggregators in the region. Due to the successful results, an LOU was signed with one of the region's largest agriculture aggregators, NAVIX.

After joining WE4F, IRSC raised about $940,000 in debt and equity. In 2022, after receiving end-of-year financial figures, the IR team plans to help the innovator finalize its investment documentation. In the coming two years, the IR team aims to help IRSC raise another $500,000.



Delayed due to COVID-19

Platfarm's TA included an action plan to develop organizational structure, structure a marketing team, and hire a technical team (i.e., formulating a salary structure and bonus scheme to acquire and retain talent and highly experienced employees).

Also, Platfarm received support to develop an action plan that optimizes software and an app to streamline operation and improve user experience while eliminating previous drawbacks. The innovator is now marketing the improved app to users. Additional TA support included developing a marketing plan and measures to adapt technology for BoP end-users. Platfarm developed a partnership with one of the region's largest agriculture projects, and its application was featured on national TV in a demo for the Egyptian president, who was visiting the project.

In 2022, once the updated financial figures are received, the IR team plans to help Platfarm finalize its investment documentation.



On track to meet targets

Robinson Agri received two technical assistance instances. The first focused on structuring full BoP access to drip irrigation schemes. The TA included (1) developing an alternative risk matrix to assess the benefit farmers receive from the in-house end-user financing program and (2) creating proper cost accounting for accurate system pricing.

The second TA focused on creating a tool that develops specific end-user financing offers. The innovator locked in the first 15 end-user finance smallholders and plans to begin deployment in time for the season in Q1 of 2022. The TA team provided assistance in developing a partnership with Green Essence.

In 2021, the IR team held one-on-one meetings with Robinson Agri and discussed how to prepare the company to open its capital to external nonfamily shareholders. Both parties also plan to begin exploring growth opportunities for the company in 2022, including assessing the funding needed from third-party investors.



Not on track

Schaduf's TA helped pivot its business model to serve BoP farmers and provide in-house end-user financing. This includes shifting from selling rooftop farming units to investing in and leasing them. The change enables Schaduf to take charge of produce distribution, ensuring profits and proper access to markets by connecting BoP and other marginalized farmers to large supermarkets through the selling of produce. Schaduf developed a partnership with Banque Misr and Habiba Organic Farm to serve and finance BoP farmers. Schaduf recently started another TA that focuses on gender inclusion through an analysis of women benefiting from Schaduf products, including but not limited to, gaps in skills and knowledge, access to technology, effects of products on women's well-being, and barriers to accessing technology. Also, the innovator established a partnership with one of the region's largest retailers (Seoudi).

The IR team conducted clinics with Schaduf to discuss its financial model, cash flow projections, and funding needs for the coming years. The team is still in the process of helping the innovator properly build its financial model.



On track to meet targets

SOWIT had an analysis conducted to determine barriers it faces when serving farmers through its digital service, particularly BoP. The primary gap that emerged was that the payment technology relied on credit cards and smartphones. The TA then mapped possible payment collection business models and selected the one most suitable for BoP and the Moroccan context. SOWIT shifted to this payment model, thus increasing BoP farmers' ability to gain access to the service rapidly.

The second TA, which kicked off at the end of 2021, is related to improving user experience and the user interface for BoP farmers. SOWIT worked on partnerships with POS payment providers and expanded to a few countries in East Africa, including Ethiopia.

In 2021, SOWIT raised $360,000 in debt. In 2022, after the IR team receives the innovator's financial figures, they plan to help SOWIT finalize its investment documentation.



On track to meet targets

Spark Renewables received TA support to create a marketing model to serve BoP farmers and optimize marketing. The innovator did not receive any IR support due to a lack of interest in raising funds. At the beginning of January 2022, the company ceased all operations and as such, left WE4F.



Delayed due to COVID-19

SuWaCo's team focused on developing clear quality control structures, processes, and decision-making templates to support streamlined project development while considering technical, social, financial, and environmental aspects of projects. The TA team also helped the innovator improve operations by moving to a proper and effective engineering project management approach expected to decrease cost and support effectiveness.

SuWaCo established a partnership with Sawiris foundation, one of the largest development institutions in Egypt.

MENA RIH COMPLETED TECHNICAL ASSISTANCE INSTANCES

TA TYPE	NUMBER OF TA COMPLETED	AVERAGE TA QoSS SCORE
Base of Pyramid (BoP) Impact	6	4.7
Business Development	7	4.7
Investment Readiness	3	-
Marketing and Sales	2	5
Market Research and Analysis	2	4.5
Gender Integration	0	-
MEL Advisory Services	0	-
ALL TA TYPES	20	4.8

2021 GRANT PAYMENT

INNOVATOR ORGANIZATION	TOTAL OBLIGATED AMOUNT	UTILIZATION RATE
AbuErdan	$ 100,000	30.00%
Alva Tech Ltd	$ -	N/A
Baramoda	$ 125,000	32.00%
Benaa Foundation	$ 125,000	24.00%
Biomass SAL	$ 200,000	35.00%
Chitosan Egypt	$ 140,000	42.86%
Compost Baladi SAL	$ 240,000	25.00%
Green Essence Lebanon SAL	$ 200,000	30.00%
Hajjar Foods SAL	$ 200,000	35.00%
High Atlas Foundation	$ 160,000	18.75%
IRSC	$ 120,000	33.33%
Robinson Agri - SARL	$ 240,000	29.17%
Schaduf	$ 150,000	30.00%
Sowit Maroc	$ 200,000	30.00%
Platform	$ 180,000	27.78%


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2021 IMPACT

IRAQ CALL FOR INNOVATIONS

The country-specific Iraq Call for Innovations launched on September 8, 2021, and closed on October 6, 2021. Several social media, outreach, and communications campaigns, in addition to on-the-ground scouting, were conducted by the hub team and various partners, including USAID/Iraq, to support outreach to the maximum number of companies. The hub team conducted three informational webinars explaining all CFI requirements to ensure that applicants understood program requirements and were prepared for the application phase.

The Iraq CFI received 36 concept note applications, of which 18 were eligible for review. The origins of those 18 innovators were as follows: Babil (1), Baghdad (3), Basrah (1), Erbil (2), Mosul (6), Muthanna (2), and Sulaymaniyah (3). Of the 18 applications, 16 were deemed eligible to proceed to the full proposal stage. After thorough assessment by the MENA RIH team and its Iraqi Advisory Board and in-depth individual interviews of applicants, eight applications proceeded to the pre-award stage as finalists to receive grant funding and RIH technical assistance.

Highlights of the finalists are:

- 50% of the companies are women-led
- 5 companies with more than 25% women in the workforce
- 3 water-energy-food companies
- 4 water-food companies
- 1 energy-food company

REGIONAL CALL FOR INNOVATIONS

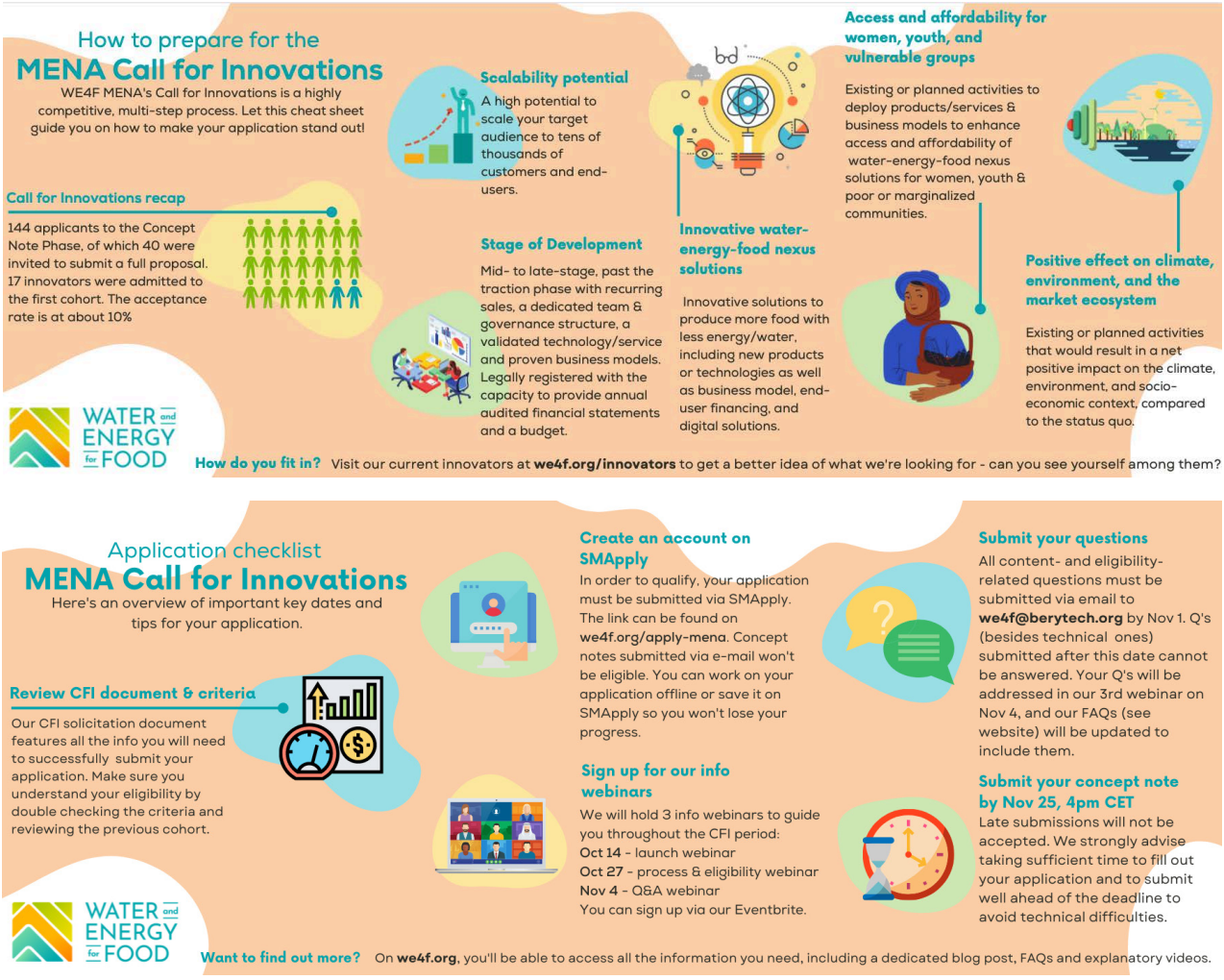
The second regional Call for Innovations (CFI2) launched on October 14 and closed on November 26, 2021. To conduct an interactive, comprehensive outreach strategy and to ensure that all interested organizations fully understood CFI2, the MENA RIH conducted a social media campaign; organized three informational webinars; disseminated information through media, sector partners, and regional events; organized and attended meetings with regional stakeholders; and leveraged the networks of the 10 Country Coordinators located in Sudan (1), Lebanon (1), Jordan (1), Alegria (1), Tunisia and Morocco (1), Iraq (2), and Egypt (3). To avoid a repeat of the CFI1 underrepresentation challenge in Tunisia and Algeria, the MENA RIH hired another professional in Tunisia who was mainly dedicated to stakeholder engagement and outreach.

COUNTRY	ELIGIBLE CONCEPT NOTES	FULL APPLICANTS
Egypt	14	6
Lebanon	10	3
Sudan	8	4
Yemen	6	1
Tunisia	4	0
Jordan	4	0
Morocco	2	2
West Bank/Gaza	1	1
Iraq	1	0
Algeria	1	1
Total	**51**	**18**

As a result, CFI2 received 104 applications, of which 69 were deemed eligible and 51 were moved to the full proposal phase. The MENA RIH received, at minimum, one eligible application from each of the 10 MENA countries, with leading representation from Egypt (17), Lebanon (14), and Sudan (9). The Maghreb region received 13 applications, followed by Jordan and Yemen tied at six applications. West Bank/Gaza received 2 eligible applications. Iraq received 1 application, probably due to the special country-level CFI in September 2021. The applicant organizations have operated for about six years on average, and about 80%of them are for-profit.

Highlights of the semifinalists:

- 11 companies with more than 50% women in senior management positions or as part of the co-founder team
- 21 companies with more than 50% women in the workforce
- 34 water-energy-food companies
- 13 water-food companies
- 4 energy-food companies

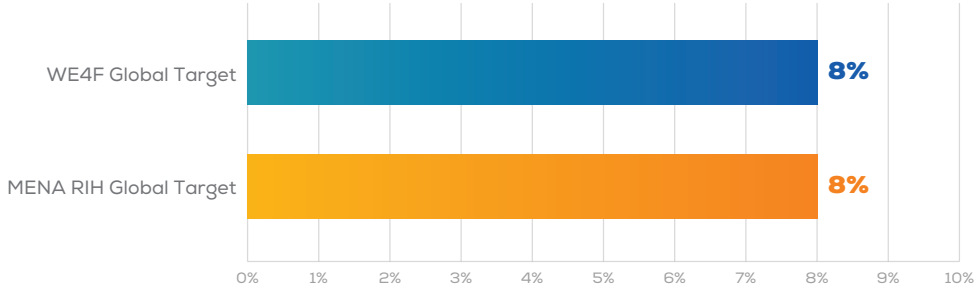


To help applicants prepare for the CFI process, infographics were developed to highlight key dates and important themes.

KEY PERFORMANCE RESULTS

SHARE OF SUPPORTED INNOVATORS THAT SUCCESSFULLY MARKETED THEIR CLIMATE-FRIENDLY, ENERGY AND/OR WATER-EFFICIENT INNOVATIONS WITH PROFIT

LOP Targets (2020-2025)

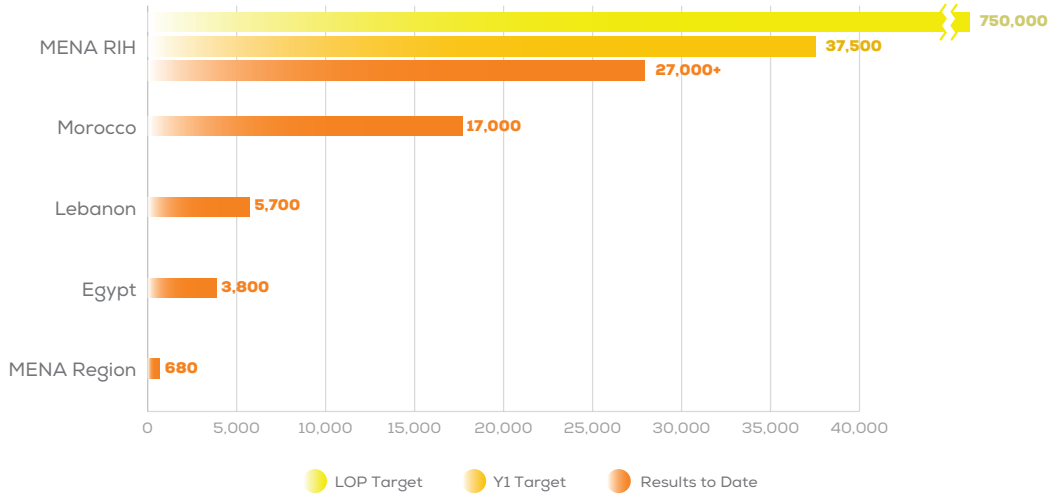


Please note: no results data was available at the time of reporting.

The MENA RIH's Life of Program (LOP) target is 8% of the innovator cohort successfully marketing their products with profit. Reaching this target will show that MENA RIH technical assistance and legal, policy, and regulatory support was successful, that innovators consider their innovations to be successful in the marketplace, and that innovators achieved vertical, horizontal, or functional scaling throughout their program period. As it is only six months into innovator support and reporting, there are no results yet for these innovators. Results for this indicator are not yet available because annual reporting for MENA innovators has not yet occurred. However, these results will be collected and available in the next two months.

NUMBER OF SMALLHOLDER FARMERS AND OTHER END-USERS USING ENERGY-EFFICIENT, WATER-EFFICIENT, OR CLIMATE ADAPTATION RELATED WE4F INNOVATIONS IN THEIR ACTIVITIES

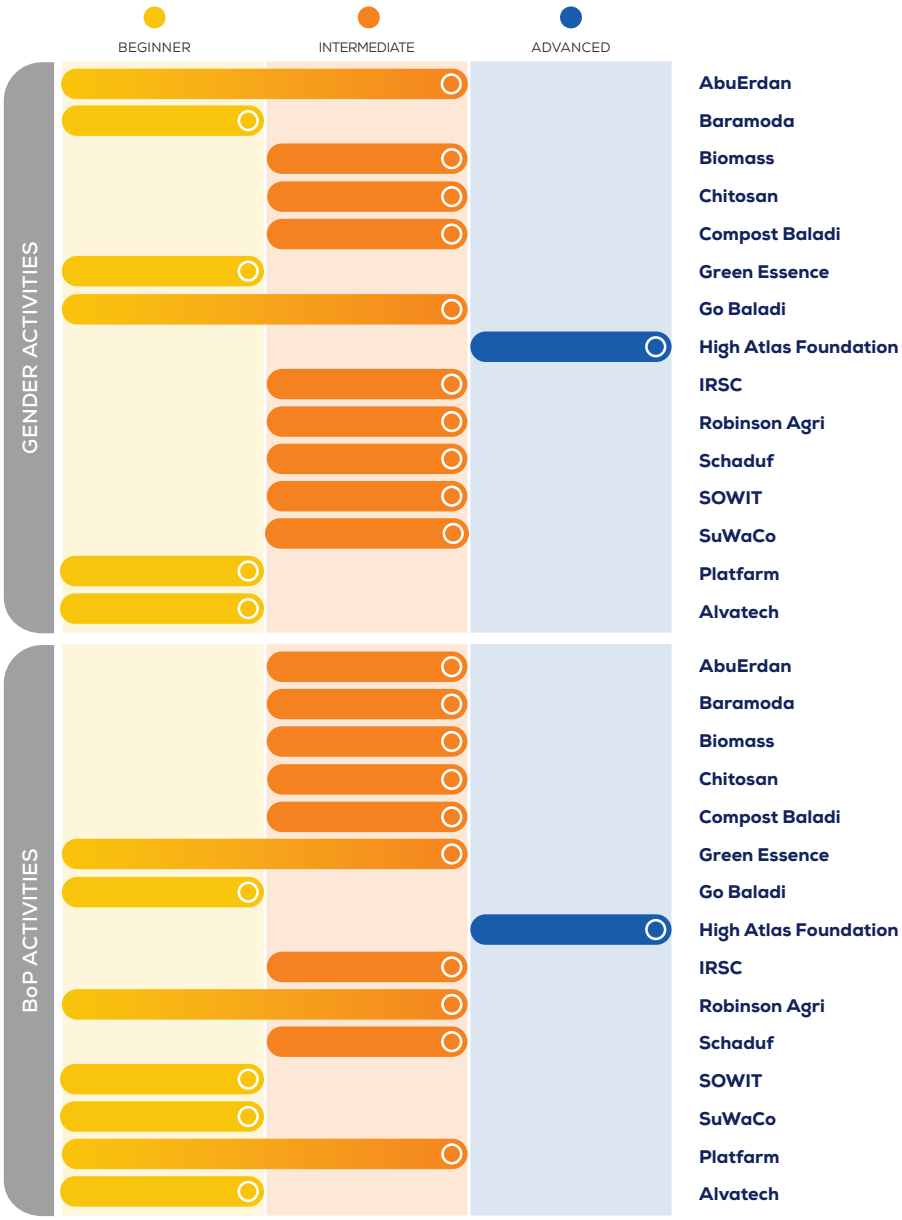
MENA RIH Targets vs Results to Date



The innovators achieved 74% of the MENA RIH's Y1 target with six months of implementation in the contract year remaining. Strategies and tactics to integrate BoP end-users and end-user financing were covered in the hub's capacity building activities. The MENA RIH also supported innovators in integrating such activities into their TWPs. Five of the innovators received technical assistance on how to assess risk among their end-users and develop end-user financing schemes.

Morocco has the highest number of innovation end-users with 63% of the current results. High Atlas Foundation reported almost 6,700 and SOWIT reported nearly 11,000 end-users using their innovations. SOWIT's large number of end-users highlights the importance of digital solutions for meeting end-users' needs, providing cost-effective services, and combatting the effects of COVID-19.

Over 60% of MENA innovators currently implement gender-focused business models and target women in the food value chain. The chart below lists each innovators' ESG assesment for gender which is based on their exisiting and potential future activities (see ESG Guidelines in Annex 7). To learn more about each innovator's activities, see Annex 8.



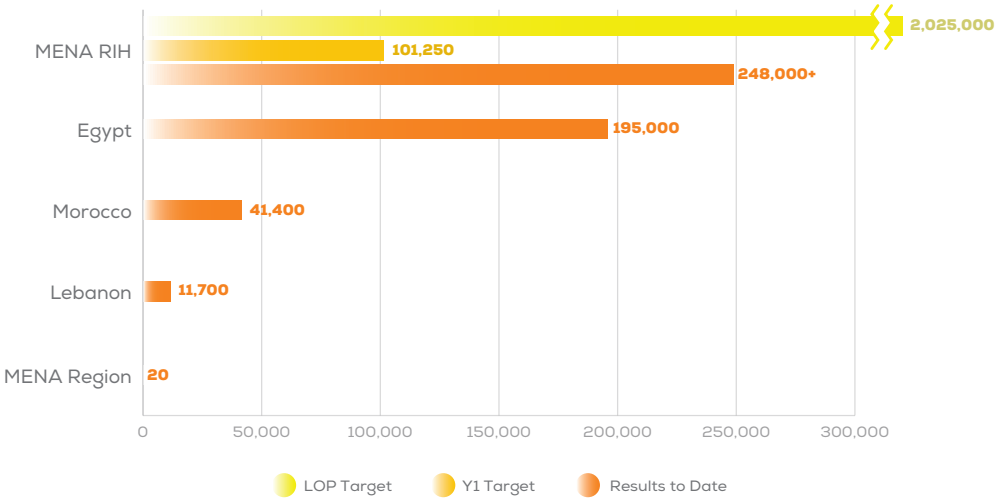
In order to target marginalized communities, 56% of the innovators have received TA focused on BoP impact or are targeting BoP innovation end-users as part of their business model. During 2021, the MENA RIH provided innovators with 6 instances of TA that focused on BoP impact. The chart above lists each innovators' ESG assesment for BoP which is based on their exisiting and potential future activities (see ESG Guidelines in Annex 7). To learn more about each innovator's activities, see Annex 8.

Demographic info for end-users, such as gender, is collected by the External Surveyors, not the innovators or RIHs directly. After experiencing delays due to COVID-19, these External Surveyors will be able to provide more details on end-user demographics in the coming months.

The MENA RIH expects to see the results of Y1 activities in Y2, as innovators ramp up the deployment of end-user activities recommended by the hub. For end-users that are difficult to count (i.e., consumers of food products sold by retailers), the innovators plan to devise innovative data collection tools that help measure end-user impact.

TOTAL MASS OF FOOD PRODUCED (TONS) AS A RESULT OF WE4F INNOVATIONS

MENA RIH Targets vs. Results To Date

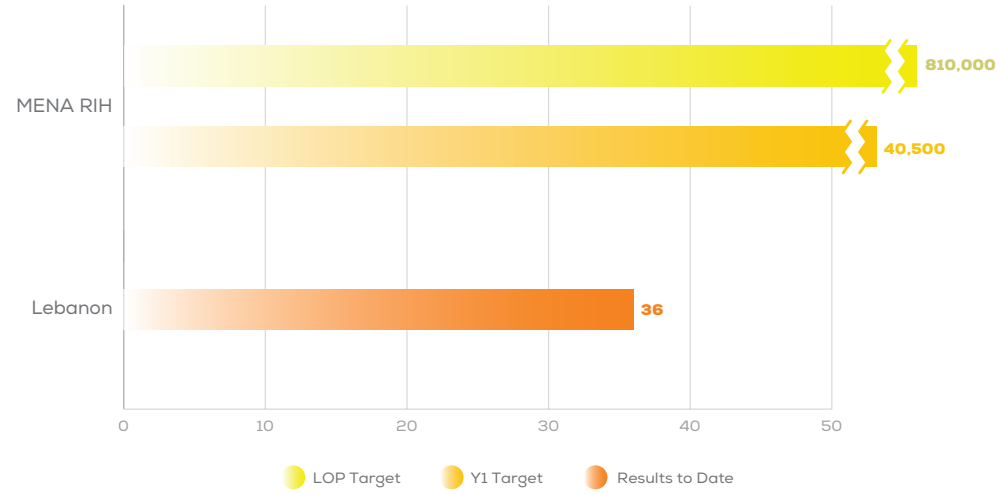


Innovators helped smallholder farmers and other end-users produce nearly 250,000 tons of food, achieving 2.5 times the Y1 target. More than three-quarters of the food produced is in Egypt, because several of the 14 innovators (AbuErdan, Baramoda, Chitosan, IRSC, Schaduf, SuWaCo, and Platfarm) are operating in or heavily targeting Egypt. While Morocco has a smaller share of innovators compared to those operating in Lebanon (two vs. four), its innovators, High Atlas Foundation and SOWIT, contribute a greater share of food produced. This could be due to the large number of farmers using SOWIT's digital solution and High Atlas Foundation's business model, which relies on building and operating tree nurseries and selling fruit and nut trees. Innovators in Lebanon reported lower numbers, because they are facing challenges due to the economic crisis, and it is only six months into the first year.

The above results for food produced do not include all innovators' results. This is due to food production results being collected and reported by External Surveyors whose data collection activities were delayed due to COVID-19.

TOTAL MASS OF FOOD PROCESSED (TONS) AS A RESULT OF WE4F INNOVATIONS

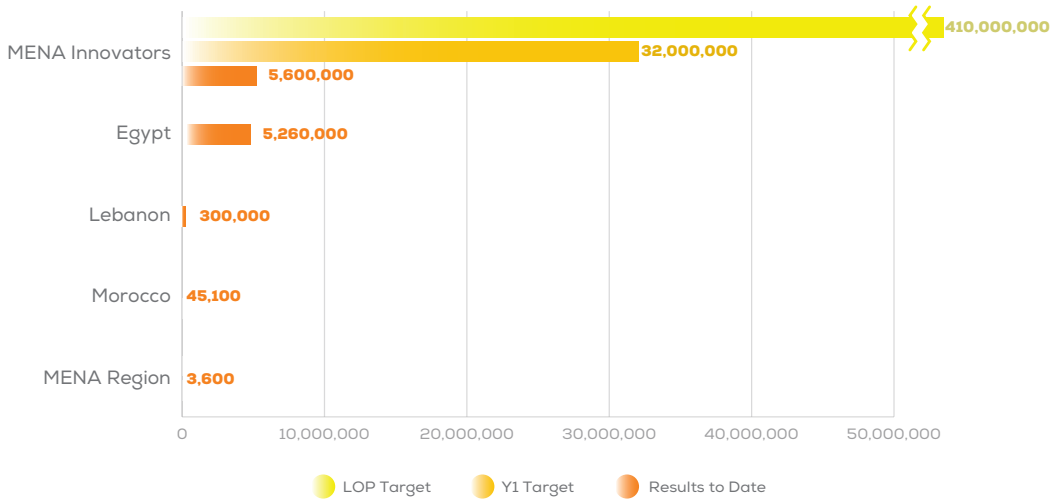
MENA Innovator Targets vs. Results to Date



Only one innovator, Go Baladi, has food processing in its core business model. Through its innovation, MENA RIH achieved 80% of its Y1 innovator target. The hub is in the process of increasing the number of innovators who contribute to this target. Because of the hub's interventions, two innovators, IRSC and Green Essence, began extensively targeting food processors with solar PV and energy efficiency solutions. During CFI2 outreach activities, the hub actively sought to engage with food processing innovators and encourage them to apply to increase the share of food processing innovators.

TOTAL ENERGY SAVED (KWH) IN THE FOOD VALUE CHAIN AS A RESULT OF THE USE OF WE4F INNOVATIONS

Innovator Targets vs. Results To Date

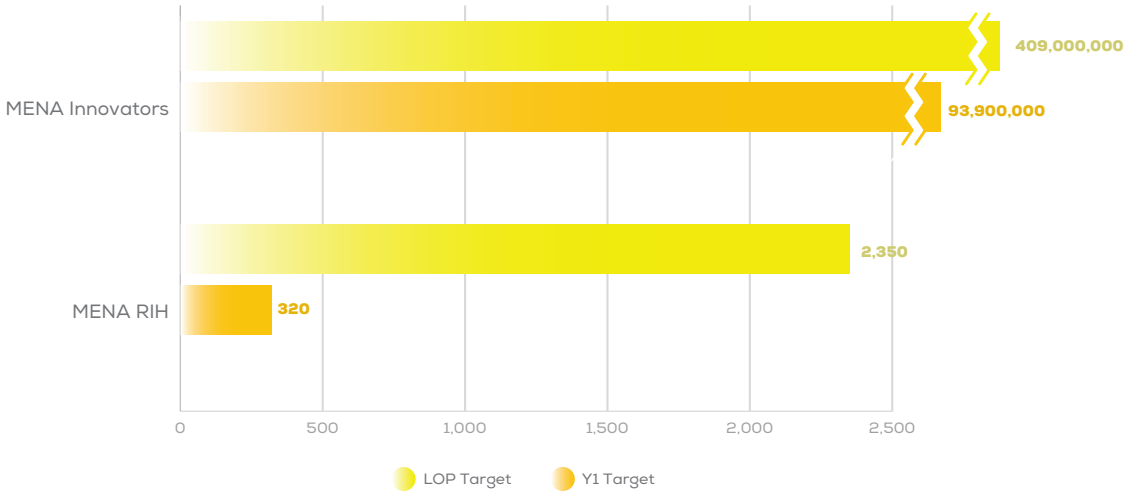


Please note: due to a change in how WE4F reports energy saved in the value chain, there are currently no targets.

The total aggregated Y1 target for all innovators is more than 32 million kWh of energy saved. The results to date as reported by **five** innovators (AbuErdan, Green Essence, HAF, SOWIT, and Platform) **are on track for** this target, with innovations saving more than 42 million kWh of energy. Egypt had the highest results due to Platform, which saved more than 5 million kWh of energy.

TOTAL GREENHOUSE GAS EMISSIONS (TONS CO2e SAVED PER YEAR BY END-USERS THROUGH USE OF PRODUCTS/SERVICES OF WE4F INNOVATORS

Innovator vs. MENA RIH Targets



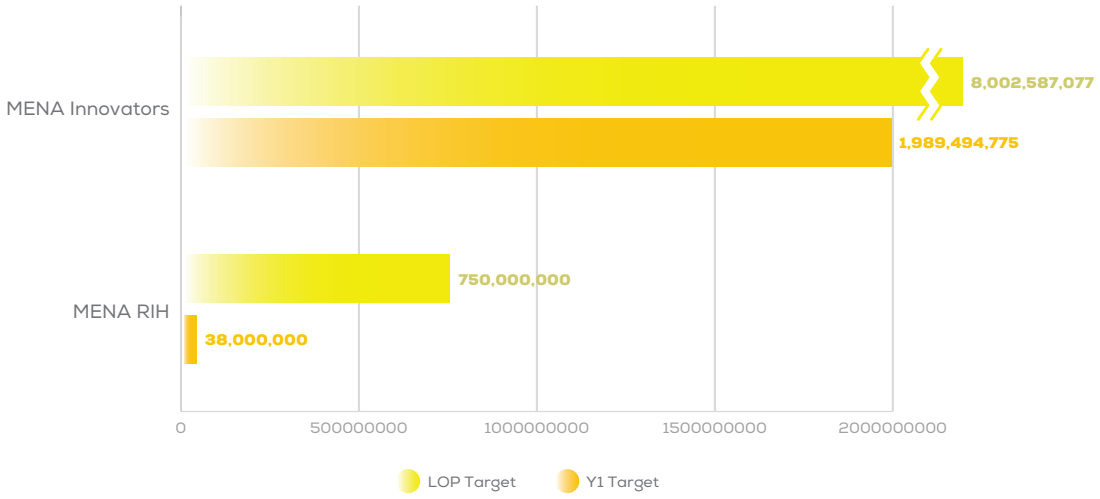
Please note: no results data was available at the time of reporting

The cumulative LOP target for the innovators is more than 409 million tons CO2e (tCO2e), which is significantly larger than the MENA RIH target of 2,530 tons CO2e. This is due to the significant potential for greenhouse gas (GHG) emissions reduction in the region due to carbon- and nitrogen-intense farming activities. Innovators that are replacing diesel generators with solar PV for clean energy (IRSC) and utilizing organic compost (Compost Baladi) rather than chemicals have the highest GHG savings. Egypt has the highest LOP target due to Baramoda, whose target of more than 402 million tCO2e accounts for 98% of the cumulative innovator LOP target.

Results for GHG emission reduction are currently unavailable because it is collected by External Surveyors on behalf of innovators. However, External Surveyors have now begun this data collection and these results will be available in the coming months.

TOTAL VOLUME OF WATER CONSUMPTION REDUCTION (LITERS) IN THE FOOD VALUE CHAIN AS A RESULT OF WE4F INNOVATIONS

Innovator vs. MENA RIH Targets



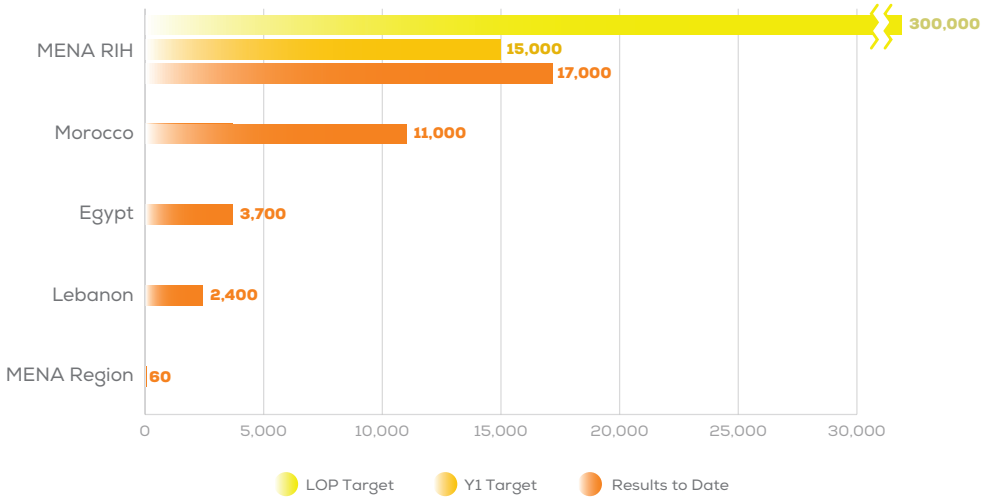
Please note: no results data was available at the time of reporting.

The MENA innovators' Y1 target of 1.9 billion liters and LOP target of 8 billion liters are both significantly higher than the MENA RIH's respective targets of 38 million and 750 million liters. This is due to innovators like Biomass, Baramoda, and HAF, who all have LOP targets that exceed 1 billion liters. Egypt-based innovators have some of the largest water savings targets; this could be due to the water constraints the country faces and farmers' recognition of the need to adopt water-saving solutions.

Results for water consumption reduction are currently unavailable because the data is collected by External Surveyors on behalf of innovators. However, External Surveyors have now begun this data collection and these results will be available in the coming months.

NUMBER OF SMALLHOLDER FARMERS AND OTHER END-USERS THAT EXPERIENCE AN INCREASE IN INCOME

MENA RIH Targets vs. Results To Date

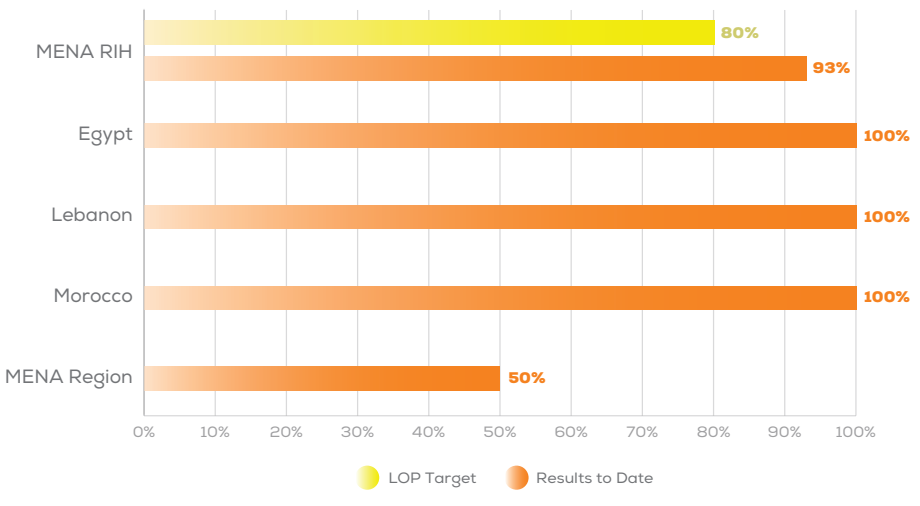


The innovators exceeded the hub's Y1 target of 15,000 end-users, with more than 17,000 end-users experiencing an increase in income. This reflects the hub's focus on end-user integration and financing schemes, as these results account for 62% of all end-users reached by MENA innovators. SOWIT contributed the most to this indicator, with almost all of its end-users experiencing an increase in income. Additionally, almost all of the end-users for Robinson Agri and Baramoda experienced increases in income.

The results, however, do not represent all of the innovators contributing to the increased number of smallholder farmers and other end-users. Because this data is collected by the External Surveyors (who were only able to enter the field in late 2021 due to COVID-19), more data will be available for the semi-annual report.

SHARE OF INNOVATORS AND OTHER STAKEHOLDERS THAT USE TOOLS, METHODS OR PROCESSES TO MONITOR THE PROTECTION OF WATER OR BIODIVERSITY

MENA RIH Target vs. Results To Date



Most of the innovators supported by the MENA RIH have an interest in monitoring and mitigating their impact on resources and the surrounding environment. This stems from the financial incentive they gain from water management and protection, as well as their awareness of the value of these resources. For example, innovators that use groundwater are careful to avoid pollution and overconsumption, so they can maintain ongoing benefits. They are concerned with monitoring their consumption and disposal of waste, so water resources' quantity and quality can be maintained. Such awareness became possible due to the workshops offered by the hub, which were designed to build the capacity of the innovators and educate them on the importance of resource and biodiversity protection in their work and in the sustainability of their businesses.

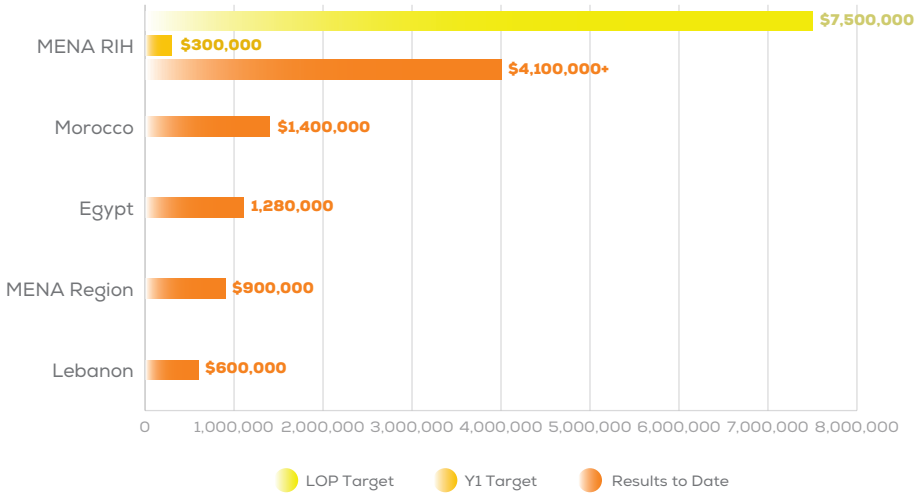
Overall, 33% of the innovators in this region have ongoing biodiversity monitoring activities, 67% contribute to climate adaptation, and 53% contribute to climate mitigation. The chart below details examples of the ongoing innovator biodiversity and climate activities.

INNOVATOR	BIODIVERSITY-FOCUSED ACTIVITIES
Schaduf	• Installation process follows guidelines that ensure no waste accumulates on roofs. • Systems are sometimes developed from natural and biomaterial.
Compost Baladi	• Adheres to environmental protection principles in all phases of its operations. • New site selection for composters is tied to securing EIA approvals by local authorities.
Robinson Agri	• Its drip irrigation systems save water, and implementation follows strict environmental guidelines.
Chitosan	• Promotes and helps farmers shift to organic agriculture. • Utilizes shrimp peels, which are normally thrown into waterways and vulnerable lakes.
SuWaCo	• System design ensures minimum intrusion to ecosystems and protection of groundwater resources. • Reclaimed water complies to standards for reuse.
Biomass	• Farming is completely organic and is managed in a manner that integrates other sustainable technologies, such as solar and drip irrigation. • Focuses on indigenous plants. • Supports existing traditional farms and BoP suppliers in moving to organic farming.

INNOVATOR	CLIMATE-FOCUSED ACTIVITIES/IMPLEMENTED TA RECOMMENDATIONS
Robinson Agri	• The innovator ensures farmers use climate-resilient seeds and focus on sustainable crops.
Baramoda	• Operates in decentralized locations close to farmers and factories producing waste, decreasing transportation footprint. • Organic waste used from factories typically either reaches dumpsites or landfills, diverting it to compost has a positive environmental impact. • As part of its business development activities, the innovator spreads knowledge to farmers through workshops on sustainable use of agri-waste and compost.
Go Baladi	• Received technical assistance related to energy efficiency, which helped the innovator install proper thermal insulation of steam pipes, condensate pipes, and tanks, use air curtains between ambient and temperature-controlled areas, and install spray nozzles on open hoses used for cleaning. • Secured resources for investments in renewable energy to increase factory sustainability.
Platfarm	• Supports effective use of resources in farming, limiting the use of fertilizers and other inputs, as well as limiting water and energy use. • Main clients grow plants such as palm dates, particularly in desert farming where are indigenous palm date plants are suited to the desert conditions.

VALUE OF INVESTMENT IN U.S. DOLLARS THAT WE4F INNOVATORS HAVE MOBILIZED FROM EXTERNAL ACTORS

MENA RIH Targets vs. Results to Date

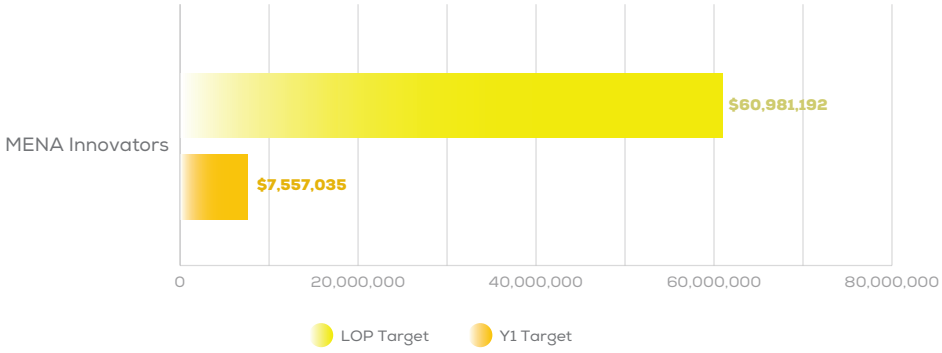


So far, seven innovators from Egypt, Morocco, Lebanon, and Jordan were able to secure more than $4 million in external funding from private sector investors. In addition, some innovators received additional financing from both national and international public sector actors. MENA RIH innovators had more, smaller investments from the entire region. It is worth noting that investment sizes ranged from $40,000 to $1 million, highlighting the "missing middle" of investment ticket sizes and indicating that small and medium-sized enterprises are interested in receiving such mid-size investments.

One example of the work that the hub's IR team does to match innovators with the right investors is a pitching event organized in the last quarter of 2021. It was customized for a specific company in the portfolio that had been seeking to raise private capital for more than two years. The event allowed the company to pitch in front of many investors in the region and attract a few of them.

INNOVATOR GROSS SALES ($)

MENA Innovator Targets

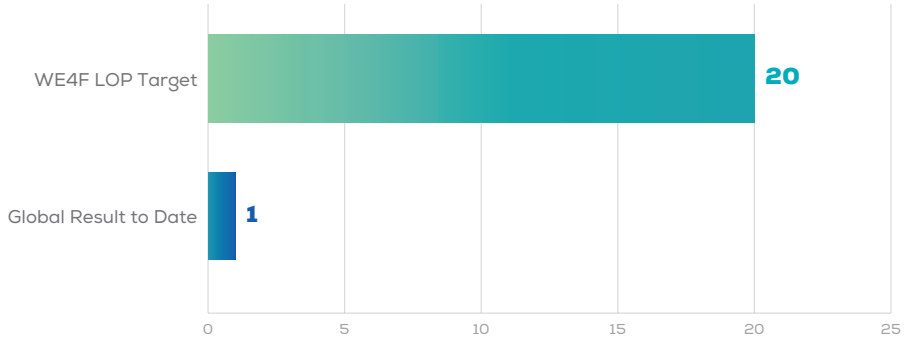


Please note: no results data was available at the time of reporting

The MENA RIH currently does not have results for Y1, but it is only six months into the program. Innovators will report their full data for this indicator in June 2022. It is also important to note that not all companies can become profitable in a short period. They might be investing in their organizations and implementing activities and targets from their TWPs. Some innovators are introducing new updated products to the market or penetrating new markets, while others are working on new business models or end-user financing mechanisms.

NUMBER OF STRATEGIES, GUIDELINES, OR PROJECTS OF INTERNATIONAL, REGIONAL, OR LOCAL ORGANIZATIONS ADOPTING AND DISSEMINATING LESSONS LEARNED FROM WE4F PUBLICATIONS, EVENTS, OR PRESENTATIONS

Global Targets vs. Results to Date



The Policy and Enabling Environment Advisor and Environmental Specialist produced the publication, "The World Is Off-Track – Nexus Approach for Sustainable Water and Food Security in MENA Region," which elaborates on the hub's role in supporting enterprises with the potential to realign their journey toward the Sustainable Development Goals. The publication laid the foundation for engagement with a wide audience at the Water-Energy Nexus Conference. The hub plans to ensure dissemination of the findings of the paper through several upcoming events, including the UNFCCC Middle East and North Africa Climate Week 2022. The findings of the study also will be incorporated into a policy brief produced as one of the deliverables for the event.



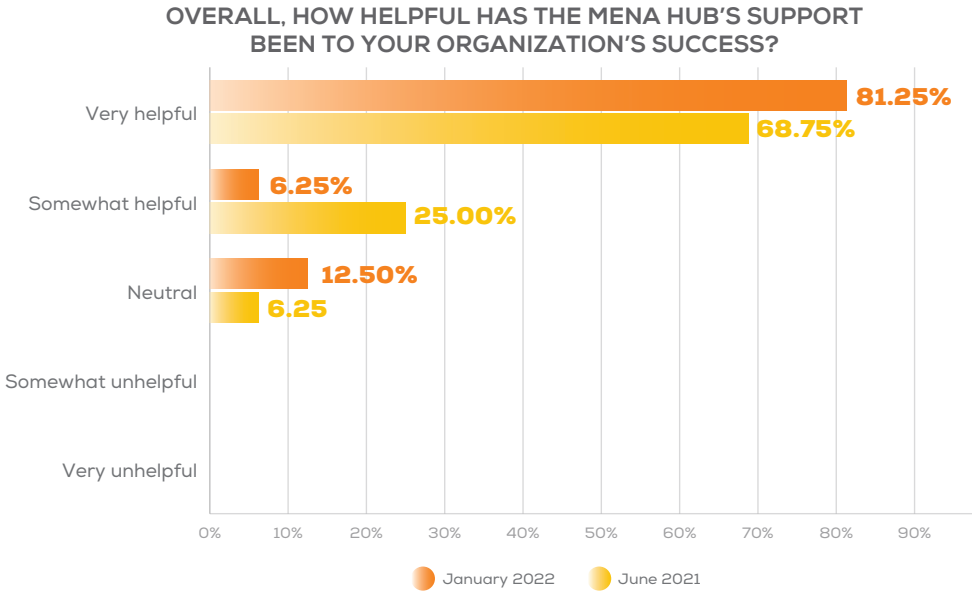
Raising Capital In Turbulent Times

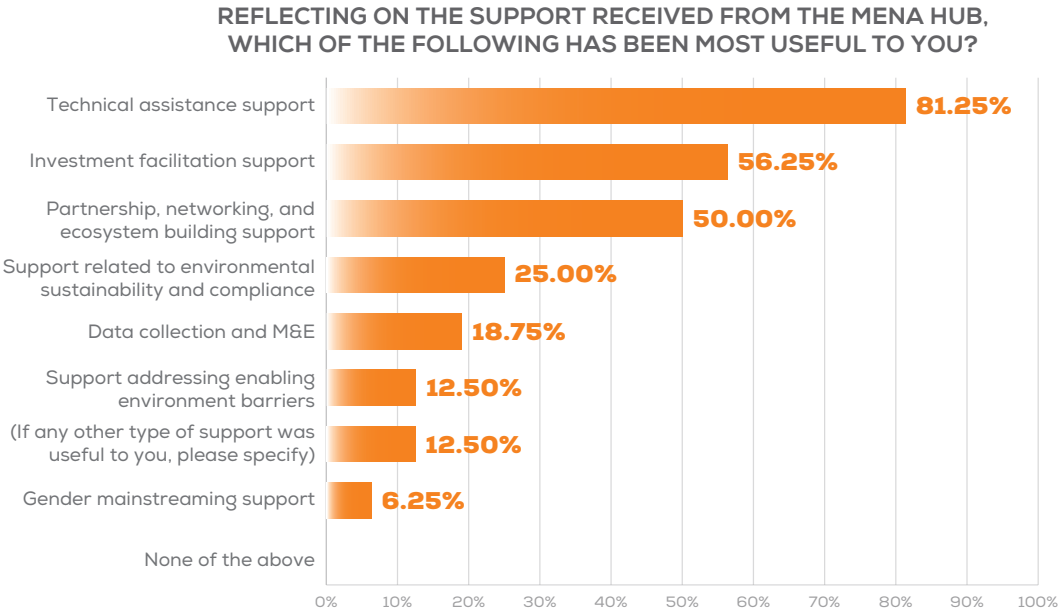
In December 2021, the MENA RIH organized the 'Raising Capital During Turbulent Times' webinar with Biomass. This webinar gave the Biomass management team the opportunity to present their business to seed investors. The outcomes exceeded all expectations, as 20 non-disclosure agreements were signed.

QUALITY OF SERVICE SURVEY RESULTS

Conducted by the Secretariat Unit, the Quality of Service Survey (QoSS) gathers all 16 innovators' feedback on their experiences working with the MENA RIH. The QoSS helps the hub improve problem areas and identify successful pivots that can be shared with the other hubs. This QoSS gathered results from all 16 MENA RIH innovators.

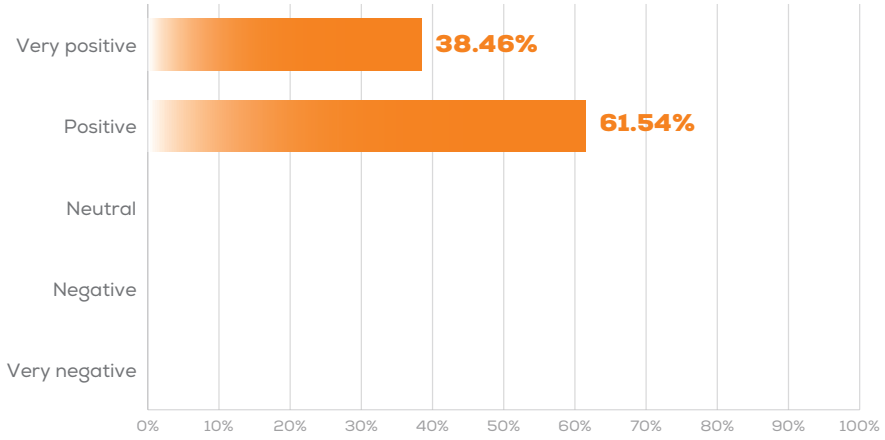
OVERALL FEEDBACK



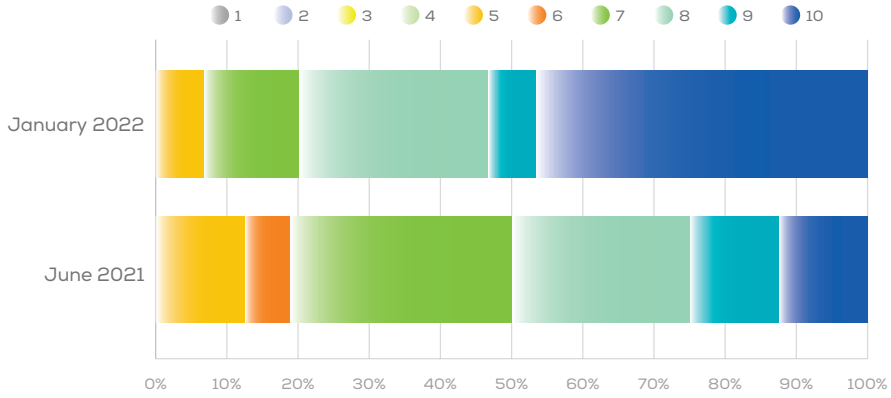


TECHNICAL ASSISTANCE

REFLECTING ON THE TA PROVIDED TO YOU, WHAT WAS THE IMPACT OF TA IN THE SHORT TERM (0-6 MONTHS POST COMPLETION OF THE ASSIGNMENT)

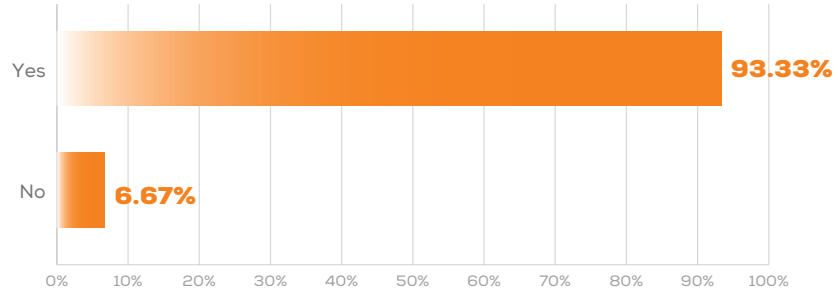


ON A SCALE OF 1-10, HOW SATISFIED ARE YOU WITH THE MENA HUB'S TECHNICAL ASSISTANCE UNIT (1- EXTREMELY DISSATISFIED TO 10- EXTREMELY SATISFIED)

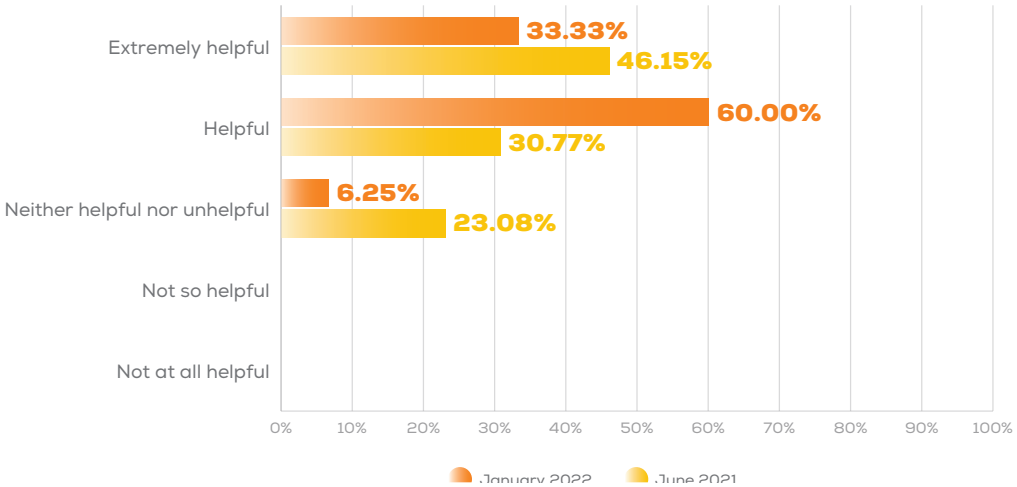


INVESTMENT FACILITATION

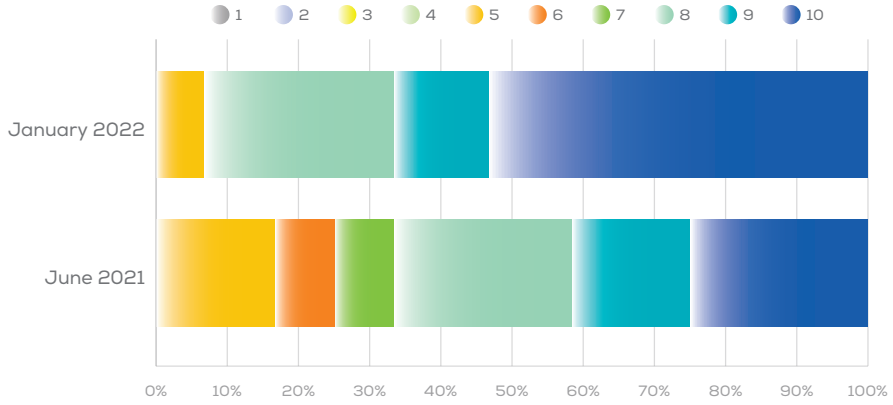
IN THE FUTURE, DO YOU INTEND TO RAISE EXTERNAL FUNDS(DEBT/EQUITY/BLENDED)?



HOW HELPFUL HAS THE INVESTMENT READINESS TEAM'S SUPPORT BEEN IN MOVING YOUR ORGANIZATION TOWARDS YOUR GOAL OF RAISING INVESTMENT?

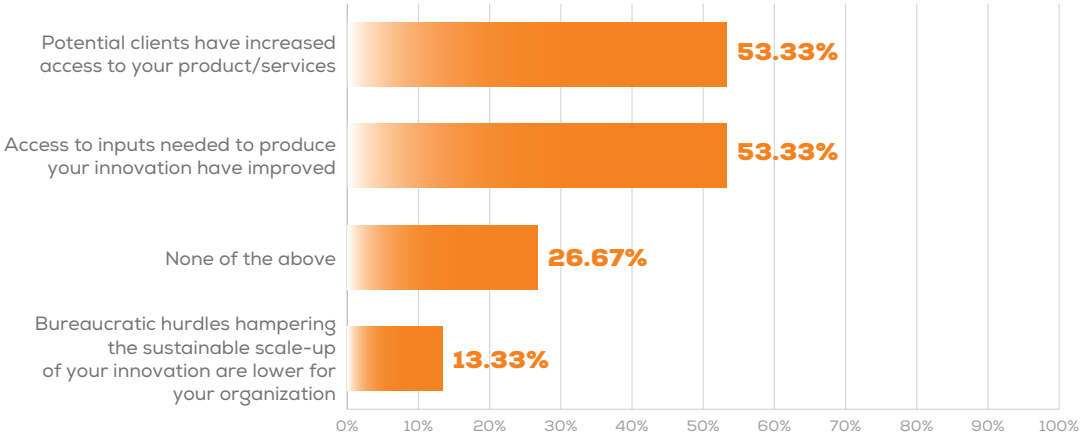


ON A SCALE OF 1-10, HOW SATISFIED ARE YOU WITH THE MENA HUB'S INVESTMENT READINESS TEAM (1- EXTREMELY DISSATISFIED TO 10-EXTREMELY SATISFIED)

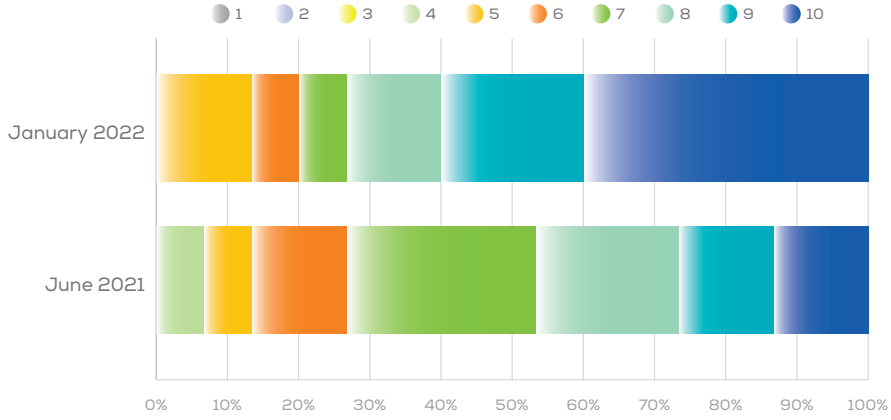


LEGAL, POLICY, AND REGULATORY SUPPORT

SINCE JOINING WE4F, WHICH OF THE FOLLOWING HAVE OCCURRED? SELECT ALL THAT APPLY.

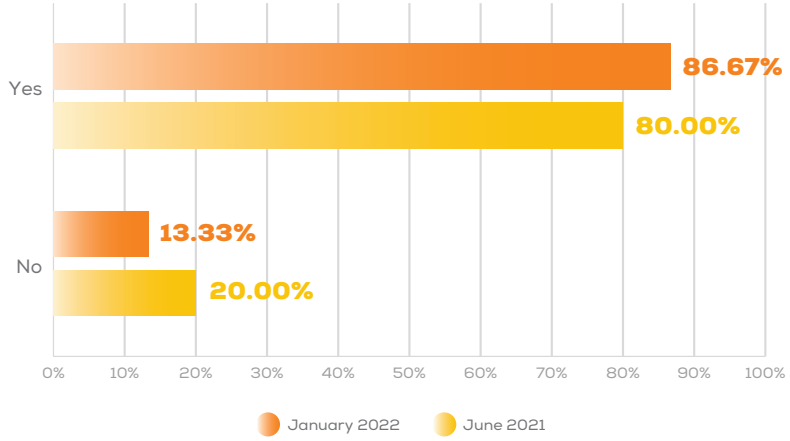


ON A SCALE OF 1-10, HOW SATISFIED ARE YOU WITH THE ENABLING ENVIRONMENT UNIT HELPING YOU NAVIGATE THROUGH THE ENABLING ENVIRONMENT BARRIERS? (1- EXTREMELY DISSATISFIED TO 10- EXTREMELY SATISFIED)

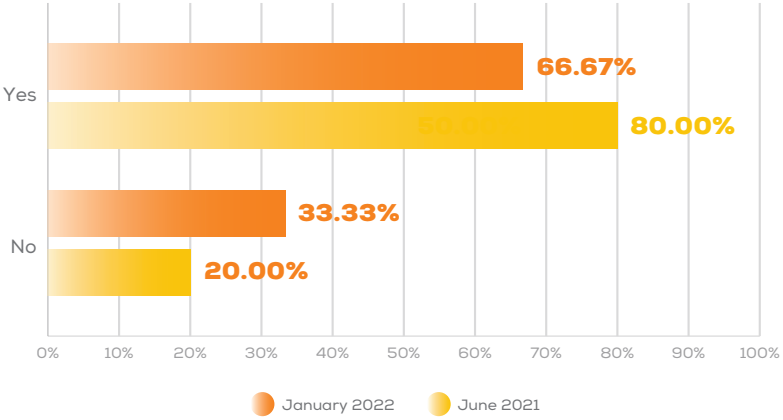


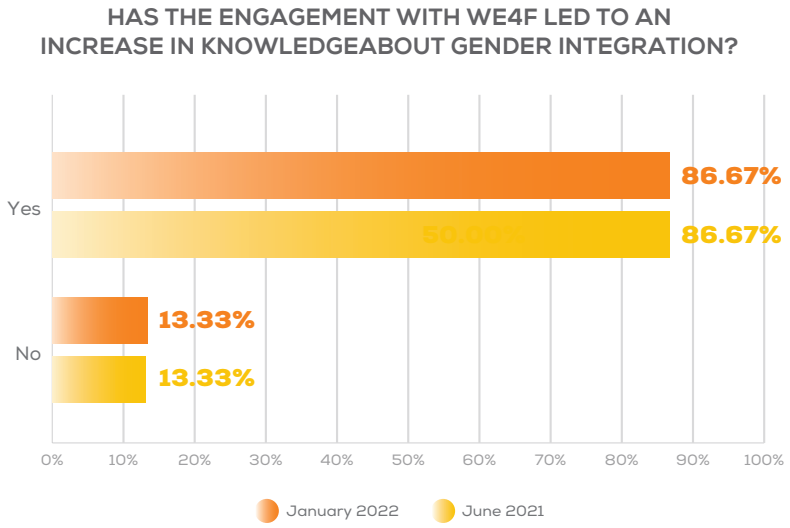
KNOWLEDGE SHARING AND MONITORING & EVALUATION

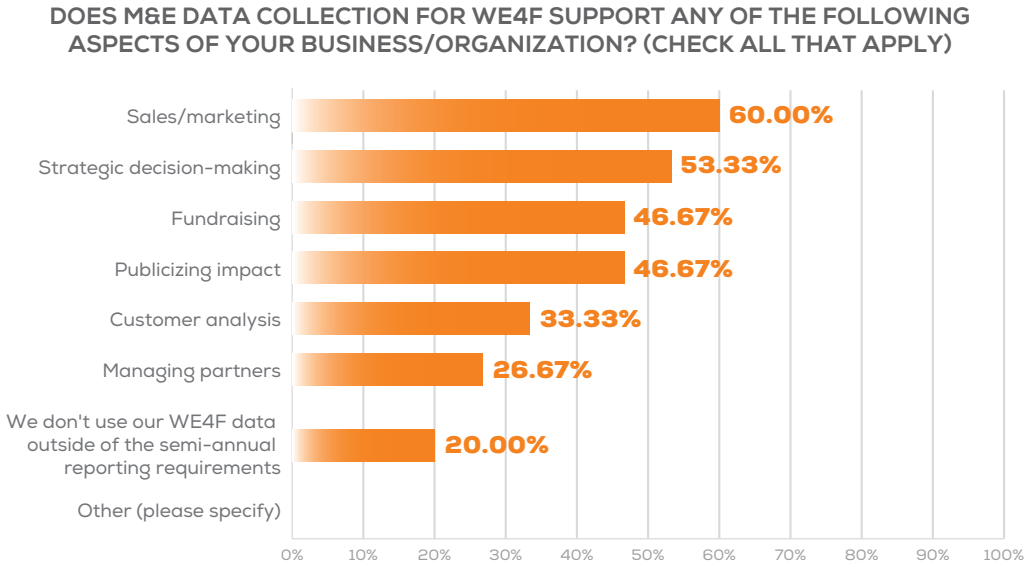
HAS THE ENGAGEMENT WITH WE4F LED TO AN INCREASE IN KNOWLEDGE ABOUT THE BOTTOM OF PYRAMID (BOP) IMPACT?



HAS THE ENGAGEMENT WITH WE4F LED TO AN INCREASE IN KNOWLEDGE ABOUT ENVIRONMENTAL SUSTAINABILITY, INCLUDING CLIMATE RESILIENCE AND BIODIVERSITY?







The January 2022 Quality of Service Survey (QoSS) highlighted the continued responsiveness of the Middle East and North Africa (MENA) Regional Innovation Hub (RIH), showing the effectiveness of the MENA RIH's adopted structure of having Country Coordinators serve as boots on the ground that can respond to the innovators' needs. Compared to the June 2021 QoSS, the hub's results also increased, showing that the MENA RIH continues to listen to innovators' feedback and pivot accordingly:

- Innovators felt that the helpfulness of the hub increased as a result of the extensive support they benefited from, which was seen as a concrete sign of increasing appreciation and trust.
- More innovators said the short-term impact of the TA was very positive.
- Innovators' satisfaction level with the TAU improved.
- More innovators found the IR team's support helpful – and extremely helpful in advancing their organizations towards fundraising goals.

- More innovators shared that their engagement with WE4F led to an increase in knowledge about gender integration. This is mainly attributed to the engagement of the Gender Advisor with innovators in the Q&A sessions, the bootcamp, the ESG workshop conducted after onboarding, and the ESG clinics.
- The tailored focus on BoP through various TA, including marketing, end-user finance, and payment modalities, resulted in increased knowledge about the BoP.
- About 70% of the innovators experienced an increase in knowledge related to environmental sustainability.

Innovators shared that the support they found most useful was the technical assistance support and post-delivery that they received in the past six months helped them understand the value and effect TA had on their operations.

Investment facilitation ranked as the second most useful service received during this evaluation period, but the ranking dropped slightly compared to results of the June 2021 QoSS.

While not not all organizations worked directly with the IR team, overall feedback indicates that the innovators enjoyed and benefited from the investment-related workshops and presentations conducted by the team for all WE4F companies, in addition to the one-on-one clinics. Of the 16 innovators, 15 said they plan to raise external funds.

It is important to note that innovators, as managers of mostly for-profit entities, have a different perspective on environmental activities than donor organizations. In many cases, the innovators support environment, climate, and biodiversity-related activities in their businesses. However, they don't share the donor view on these issues, and they view donor requirements as complex and burdensome. In many cases, this view is also shared by the RIH.

For the 70% of innovators who experienced an increase in knowledge about environmental sustainability, this is a result of several encounters where they were introduced to the concept and application of environmental sustainability. One example of these meetings is the one-on-one working sessions conducted with the innovators to discuss their works' environmental sustainability. During these meetings, innovations' Initial Environmental Examinations (IEEs) were discussed thoroughly, including mitigation plans and climate risk management plans. This helped innovators improve their understanding of climate resilience and how to support end-users in achieving it.

Along with the positive results in the QoSS, there are still areas where the MENA RIH has room for improvement and the potential to positively affect innovators' operations:

- Fewer than 10% of the innovators said they found gender mainstreaming helpful.
- Almost 70% of the innovators faced policy, legal, and regulatory barriers in their countries, with some of the most prominent barriers being economic turbulence due to the Lebanese political and economic crisis, lack of intellectual property protection, potential partnerships taking longer than expected, disadvantages arising out of trade deals, and the costly nature of international certifications.
- About 25% of the innovators rated their satisfaction with the EEU between 5 and 7 on a scale of 1 (extremely dissatisfied) through 10 (extremely satisfied).
- More than half of the innovators thought data collection was difficult; innovators that do not have internal monitoring and evaluation systems struggled with collecting data requested by the hub.

PIVOT POINTS

The MENA RIH's goal is to have at least 80% of innovators in the "very" and "extremely" positive and effective categories. To reach the goal, the MENA RIH plans to pursue a targeted approach across all hub activities, making sure to take specific and actionable steps that can improve the innovators' relationship with the hub, increase the quality of the support they receive, and create stronger relationships and knowledge-sharing between the innovators. Below are specific steps the hub plans to take.

For the Technical Assistance Unit (TAU), the hub plans to target further improvement, with the majority of innovators ranking their satisfaction as "very positive" in the next round. It plans to do this by further strengthening CFI1 and CFI2 innovators' awareness of the importance of gender integration through periodical ESG clinics. The bootcamp is expected to be a good opportunity to achieve further improvement. The team also plans gender-specific TAs for several innovators and aims to share results of those TAs with innovators as a best practice and lessons learned.

The hub seeks to achieve improved results of the TA incidences for innovators, by focusing on those who received shorter TA incidences. This likely will increase innovators' overall satisfaction level with the TAU.

For the Enabling Environment Unit (EEU), work will focus on helping innovators overcome barriers and challenges. The EEU surveyed innovators to collect legal, policy, and regulatory challenges and barriers faced by the innovators and consolidated the data in a report. Some of the prominent challenges faced were: potential partnerships taking longer than expected; difficulty establishing contact with potential partners; national tax increases making innovations more expensive; lack of policies to accommodate innovative solutions in industries; raw material price fluctuations, and supply chain bottlenecks due to COVID-19. These barriers and bottlenecks were stated in the country profiles, and policy reforms opportunities have been identified and studied. The analysis will help guide legal, policy, and regulatory support moving forward and enable the EEU to pinpoint key challenges to address. The EEU's continued efforts on both local and regional levels should pick up in 2022.

The EEU also plans to increase its efforts to eliminate the challenges faced by innovators and build on connections initiated through the hub (i.e., hosting policy dialogues and developing policy-focused partnerships). Policy reform and ecosystem alterations require advocacy and a larger time frame, so positive outcomes are not yet perceived by the innovators and are still to come.

For investment facilitation, the hub's team will support less-mature innovators, helping them become investment ready, and will recommend TAs on an as-needed basis. While many innovators successfully closed transactions in the last year, significantly exceeding the Y1 target, the IR team believes numerous transactions that are in progress will materialize in the forthcoming year.

For environmental sustainability, the ESG team plans to support the innovators by enhancing integration of the concept into all of the innovators' activities. The team plans to conduct additional working sessions with the innovators, including elaborate discussions on their current statuses regarding climate resilience and contribution to maintaining biodiversity on and off work sites. Additionally, the team plans to use upcoming events, such as the bootcamp, as an opportunity to raise innovators' awareness of environmental sustainability and discuss challenges related to the topic that might be hindering incorporation of sustainability tools in their work activities.

CHALLENGES AND SOLUTIONS

WORKING IN POLITICALLY UNSTABLE AREAS	
CHALLENGES	SOLUTIONS
EGYPT	
• High interest rates and difficulties of local digital development make it challenging for companies to close cash gaps and attract and retain talent. • An increase in transportation costs and manufacturing and supply inputs, due to global supply chain restraints, has increased most product costs.	The TA and IR teams plan to help companies with cash flow management systems and to support optimizing finance facilities, like leasing and factoring.
	To help companies retain talent, the hub plans to continue providing ad-hoc advisory services on advanced talent retention approaches.
	The RIH provides ad-hoc TA on access to subsidized green finance schemes in the market and supports firms' improvement of operations and cost cutting to increase profitability, which increases their ability to absorb higher interest rates.
	The firms will receive support to optimize their operations to compensate for transportation costs and diversify international inputs to avoid bottlenecks in their supply chains.
LEBANON	
• Escalation of political turmoil, hyperinflation, collapse of the banking system, and fuel shortages within a period of less than a year presented a series of deep challenges to the innovators operating in-country. • Fragile relationships with neighboring countries, as well as the partial ban on exporting agricultural products to GCC countries, adversely affects the inflow of highly needed foreign currencies to the innovators.	Short-term mitigation is difficult, but the MENA RIH staff will try to find alternative funding sources to the banking sector by reaching out to private investors, international funding partners, and impact funds that focus on the water, energy, and food sectors.
	The TA team will help innovators find the right balance between (1) exporting objectives to secure foreign currencies and (2) local expansion objectives to enhance local footprints, food security, and ESG impact.
	Innovators will seek other grants to help fund the transition to renewable energy, and could reconsider grant budget reallocation, if needed.
SUDAN	
• A military coup in October resulted in a rapid decline of political stability and security and ongoing protests. • Basic services were highly interrupted, affecting communication, internet access, access to electricity and fuel, movement within the capital and other governorates, cash availability, and overall purchasing power. • For these reasons, many potential applicants had to temporarily suspend their business operations. Moreover, their communication with the WE4F team relied on phone calls – virtual and physical meetings were difficult to implement.	The hub had invested significant efforts in mapping and direct outreach to high-potential WE4F applicants from Sudan prior to the launch of CFI2.
	The Country Coordinator and the hub shifted the engagement approach during CFI2, focusing on one-on-one follow-ups with those within reach in the Khartoum area and providing webinar information by phone.
	Sudanese applicants were allowed to submit offline applications.
	The MENA RIH will continue to try its best to provide flexible communication support for applicants throughout the application process.
COVID-19 PANDEMIC	
CHALLENGES	SOLUTIONS
The COVID-19 pandemic still dominated, but its effects were less severe during the second half of 2021. • Face-to-face meetings between team members and with the innovators were limited. • In light of the latest strain of outbreaks, the team reconsidered physical or virtual participation in upcoming events, including a half-day event that had been planned for the Dubai Expo 2020.	The hub will adopt a wait-and-see approach for future gatherings, such as the bootcamp planned for May 2022.
	The MENA RIH also will put contingency plans in place in case future events cannot be held in person.
	The hub will pursue options to engage in online events.

DIFFICULTY MAINSTREAMING ESG DISCUSSIONS	
CHALLENGES	SOLUTIONS
Innovators were not fully aware of the importance and benefits of gender mainstreaming. • The team witnessed this lack of awareness during the selection process of CFI1 bootcamp and submitted transformational plans containing only the minimum references to gender issues and didn't include concrete gender milestones.	The ESG team conducted periodical ESG clinics with innovators, raising innovators' awareness and discussing problems related to mainstreaming gender in their operations.
	The ESG team revised the Iraq CFI1 and CFI2 ESG questions and scoring to clearly showcase the nonnegotiable approach to gender integration. One of the lessons learned from CFI1 was the need to revise and clearly formulate the questions and to revise the scores to ensure a reasonable weight is dedicated to gender in the ESG section.
	The ESG team plans to work with innovators to set concrete ESG milestones in their transformational plans.
	The MENA RIH Gender Advisor plans to document lessons learned and best practices for gender mainstreaming and share them with all innovators in addition to leading customized TA for some of them.
Innovators were not aware of innovations' negative environmental impacts and climate risks.	The team conducted one-on-one meetings with each innovator to discuss the potential negative impacts of activities and increase awareness of environmental compliance, sustainable consumption, social responsibility, biodiversity conservation, and climate resilience and adaptation.
	In CFI2, during webinars, the team emphasized the importance of assessing and including negative environmental impacts of the project in the relevant section of the full proposal.
	The team will address this need during preparation of the Environmental Mitigation and Monitoring Plan by highlighting the benefits of each implemented activity.
Innovators lacked incentives and motivation to implement mitigation measures. • This affects innovators' willingness to put effort into, and allocate funds for, reducing negative environmental impacts.	The team will emphasize through meetings and Country Coordinators the importance and benefits of mitigating negative environmental impacts (i.e., improving company image, obtaining certifications related to environmental management, and increasing the innovators' chances of obtaining investments from international donors).
	The hub has been and will continue to conduct workshops to raise awareness of the importance of climate resilience.
Innovators lacked incentives and motivation to reach BoP end-users. • Innovators' main target and focus is sometimes not on the BoP end-users due to these potential customers' inability to afford or gain access to products. • Other types of end-users are prioritized, and more effort is put into reaching them.	The hub has been and will continue to conduct workshops to raise awareness of the importance of supporting BoP customers and addressing their problems during activities planning.

LOOKING FORWARD

INCORPORATION OF LESSONS LEARNED AND SOLUTIONS

Peer-to-peer exchange and hub-to-hub discussions play an important role in sharing lessons learned and knowledge. The MENA RIH continues to engage in regular exchanges with the other hubs and external actors to incorporate the latest knowledge and lessons into the hub's practices. Additionally, to facilitate learning and exchange among the MENA innovators, the hub regularly brings them together in different ways, such as joint workshops, WE4F-organized events (i.e., Annual Convening), and joint appearances at external events. The bootcamp planned for May 2022 will be an important opportunity for the innovators to network with each other and benefit from a broad range of support to streamline their solutions.

The MENA team has been and will continue to carefully collect and analyze lessons learned during CFI1 and CFI2. The hub will continue to share lessons learned with the other hubs and external parties that are interested in conducting their own CFIs. In February and April 2022, the team will draw on lessons learned from the CFI1 announcement of winners to announce Iraq CFI and regional CFI2 winners.

CALL FOR INNOVATIONS – INNOVATOR ONBOARDING

Innovators from the Iraq CFI, CFI1, and CFI2 will join the MENA RIH. The hub will announce winners from the Iraq CFI in March 2022 after they have provided innovators with intensive guidance to complete their grant agreement prerequisites. In subsequent steps, parallel to launching the first TA instances, the Iraqi innovators should engage in the activities planned in the TWPs in an endeavor to scale to the extent possible and achieve their targets and objectives. Iraqi innovators may join the CFI1 cohort and CFI2 applicants in the physical bootcamp planned for May 2022, where they will be able to benefit from all the workshops, as well as from knowledge exchange, networking, and relationship building.

For the second Call for Innovations, following the final webinar in January, the MENA RIH and the Regional Advisory Body (RAB) judged the submitted full proposals. The team consolidated scores, feedback, and recommendations and then conducted live one-on-one Q&As with several experts to clarify, validate, and probe the full proposal applications and give applicants a chance to ask questions and raise their concerns to the experts. Once the hub and RAB select the finalists, they will present results to the USAID Secretariat Unit and send for mission concurrence.

Once grant agreements are signed, the innovators' journeys will kickstart with a series of virtual induction and preparation workshops and a bootcamp in May 2022. The bootcamp will bring together innovators from the Iraq CFI, CFI1, and CFI2. It will cover strategy and TWP development, finance and budgeting, and ESG and end-user financing, in virtual sessions. The bootcamp also plans to conduct a two-day in-person networking event that will include experience-sharing sessions, B2B networking activities, and peer-to-peer best practice exchanges, with working and focus groups covering EE-related topics.

INNOVATOR ACTIVITIES

Technical Assistance

Following the Iraq CFI and CFI2 winner induction, bootcamp, and grant agreement signing, the new innovators will begin working with the team to develop customized technical assistance and investment readiness support. Upon delivering their TWPs, the CFI2 innovators and Iraq CFI innovators will sign the grant agreements and begin receiving TA. By the end of 2022, the MENA RIH expects to complete at least one TA instance per Iraq CFI and CFI2 innovator and to complete the first TA instances for the CFI1 innovators, with their second TA instances in the pipeline.

Base of the Pyramid (BoP)

A key feature of 2022 TA will be identifying and piloting at least one end-user financing product with a financial institution. It will include expanding the BoP market penetration of innovators that already adapted their business models to serve BoP. Through value chain analysis, entry points for BoP have been identified. In addition, the team plans to include BoP as partners and suppliers. By working on such plans, BoP penetration is expected to increase. This is particularly relevant to the handful of innovators who still have to adapt their business models to BoP end-users.

Gender

The hub will continue its efforts to mainstream gender for CFI1 innovators, and begin efforts for Iraq CFI and CFI2 innovators. The expected activities efforts will include:

- Continuing to conduct periodical ESG clinics, where the team plans to discuss gender-related issues and strengthen innovator gender awareness
- Conducting gender workshops for newly onboarded innovators and integrating gender into their TWPs
- Implementing gender-focused TAs for four identified innovators (Chitosan and Schaduf in Egypt; Hajjar Foods and Biomass in Lebanon)
- Identifying new gender TA instances in suitable cases
- Observing and analyzing gender impact during field visits to innovators
- Conducting peer-to-peer lesson transfers on gender among innovators

Environmental Sustainability

The initial environmental examinations (IEEs) for CFI1 innovators will be reviewed by USAID's Bureau Environmental Officer, and the MENA RIH's ESG team will work to finalize document approval. The hub plans to revisit the documents in March 2022 to add remaining information and analyze environmental impacts, climate risks, and required mitigation measures, if any.

Some innovators may have projects and activities that might require a full-fledged Environmental Impact Assessment (EIA). The hub team will assist innovators in scientifically studying environmental impacts and their mitigations, and the team also will assist in submitting the EIA to the relevant governmental and regulatory entities. Additionally, the ESG team will seek to help all of the innovators, through regular advisory engagements, optimize their operations and supply chain and minimize negative environmental impacts.

Following final approval of the IEEs, the ESG team will draft an Environmental Mitigation and Monitoring Plan (EMMP) for each innovator. The team will validate plans using feedback from the Country Coordinators and the innovators, ensuring that the stated measures are both technically and financially feasible. Beginning around May 2022, the team will conduct periodic assessments to evaluate implementation progress and prepare an Environmental Mitigation and Monitoring Report (EMMR) for each innovator.

Once the team onboards CFI2 innovators, it will introduce the innovators to the environmental compliance component through the MENA bootcamp. This will kickstart the IEE process, which may be followed by the preparation of an EMMP, similarly to the first cohort. During the bootcamp, the team plans to conduct a workshop covering ESG as a whole and the environment component specifically. The workshop will include a thorough input on negative environmental impacts and the importance of biodiversity and climate risks for innovator projects. This aims to raise innovators' awareness of the ESG topics and prepare them for the implementation process.

Investment Readiness

The IR team will continue to assist the innovators in their investment journeys. After completing the necessary pre-investment support, the IR team will match the innovators with potential investors in the region. This process is expected to take one to two years. The team also plans to conduct one-on-one clinics with all innovators at the beginning of 2022, with the aim of reassessing their investment needs and evaluating which additional companies would require direct support from the IR unit to help them achieve their fundraising goals.

Because investors are reluctant to invest in companies located in countries suffering political instability, the IR team will look for alternative solutions. These solutions can include establishing a special purpose vehicle (SPV) for innovators looking for large ticket sizes and building different types of partnerships with investors in the region (including business angels and institutional investors) that have a mandate aligned with WE4F's goals. The team plans to conduct one-on-one meetings to validate selective investment portfolio approaches and try to match WE4F innovators with the most relevant investors.

Investors also have been treading carefully in these COVID-19 times and are making conservative valuations of SMEs. The IR team is supporting the innovators as they work to overcome this challenge by helping them make smart fundraising decisions, such as opting for a convertible debt instead of an equity investment, and by participating in investor negotiations.



Partnerships

The hub team will focus on the prioritization of high-potential partnerships. Previously, rather than focusing on new partnership development, the MENA RIH relied on their established, local networks. The team used the past one and a half years to determine partnership needs and develop leads for partnerships with a clear value to the hub and innovators. As of now, the MENA RIH already has begun engaging, or plans to soon begin engaging, with the International Finance Corporation (IFC), the European Bank for Reconstruction and Development (EBRD) – Regional, Lebanese Center for Energy Conservation (LCEC) Lebanon, United Nations Development Programme (UNDP) – Sustainable Development Goals (SDG) Climate Facility, Food and Agriculture Organization (FAO) of the United Nations, McKean, and Netherlands Enterprise Agency – RVO. In 2022, the hub aims to formalize relationships and sign at least five partnership agreements.

The hub will pursue expanding innovator-level partnerships that have the potential to include other innovators or that have potential for a formal partnership at the hub level. In 2021, the TA team and Country Coordinators established multiple partnerships on an individual innovator level that might have the potential of expanding to other innovators or the hub level. Examples include partnerships with large telecommunication firms and food aggregators, SOWIT in Morocco with Credit Agricole, IRSC in Egypt with large food aggregators and packhouses, and AlvaTech in Egypt with EBRD and solar companies. In addition, the MENA RIH will try to facilitate partnerships with agribusinesses and other key value chain actors that can help expand the footprints of WE4F innovators.

Legal, Policy, and Regulatory Work

The MENA Enabling Environment Unit will begin conversations to strengthen connections between main actors in the water, energy and food sectors. These dialogues at the local, national, and regional levels will focus on making required changes and providing suitable platforms for leaders in the sectors. The end goal is to form partnerships with policy-level decision makers to support carving a path toward scaling innovative companies and organizations.

The hub will support innovators by shedding light on market challenges and bottlenecks that constrain sustainable business models and scalability. The team plans to directly involve select innovators in relevant conversations, providing them with an opportunity to explain their current challenges and needs in terms of policy amendments and investment availability. The MENA RIH also plans to develop a road map for policy advocacy to influence policy and regulation reform.



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RECOMMENDATIONS FOR PRIORITY DIALOGUE AND POLICY

Assist innovators in exploring different end-user financing models with the financing sector. Innovators may not be fully aware of the different financing models provided by banks, donors and non-banking financial institutions. A dialogue between innovators, governmental institutions, and the finance sector could help inform the innovators on the different financing models. Innovators may not be aware of the benefits they could receive from incentives provided for green businesses, such as solar applications, for example. On the other hand, this dialogue may allow finance experts to become better informed on the positive results of the WEF nexus projects, paving the way for institutions to provide WEF nexus business incentives, such as the solar energy incentives in some countries.

Encourage gender mainstreaming in the WEF nexus. Policymakers and innovators are often unaware of the gender aspects of water security and energy efficiency in relation to food. For this reason, IWMI has joined the water security network established by the Swedish Dialogue Institute for the Middle East and North Africa with 20 other international and regional organizations. The network holds meetings to exchange information, experiences, and recommendations with gender-related networks to address issues in the region. Meeting results are later shared in relevant events.

Assist in creating dialogues on standards and specifications and market quality control in solar irrigation with electricity and energy ministries and public authorities. A dialogue between political decision makers, public institutions, and innovators could help inform policymakers on challenges faced by businesses working in solar pumping irrigation systems and relevant policies that need reforming. An example of this is promoting standards and specifications for solar pumps based on science.

Assist in creating dialogues with Ministries of Irrigation on water governance in connection with reusing wastewater, and underground water use in connection with drip and solar irrigation. A dialogue between political decision-makers, public institutions, and innovators could help inform policies that incentivize the use of drip irrigation and ensure groundwater sustainability in relation to solar pumping irrigation systems.

The hub will facilitate the process of feeding relevant information into the existing mechanisms of funding agencies (including their local missions and embassies), government institutions, and regional and international actors. The hub team and Country Coordinators plan to continue to communicate key messages and success stories at the country level to support donors and local missions in their dialogue with government institutions and the international community.

SOUTH AND SOUTHEAST ASIA REGIONAL INNOVATION HUB



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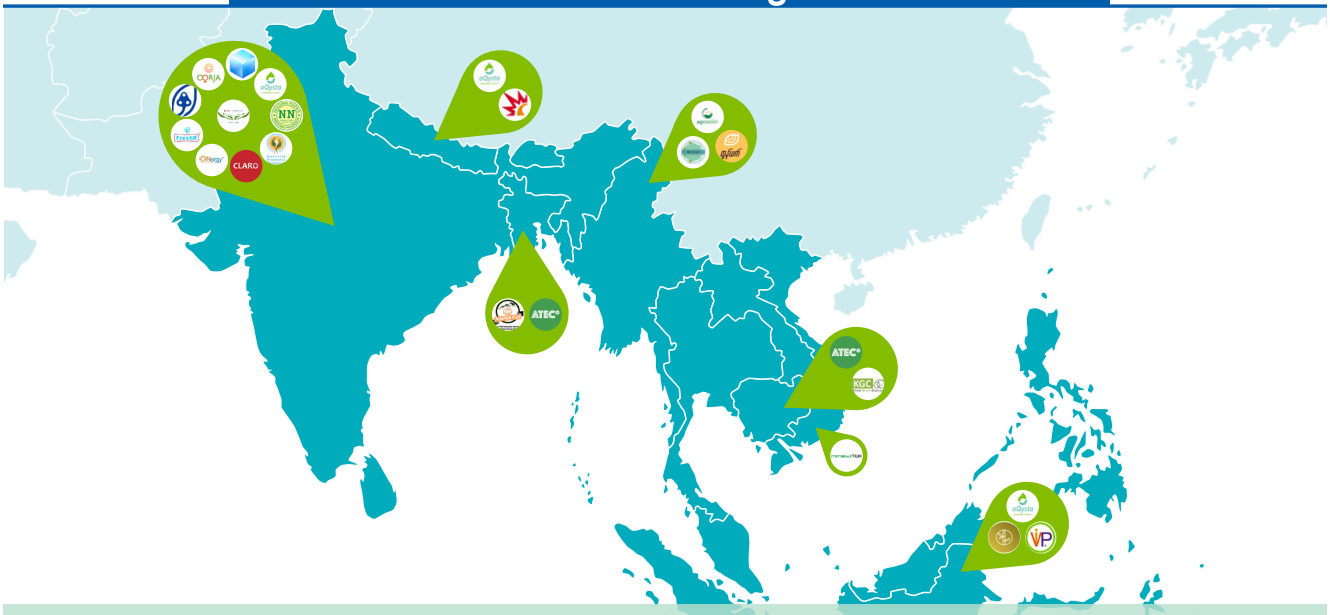
2021 OVERVIEW

In 2021, the S/SEA RIH onboarded 20 innovators, of which six are women-led or women-owned and 62% implement gender-focused business models and target women in the food value chain. **Overall, 50% of WE4F S/SEA innovators are expected to be on time to meet their Year 1 (Y1) targets based on results reported in 2021. In addition, 35% are slightly delayed in achieving their targets, but may still reach them. At this time WE4F expects that 15% of innovators will not meet their Y1 targets.** In addition, S/SEA RIH innovators:

- Impacted more than 30,000 end-users, helping them grow almost 6,500 tons of food while saving over 2.7 million kWh of energy. Therefore, the **S/SEA RIH innovators are on track** to meet their Y1 end-user target. Additional data from innovators on smallholder farmers' Y1 food production target will be available in April, so it's too early to determine whether or not they will meet their food production target.
- Mobilized over $2.7 million in investment in 2021, which is **not on track to meet their Y1 target** for innovator investment mobilized.
- Helped more than 1,300 end-users increase their income from agricultural activities. In order to target marginalized communities, 40% of S/SEA innovators received BoP-focused TA or implement business models that target BoP end-users throughout the food value chain.
- Provided solutions to address climate change and environmental sustainability, with 21% focusing on biodiversity, 21% contributing to climate adaptation, and 42% focusing on climate mitigation.

Due to the effect of COVID-19 and the time of reporting, there is currently a lack of data on innovators' results. It is most apparent in the number of end-users with increased income and the amount of food produced by end-users, because only three innovators reported results for each.

South and Southeast Asia Regional Innovators



Adaptive Symbiotic Technologies
Seed treatment that reduceswater consumption, increases drought tolerance, & enhances crop yields

Agrosolar
Solar-powered pumping systems with integrated pay-as-you-go financing plans

aQysta Nepal
Sustainable irrigation with a pay-per-harvest models

ATEC* Australia International
Climate-resilient biodigesters that empowers women & smallholder farmers

Claro Energy
Solar irrigation systems for food security & reduced production costs

FreshR
Live fish value chain tech

Gham Power
Integrated solar solutions for farmers

Husk Power Systems
Biomass and solar PV hybrid minigrids for off-grid farming communities

Khmer Green Charcoal
Co-friendly biomass/ag-waste char-briquettes to improve poultry-raising & cooking

MimosaTEK
Internet of Things platform for precision agriculture

Oorja Development Solutions
Pay-per-use clean energy services for marginalized farmer

Promethean Power Systems
Milk-chilling tech for small scale dairy farmers

Punam Energy Pvt. Ltd. (ONergy Solar)
Integrated solar irrigation systems for vulnerable populations

Pumpkin Plus Agro Innovation
A sandbar cropping method to impact women & transform land

RecyGlo
Turning organic waste into biogas & fertilizer & recycling batteries into solarpower sets

Rural Development Organization (RDO)
A circular economy model that processes two waste streams, faecal sludge and organic solid waste to produce nitrogen-rich co-compost.

Sumba Sustainable Solutions
Inclusive & sustainable solar energy solutions for agro-processing in villages

The Goat Trust
Aggregative goat-farming services to empower smallholder women farmers

Tun Yat Pte.Ltd
On-demand rental service & online platform for low-cost, high-quality agtech machinery to low-income farmers

Village Infrastructure Angels
Solar-powered agro-processing stations for women in villages

KEY PERFORMANCE INDICATORS AND CURRENT RESULTS

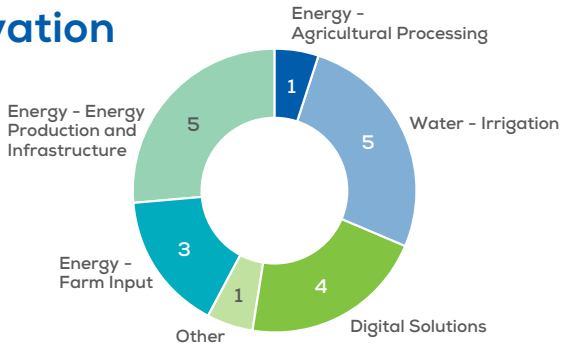
Key Performance Indicator	Life of Program Target (2020-2025)	Current Results (2020-2021)
KPI 1: Share of supported innovators that successfully marketed their climate-friendly, energy and/ or water-efficient innovations with profit	8% (2% of which are women)	0%
KPI 2: Number of smallholder farmers and other end-users using energy or water-efficient WE4F innovations in their activities	1,000,000 end-users (25% are women)	30,000+ end-users
KPI 3: Total mass of food produced as a result of WE4F innovations	2,000,000 tons	6,400+ tons of food produced
KPI 4: Total mass of food processed as a result of WE4F innovations	871,560 tons	0 tons
KPI 5: Total energy saved in the food value chain as a result of the use of WE4F innovations	TBD kWh	2.7 million+ kWh of energy saved
KPI 6: Total volume of water consumption reduction in the food value chain as a result of WE4F innovations	1,000,000,000 liters	0 liters
KPI 7: Number of smallholder farmers and other end-users that experience an increase in income	400,000 end-users (25% of which are women)	1,300+ end-users
KPI 8: Share of innovators and other stakeholders that use tools, methods or processes to monitor the protection of water or biodiversity	80% of innovators	63% of innovators
KPI 9: Value of investment in US Dollars that WE4F innovators have mobilized from external sources	$20,000,000 US Dollars	$2.7 million+ US Dollars
KPI 10: Number of strategies, guidelines, or projects of international, regional or local organizations adopting and disseminating lessons learned from WE4F publications, events, or presentations	2 strategies, guidelines, or projects	0 strategies, guidelines, or projects

20 innovators

- **3** water-food
- **6** energy-food
- **11** water-energy-food

- **32%** women-owned or women-led
- **$2.7 million+** mobilized in investment
- **30%** women in innovator workforces
- **18** instances of technical assistance

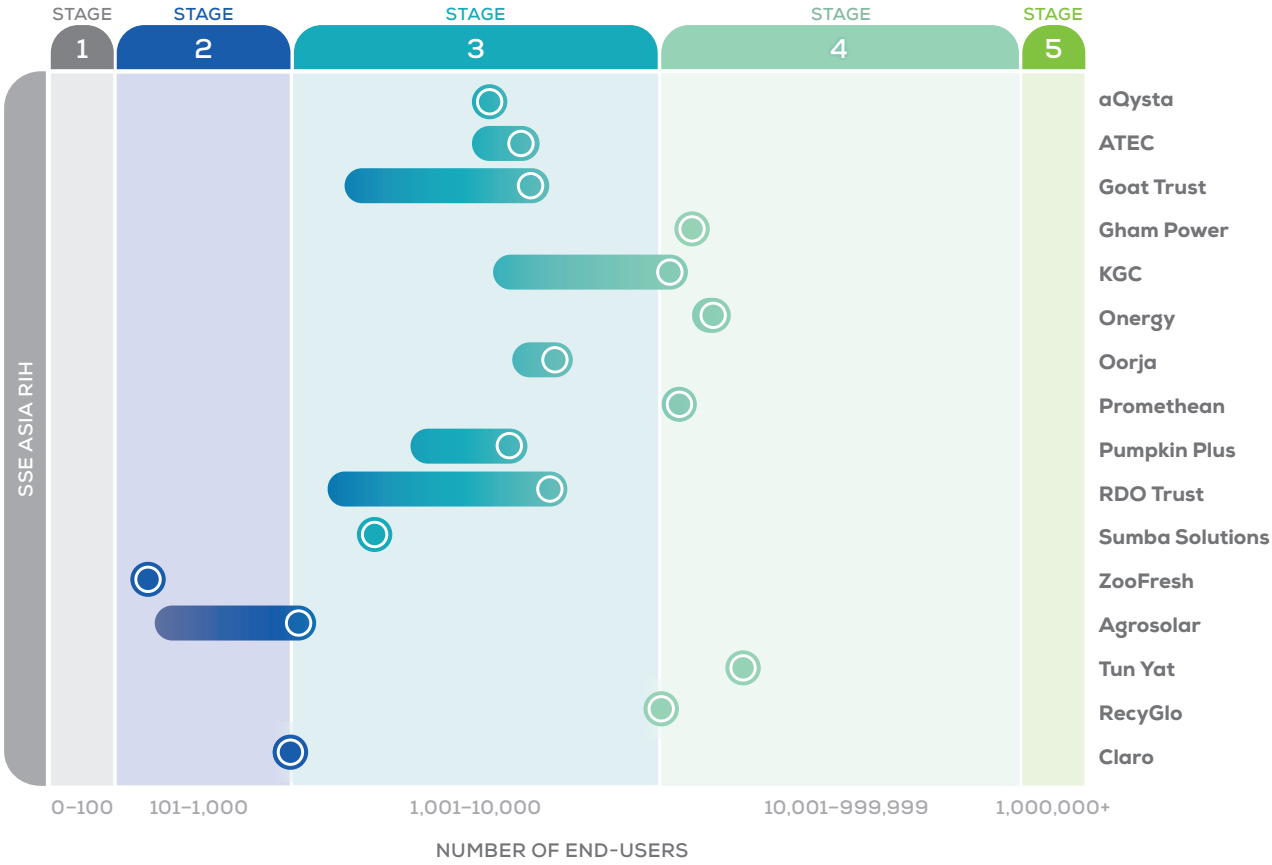
Innovation Type



30,000+ end-users



INNOVATOR PIPELINE




© Agrosolar



© RecyGlo

INNOVATOR UPDATES AND CURRENT MILESTONE STATUS



Not on track

Adaptive Symbiotic Technologies (AST) currently receives technical assistance that analyzes the impact of India's new biostimulant law on its business operations and the implications for product classification and taxation structure. Through an external service provider, the S/SEA RIH helps the innovator submit registration documents to governmental authorities to comply with this new regulation. The assignment is expected to be completed by February 2022.

In 2022, the S/SEA RIH plans to support AST on policy and partnership by connecting AST with different stakeholders operating in the larger ecosystem (e.g., seed companies, industry associations, farmer cooperatives, and livelihood missions). AST also plans to focus on strengthening its operations and sales in India, subject to its registration under the Fertilizer (Inorganic, Organic or Mixed) (Control) Amendment Order, 2021.



On track to meet targets

Agrosolar received one instance of technical assistance focused on gender integration. The S/SEA RIH supported the innovator by mainstreaming gender lens in the recruitment process for officers at Agrosolar's headquarters and for marketing staff in the field. A second ongoing TA instance focuses on streamlining a coherent digital marketing strategy to reach more customers.

Agrosolar is among the few innovators that have been able to operate in Myanmar despite COVID-19 impacts and the recent military coup. It also successfully raised capital for its expansion into Cambodia.



Delayed due to COVID-19

aQysta received technical assistance to expand its value chain to new crops and services for farmers. The S/SEA RIH is working closely with aQysta to identify future support needs and the next TA instance.

The innovator expanded to Northeast India (Assam and Meghalaya) as well as to new areas in Nepal's Gandaki Province. With support from the Financing Agency for Social Entrepreneurship (FASE), aQysta successfully raised capital amounting to $1.1 million to expand its operations in Nepal, India, Malawi, and Colombia.

On July 27, 2021, the United Nations (UN) announced that aQysta was one of the winners of the Best Small Businesses of the "Good Food for All" competition, held in conjunction with the UN Food Systems Summit. The innovator also was nominated as a Top Energy Company in the Netherlands (2021) by BestStartup.eu.

In 2022, aQysta plans to install 80 pumps in Nepal and India, establish ten partnerships (i.e., market, accessories, training partners), and continue the implementation of GROWN (Grow-to-Own Incubator).



Cambodia: On track to meet targets

Bangladesh: Delayed due to COVID-19

ATEC International (ATEC*) receives support from the S/SEA RIH for its operations in Cambodia (partnership mapping) and Bangladesh (online marketing strategy). A gender lens was integrated into both activities; for the online marketing campaign, this resulted in more female sales leads. Owing to the technical assistance and its disbursed grant, ATEC* achieved its 2021 Bangladeshi sales target.

Through the Enabling Environment Unit (EEU), the S/SEA RIH facilitated introducing the innovator to other relevant programs, such as the USAID-funded BADGE project in Bangladesh.

The S/SEA RIH's Brokering Unit (BU) currently supports ATEC*'s work to gain access to investment enabling expansion. Investment facilitation support includes developing and refining investment materials, conducting investor outreach, and facilitating transaction closings. In 2021, the support helped ATEC* complete an initial closing of convertible notes amounting to $970,000.

In 2022, in addition to its current innovations, the company plans to expand its e-cooking solution. This may not be directly relevant to WE4F, but it would contribute to the overall financial health of the organization and, most importantly, the well-being of all smallholder farmers.



On track to meet targets

Claro Energy received one TA instance that used a strategy to track and analyze impact indicators commonly assessed by impact investors. Additionally, Claro Energy receives targeted investment facilitation advisory support through the Brokering Unit, which assists with debt and equity raises. The S/SEA RIH is working closely with Claro Energy to identify its needs for the next TA support.



Delayed due to COVID-19

FreshR (ZooFresh Foods) is receiving TA to develop a digital marketplace application. The TA will help them acquire more customers and increase revenue while minimizing the impact of the pandemic. The S/SEA RIH expects that the service provider and procurement will be finalized and the TA executed during February 2022.

The innovator successfully raised capital amounting to $600,000 in 2021 from leading global and Indian early-stage venture capital providers. With support from the Brokering Unit, it is also in the process of raising more capital to support its expansion plan.

ZooFresh launched four additional hubs in Eastern India and plans to continue to expand into new areas. The company also has partnered with Microsoft and Accenture through Microsoft's Global Social Entrepreneurship Program (GSEP).

In 2022, ZooFresh plans to further expand in Eastern and Western India, develop and launch a digital marketplace, raise funds from impact investors, and develop a financing scheme to support input providers and buyers that are mostly women micro-entrepreneurs.



Delayed due to COVID-19

Gham Power received TA focused on identifying partners to support expansion. This support helped them build partnerships with organizations operating in the ecosystem and reach more customers. Currently, the S/SEA RIH is providing Gham Power with a second TA instance to develop a microfinance product.

Gham Power completed two milestones through which it officially established partnerships with five public and private organizations to support its expansion.

Gham Power also received the prestigious "Suprabidh Memorial RE Award 2021" from the Ministry of Energy, Water Resources, and Irrigation of Nepal.

In 2022, Gham Power aims to expand to 10 new districts, develop partnerships with 10 new partners (e.g., MFIs, government, other institutions), develop and test new products, train 150 field staff, and raise funds to support its expansion plan.



Delayed due to COVID-19

Husk Power Systems (Husk) received a TA instance that identified a basket of agricultural crops that could be processed at Husk's processing centers. This TA enabled them to select four out of 14 crops and complete a detailed financial and operational analysis. The S/SEA RIH is working closely with the Husk team to support the implementation of this TA and map which need it plans to support during the next TA instance. Additionally, Husk receives targeted investment advisory support to assist with debt and increasing equity. Key supporting activities include capital structure, valuation analysis, and investment materials refinement.

During 2021, Husk won awards from the Asian Power Awards for "Smart Grid Project of the Year – India" and silver for the "Best Dual Fuel Power Plant of the Year."

In 2022, Husk plans to continue expanding its national and international operations, raise funds, and establish its food production units.



Exceeded Y1 targets

Khmer Green Charcoal Cambodia (KGC) successfully maintained its business and met most of its targets ahead of the May 2022 deadline. Despite COVID-19's impact, KGC successfully met its expansion targets to reach almost 8,000 smallholder farmers, including 1,400 women farmers.

KGC received TA to strengthen gender impact and identify ESG-focused indicators that measure its impact across the poultry farming supply chain. The S/SEA RIH also provided legal, policy, and regulatory support to identify relevant partnerships. The hub and KGC are identifying the next TA instance and other areas of potential support.

In 2022, KGC plans to expand its business to other provinces across Cambodia, using the successful piloted models carried out during 2021.



On track to meet targets

MimosaTEK's operations faced severe effects related to COVID-19, with some of its clients declaring bankruptcy. MimosaTEK received COVID-19 Mitigation, Adaptation, or Resiliency Funds from the S/SEA RIH, beginning in August 2021. The grant was used to improve the innovator's resiliency; as a result, it reached 181 farmer households, of which 47 are women. The innovator also received follow-up business strategy TA. MimosaTEK was able to pivot its business strategy and recover. MimosaTEK also received technical assistance on business model analysis to improve its profitability.

Owing to its recent corporate partnerships, MimosaTEK aims to expand its vegetable outsourcing business within the country. The innovator is in the discussion stage for a second TA instance that will identify processing and preservation technologies to strengthen its scalability.



Exceeded Y1 targets

Nandinandan Breeds and Seeds India Private Limited (The Goat Trust) received technical assistance that provided gender sensitization training to its trainers and program managers who work extensively with women goat farmers. In addition, the S/SEA RIH reviewed the design and content of the training program for 50 women business counselors to integrate a gender lens.

The effects of COVID-19 and several other external factors led The Goat Trust to restructure its strategy, approach, and staff to be more versatile within the current marketplace.

During 2021, The Goat Trust continued to successfully implement its capacity building program, training 5,000 smallholder farmers and five community managers, developing 50 business counselors' toolkits, and organizing 50 livestock health camps. The design of the second TA instance on branding and communication is in process and expected to begin in early 2022.



Delayed due to COVID-19

Oorja Development Solutions (Oorja) secured $450,000 in a seed funding round from Schneider Electric Energy Access Asia (SEEAA) in October 2021. As part of the Selco Foundation Catalyze Tech program, Oorja received a grant for an agronomy advisory program to train smallholder farmers on modern agricultural practices and crop diversification and train women as *krishi sakhis* (rural entrepreneurs). The S/SEA RIH connected Oorja to aQysta to facilitate peer-to-peer learning on farmer training.

Oorja is now seeking a co-investor (institution/foundation) to support the company's expansion and match the equity investment from Scheider with a ticket size of $50,000 to $150,000. The BU team is supporting this effort by tapping into CrossBoundary's network.

During 2021, the team successfully completed TA on developing a gender action plan for Oorja. The gender action plan included a comprehensive review of Oorja's business and operations model. The S/SEA RIH provided recommendations to enhance and explore new areas to integrate women within the existing business verticals; new areas included customer assessment and monitoring and evaluation. A follow-up TA in 2022 will lay out a detailed set of activities to help Oorja implement some of the identified strategies.

For Oorja's solar irrigation pump, the innovator has proactively expanded its project footprint by identifying more sites and attempting to scale geographically, particularly in the eastern state of Uttar Pradesh. For its cooling service, Oorja is exploring partnership opportunities with other organizations.



On track to meet targets

Promethean Power Systems (Promethean) operations and expansion were affected by the COVID-19 pandemic. The demand for fresh milk declined during the pandemic, especially demand from restaurants and coffee shops. The site assessment for business expansion was hampered due to the government's lockdown policy. This caused submission of the second milestone activity to be delayed, and the company asked to reschedule the milestone delivery.

Promethean receives both technical assistance and grant funding to support its business expansion. In the first TA activity, the S/SEA RIH is helping the company identify and mitigate business risks in its B2F2B model.

The hub also provides investment advisory support for Promethean's capital raise, which is targeting $3 million to $5 million in debt and equity. Activities to date have focused on augmentation and refinement of Promethean's financial model, allowing the team to understand the company's debt capacity and valuation range.

The innovator received the first grant disbursement of $25,000 in June 2021, after submission of the final Acceleration Work Plan. The company is working on the second milestone: identifying 50 new refrigeration hub sites.



On track to achieve milestones

Pumpkin Plus Agro Innovation Limited (Pumpkin Plus) operations were affected not only by COVID-19 but also by floods, which delayed crop cultivation by more than two months. With the COVID-19 Mitigation, Adaptation or Resiliency Funds and TA support provided by the S/SEA RIH, Pumpkin Plus created a feasible action plan with activities occurring through September 2022. Along with the grant disbursement, Pumpkin Plus received technical assistance reviewing its overall business model and identifying opportunities for scale.

Pumpkin Plus signed three cost-sharing partnership Memorandums of Understanding (MOUs) on human resources (HR) support with Swisscontact ($22,000); Making Markets Work for the Jamuna, Padma and Teesta Chars (M4C); and Muslim Hands ($3,000).

In 2022, Pumpkin Plus plans to focus on a technical and business knowledge training program for 300 farmers, relationship strengthening, and fundraising activities to support transportation and infrastructure development (i.e., cold chain and a warehouse).



Delayed due to COVID-19

Punam Energy Pvt. Ltd. (ONergy Solar) received technical assistance to support its expansion plan and partnership formation in the eastern and northeastern states of India. The TA provided the innovator with district-level farmer income and cropping data for Jharkhand, Odisha, Assam, and Meghalaya. The S/SEA RIH aims to provide post-TA support on partnerships creation and on-the-ground implementation.

During 2021, ONergy completed two milestones. Through the completion of its milestones, the innovator developed an expansion plan, a gender and base of the pyramid (BoP) integration strategy and countersigned agreements with partner organizations.

In 2022, ONergy wishes to strengthen its public relations activities while diversifying the product line and expanding and forging partnerships in new states.



Not on track to achieve milestones

RecyGlo Co., Ltd (RecyGlo) did not seek any TA until September 2021; it was focused on determining a strategy to expand outside Myanmar due to the effects of COVID-19 and the military coup. Recently the company opened an office in Chiang Mai, Thailand. Using the S/SEA RIH's Enabling Environment Country Profiles, RecyGlo carried out research, recruitment, and networking activities to prepare for its expansions in Thailand and Vietnam.

In 2022, RecyGlo plans to focus on its expansions in Thailand and Vietnam while maintaining its market share in Myanmar. While discussing plans for TA support from the S/SEA RIH, the innovator shared that it foresees some challenges in partnership development and investment facilitation.



Achieved Y1 milestones

Rural Development Organisation (RDO) received technical support to streamline its monitoring and evaluation process and to create smart surveys for customer identification. The S/SEA RIH developed a strategic framework and operational plan to collect data more efficiently for both implementation and M&E. This included a review of the current monitoring and evaluation approach, baseline questionnaire, and data collection method.

Though the pandemic has hampered field activities, RDO was able to sign an MOU with Coonoor Municipality (Tamil Nadu State) to construct a fecal sludge treatment plant and micro composting center. Through this MOU, RDO aims to treat 65 kiloliters of fecal sludge and process four tons of wet waste daily.

During 2021, RDO received a grant disbursement after the completion of one milestone that included establishing three Farmers Producer Companies (FPCs) and four tea cooperatives and training 7,000 farmers.

In 2022, RDO wishes to identify more partnership opportunities through the S/SEA RIH's legal, policy, and regulatory support. It is also interested in collaborating with the government and research institutions on business model improvement.



Delayed due to COVID-19

Sumba Sustainable Solutions (Sumba) received technical assistance to develop a marketing strategy to provide processing services through local governments, microentrepreneurship, and microfinance institutions (MFIs). The company is now streamlining its current business model – as recommended in the first TA – while the S/SEA RIH continues to engage with it to design the next support (if required).

The company received two grant disbursements after the completion of two milestones, one of which was training village agents to operate the productive use centers (PUCs).

Sumba Sustainable Solutions also received recognition through the PYC Energy Awards 2021, which was announced during the PYC International Energy Conference on October 6, 2021.

In 2022, Sumba plans to continue exploring and testing alternative business models (such as pay per use and the MFI model). The innovator also aims to install PUCs in 10 new villages and explore more partnerships (i.e., distribution, market, technology development).



Delayed due to COVID-19

Tun Yat Pte. Ltd (Tun Yat) partnered with Community Partners International (CPI) Myanmar to develop CPI's local food value chain.

Tun Yat is about to receive its first TA to design an information and communications technology (ICT) platform for customer acquisition. The S/SEA RIH expects to begin providing support, through an external service provider, in January 2022.

In 2022, Tun Yat plans to focus on (1) its expansion in Lao People's Democratic Republic (Lao PDR), (2) product development, (3) a digital platform for marketing, and (4) fundraising.



N/A

Village Infrastructure Angels (VIA) approached the hub for assistance with its capital-raising strategy and global business development strategy. However, VIA currently focuses on a business-to-consumer (B2C) model designed for expansion primarily through grants or highly concessional capital, and it elected to deemphasize development of its productive use appliance line of business. VIA's strategic direction brings it outside the parameters of the hub's mandate. As a result, activities between the hub and VIA reached completion.

SSE ASIA RIH COMPLETED TECHNICAL ASSISTANCE INSTANCES

TA TYPE	NUMBER OF TA COMPLETED	AVERAGE TA QoSS SCORE
Base of Pyramid (BoP) Impact	0	-
Business Development	7	4.3
Investment Readiness	2	-
Marketing and Sales	2	5
Market Research and Analysis	2	5
Gender Integration	4	5
MEL Advisory Services	1	5
ALL TA TYPES	**18**	**4.7**

2021 GRANT PAYMENT TABLE

INNOVATOR ORGANIZATION	TOTAL OBLIGATED AMOUNT	UTILIZATION RATE
Adaptive Symbiotic Technologies (AST)	$ -	N/A
Agros Co. Ltd.	$ -	N/A
aQysta Nepal Pvt. Ltd	$ 261,000	30.65%
ATEC Australia International Limited	$ 100,000	50.00%
Claro Energy Private Limited	$ -	N/A
Gham Power	$ 154,000	46.10%
Husk Power Systems	$ -	N/A
Khmer Green Charcoal	$ 100,000	75.00%
Mimosa Technology Company Limited	$ 25,000	69.68%
Nandinandan Breeds and Seeds India Private Limited (The Goat Trust)	$ 200,000	46.50%
Oorja Development Solutions	$ 180,000	20.00%
Promethean Spenta Technologies Pvt Ltd	$ 232,000	10.78%
Pumpkin Plus Agro Innovation Limited	$ 27,200	63.24%
Punam Energy Pvt. Ltd. (ONergy Solar)	$ 100,000	50.00%
RecyGlo Co., Ltd	$ -	N/A
Rural Development Organization	$ 500,000	15.00%
Sumba Sustainable Solutions	$ 110,000	64.09%
Tun Yat Pte.Ltd	$ -	N/A
ZooFresh Foods Private Limited	$ -	N/A



RDO's TA and Funding Support

Due to past successes, RDO plans to expand their business and bring their innovation to new town panchayaths and municipalities. Their plans are well underway, thanks to a $500,000 grant they received during CFI1.

RDO Trust also receives support that will help them identify suitable households for cooperative expansion and collect information on the impact of co-compost. This support not only helps RDO Trust understand their environmental and livelihood impact, but also communicate it to stakeholders. In the long term, it will help RDO Trust build supportive enabling environments and raise funds.

"In the next few years under the WE4F program, we are looking at having six new centers producing co-compost. So, in total we will have eight centers in the district," RDO Trust Executive Director, Rajkumar Sampath said. "We are moving slow, but I think it is still a steady pace at which we are going to help increase the farmers' income, and protect the environment."

2021 IMPACT

CALL FOR INNOVATIONS 2

NO. OF ELIGIBLE APPLICANTS BY COUNTRY	CONCEPT NOTE	FULL APPLICATIONS
India	11	5
Nepal	8	1
Indonesia	8	4
Cambodia	6	2
Vietnam	6	1
Thailand	4	2
Myanmar	2	2
Singapore	2	2
Philippines	2	-
Bhutan	1	1
Laos	1	-
Malaysia	1	1
Total	**52**	**21**

On October 4, 2021, the S/SEA RIH launched its second Call for Innovations (CFI2). Through CFI2, the S/SEA RIH plans to select 15 to 20 organizations and aims to disburse up to $2 million in grants. Individual awards for innovators are expected to range from $25,000 to $200,000, depending on the type of funding requested.

Based on lessons learned from the first call for innovations, the S/SEA RIH significantly changed various aspects of its approach for the second call for innovations, especially aspects of planning, outreach, and Regional Advisory Board (RAB) management:

- To avoid the long holiday period, the S/SEA RIH announced CFI2 almost two months earlier than the previous schedule.
- The team redesigned the application to be more user-friendly by eliminating all duplicate questions and ensuring the initial collection of important details was sufficient for all the following stages.
- Improved outreach included participating in the Sankalp Global Summit, which helped introduce WE4F to the wider ecosystem; running Facebook ads that resulted in more than 1 million impressions; and producing content in local languages.
- The hub identified more than a thousand outreach partners that were willing to share the announcement and prioritized at least ten key partners per target country.
- The S/SEA RIH onboarded ten new RAB members, creating a pool of 25 RAB members for the full proposal evaluation in January 2022.

The S/SEA RIH CFI2 closed on November 19, 2021. A total of 113 concept notes were submitted from 14 countries – all target countries, except Timor Leste. Of the 113, 52 concept notes were shortlisted as semifinalists for full application submission, and 20 moved on to the finalist stage. Among the finalists:

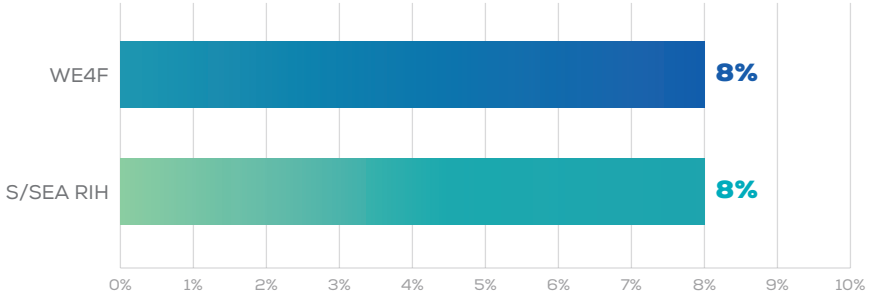
- 16 have more than 50% women in company senior management and co-founder teams
- 15 have more than 50% participation by women in their workforce
- 10 innovations are water-energy-food nexus related technologies
- 5 innovations are water-related technologies
- 6 innovations are energy-related technologies



KEY PERFORMANCE RESULTS

SHARE OF SUPPORTED INNOVATORS THAT SUCCESSFULLY MARKETED THEIR CLIMATE-FRIENDLY, ENERGY AND/OR WATER-EFFICIENT INNOVATIONS WITH PROFIT

LOP Targets (2020-2025)



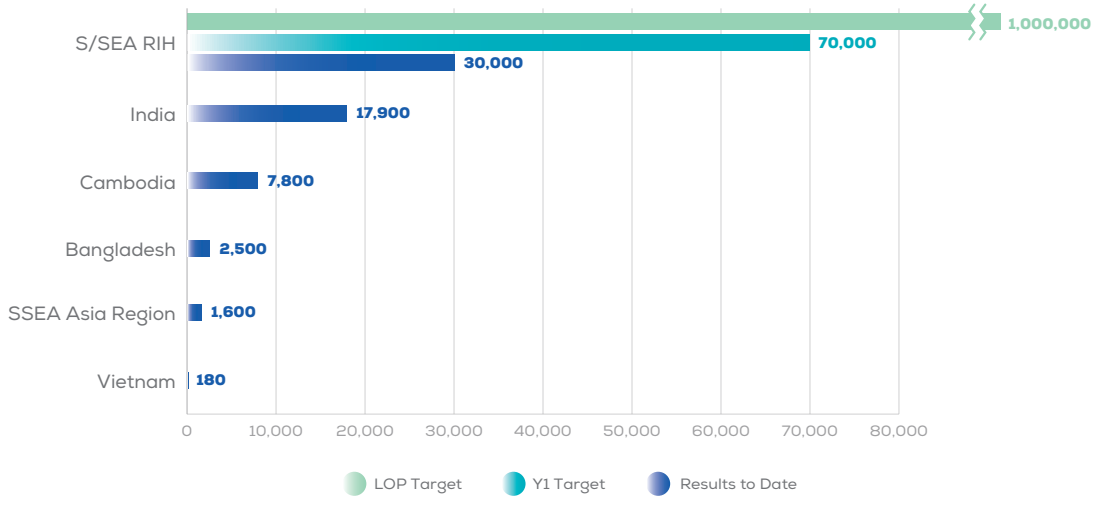
Please note: no results data was available at the time of reporting

The S/SEA RIH's Life of Program (LOP) target is 8% of innovators successfully marketing their innovations with profit, in a new country or city and achieving an EBITDA (earnings before interest, taxes, depreciation, and amortization) margin of 8%. Reaching this target will show that S/SEA RIH's technical assistance and legal, policy, and regulatory support was successful; that innovators consider their innovations to be successful in the marketplace; and that innovators achieved vertical, horizontal, or functional scaling throughout their program period.

To help the innovators successfully market their innovations and scale their operations, the hub provides legal, policy, and regulatory support. In 2021, the hub provided 35% of the innovators with legal, policy, and regulatory support. For instance, Adaptive Symbiotic Technologies (AST) received legal advisory services on their registration in India and provided the innovator with an understanding of Indian laws on biostimulants and their product registration.

NUMBER OF SMALLHOLDER FARMERS AND OTHER END-USERS USING ENERGY-EFFICIENT, WATER-EFFICIENT, OR CLIMATE ADAPTATION RELATED WE4F INNOVATIONS IN THEIR ACTIVITIES

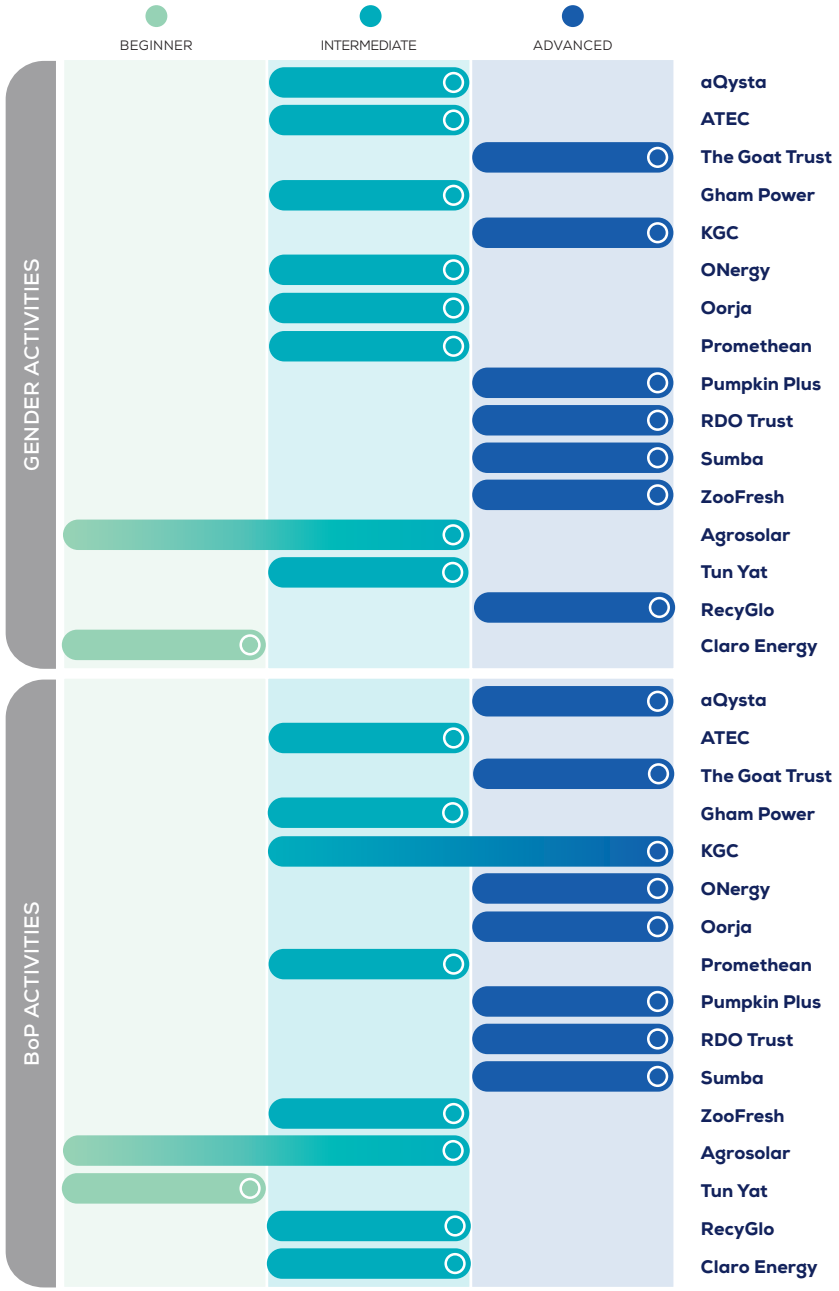
S/SEA RIH Targets vs Results to Date



Despite the ongoing effects of the COVID-19 pandemic and being only halfway through the reporting period, innovators reached more than 30,000 smallholder farmers and other end-users. Therefore, the S/SEA RIH innovators **are on track to meet their Y1 targe**t. Four innovators - KGC, The Goat Trust, Oorja, and Pumpkin Plus - met or exceeded their Y1 target, and two innovators - ONergy and RDO - achieved half of their Y1 targets.

Slightly over 79% of this target comes from four innovators – KGC, The Goat Trust, ONergy, and RDO. Other innovators that contribute to the target have impactful products but need additional support on financing for smallholder farmers to increase innovation adoption. About 60% of the results to date come from Indian innovators, owing to the scale of their operations and potential market size. Over a quarter of the achievement comes from Cambodia, which demonstrates growth in that country.

In order to increase women's participation in the agricultural value chain and innovators' operations, the S/SEA RIH provided 15% of their innovators with TA focused on gender integration. Additionally, 25% of innovators supported by the S/SEA RIH have business models that target women end-users along the food value chain. The chart below lists each innovators' ESG assesment for gender which is based on their exisiting and potential future activities (see ESG Guidelines in Annex 7). To learn more about each innovator's activities, see Annex 8.

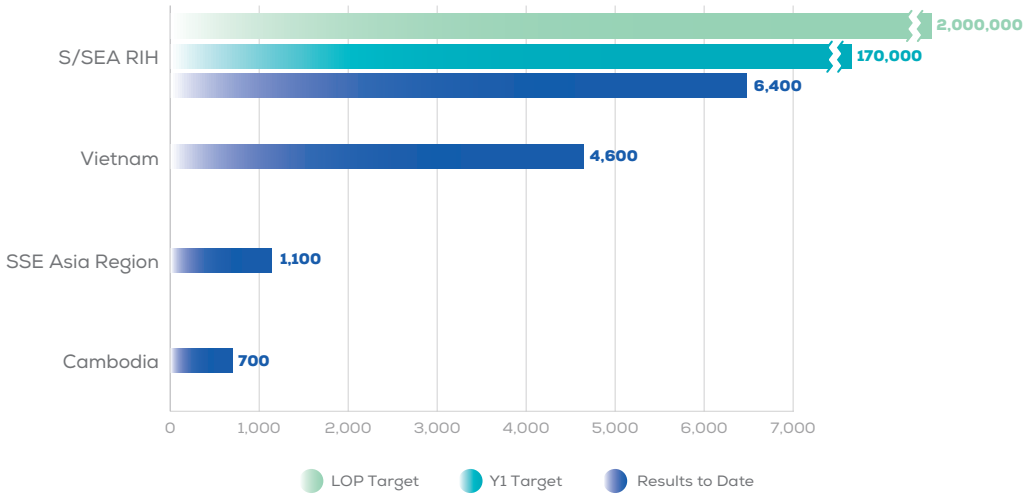


In order to target marginalized communities, 40% of S/SEA innovators received BoP-focused TA or currently implement business models that target BoP end-users throughout the food value chain. In the table above, the current BoP-focused activities and TA recommendations and implementations are detailed, as well as the ESG Guidelines assessment of BoP based on their existing and potential future activities (see ESG Guidelines in Annex 7).

Because demographic info for end-users impacted (*i.e.*, gender and income-level breakdown) is collected by the External Surveyors and not the innovators or RIHs, it is currently unavailable. After experiencing delays due to COVID-19, the External Surveyors were finally able to enter the field and will be able to provide data on end-user demographics in the coming months.

TOTAL MASS OF FOOD PRODUCED (TONS) AS A RESULT OF WE4F INNOVATIONS

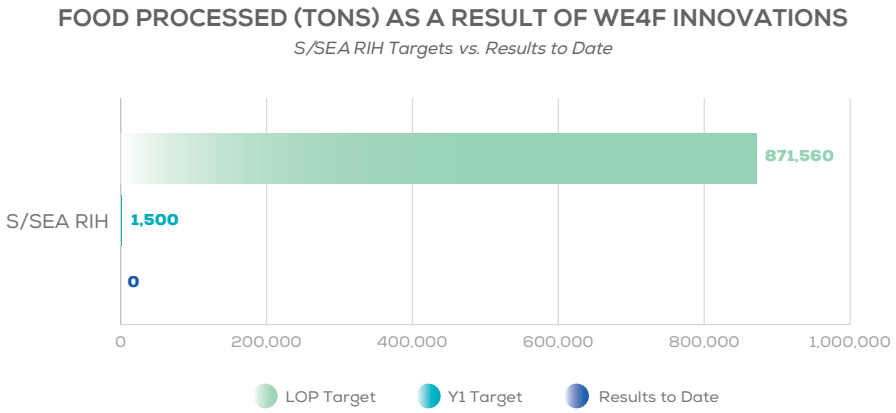
S/SEA RIH Targets vs. Results To Date



At the time of reporting in January 2022, only three innovators had food production data to report from their farmers. This is due to crop cycle differences and field visit restrictions.

The reported food production figure of almost 6,500 tons indicates that, in the first six months after onboarding, these three innovators were able to generate 4% of the Y1 target. The S/SEA RIH is therefore confident that the cohort will still **be able to meet its Y1 target** by the 2022 semiannual report period in June.

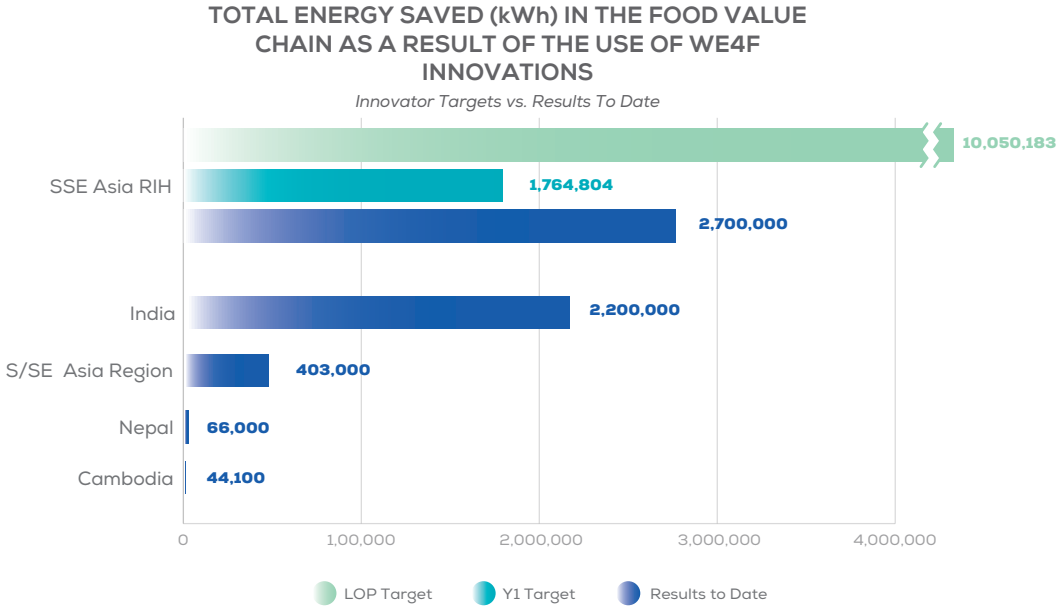
The above results for food produced are not comprehensive of all innovators' results and the S/SEA innovator's impact on food production is likely higher than what is shown. Food production data is collected and reported by External Surveyors for most innovators. These External Surveyors only recently entered the field. So, the food production results are expected to be larger than the value shown above. Data will be available in the coming months as External Surveyors submit their reports.



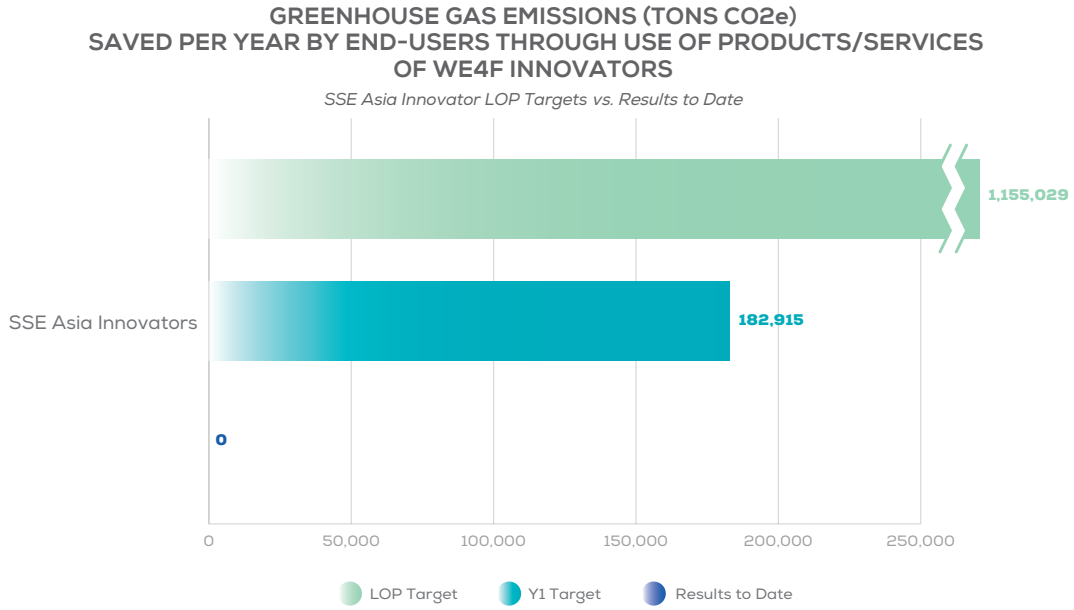
Please note: no results data was available at the time of reporting

Only three innovators – Husk Power Systems, Promethean, and Sumba – report toward food processed by end-users. However, because this data is not yet available due to the innovators being only halfway through their reporting period, it is not yet clear if **S/SEA innovators are on track to meet this target**.

During CFI2, the S/SEA RIH released pre-CFI materials focused on recruiting more innovators that work on food processing technology. Food processors, like Promethean, can play a critical role in preventing food loss and waste by providing end-users with access to cold storage and improving access to markets.



The Y1 target for S/SEA innovators is more than 1.7 million kWh of energy saved. The nine innovators that have energy-saving innovations reported saving a total of over 2.7 million kWh in the past six months, which **surpassed the innovators' Y1 target**. RDO, which operates a circular economy model that converts waste into co-compost for food production, had the saved more than 975,000 kWh of energy. Additionally, RDO's energy saving work supports women's economic empowerment, because the entire production process of the co-compost is undertaken by the Women Green Workers.

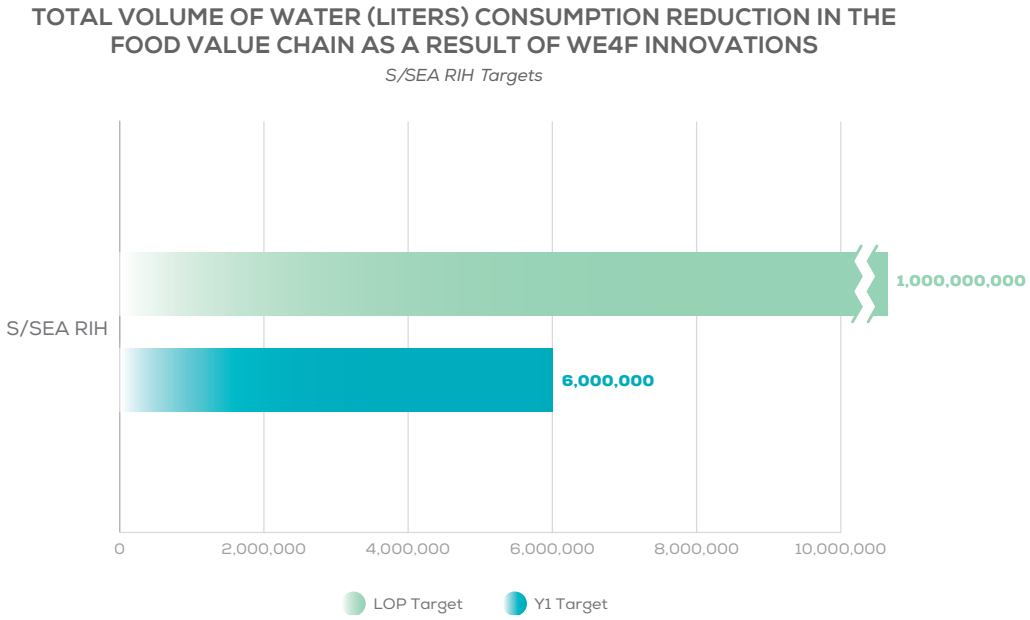


Please note: no results data was available at the time of reporting.

As shown in the graph above, S/SEA RIH innovators aim to mitigate or avoid over 1 million tons of CO2e by the end of the program period. The emission reduction is intended to come from methane emission avoidance through the replacement of fossil fuel with biogas, biomass, and solar-powered technologies. Some innovations come with the positive co-benefit of forest and biodiversity conservation. One example is KGC, which serves as a sustainable replacement for traditional charcoal.

The biggest contributor to the LOP targets is ATEC*. Their LOP target of 1 million kWh represents 90% of the innovator target. This innovator is also the reason why the S/SEA region represents the largest amount of GHG emissions saved – ATEC* operates in Bangladesh and Cambodia. At a country level, India will have saved the most emissions, because Claro Energy, The Goat Trust, Oorja, Promethean, ONergy, and RDO operate within the country.

Results for innovators' contribution to GHG emission reduction in the food value chain are not yet available because this is collected by External Surveyors. Reporting by External Surveyors was delayed in 2021 due to COVID-19 but will provide more available results for GHG emission reduction in coming months.



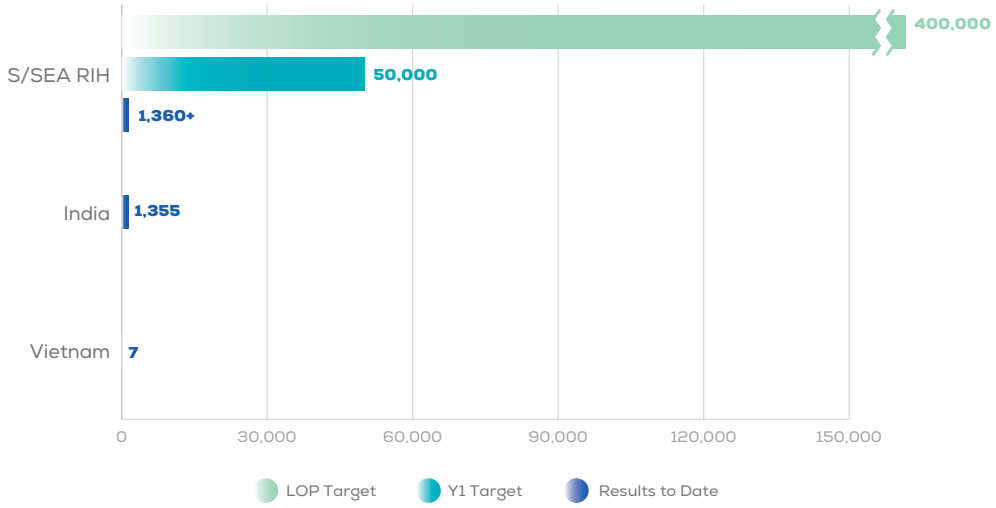
Please note: no results data was available at the time of reporting.

The S/SEA RIH aims to reduce 1 billion liters of water consumption by the end of the program. Three Indian innovators (Oorja, ONergy, and RDO) contribute to this target by aiming to reduce a combined amount of 35 million liters by 2024. The lack of innovators focused on saving water indicates that the S/SEA RIH needs to onboard more water-focused innovators during CFI2. Additionally, revising Acceleration Work Plans (AWPs) to more accurately include indicators may also result in an increased number of innovators contributing to this target.

Because this data is collected by the External Surveyors, who were unable to report during 2021 due to COVID-19, there are currently no results. Results for water savings will be available in the coming months.

NUMBER OF SMALLHOLDER FARMERS AND OTHER END-USERS THAT EXPERIENCE AN INCREASE IN INCOME

S/SEA RIH Targets vs. Results to Date



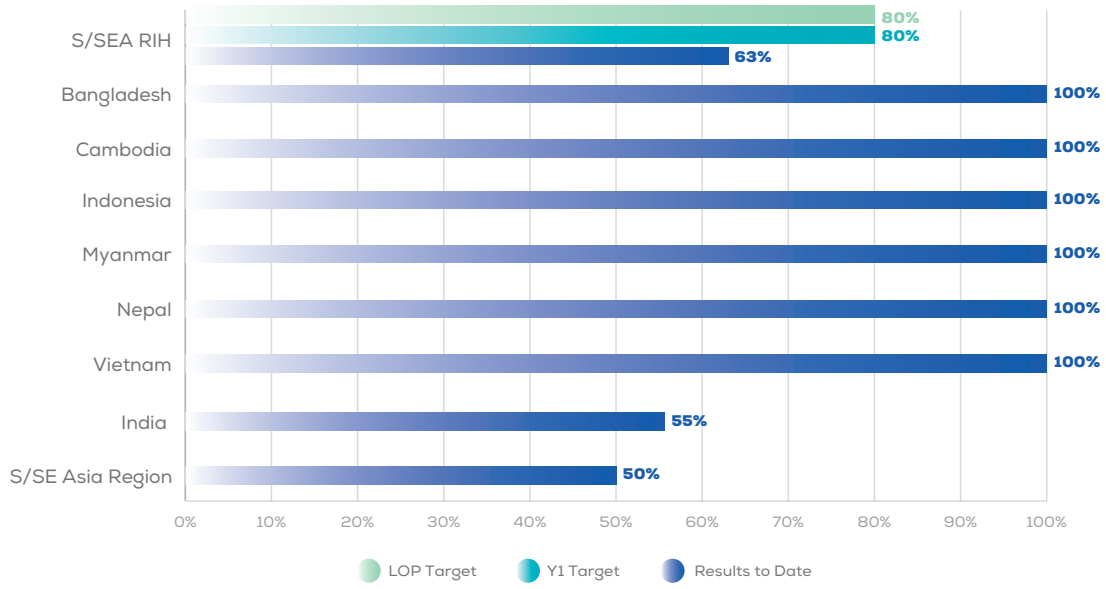


In the past six months, more than 1,300 smallholder farmers and other end-users experienced an increase in income. The current results represent a small percentage of the Y1 goal of 50,000 end-users. Owing to data unavailability and the effects of COVID-19, only three of 12 innovators reported their results. However, because the number of end-users experiencing an increase in income is directly linked to the overall number of end-users using WE4F innovations, the S/SEA RIH remains confident that the innovators can reach the Y1 target.

It is important to note that end-user income levels and income increases are primarily collected by External Surveyors, not the innovators or RIHs. During 2021, the External Surveyors were delayed by COVID-19 and only recently entered the field. In the coming months the surveyors will provide results for end-user income increases.

SHARE OF INNOVATORS AND OTHER STAKEHOLDERS THAT USE TOOLS, METHODS OR PROCESSES TO MONITOR THE PROTECTION OF WATER OR BIODIVERSITY

S/SEA RIH Targets vs. Results To Date



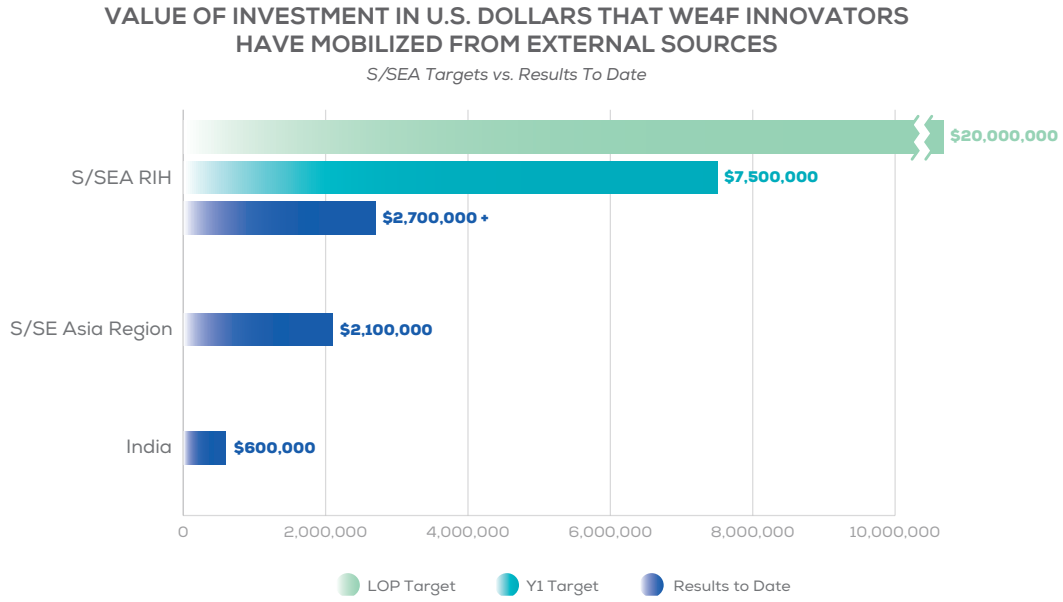
As of January 2022, more than 65% of S/SEA RIH innovators had used a formal process based on documented and generally accepted methodologies to identify and record changes in water resources. The S/SEA RIH supported two innovators (Khmer Green Charcoal and RDO) through technical assistance to identify and calculate data for indicators, such as water use, greenhouse gas emissions, and energy consumption or savings, to assess their environmental impact.

Overall, 21% of innovators in this region have ongoing biodiversity activities, 21% contribute to climate adaptation, and 42% focus on climate mitigation. The table below details examples of the ongoing innovator biodiversity and climate activities.

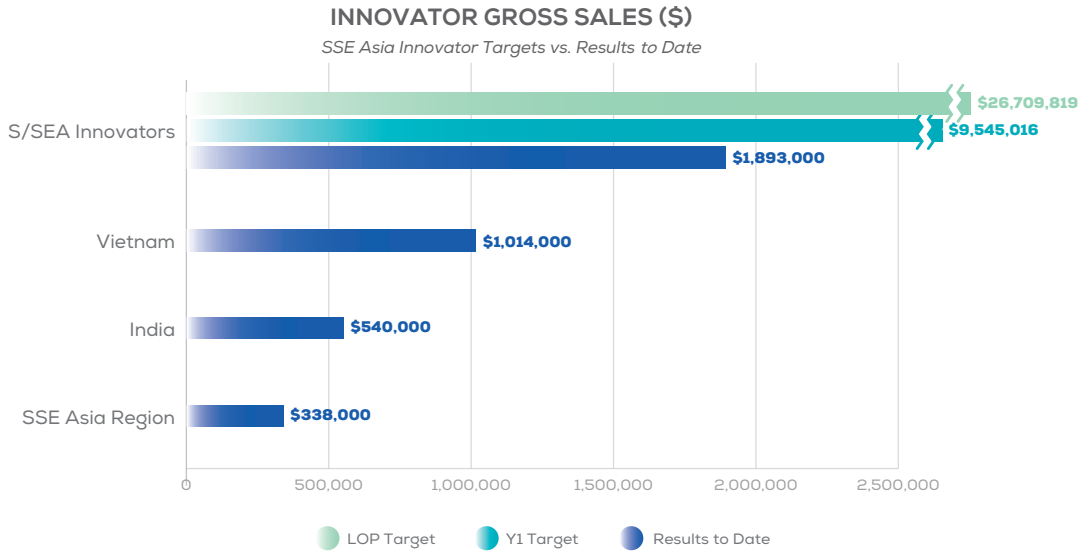
INNOVATOR	BIODIVERSITY-FOCUSED ACTIVITIES
ATEC	• The innovator is replacing traditional wood-burning methods, thereby reducing firewood collection and 70% of deforestation, positively impacting local biodiversity. • Organic fertilizer helps restore soil health for sustainable agriculture, reduce water consumption, and offset soil degradation (62% of Bangladesh soils are classified as degraded).
KGC	• As an alternative to traditional forest-wood char-briquettes, KGC contributes to GHG mitigation. It thus reduces the Cambodian deforestation rate and climate change (reduces energy use from 1.2 kWh/kg to 0.57 kWh/kg of chicken). This has positive impacts on the local biodiversity.
The Goat Trust	• The innovator uses goat dung as manure in fields and helps enrich soil microflora and fauna. • It uses zero chemical farming. • Goats help reduce weedicide, because they help control weeds on the roadside and around human pathways. • Rearing practices reduce water consumption and use of chemicals.
Pumpkin Plus	• Brings barren sandbars under cultivation for bulk production, transforming barren landscapes. • Reduces the need for groundwater through optimum use of river and groundwater, primarily through its water reservoir system, which minimizes the misuse and leakage of water.
RDO	• S/SEA RIH provided advisory support on the Monitoring, Evaluation and Learning (MEL) plan and market assessments through farmer outreach. • Co-compost prevents soil degradation and reduces pesticide use.

INNOVATOR	CLIMATE-FOCUSED ACTIVITIES
aQysta	• Its hydro-powered pumps do not emit GHGs during operation. • As a complete mechanical device, the innovation does not produce electronic waste and batteries.
Promethean	• For each rural refrigeration hub with a micro-milk chiller, the innovator displaces six liters of diesel fuel per day by eliminating diesel generators that would usually be required at village level.
Husk	• Provides clean energy by using solar PV and biomass, reducing GHG emissions.
Gham Power	• Replaces the diesel-powered pump, reduces GHG emissions, reduces up to 10% of energy consumption.
Claro	• Has a strong positive impact on the environment by reducing the use of diesel fuel for irrigation and preventing the resulting emission of CO2. • Market linkage service will reduce food wastage in the supply chain by 50%.


© Khmer Green Charcoal



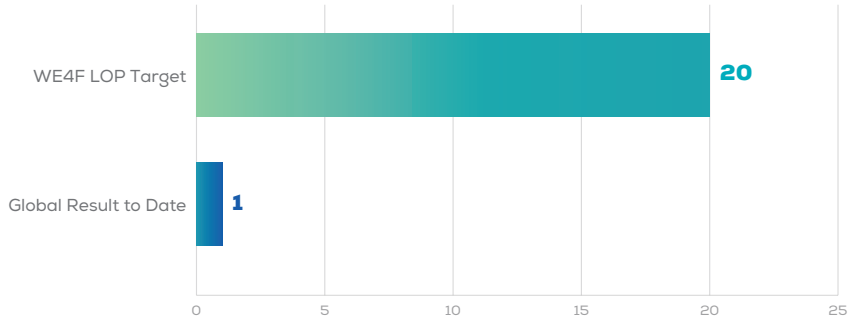
S/SEA RIH innovators raised more than $2.7 million in debt or equity investments, reaching 36% of their Y1 target. Within this amount, the S/SEA RIH Brokering Unit advised one innovator on a successfully closed convertible debt transaction valued at $970,000 (a second close of $350,000 is anticipated in early March). The other successful transactions were closed without advisory services from the Brokering Unit. Overall, the Brokering Unit has over $50 million in potential transactions in its pipeline of varying sizes and probabilities of success. The S/SEA RIH anticipates guiding a number of these deals to a successful close within the first three quarters of 2022 (January through September) and is eager to see the results achieved through innovators' expansion.



Of the 16 innovators reporting for this indicator, four reported combined gross sales of almost $1.9 million, which is about 20% of the Y1 target. For the other innovators, the gross sales data was not available during this reporting period. However, because six other innovators reported an increase in the number of end-users reached, it is therefore safe to assume that they also experienced an increase in turnover from sales. It is important to note that COVID-19 significantly affected S/SEA RIH innovators in various ways, including their ability to increase sales.

NUMBER OF STRATEGIES, GUIDELINES, OR PROJECTS OF INTERNATIONAL, REGIONAL, OR LOCAL ORGANIZATIONS ADOPTING AND DISSEMINATING LESSONS LEARNED FROM WE4F PUBLICATIONS, EVENTS, OR PRESENTATIONS

Global Targets vs. Results to Date



Overall, S/SEA RIH shared its lessons learned during events such as the Aspen Institute of Development Entrepreneurs (ANDE) session at the Social Enterprise Thailand Annual Conference on the topic "Stories of Hope: Opportunities for Partnering with Social Entrepreneurs in SEA." An S/SEA RIH representative also served as a panelist at the Asia-Europe Environment Forum (ENVforum) in the session called "Food Systems: Food Policy and Society." The hub plans to share the policy recommendation from this session to inform further policy advocacy activities in 2022. Because it takes time to see lessons learned embedded into others' activities, the S/SEA RIH does not expect to see results until later in 2022.

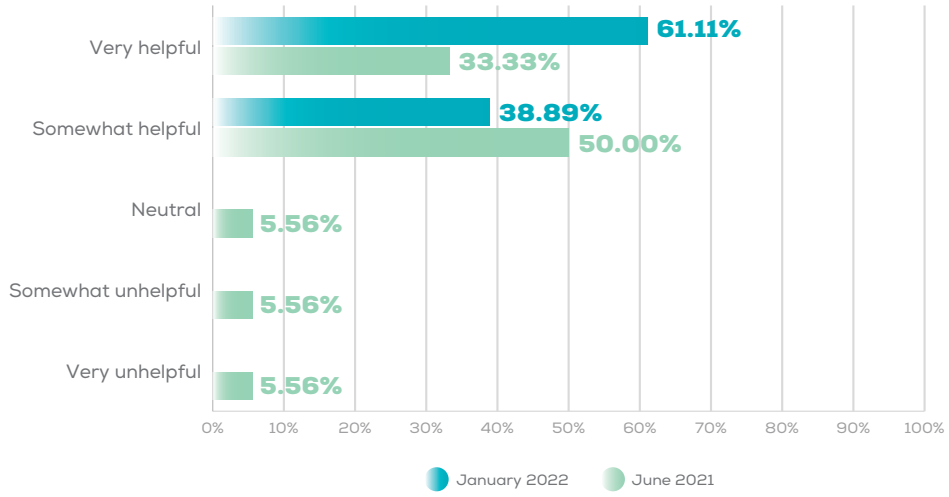

© Tun Yat

QUALITY OF SERVICE SURVEY RESULTS

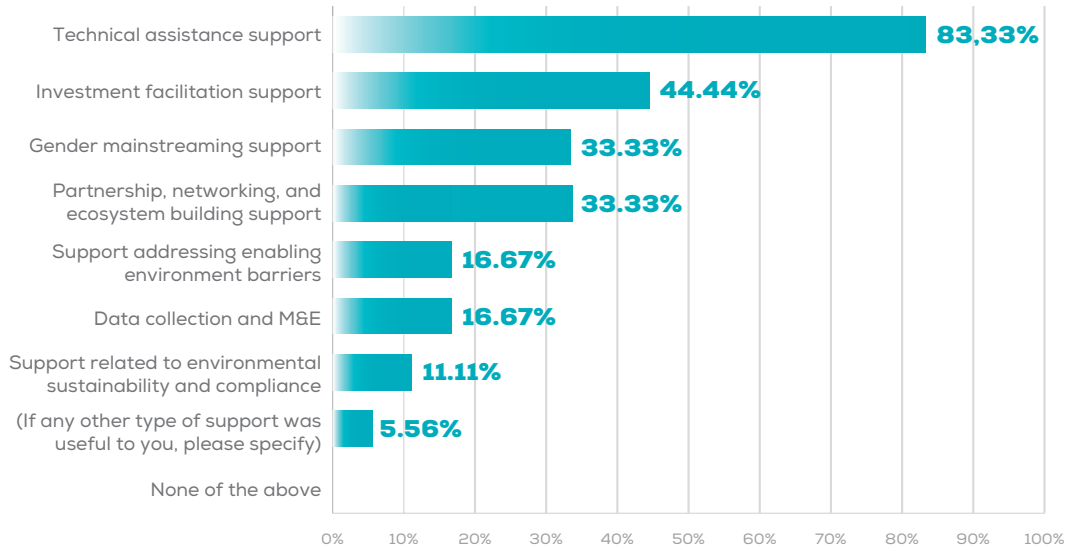
Conducted by the Secretariat Unit, the Quality of Service Survey (QoSS) gathers innovators' feedback on their experiences working with the S/SEA RIH. The QoSS helps the hub improve problem areas and identify successful pivots that can be shared with the other hubs. This QoSS gathered results from 18 of the 20 S/SEA RIH innovators.

OVERALL FEEDBACK

OVERALL, HOW HELPFUL HAS THE S/SEA HUB'S SUPPORT BEEN TO YOUR ORGANIZATION'S SUCCESS?

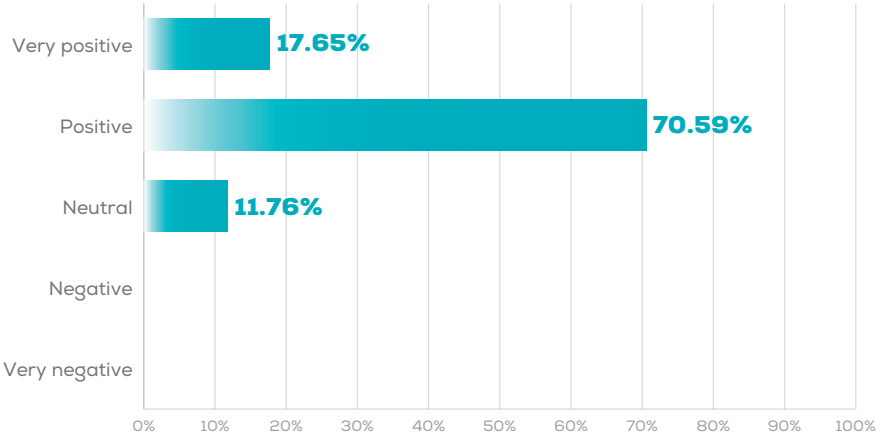


REFLECTING ON THE SUPPORT RECEIVED FROM THE S/SEA HUB, WHICH OF THE FOLLOWING HAS BEEN MOST USEFUL TO YOU?

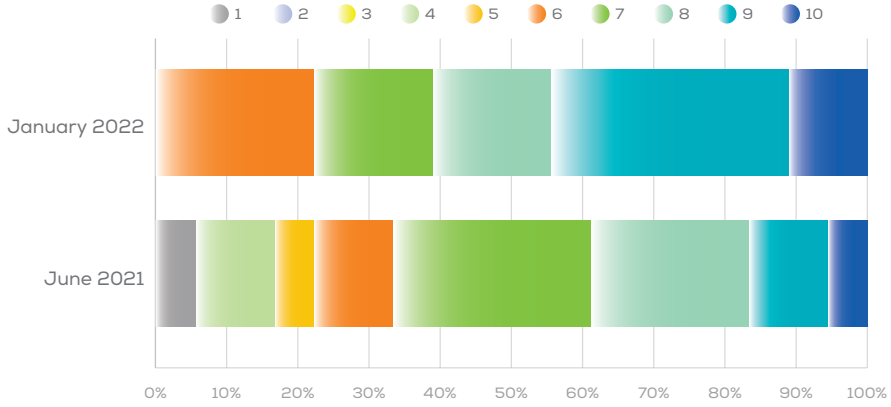


TECHNICAL ASSISTANCE

REFLECTING ON THE TA PROVIDED TO YOU, WHAT WAS THE IMPACT OF TA IN THE SHORT TERM (0-6 MONTHS POST COMPLETION OF THE ASSIGNMENT)

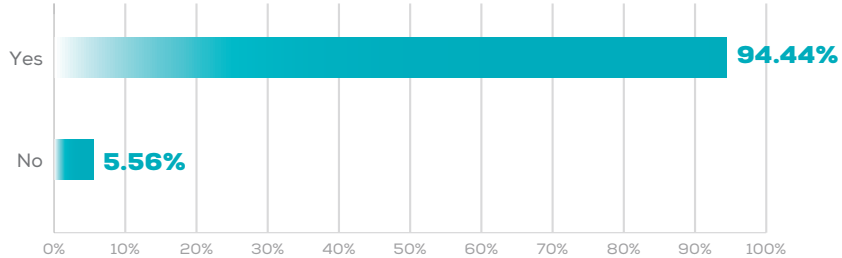


ON A SCALE OF 1-10, HOW SATISFIED ARE YOU WITH THE S/SEA HUB'S TECHNICAL ASSISTANCE UNIT (1- EXTREMELY DISSATISFIED TO 10- EXTREMELY SATISFIED)

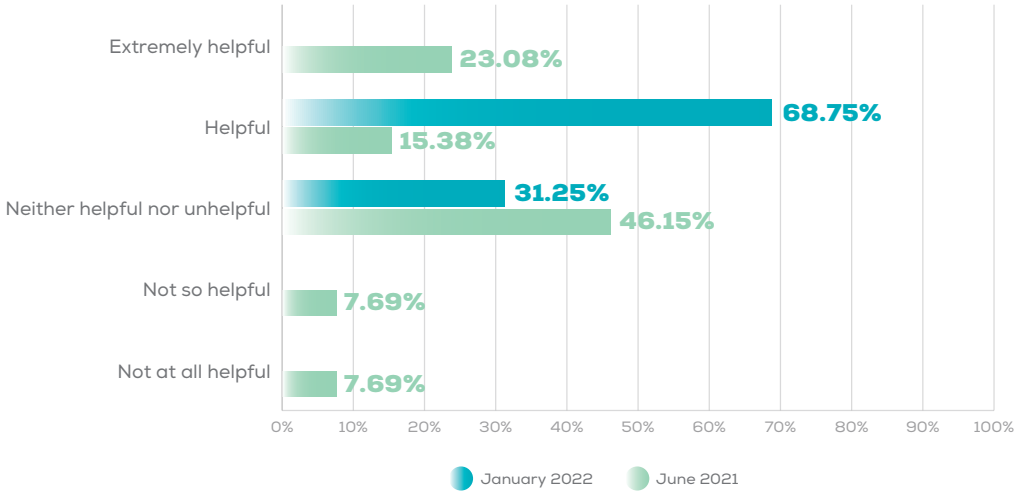


INVESTMENT FACILITATION

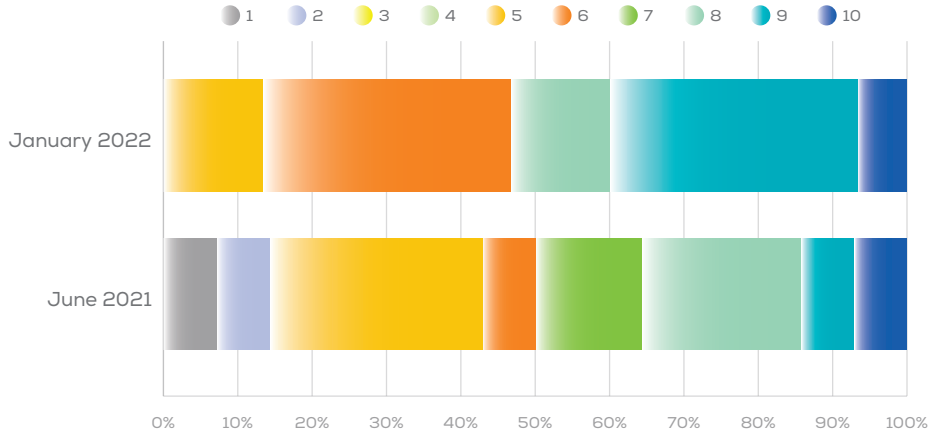
IN THE FUTURE, DO YOU INTEND TO RAISE EXTERNAL FUNDS (DEBT/EQUITY/BLENDED)?



HOW HELPFUL HAS THE INVESTMENT READINESS TEAM'S SUPPORT BEEN IN MOVING YOUR ORGANIZATION TOWARDS YOUR GOAL OF RAISING INVESTMENT?

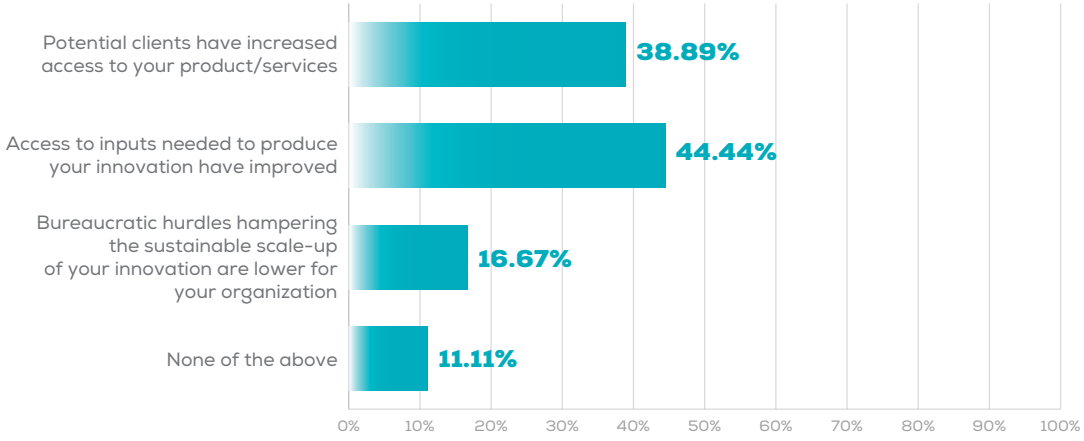


ON A SCALE OF 1-10, HOW SATISFIED ARE YOU WITH THE S/SEA HUB'S INVESTMENT READINESS TEAM (1- EXTREMELY DISSATISFIED TO 10-EXTREMELY SATISFIED)

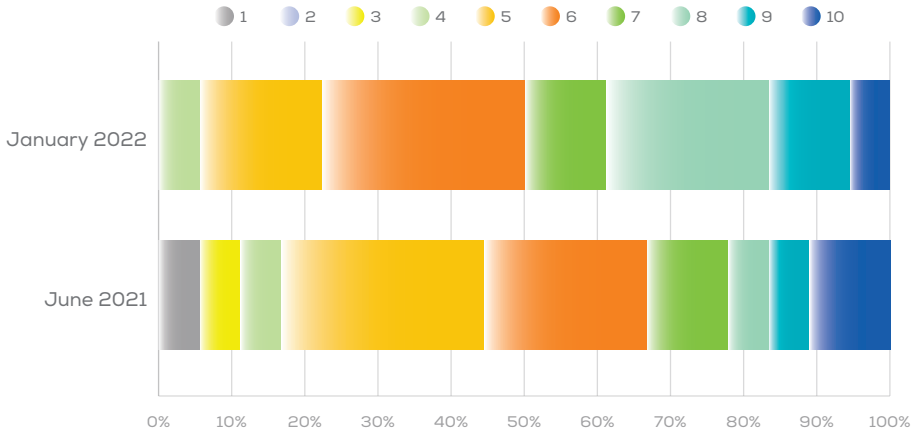


LEGAL, POLICY, AND REGULATORY WORK

SINCE JOINING WE4F, WHICH OF THE FOLLOWING HAVE OCCURRED? SELECT ALL THAT APPLY.

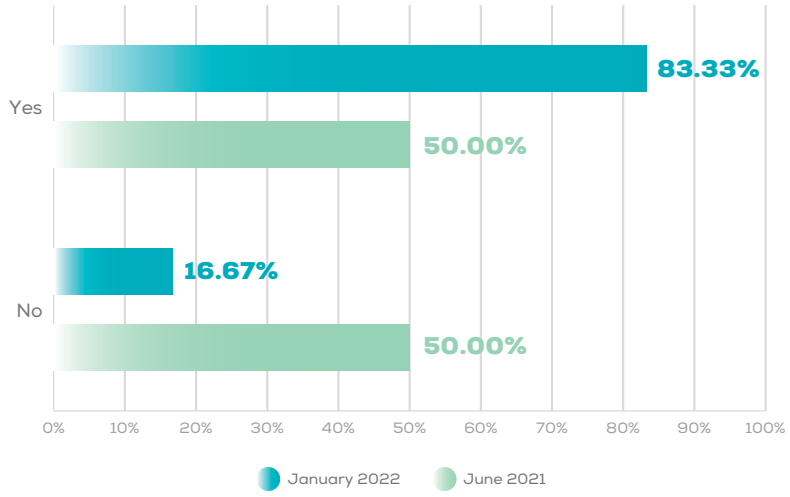


ON A SCALE OF 1-10, HOW SATISFIED ARE YOU WITH THE ENABLING ENVIRONMENT UNIT IN HELPING YOU NAVIGATE THROUGH THE ENABLING ENVIRONMENT BARRIERS? (1- EXTREMELY DISSATISFIED TO 10- EXTREMELY SATISFIED)

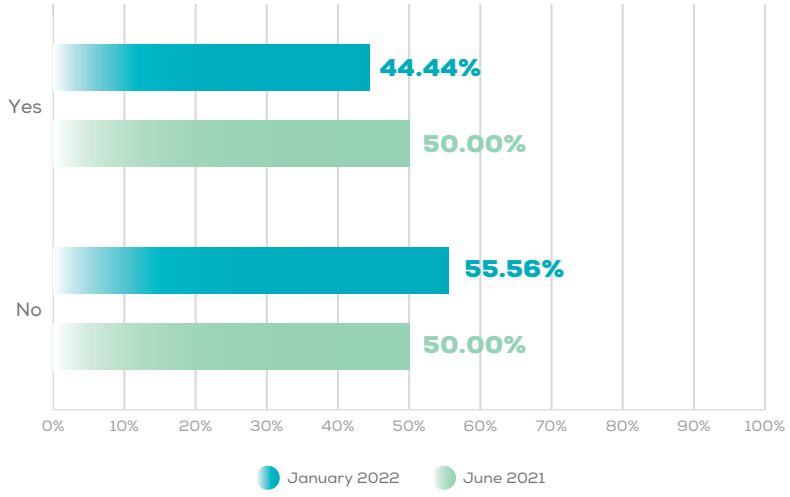


KNOWLEDGE SHARING AND MONITORING & EVALUATION

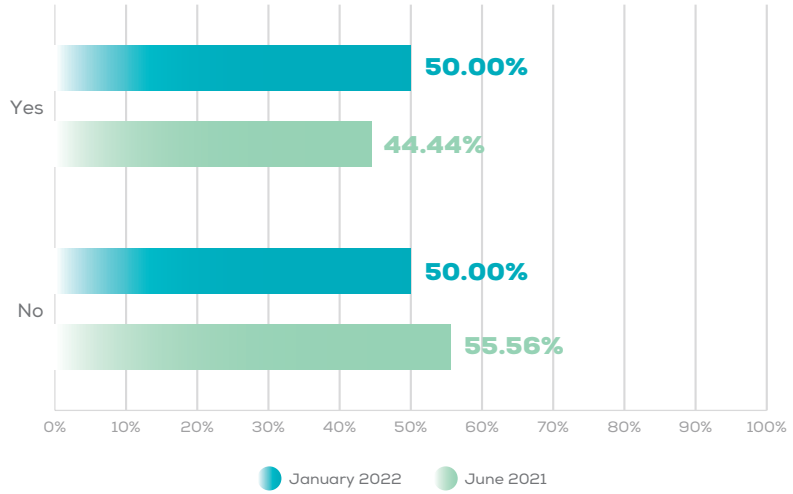
HAS THE ENGAGEMENT WITH WE4F LED TO AN INCREASE IN KNOWLEDGE ABOUT GENDER INTEGRATION?



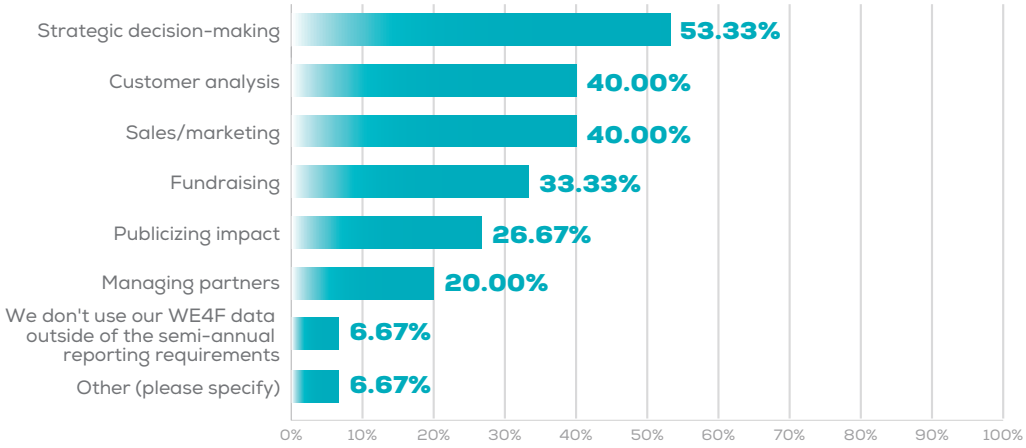
HAS THE ENGAGEMENT WITH WE4F LED TO AN INCREASE IN KNOWLEDGE ABOUT ENVIRONMENTAL SUSTAINABILITY, INCLUDING CLIMATE RESILIENCE AND BIODIVERSITY?



HAS THE ENGAGEMENT WITH WE4F LED TO AN INCREASE IN KNOWLEDGE ABOUT THE BOTTOM OF PYRAMID (BOP) IMPACT?



DOES M&E DATA COLLECTION FOR WE4F SUPPORT ANY OF THE FOLLOWING ASPECTS OF YOUR BUSINESS/ORGANIZATION? (CHECK ALL THAT APPLY)



The January 2022 Quality of Service Survey (QoSS) highlighted improvements that the South and Southeast Asia (S/SEA) Regional Innovation Hub (RIH) made over the past six months, particularly its increased responsiveness and satisfaction ratings and a significant improvement in the hub's helpfulness. These results also reflect the work of each team within the S/SEA RIH:

- Responsiveness increased for the TAU.
- Innovator's perception of the BU having a good or very good understanding of innovator needs significantly increased.
- More innovators somewhat or strongly agreed that their investment readiness increased.
- Enabling Environment Unit (EEU) support usefulness increased.
- Innovators expressed increased interest in support from the EEU.
- Innovators' knowledge of gender integration and market insights increased.

Innovators shared that the support they found most useful was the technical assistance, followed by investment facilitation, gender integration, and partnership support. They most valued peer-to-peer discussions, followed by interaction with experts. The increase in value of TA to innovators is due in part to the fact that all innovators have now completed their first TA instances and the TAU made internal changes after the six-month QoSS to address innovator concerns.

The value of investment facilitation support to innovators is no surprise, because 17 of the 18 innovators who responded to the survey stated that they plan to raise external funding. Improvements in BU support during the past six months also resulted in a significant increase in innovators' investment readiness and their understanding of investor's needs.

Along with the positive results, there are still areas where the S/SEA RIH has room for improvement:

- For vendor and expert procurement, 35% of innovators said the process was only "somewhat effective."
- Only 33% of innovators consider the TAU's support to be moving the organization further toward its goals.
- In June 2021, innovators perceived the EEU to have a "very good understanding." Now, 45% of innovators were neutral or said that the hub only had a "somewhat good understanding."
- For the BU, 31% of the innovators still have a neutral response to the BU's helpfulness, and 54% of innovators give it a rating of six or less, in terms of satisfaction.
- The survey documented only limited increases in knowledge of environmental sustainability, including climate resilience and biodiversity, base of the pyramid, and product or technology/innovation.

A critical point identified in innovator feedback is the need to increase levels of trust between innovators and the hub. Right now, innovators can see and appreciate the S/SEA RIH's improvements, but a higher level of trust has not yet been reached. The limited knowledge increases in environmental sustainability, climate resilience, biodiversity, and base of the pyramid are also concerning knowledge gaps for the hub, and the team plans to pivot to address these concerns.

It is important to note that innovators, as managers of mostly for-profit entities, have a different perspective on environmental activities than donor organizations. In many cases, the innovators support environment, climate, and biodiversity-related activities in their businesses. However, they don't share the donor view on these issues and view donor requirements as complex and burdensome. In many cases, this view is also shared by the RIH.

PIVOT POINTS

The S/SEA RIH's goal is to have at least 80% of innovators in the "very" and "extremely'' positive and effective categories. To reach the goal, the S/SEA RIH plans to pursue a targeted approach across all hub activities, making sure to take specific and actionable steps that can improve the innovators' relationship with the hub, increase the quality of support they receive, and create stronger relationships and knowledge sharing between the innovators. Below are specific steps the hub plans to take.

Overall, the hub plans to continue to incorporate innovator feedback and needs into support activities through monthly check-ins, quarterly calls, and meetings with the hub manager. The hub plans to support this by continuing to provide innovators with highly responsive communication through their preferred platforms. This clear and direct communication with the innovators builds on the S/SEA RIH's innovator-centered design. This innovator-centric approach also is designed to include simplifying forms, surveys, and acceleration work plan processes; clarifying pre-award documentation expectations; and clearly explaining and discussing the purpose of hub activities such as M&E data collection and WE4F indicators.

For technical assistance, the S/SEA RIH plans to continue building the teams' capacity to handle diverse Tier 1 assignments through workshops and the sharing of lessons among internal hub members, as well as through external trainings, to enhance technical acumen for TA delivery. The hub also plans to map team expertise by TA type and topic and facilitate connections that better match innovators with experts that meet their needs. In response to innovator concerns about understanding local context, the S/SEA RIH plans to use partner engagement, site visits, in-person meetings, and support from local Tier 2 vendors to integrate local context into the TA recommendation.

The TAU aims to leverage the existing information from country profiles and map trends in innovators' countries of operation as part of the TA delivery process. To document the Scope of Work (SoW) for technical assistance more effectively, the S/SEA RIH intends to spend more time with each innovator to align the focus, benefit, and need for the technical assistance before finalizing the TA instance. Simultaneously, the team is planning weekly TA updates at the S/SEA RIH to focus on approaches and methods to understand the innovators' needs during SoW discussions. This would help confirm that the SoW is effectively designed for the TA instances of all innovators.

To address concerns related to knowledge of environmental sustainability and further integrate gender into TA activities, the team plans to integrate ESG support through peer knowledge-sharing sessions among the innovators, as well as by sharing templates and resources that innovators can easily replicate. The team also plans to offer follow-up support for partnerships and implementation planning for gender and BoP results and provide environmental sustainability recommendations. The S/SEA RIH plans to facilitate strategic learning for innovators through (1) innovator-identified thematic webinars, (2) cross-unit collaboration during TA discussions, and (3) collaboration between CFI1 and CFI2 winners.

The Enabling Environment Unit (EEU) plans to forge partnerships to address innovators' specific challenges through linkages, partnerships, and policy mapping efforts. The team plans to focus its efforts on connecting government departments, relevant partners, and innovators. The EEU also plans to complete the remaining Enabling Environment Country Profiles, as relevant to the CFI2 winners, and provide comprehensive EE analysis to the innovators, helping them navigate policy and regulatory barriers and capitalize on partnership opportunities. The team plans to provide innovators with monthly policy updates including the latest policy, regulatory, and partnership opportunities. The EEU aims to organize regular exchanges and knowledge-sharing with the other hubs, as well as through external events in the region, and then adapt the EE strategies accordingly.

In collaboration with the BU, the EEU plans to organize events and webinars on topics such as end-user financing, carbon financing, and gender-lens investment opportunities.

For investment facilitation, the BU aims to clearly communicate to innovators the BU's role and capabilities. This step is necessary due to the fact that a number of innovators indicate interest in raising capital and seeking investment facilitation support but are still at a low level of investment readiness.

In terms of next steps, the BU plans to collaborate with the TAU to create and implement an investment readiness toolkit to increase awareness of investment readiness. The S/SEA RIH aims to use this toolkit to help innovators identify their investment readiness level and, more importantly, identify the next concrete and actionable steps required to be investment ready. The team plans to share these results with TAU and EEU teams to provide potential support. The BU plans to continue helping innovators navigate the current economic uncertainty by keeping track of market trends and engaging with innovators to adjust short-term plans corresponding to their investment capital needs.

Social Media and Digital Marketing for an Increasingly Virtual World

In a new era of virtual businesses and changing marketing best practices, it's becoming crucial to understand and use social media. By making a strategic investment in marketing, businesses can thrive. A strong communications strategy, a creative video, a new focus on digital presence, all of these often result in growth and sales. Companies can stay on top of their performance and improve their ability to educate, engage, and sustain their customers throughout the product life cycle.

To help innovators in Southeast Asia strengthen their marketing strategies, WE4F launched the Asia EDGE Ag-Energy Marketing Prize in September 2020. EGreen and aQysta each received marketing technical assistance, and funding for ads and content development. We followed up with them a year later to hear how the prize impacted their businesses.

The explainer video has helped EGreen a lot. It is a high-quality media video, with materials to make sales toolkits. This clearly helps increase brand awareness and generates more revenue for the company. We have had a more than a two-fold increase in sales, which also helps double our revenue.

We have more credit institutions and investors interested in working with us. Some organizations want to cooperate with EGreen to co-implement projects. For example, SNV set up a joint venture with EGreen to develop the proposal on "BPP Vietnam Call for Green Recovery Partnerships in Vietnam". Vietnam Biogas Association has proposed to form 02 models of biogas electricity for a pig farm in Thanh Hoa. Some big livestock companies in Vietnam such as CP, Hoa Phat, Tan Long met with EGreen to learn from us and [apply the tactics to operate in] their farms.

The number of visitors on our Facebook page and website increased by 50 times. We are more well-known to the community as a biogas electric startup that pioneers this sector in Vietnam. In 2020, we were the winner of the HACK4GROWTH 2020 and received the $10,000 USD award.

- Duc Tho Pham, Chief Executive Officer from EGreen

With our previous offline marketing campaign, we were struggling to generate leads. I mean, we had to actively approach people and that is very hard compared to when people approach you because they have already had internal motivation for your product. And with this social media marketing campaign, the leads generated were like...more than 1,000 people contacting us and that [was] Facebook alone. They all were people who were interested in our product, so that was really a good experience.
And so, moving on, we have implemented what we set up from the WE4F marketing campaign support, and we are continuing that until now. Also, in other focus countries, we are paying more attention to social media marketing.

- Annisa Anindita, Project Manager from aQysta Indonesia

CHALLENGES AND SOLUTIONS

WORKING IN POLITICALLY UNSTABLE AREAS	
CHALLENGES	SOLUTIONS
MYANMAR	
• The civilian-led Myanmar government was overthrown in a military coup in February 2021. • Innovators experienced enabling-environment challenges and restrictions in their ability to conduct advocacy-related activities. • Workers joined the anti-coup Civil Disobedience Movement (CDM) and refused to work until the democratic government was restored. This shut down many sectors of Myanmar's economy.	The S/SEA RIH discussed the possibility of supporting business model adaptation or expansion strategy development with all Myanmar-based innovators in the cohort.
• The military government imposed periodic shutdowns and limits on internet connections, which led to operational difficulties for businesses and serious concerns about human rights. • Banks closed during the CDM, resulting in most firms and households experiencing cash shortages. • Businesses of all sizes found it difficult to access cash to pay wages and suppliers. • Innovators receiving TA support were unable to expand their business locally.	Agrosolar, Tun Yat, and RecyGlo are shifting their expansion from targeting Myanmar to the neighboring countries of Vietnam, Cambodia, Laos, and Thailand.
	Owing to the decreased need in the country, the S\SEA RIH plans to replace a Country Coordinator position in Myanmar with a position in another country, based on the location of innovators selected during CFI2.
AFGHANISTAN	
• The Taliban regained control of Afghanistan after U.S. military forces withdrew from the country.	Owing to resulting instability, the S/SEA RIH ceased operations in Afghanistan and is now focusing on 15 other countries across the region.

COVID-19 PANDEMIC	
CHALLENGES	SOLUTIONS
The staff of many innovators contracted COVID-19, and lockdown policies limited the mobility of the field staff. • Lockdowns resulted in human resource constraints, limitations on business development activity, and innovator expansion delays.	The S/SEA RIH extended the completion date of the milestones for some innovators and held frequent discussions to assess innovators' situations and the changing government policies.
	The S/SEA RIH provided TA support to the innovators on business model improvement, including revenue-stream identification and online marketing strategy development.
The budgets of governments in South and Southeast Asia were reallocated to handle the COVID-19 pandemic. • Innovators that are significantly dependent on the government for revenue needed to change their business models to ensure sustainable scale.	The hub organized peer-to-peer learning sessions among innovators, allowing the companies to share their experiences in dealing with COVID-19 effects.
Local and international markets saw significant decreases in demand. • COVID-19 lowered many innovators' revenue, and legacy innovators were no exception. • MimosaTEK and Pumpkin Plus clients canceled or reduced their orders. • Higher transportation costs due to travel restriction caused some clients to file for bankruptcy.	COVID-19 Mitigation, Adaptation or Resiliency Funds were awarded to MimosaTEK and Pumpkin Plus. The S/SEA RIH also provides the innovators with technical assistance on business model improvement.
Field visits, data collections, and on-the-ground support activities were restricted.	The hub leveraged existing networks of regional organizations to gather direct information about end-users' demand, local legal and policy environments, and other data for its reporting and innovators' technical assistance planning.
	External experts with local insights were provided support in close collaboration with the S/SEA RIH.

COVID-19 increased economic uncertainty for investors because it became more difficult for investors to assess a portfolio venture's prospects. • Although some innovators' operations are well-established, some investors chose to delay investment decisions given market demand uncertainty and the recovery stage.	The S/SEA RIH engaged with innovators to adjust short-term plans such as considering working capital financing and keeping track of market trends.

DIFFICULTY IMPLEMENTING ESG RECOMMENDATION, ESPECIALLY DISCUSSIONS ABOUT GENDER AND ENVIRONMENTAL SUSTAINABILITY	
CHALLENGES	SOLUTIONS
ESG integration is relatively new for many innovators in the region.	The S/SEA RIH noted that innovators with dedicated accountability for gender results and environmental sustainability – either due to investor influence, a co-founder's commitment, or business opportunity – tend to be more proactive and create tangible positive results.
	Innovators need more financial and technical support to pursue serious changes in the model. This includes but is not limited to external and internal resource mobilization plans, partnerships identification, guidance on implementation, and MEL progress through sex-disaggregated data and evidence generation.



LOOKING FORWARD

CALL FOR INNOVATIONS 2

New innovators will join the S/SEA RIH in 2022. In the first quarter of 2022, the Regional Advisory Board (RAB) will review full proposals. The S/SEA RIH also aims to create more opportunities for RAB members to engage with each other as a community of practice. This would not only benefit innovators in the S/SEA RIH cohort but also would benefit the region's ecosystem.

Once the shortlisted applicants are interviewed in February and March 2022, the full proposal evaluation is intended to end at the beginning of March. The finalists will then be notified and begin their onboarding process in April 2022. The public award announcement is scheduled to occur in April 2022.

INNOVATOR RELATIONSHIP MANAGEMENT

The hub aims to maintain effective communication and strengthen relationship-driven collaboration with innovators. Hub staff organized monthly check-in with all innovators and plans to continue to do this going forward. The purpose of the calls goes beyond progress updates to cover anything, from an innovator's well-being to needs identification, peer learning opportunities, and more. For grantees, the S/SEA RIH also intends to use this opportunity to discuss innovators' milestone progress, with the aim to identify potential support for innovators' scalability.

Peer-to-peer learning discussions and relationship building are the S/SEA RIH's top priority. Assuming that the COVID-19 situation improves in 2022, the S/SEA RIH plans to organize an in-person convening for all innovators. The objectives of the convening are to build stronger relationships among the innovators and staff and create opportunities during the event and beyond for peer-to-peer discussions, so innovators can learn from each other's challenges and successes.

INNOVATOR ACTIVITIES

Cross-Unit Support

The technical assistance unit provided cohesive support. Whenever required or requested, the technical assistance includes policy and partnership mapping for innovators' SoWs for assignments and delivery of TA recommendations. In addition, in the coming year, the hub plans to focus TA on business gaps identified by the BU, which, if addressed, could potentially improve access to investors. Because the innovators' need to seek private capital is evolving, investment readiness is likely to increase in the coming year.

Technical Assistance

The first instance of TA support increased innovators' interest in follow-on technical assistance. The S/SEA RIH plans to provide at least seven more TA instances to the current cohort of innovators, covering a variety of topics such as legal advisory services, end-user financing, the digital marketplace, gender integration, and business development. With new innovators joining the cohort from CFI2, the S/SEA RIH expects to provide at least another 20 TA instances in 2022.

In the coming years, the S/SEA RIH aims to improve the range and quality of service provided to innovators through both internal hub experts and suitable service providers. The hub will work to strengthen its relationships with the existing pool of service providers and plans to fill in services missing from the current pool through an annual Call for Service Providers.

The Technical Assistance Unit (TAU) provided the following services to innovators and plans to continue to build on 2021 efforts in these ways:

- **Implementation support:** With more partnership requests coming from innovators, the S/SEA RIH plans to expand the Enabling Environment Country Profiles to include a list of implementation partners and civil society organizations in each focus country that could be readily shared with innovators when requested.
- **Peer discussions:** TAU plans to continue to facilitate discussions among innovators to provide implementation support. This enables the sharing of ideas, contacts, and experiences among the innovators on specific themes, such as digitalization, marketing strategy, and capacity-building. Innovators also discuss strategies for implementing TA recommendations on gender and team capacity building.
- **Advisory support beyond TA:** In addition to direct TA support, the S/SEA RIH provides advisory support on business development, gender integration, BoP impact, environmental impact, data analysis, and marketing. These discussions emerge from TA recommendations or discussions with innovators on monthly and quarterly update calls.
- **Mainstreaming knowledge on gender, BoP, and environmental sustainability:** While some ESG aspects have been integrated into all TA, and gender integration TA has been provided to the innovators, there is scope to offer more-thorough discussions, readily usable action plans, and templates for innovators to integrate ESG strategies more easily. The hub plans to focus on gender integration and environmental sustainability recommendations in the coming months. Beyond WE4F, there is an opportunity to learn from the experiences of organizations that successfully integrated a gender and BoP lens throughout their operations and addressed negative environmental impact.
- **Building the capacity of the internal team:** With the diversity of TA requests, it is critical that the team build its capacity to train itself and adapt to the changing needs of innovators while ensuring the high quality and value of its services. The TAU facilitates knowledge sharing, trainings, and discussion sessions with external experts to increase the team's understanding and build capacity for new TAs. Such capacity enhancement would also enable the team to support innovators more comprehensively.

Investment Readiness

In 2022, support activities will depend on the specific needs of each innovator; however, the hub plans to maintain and further develop the investor network to identify additional potential opportunities. To complement BU-related supporting activities, the S/SEA RIH plans to hold introductory sessions with selected potential innovators to provide orientation on investment readiness. The introductory sessions likely will cover topics such as the capital-raising process and the quality of investors' materials. The BU support and introductory sessions are designed to help innovators better understand their own capacity and prepare them to meet the specific needs and expectations of investors. This is especially true for innovators who do well on ESG integration and are excited to explore access to ESG-focused investors and donors.

Legal, Policy, and Regulatory Work

Improve regional and national legal and policy environments and reduce barriers faced by innovators. The hub plans to develop six additional enabling-environment profiles for the remaining S/SEA RIH target countries: Bhutan, Laos, Philippines, Sri Lanka, Singapore, and Timor-Leste. To facilitate policy discussions in the region, the hub also plans to organize four policy dialogues and round-table discussions. The currently planned topic is government support for end-user financing, carbon financing and gender lens investment.

Provide innovators and key partners with regular monthly updates detailing new policies and regulatory frameworks. This is intended to help the innovators stay up to date on all policy changes and the legal and policy environment of the country or countries in which they operate. The Enabling Environment Unit (EEU) plans to achieve this by actively participating in national and regional policy dialogue and webinars, documenting relevant information and sharing it with the innovators so they are able to tackle new policies, regulations, and partnerships in a timely manner.

Build new relationships between innovators and relevant sector organizations. The QoSS results and feedback from the innovators highlights the need for the EEU to forge partnerships. Additionally, the S/SEA RIH expects that the need for policy analysis and partnership mapping will increase to accommodate CFI2 innovators and the need for market expansion activities will increase in response to global events. To help innovators advocate for their policy and regulatory issues effectively, the EEU plans to connect innovators to relevant industry associations and private-sector networks.

Partnerships

The EEU plans to continue to develop partnerships and connections with other relevant programs or projects. The EEU, in close coordination with the Country Coordinators, will work to support innovators' end-user financing goals to achieve BoP and environmental, social, and governance (ESG) results. Based on the relationships developed in 2021, the S/SEA RIH's EEU aims to develop key partnerships with the following organizations in 2022: BADGE, Bangladesh; Dutch Fund for Climate and Development (DFCD/SNV); UNDP Bhutan; USAID India; International Water Management Institute; ANDE; BIPA, India; CLEAN India; and AEPC Nepal.

RECOMMENDATIONS FOR PRIORITY DIALOGUE AND POLICY

The frequent changes in law and policies are negatively affecting innovators' ability to scale up their markets. As detailed earlier in the 2021 Results section, barriers faced by WE4F innovators occur throughout the region and with all innovation types. To address these issues, the EEU plans to develop a joint advocacy plan with the innovators. The S/SEA RIH aims to also support at least 10 innovators in addressing policy and regulatory issues that hinder business growth, commercialization, and expansion. Examples of key challenges to address include:

- Addressing India's increase in GST, which affects social irrigation innovators;
- Getting aQysta's solutions recognized as renewable energy products; and
- Helping RDO gain access to public procurement funds.

Organize, develop, and facilitate policy dialogues and products to help advance the legal, policy, and regulatory environments. A key activity of WE4F is connecting local, regional, national, and international levels of the water-energy-food nexus. To achieve this goal in 2022, the S/SEA RIH plans to: (1) facilitate at least four roundtables to connect relevant partners in the region with innovators, policymakers, academics, practitioners, and other interested stakeholders; (2) organize at least two capacity development sessions for innovators on carbon financing, ESG-linked loans, or end-user financing; and (3) develop at least two policy briefs to support gender lens investment and end-user financing policy advocacy activities.

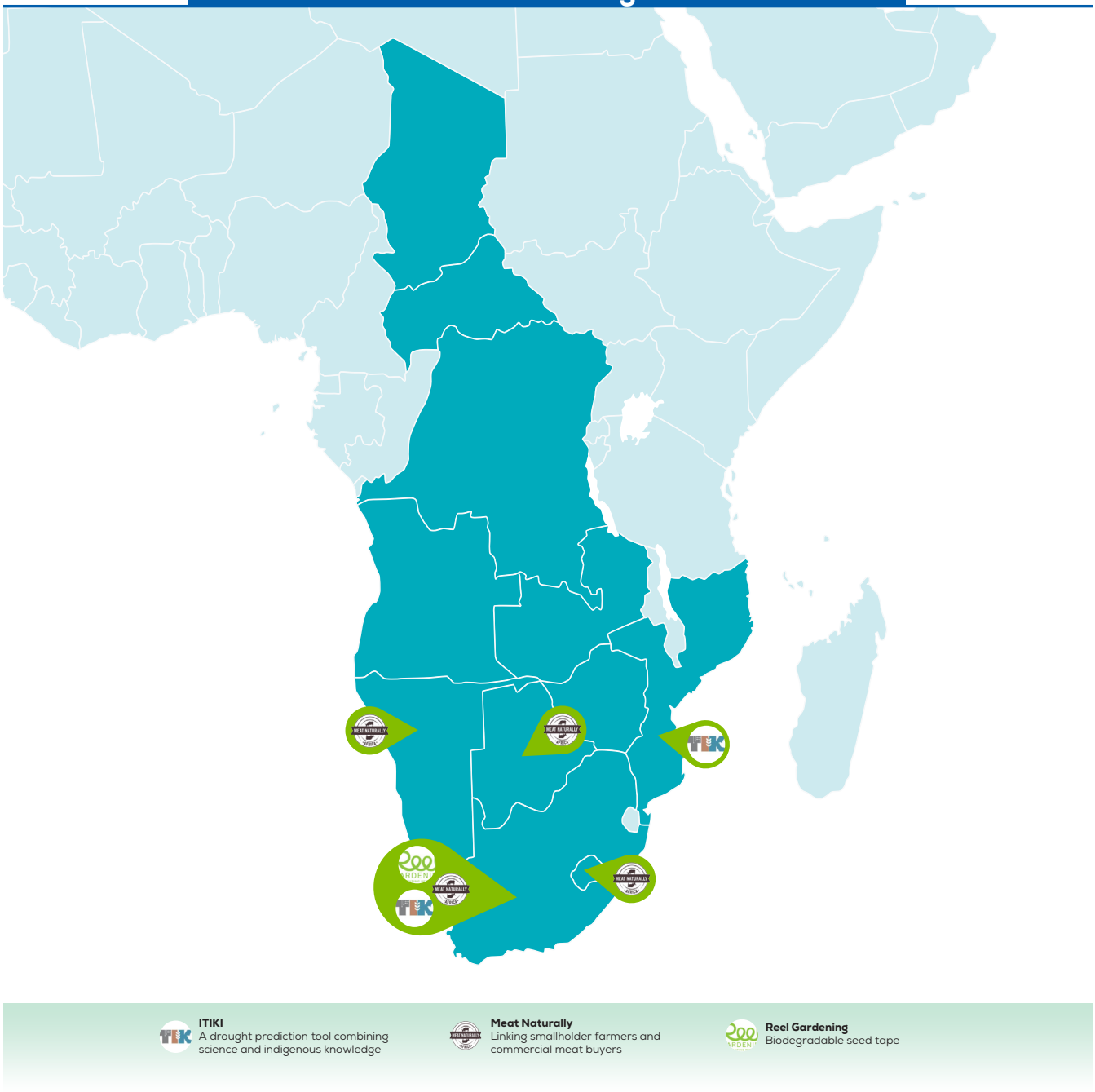
SOUTHERN AND CENTRAL AFRICA REGIONAL INNOVATION HUB



2021 OVERVIEW

In 2021, the S/CA RIH onboarded three legacy innovators, all of which are women-led or women-owned and have a gender-focused business model that targets women end-users. The hub also launched its first Call for Innovations, Expression of Interest from service providers, and Expression of Interest from investors.

South and Central Africa Regional Innovators



ITIKI
A drought prediction tool combining science and indigenous knowledge

Meat Naturally
Linking smallholder farmers and commercial meat buyers

Reel Gardening
Biodegradable seed tape

KEY PERFORMANCE INDICATORS AND CURRENT RESULTS

Key Performance Indicator	Life of Program Target (2020-2025)	Current Results (2020-2021)
KPI 1: Share of supported innovators that successfully marketed their climate-friendly, energy and/ or water-efficient innovations with profit	8% (2% of which are women)	0%
KPI 2: Number of smallholder farmers and other end-users using energy or water-efficient WE4F innovations in their activities	1,000,000 end-users (25% are women)	0 end-users
KPI 3: Total mass of food produced as a result of WE4F innovations	1,300,000 tons	0 tons
KPI 4: Total mass of food processed as a result of WE4F innovations	475,000 tons	0 tons
KPI 5: Total energy saved in the food value chain as a result of the use of WE4F innovations	TBD kWh saved	0 kWh
KPI 6: Total volume of water consumption reduction in the food value chain as a result of WE4F innovations	500,000,000 liters	0 liters
KPI 7: Number of smallholder farmers and other end-users that experience an increase in income	100,000 end-users (of which 25% are women)	0 end-users
KPI 8: Share of innovators and other stakeholders that use tools, methods or processes to monitor the protection of water or biodiversity	80% of innovators	0%
KPI 9: Value of investment in US Dollars that WE4F innovators have mobilized from external sources	$7,500,000 US Dollars	$0
KPI 10: Number of strategies, guidelines, or projects of international, regional or local organizations adopting and disseminating lessons learned from WE4F publications, events, or presentations	2 strategies, guidelines, or projects	0 strategies, guidelines, or projects



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INNOVATOR UPDATES



URIDA (ITIKI) joined WE4F as a legacy innovator following previous participation in the Securing Water for Food Grand Challenge. A needs diagnostic survey determined that URIDA requires support in communicating its business model to new investors and increasing sales of its mobile application-based product to new customers. URIDA is developing its strategic business plan internally, and technical assistance support is scheduled to recommence in the third quarter of 2022.



Meat Naturally joined WE4F as a legacy innovator following previous participation in the Securing Water for Food Grand Challenge.

Meat Naturally requires support for communication outreach to end-user customers and for market analysis of the small livestock market. Its first TA instance is designed to focus on developing a communication toolkit so its eco rangers can conduct community engagement, recruit livestock sellers, provide environmental education, and improve financial literacy related to its payment model. Additionally, a market analysis instance is designed to assist the innovator in assessing the small livestock market's viability, helping it diversify its focus to include sheep and goats.



Reel Gardening joined WE4F as a legacy innovator following previous participation in the Securing Water for Food Grand Challenge.

This innovator achieved significant growth during COVID-19 lockdowns by securing a new manufacturing contract with Shoprite Checkers to produce up to one million compostable seedling pots for customers who spend over R300 in-store, as part of a customer loyalty program.

As a result of the "My Little Garden" Campaign, Reel Gardening was voted Business of the Year by Standard Bank in 2021 out of 1,000 initial entries. It won the award for its ability to adapt and pivot during a challenging year of restricted trading. For 2022, the S/CA RIH plans to assist with finding a new equity partner and preparing the innovator for investment.

2021 IMPACT

CALL FOR INNOVATIONS 1

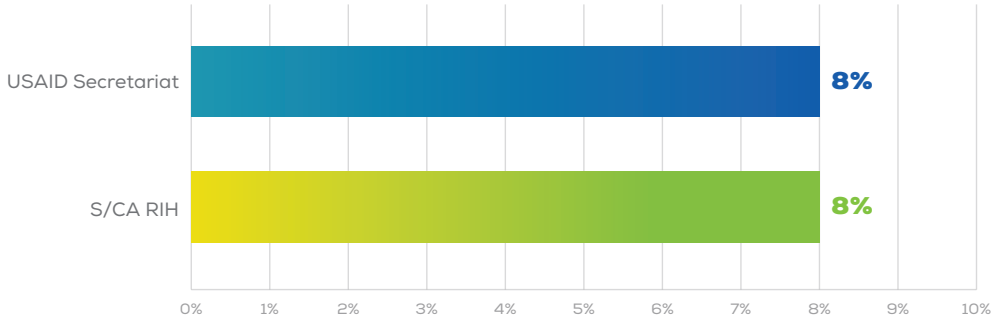
The Southern and Central Africa Regional Innovation Hub (S/CA RIH) launched its first Call for Innovations (CFI1) on November 23, 2021. Following lessons learned from the S/SEA and MENA RIHs, S/CA RIH developed an extensive database of more than 600 organizations for direct outreach. The S/CA RIH also conducted a comprehensive social media campaign across all WE4F social media platforms for the 42-day duration of the CFI1, with two weeks of paid media advertisements on Facebook in location-specific languages (English and French). The hub submitted the CFI1 announcement press release to nearly 50 national and regional media outlets covering consumer and trade audiences. The comprehensive outreach and engagement strategy led to nearly 200 submitted applications, with 49 eligible submissions proceeding to the full application stage.

KEY PERFORMANCE INDICATORS FOR FUTURE RESULTS

To help the hub monitor innovators' progress, all companies complete a baseline survey reflecting target KPIs and WE4F Illustrative Indicators, as set up during AWP development. Most of the KPIs do not yet exist for the hub, because the current legacy innovators do not report toward them. Once CFI1 is completed, targets will be developed based on the numbers that all innovators aim to achieve.

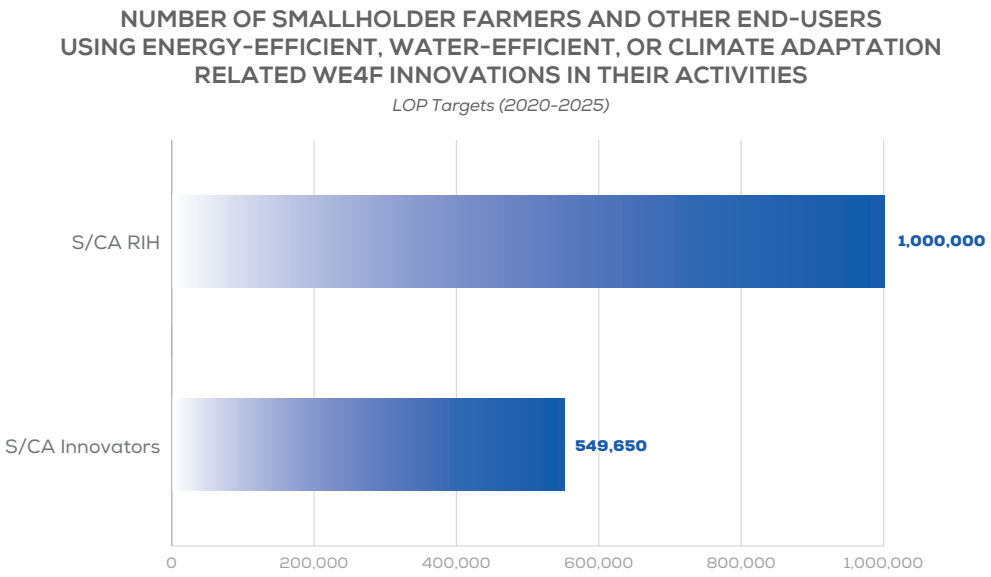
SHARE OF SUPPORTED INNOVATORS THAT SUCCESSFULLY MARKETED THEIR CLIMATE-FRIENDLY, ENERGY AND/OR WATER-EFFICIENT INNOVATIONS WITH PROFIT

LOP Targets (2020-2025)



Please note: no results data was available at the time of reporting.

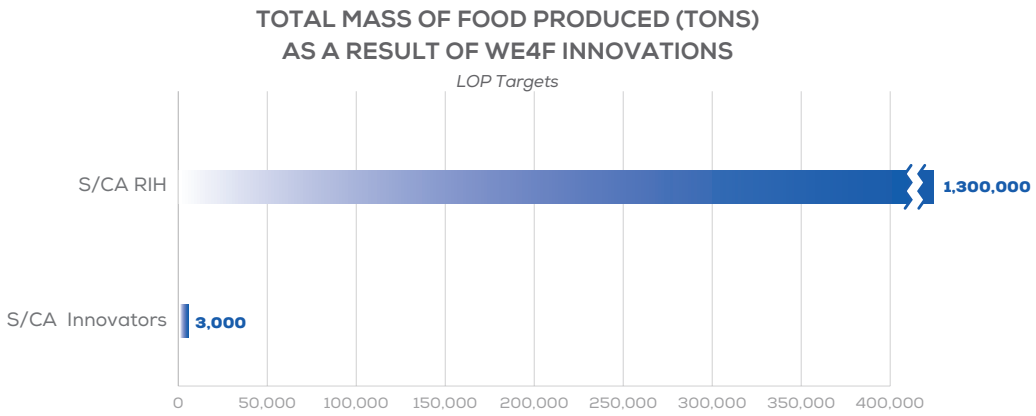
The S/CA RIH's Life of Program (LOP) target is 8% of the future innovator cohort successfully marketing their products, with profit. Because the S/CA RIH only launched in October 2021 and is currently in the process of evaluating CFI1 applications, there are no results yet.



Please note: no results data was available at the time of reporting.

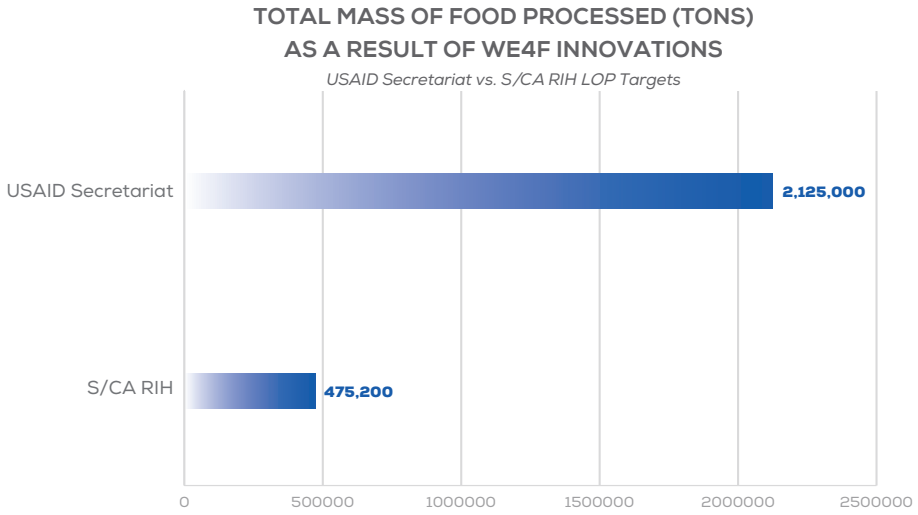
Through the current legacy innovators, the S/SCA RIH could reach just over one-half of the LOP target of 1 million due to their excellent track record. The envisioned upcoming partnerships and outreaches are expected to aid in reaching many of their end-users. To reach the hub's LOP target, innovators still need to be identified and onboarded. This will occur through the hub's CFIs.

All legacy innovators are women-owned or women-led and have a gender-focused business model that targets women end-users. In the coming months, the S/CA RIH will provide gender-focused TA to help the legacy innovators and onboarded CFI1 innovators grow their gender-related impact and integrate gender into their activities.



Please note: no results data was available at the time of reporting.

The legacy innovators' LOP target is 3,000 tons of food produced. To help the hub meet its LOP target, innovators still need to be identified and onboarded. This will occur through the hub's CFIs.



Please note: no results data was available at the time of reporting.

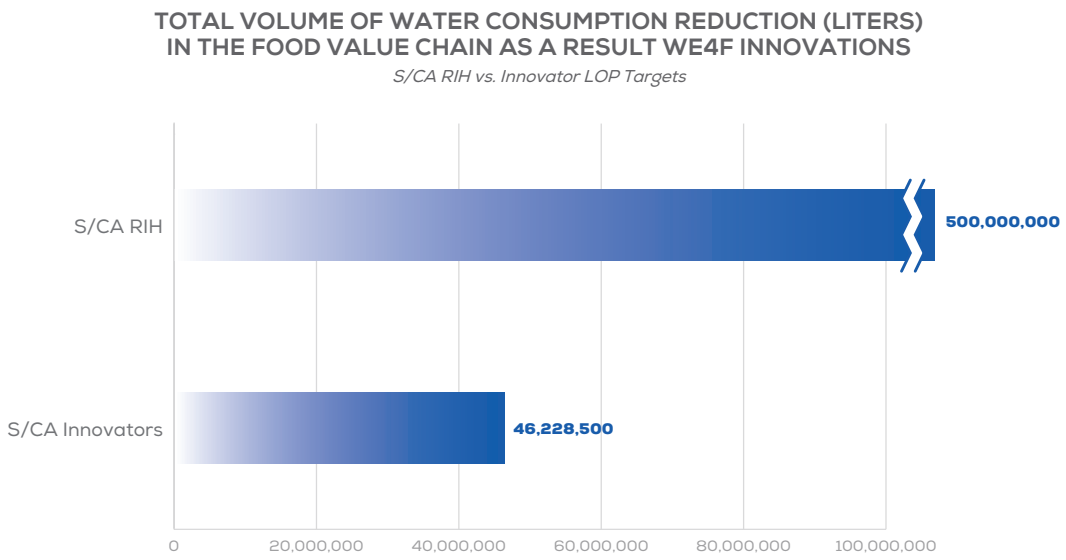
Currently, no innovators are reporting for this KPI. To reach the hub's LOP target, innovators with relevant innovations still need to be identified and onboarded. Depending on the results of CFI1, the S/CA RIH may need to use CFI2 to launch a focused outreach strategy that targets food processing innovators located throughout the S/CA region.

Total energy saved (kWh) in the food value chain as a result of the use of WE4F innovations

Currently, no RIH target sets or innovators are reporting for this indicator. To create and reach an LOP target, innovators with relevant innovations still need to be identified and onboarded. Depending on the results of CFI1, the S/CA RIH may need to use CFI2 to launch a focused outreach strategy that targets energy-saving innovators located throughout the S/CA.

Total greenhouse gas emissions saved (Tons CO2e) per year by end-users through use of products/services of WE4F innovators

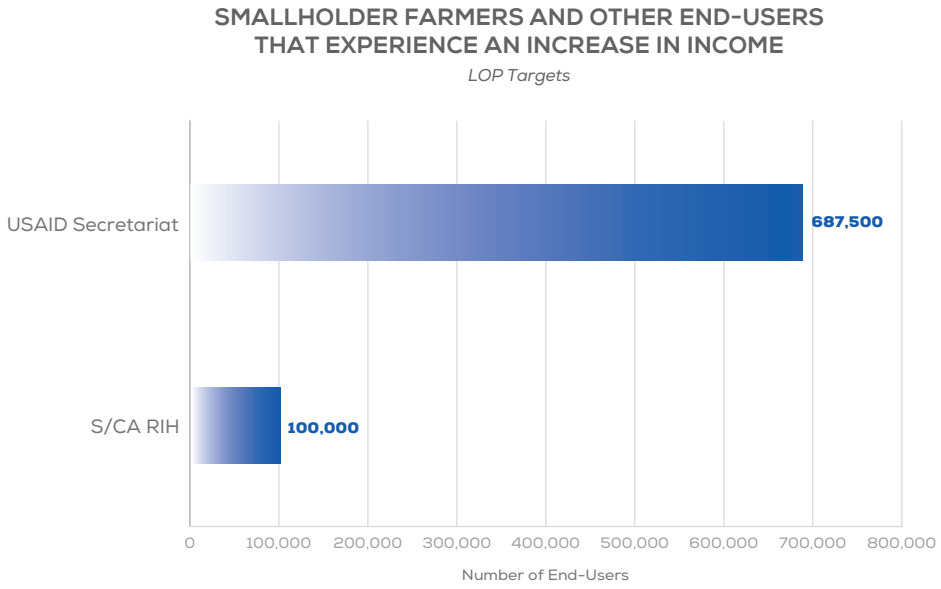
Meat Naturally, a legacy innovator, has an LOP target of more than 1.9 million tons CO2e of GHG emissions saved. This target far surpasses the S/CA RIH LOP target of 3,444 tons CO2e. Meat Naturally is confident that this target is achievable due to its participation in the emissions-intensive meat value chain. As more innovators join the S/CA RIH through the CFIs, the targets for this indicator will shift.



Please note: no results data was available at the time of reporting.

The S/SCA RIH's LOP target is to reduce water usage in food production by 500 million liters while the innovator LOP is 46 million liters. Reel Gardening and Meat Naturally, the two legacy innovators contributing to this target, are optimistic about the potential of their innovations. This is especially true for Reel Gardening, because it saved over 45 million liters of water during the predecessor SWFF program.

Depending on the results of CFI1, the S/CA RIH may need to use CFI2 to launch a focused outreach strategy that targets water-focused innovators located throughout the S/CA region.

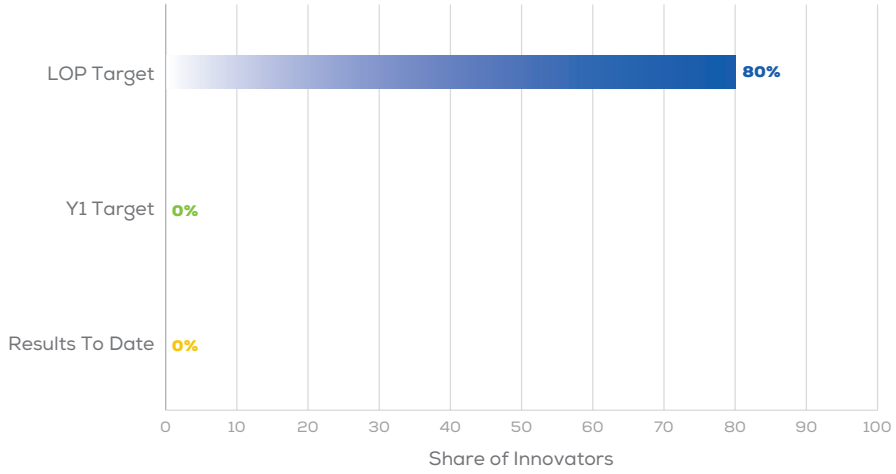


Please note: no results data was available at the time of reporting.

All of the S/CA RIH innovators are implementing a business model focused on BoP impact. Though there are no results for end-user income increase available at this time due to COVID-19 travel restrictions preventing WE4F External Surveyors from conducting field work, more data will become available in the coming months. As more innovators join the S/CA RIH through the CFIs, the targets for this indicator will also shift to reflect updated estimates of BoP impact. The onboarding of innovators will occur through the hub's CFIs.

SHARE OF INNOVATORS AND OTHER STAKEHOLDERS THAT USE TOOLS, METHODS, OR PROCESSES TO MONITOR THE PROTECTION OF WATER OR BIODIVERSITY

S/CA RIH Targets vs. Results To Date

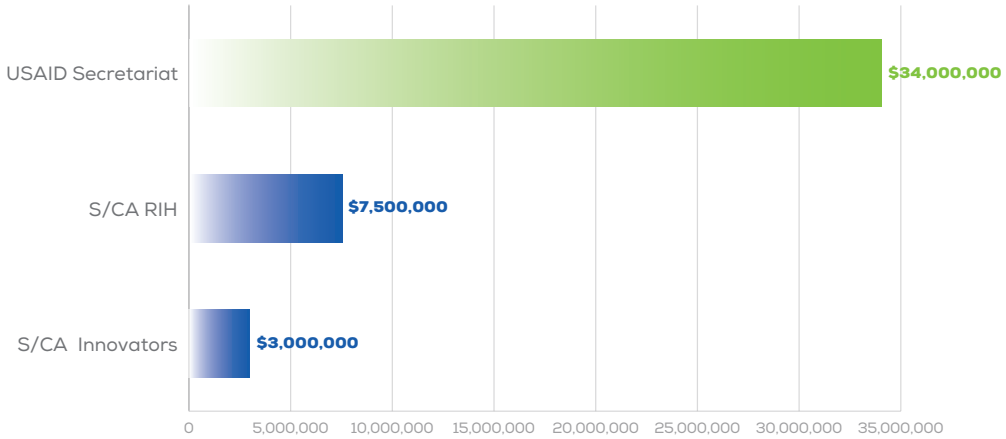


Please note: no results data was available at the time of reporting.

All S/CA RIH legacy innovators provide solutions that address climate change and environmental sustainability. At the S/CA RIH, Meat Naturally provides solutions to improve biodiversity. Additionally, all supported innovators focus on contributing toward climate adaptation and climate mitigation. In the coming months, as innovators are onboarded, the targets will be adjusted.

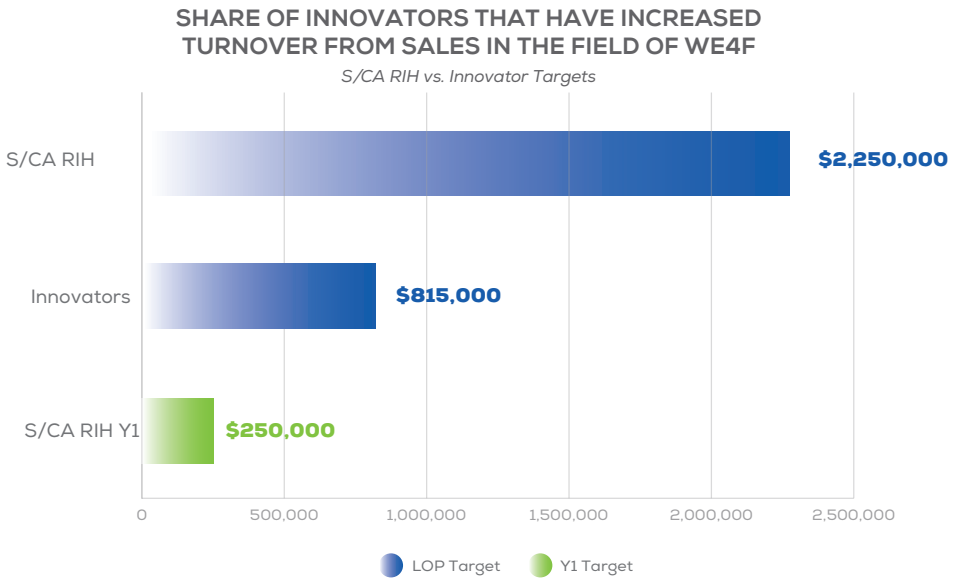
VALUE OF INVESTMENT IN U.S. DOLLARS THAT WE4F INNOVATORS HAVE MOBILIZED FROM EXTERNAL SOURCES

LOP Targets



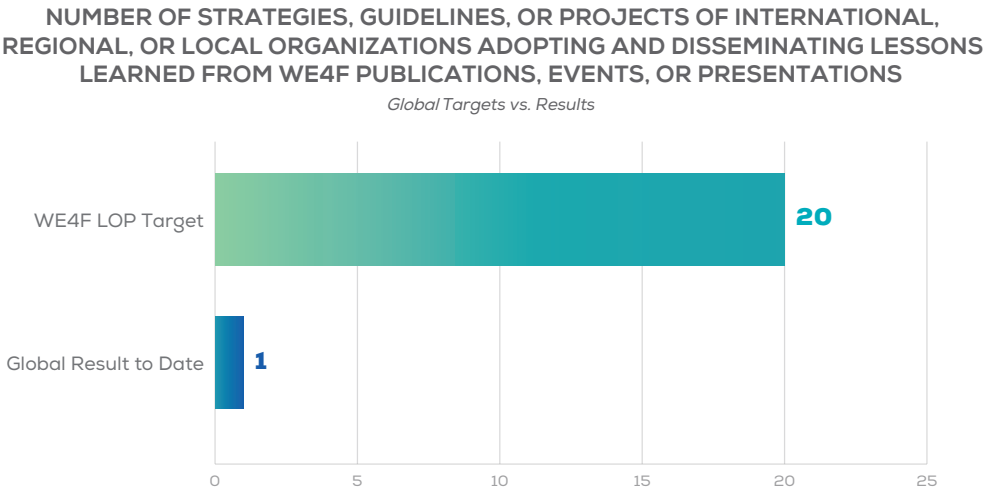
Please note: no results data was available at the time of reporting.

The S/CA RIH LOP target is $7.5 million in investments mobilized by the innovators. The current legacy innovators aim to mobilize $3 million, meeting 40% of the target. The S/SCA RIH views this high LOP target from the legacy innovators as evidence that the legacy innovators are at the appropriate level of commercial viability and that it will be possible to meet the hub LOP targets.



Please note: no results data was available at the time of reporting.

During S/CA RIH's Y1, the hub aims to hit just over 10% of the LOP target. Current legacy innovators aim to reach $815,000 in sales throughout the life of the program – representing just over 35% of the S/CA RIH's LOP target. The S/SCA RIH views this high LOP from the legacy innovators as evidence that the legacy innovators are at the appropriate level of commercial viability and that it will be possible to meet the hub LOP targets.



Because the S/CA RIH just launched, there are no lessons learned that could contribute to this indicator. However, the hub is hopeful for 2022 based on its role in organizing WE4F's participation in the World Water Forum in March 2022.

CHALLENGES AND SOLUTIONS

OPERATIONAL	
CHALLENGES	SOLUTIONS
Hub Launch	
Within the first three months, the S/CA RIH had to: onboard staff; establish administrative processes; produce key contractual deliverables; and advertise its first Call for Innovations.	Since Tetra Tech is the key implementing partner for both the S/CA and S/SEA RIHs, the S/CA RIH benefitted from numerous previously approved processes and templates while working closely with the Secretariat to apply lessons learned.
	Participated in intra-hub workshops with the MENA and S/SEA hubs, where lessons from CFI1 were shared and helpful in ensuring that the S/CA RIH hub would advertise the call in a timely manner.
CALL FOR INNOVATIONS OUTREACH AND INCLUSIVITY	
CHALLENGES	SOLUTIONS
CFI1 coincided with the region's summer and Christmas holiday when businesses traditionally close between December 15 and January 10.	Implemented an aggressive direct outreach strategy to identify potential innovators using national business directories and agricultural chambers to find leads.
	Developed an extensive social media campaign that was published across all WE4F social media platforms to reach audiences in business and social networks.
Budget limitations resulted in no available resources for paid media to advertise CFI1 in less-established markets.	The USAID Secretariat Unit allocated $250 for paid Facebook advertisements to support the S/CA Call for Innovations, with advertisements running from December 16–29, in French and English.
	Developed an extensive database of potential innovators that it targeted through direct outreach.
	Used extensive social media and website analytic data to monitor outreach efforts and pivot strategy as needed.
Low internet connectivity and social media penetration in countries such as the Central African Republic and Chad resulted in low response rates from these territories.	Future CFIs should not rely solely on online marketing and social media and should include more traditional forms of media such as radio and print.
	The hub should explore partnerships with more local institutions to assist in sharing information about the CFI.
The S/CA RIH's 12 target countries are culturally and linguistically diverse countries and have different levels of market maturity.	The S/CA RIH plans to use Country Coordinators based in one of the Francophone countries and one of the Lusophone countries to ensure the materials are available in French and Portuguese and to support the hub team in managing innovator needs.
The CFI1 solicitation document was not made available in French and Portuguese, because the hub did not have the resources or technical capacity to evaluate applications in multiple languages, so the initial CFI was approved with the requirement that only English applications would be eligible.	The S/CA RIH plans to actively seek out partnerships with national and regional organizations that can support the promotion of the next CFI in Francophone and Lusophone countries.
	Applications received in French by the original deadline will also be considered.
	Reopened the CFI1 for a limited window of time from February 7–11 to allow for applicants in Francophone countries to submit applications in French.
	The S/CA RIH aims to follow the CFI1 evaluation plan recommendations laid out by the MENA RIH and its CFI1 evaluations to accept applications in three languages.
	The S/CA hub will consider collaborating with the MENA hub to develop a French CFI solicitation document.
	The hub plans to make sure language skills are present in the Regional Advisory Board (RAB) so it can evaluate applications equitably and inclusively.
The Call for Innovations was not universally understood as a funding opportunity for scaling established agribusiness. In some cases, start-ups and incubator programs perceived the CFI1 as a seed-funding opportunity. Similarly, some of the eligibility criteria, such as ESG integration, needed a further explanation, as did the assumption that funding was not available for ideas, prototypes, and start-ups.	Future CFIs will include more of an explanation of program terms and integrate more widely used regional terms for innovators and innovations.
	A glossary would be helpful to make program participants and stakeholders familiar with the terms used across WE4F.
	The hub plans to explore implementation of a webinar a few months before the launch of the CFI2, focusing on capacity building of potential innovators. This could include applicants who began CFI1 applications but did not complete it.

COVID-19 PANDEMIC	
CHALLENGES	SOLUTIONS
The S/CA RIH is in Pretoria, South Africa. • COVID-19 infections and vaccine hesitancy resulted in high infection rates. • National lockdowns prohibited cross-border travel, in-person gatherings, events, and meetings of more than 50 people. • The South Africa national energy utility implemented rolling blackouts resulting in power outages up of to six hours a day.	Working from the S/CA RIH Office in Pretoria was limited to once a week to ensure the health and safety of the staff but maintain some staff interaction. S/CA RIH team members used online tools such as Microsoft Teams and Google to effectively collaborate. Tetra Tech secured offices for the hub with a backup generator and installed an uninterruptible power supply (UPS) for the internet router to ensure uninterrupted connectivity.

LOOKING FORWARD

CALL FOR INNOVATIONS

New innovators will join the S/CA RIH in 2022. In the first quarter of 2022, the Regional Advisory Board (RAB) reviewed the 187 full proposals submitted. All semifinalists were invited to submit their full proposals during February 2022. The RAB intends to interview shortlisted applicants between February and March 2022, and the evaluation period is scheduled to close at the beginning of March. The finalists will be notified and likely will begin their onboarding process in May 2022, and the hub plans to publicly announce the new innovators.

A second call for innovations will be launched. To improve the application process and concept note stage, the S/CA RIH plans to survey applicants who did not complete their applications to solicit feedback on where to streamline the application process and understand barriers to completion. The hub plans to reach out to these applicants to encourage them to apply during the second call for innovations, and it aims to intensify the direct outreach approach through local and regional partnerships with organizations that can help share the call.

INNOVATOR ACTIVITIES

Technical Assistance

A second EOI from service providers may be required. The hub received few responses to its initial expression of interest, and it may need to advertise this EOI again. Once the S/CA RIH has evaluated the CFI1 applications, the hub plans to evaluate the geographical density and technical assistance needs of innovators so it can target skills needed from service providers and conduct a more region-specific expression of interest.

A gender equality action plan designed to guide the hub's gender integration activities. So far, the hub has developed a draft of this plan to support innovators in reaching more women across their end-user customer bases and understanding the opportunities innovators can harness to be more gender inclusive. The tool is scheduled to be ready for innovators to engage with in May 2022.

An environmental, social, and governance (ESG) framework is intended to support the S/CA RIH's innovators. The hub developed an ESG framework to support innovators in integrating the environmental compliance and pre-implementation environmental impact assessment considerations, as set out in United States Federal Regulation 216.

Legal, Policy, and Regulatory Work

Publish country profiles to provide stakeholders with insights into each country's legal, policy, and regulatory environments. During 2021, the EEU completed five country profiles (of South Africa, Namibia, Zambia, Mozambique, and Botswana) that will be published on the WE4F website in 2022. These resources offer innovators insight into the political economy of each country, challenges, opportunities across the agricultural value chain, and information about the policy environment as it pertains to water, food, and energy.

Engage policymakers and innovators in dialogues about the water-energy-food (WEF) nexus. The EEU plans to complete development of a database of policymakers that can be engaged to advance a dialogue toward a more integrated approach for the WEF nexus. Additionally, the EEU is planning a webinar series for innovators to take place after they are onboarded in July. The webinar is designed to support innovators as they navigate the regulatory environment and integrate gender, social inclusivity, and environmental governance.

Convene policy dialogues at key events, such as the World Water Forum, Africa Water Week, and Africa Energy Indaba. The S/CA RIH invited the East Africa, MENA and West Africa RIHs to participate in the World Water Forum, where the hubs plan to showcase WE4F's pan-African footprint and opportunities for regional cooperation. The EEU plans to use this opportunity to advance the agenda of accessing financing for WEF nexus projects.

Investment Facilitation

Engage innovators and investors, creating investment opportunities. The BU is evaluating potential investors on an ongoing basis and engaging its networks to present the WE4F offering. In August 2022, the BU plans to host a workshop for innovators to prepare them for investment and support them in navigating financial governance.

Partnerships

Maintain current partnerships and pursue new ones. Currently the South African Department of Science and Innovation (DSI) is one of the S/CA RIH's regional partners and is participating on the Regional Advisory Body for the CFI process. The S/CA RIH is also pursuing a new partnership with the Gauteng Innovation Hub to deliver a pipeline of potential innovators for future CFIs. To disseminate information about the hub and innovators, the hub plans to focus on approved regional media outlets and fostering relationships with them.

ANNEXES



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ANNEX I: KNOWLEDGE DISSEMINATION AND EVENTS

JANUARY – DECEMBER 2021

Storytelling

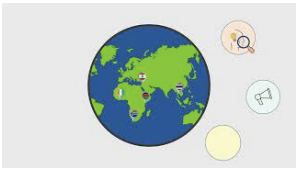
63 blogposts

7	MENA	**1600** unique impressions
10	East Africa	**1500** unique impressions
19	West Africa	**1920** unique impressions
12	S/SEA	**2090** unique impressions
12	Secretariat	**1840** unique impressions
4	S/CA	**1460** unique impressions

Audio Visual

69 videos

8080 views
348 subscribers
465 hours watched



WE4F explainer video

Social Media

Facebook
1783 followers
1622 page likes
143,876 organic reach

Twitter
3990 followers
1.83% engagement
240,100 impressions

LinkedIn
1970 followers
6.23% engagement
129,281 impressions

Knowledge Sharing

Newsletter
11,288 subscribers
22.07% open rate
11.62% iclick rate

Events
17 WE4F-hosted webinars
24 external invitations
2169 Eventbrite followers

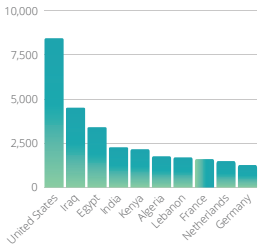


Website

Usage
53,000 users
81,000 sessions
141,000 pageviews

Demographics
150 countries
40% women
32% social media acqusition

Location of Most Website Users



ANNEX II: RISK MATRICES

SECRETARIAT UNIT

RISK	MITIGATION
FINANCIAL RISK	
Inability to fulfill financial commitments made to the RIHs (and in turn the innovators) in a timely manner to support operational activities.	• Developing appropriate financial management mechanisms at both the program and hub levels, including an annual financial report that tracks funding and disbursement across the donors.
OPERATIONAL RISK	
Corruption related to innovator and service-provider selection.	• Developed selection criteria for both new innovators and SWFF/PAEGC innovators. • Created guidelines for RIH's RAB members, including nondisclosure agreements (NDAs) and the identification of any conflicts of interest. • Provided anti-corruption training to RIH staff and adherence to strict codes of conduct encompassing donor rules and regulations.
Insufficient knowledge sharing and lack of out- reach activities.	• Using program-wide CKM Strategies • Organizing recurring meetings where hubs can share successes, failures, and lessons learned externally and across hubs. • Identifying partners with larger/deeper footprint in the nexus, sector, or thematic areas
Potential leakage of proprietary information and organizational secrets.	• Managing end-to-end data integrity by all existing and potential partners, innovators, investors, and other key stakeholders signing comprehensive NDAs. • Prohibiting storage of any personally identifiable information (PII) on any third-party technological platforms. • Encrypting all files.
DEVELOPMENTAL RISKS	
Crowding out of investors and service	• Carried out investor landscape studies in providers. all regions (MENA, S/SEA, EA, WA, S/CA) • Investment facilitation Expression of Interest process allows year-round ability of potential investors to engage with the RIH
Customers not being ready to buy innovators' products/ services under market conditions due to high price levels.	• Integrating end-user financing support through various national and regional partners, as well as working with innovators to build alternate financing mechanisms that fit their business models.
Innovators having a negative environmental impact, especially related to biodiversity, water and other natural resources like soil. Also, risk of short sustainability of innovations – impacting end-users benefit.	• Establishing criteria for innovator selection process that aim to weed out applications that may have a harmful effect on the environment • Identifying innovations that could pose a future threat to the environment and developing a detailed Environment monitoring and mitigation plan for such cases • Working diligently with innovators, providing appropriate technical assistance and expert advisory services through in-house environment experts or Tier 2 vendors. • Integrating environmentally beneficial practices through capacity development activities such as workshops, peer-to-peer learning, sector studies, and partnerships with other stakeholders that support environmental sustainability.
Economic and social risks (e.g., destruction of jobs; negative impact on women and/or the base of the pyramid; and debt traps through finance schemes).	• Assessing innovators' business models in relation to ESG issues at the time of selection (specifically BoP impact, gender integration, and environmental sustainability) • Conducting yearly audits, needs assessment exercises, and quarterly and semiannual RIH meetings to assess these risks at constant intervals and take mitigation actions (e.g., customized TA, advisory sessions with experts, etc.). • Providing focused TA and capacity building, expert advisory input, peer-peer knowledge sharing, and sector studies are applied if implementation of cross-cutting thematic recommendations (e.g., gender, ESG, and BoP integration) is met with resistance from the innovators.

MENA RIH

RISK	MITIGATION
OPERATIONAL RISKS	
Inability to secure enough high-quality innovators under the program.	• Actively promoting RIH opportunities through existing mechanisms. • Conducting an informational webinar after the concept note phase to support the preparation of high-quality applications. • Engagement from consortium partners (and other network partners) to support filling the WE4F pipeline.
Inability of selected innovators to achieve WE4F program goals	• Select more innovators than the final target in order to hedge potential drop-offs or failures (50 instead of the minimum 40 innovators required). • Thorough due diligence of enterprises based on local knowledge and network intelligence. • Clear, but stringent impact-related KPIs and thorough impact related M&E. • Development of a balanced risk-impact portfolio of enterprises. Often enterprises with a very high possible impact are also high-risk and vice versa. The selected portfolio can balance this, minimizing risk and maximizing impact.
Conflict of Interest amongst consortium members already engaged in the WEF market sector	• Establishing clear communication protocols to indicate a potential conflict of interest that may arise in a particular activity or TA incidence. • Determining the capacity of the consortium partners or staff to implement a particular activity and documenting conflicts of interest to the WE4F Secretariat.
Instances of financial mismanagement and/ or corruption within the consortium	• Establishing and implementing effective financial oversight and reporting mechanisms, including regular internal audits of the RIH will be undertaken throughout the implementation period.
Inability to find strong BoP, ESG- and gender-focused innovators both during and after selection	• RAB independent experts' involvement in selecting final awardees will bring additional expertise in ESG impact assessment . • Adjusting the selection process and evaluation criteria based on lessons learned from the first Call for Innovations. • Emphasizing ESG, BoP, and gender objectives during business plan development and through periodical ESG Clinics. • Partnerships and end-user financing built around enhancing the ability of innovators to achieve objectives. • Ensuring satisfactory presence of women in management during the selection process.
POLITICAL AND SOCIAL RISKS	
Country or regional geopolitical instability	• In-country mechanisms to continuously monitor geopolitical situations. • Working in partnership with the founding Partners and the WE4F Secretariat to pivot (and/or limit) activities and update detailed implementation plans to respond to the specific issues. • Relocating the RIH to another country of operation in the event that the operating environment in Lebanon significantly worsens. • Developing a Safety and Security Plan which will guide project operations and will be reviewed annually or as required.
COVID-19 negative market impact	• Our knowledge of the market and continuous monitoring of its shifts, as well as continuous assessment of innovators, will allow supporting the innovators to pivot and manage COVID-19-induced negative impacts. • Continuously conducting market studies on a yearly basis to manage potential turbulent market conditions in the coming years.
DEVELOPMENTAL RISKS	
Innovators' growth constrained as a result of country-specific environments (including legal, financial and regulatory)	• Conducting country level assessments of the legal, policy, and regulatory supporting the development of mechanisms to address specific barriers. • Our multi-phased Call for Innovations selection process will also support the mitigation of this risk by allowing early identification of risks and developing mitigates in the innovators' transformational work plans.
innovations having a negative impact on environment (overutilization of resources) or lead to social harm (destroy jobs in other sectors)	• Mitigating this risk through helping innovators with TA assistance and capacity building for prevention plans • Including the overall impact on ESG in criteria for selection of innovators • Addressing these negative impacts through sector studies, and direct interventions that could change the impact

Concentration of innovators in certain technologies, countries or business models	• Tapping into stakeholders' channels and networks and using multiple communication media and messaging to ensure diversity in applicants. • Executing targeted sub-calls to balance deviation and ensure diversity of supported enterprises. • Hiring dedicated staff to increase representation in countries outside of where the consortium is located.
Agriculture related risks such as [draught, flooding, extreme heat, etc.] may delay transformational plan of the innovators' businesses	• Developing clear process mitigation mechanisms to address the progress and implementation stages of the growth and transformation plan.
Instances of financial mismanagement and/ or corruption among the supported innovators	• Consider transparency & integrity as selection criteria; consider exit options for innovators that do not meet integrity standards. • Executing tight control over the provided grants to the enterprises.
Business Continuity disruptions of the innovators due to high turnover and difficulties attracting talent	• TA and IRP team will help innovators revisit their hiring modalities and will follow-up on TA delays due to change in innovator team in order to minimize their impact.
Business Continuity disruptions of the innovators due to unstable economic situation and high inflation rates, depreciation of local currencies and/or unavailability of banking funding	• Helping innovators with the below: • Securing funds from private investors and international funding partners in countries with no banking facilities. • Improving management of operating cash flow • Finding the right balance between exporting objectives in order to secure foreign currencies and local expansion objectives to enhance local footprint and food security and ESG impact. • Grant budget reallocation could be considered if needed.

S/SEA RIH

RISK	MITIGATION
POLITICAL AND SOCIAL RISK	
Potential impact of the changing socioeconomic and political context on program implementation (e.g., COVID-19) and frequent government policy and regulatory changes on innovators' growth and expansion (e.g., tax incentive, tariff allocation)	• Monitor the COVID-19 situation on the ground via S/SEA RIH's network • Update the country profiles for any changing scenarios • Consistently inform the innovators via monthly policy and market updates • Strongly coordinate with development partners and relevant networks • Regularly update innovators on the new policy changes and collaborate with the relevant policy advocacy groups or networks for timely intervention
Effects of differing social and cultural norms on program engagement and innovators' outreach plans	• Document the social and culture issues and incorporate a variety of offline and online awareness programs into the CKM Operational Plan. • Use Country Coordinators to bridge communication gaps in the focus countries
OPERATIONAL AND IMPACT RISK	
Imbalanced innovator location	• Designed innovator selection criteria to align with the objectives of the WE4F program • Identified and reached out to key partners (i.e., accelerators and impact investors) in countries where WE4F currently has a limited presence • Participate in regional and global events to increase the visibility of the program
Ineligible applicants due to organizational size,limited relevance, and/or suitability to the program	• Provided clear and concrete criterion in the solicitation document about the type and size of applicants to explain which applicants are not only eligible but also are suitable for the program • Reached out to more mature companies using the networks of impact investors, accelerators, business association, chambers of commerce and local donor-funded programs
Match the pace of rapidly-evolving innovator needs	• Regular engagement with innovators beyond technical assistance to have a better sense of their changing needs. • Adapt technical assistance delivery quickly to serve innovators' current needs while accounting for strategic changes in the future. • Start in-person meetings and field visits to better understand innovators' context

Capacity and expertise of team members to meet innovator needs, especially when the team members change	• Create a repository of technical assistance assignments and conduct knowledge sharing sessions to build internal capacity • Map capacity gaps and leverage Tier 2 resources to meet innovator needs • Update process mapping documents for new team members to understand and adapt to the needs of the WE4F/innovator • Start in-person meetings and field visits to better understand innovator context
Lack of trust between innovators and the S/SEA RIH	• Improve the team's capacity to support innovators in strategic aspects • Strengthen ad-hoc support beyond technical assistance (i.e., introduction to partnerships, facilitation of peer learning, and sharing of strategically relevant resources/opportunities with innovators) • Streamline internal and external communications considering innovators' priorities and making responses easier for the innovators.
INVESTMENT RISK	
Investors and lenders' cautious approach to the agricultural sectors	• Support innovators in creating attractive investment opportunities • Mitigate risk through WE4F innovations. See table below for examples.
Missing intermediary and transaction services ecosystems in S/SEA – lack of ability to gather data, bring together experts, and verify information.	• Serve as a neutral third-party that provides investment facilitation services for both WE4F innovators and WEF nexus investors • Pool the costs of identifying and providing due diligence transactions, in addition to serving as a trusted adviser throughout the investment process.

S/CA RIH

RISK	MITIGATION
POLITICAL AND SOCIAL RISK	
Changing socioeconomic and political context can affect program implementation (e.g., COVID-19, unrest)	• The S/ CA RIH led by Tetra Tech has undertaken a Facility Risk Assessment and receives regular security briefings. • Plan for virtual or hybrid events to accommodate the prevailing COVID context.
Differing social and cultural norms can affect program engagement and outreach	• Incorporate a variety of offline and online approaches into CKM Operational Plan. • Country Coordinators could bridge and close communication gaps in the focus countries
Languages across the region include English, French, Portuguese and Arabic	• The Call for Innovations must be advertised in all languages to be inclusive and equitable
OPERATIONAL RISK	
Imbalanced innovator location	• Leverage donor relationships and country missions for support in remote countries with underdeveloped enterprise ecosystem • Pursue new strategic partnerships in countries where WE4F currently has a limited presence in order to leverage partner resources for engagement and outreach and access local networks in order to reach innovators, service providers, media and potential investors while
Ineligible applicants	• Ensure CFI eligibility criteria are clearly communicated throughout the CFI application period by creating relevant social media, blog posts, and detailing it in CFI webinars. • Survey applicants who do not successfully complete an application to better understand the barriers. • Engage business networks and chambers of commerce to reach more mature companies • Provide better communication outreach on the program objectives in plain language.
INVESTMENT RISK	
Investors and lenders typically approach agricultural sectors with caution	• Demonstrate to investors that WE4F works with qualified innovators to create attractive, derisked investment opportunities that offer a high social return on investment (SROI)
Donor fatigue in the region because of numerous natural and humanitarian disasters, political instability, and poor financial governance	• Emphasize strategic investment opportunities that yield sustainable outcomes such as increased food security, increased income, improved biodiversity. • De-risked investment, immediate impact investment outcomes due to pre-vetting and due diligence conducted.

ANNEX III: GLOSSARY OF TERMS

Age: this is a disaggregation based on age which categorizes end-users as "youth" (15-24 years), "adult" (25-59 years), or "elderly" (60 years or older) (USAID).

Agricultural good: a disaggregation of goods produced and processed with the use of WE4F innovations as defined by the FAOSTATA Commodity List Groups (FAO).

Base of Pyramid: this refers to a consumer market with the lowest level of daily income as compared to the rest of the consumer market. In low-middle income countries and low-income countries, individuals categorized as within the base of the pyramid have per day income between $2 to $6 per day on average (F. Subhan, A. Khattak).

Cash: a type of investment extended to innovators directly in the form of money through a financial instrument.

Dry weight: the weight recorded after drying the raw produce at temperatures higher than the ambient air temperature (e.g., around 65 - 100°C), to drive off the water.

EBITDA margin: EBITDA is earnings before interest, taxes, depreciation, and amortization. EBITDA can be found by the sum of operating profit, depreciation, and amortization. This should be calculated and reported at the company level for the innovator. For an explanation of how to calculate the EBITDA, see the resource linked here using the *"Operating Income" Method"*: (investopedia) The *EBITDA Margin* is equal to the EBITDA divided by gross sales or gross revenue.

End-user: firms, individuals or organized groups of individuals who use WE4F innovations and can be identified as direct beneficiaries.

Existing innovator: an innovator which was previously funded by and participated in the Powering Agriculture Energy Grand Challenge or the Securing Water for Food Grand Challenge for Development.

Food processor: firms or individuals who operate between the food production and consumption points of the food value chain. This includes those who may process raw organic goods to create other products, who make goods out of crops, who store food, or who otherwise process agricultural goods.

Food producer: those involved in food production defined as "all of the activities involved in the production of raw food materials, such as crop and livestock commodities." (P. Goldsmith, 2016).

Food value chain: The term "value chain" describes the full range of value-adding activities required to bring a product or service through the different phases of production, including procurement of raw materials and other inputs, assembly, physical transformation, acquisition of required services such as transport or cooling, and ultimately response to consumer demand (World Bank).

Fresh weight: the weight recorded immediately after the plant has been harvested or the fish has been caught. This measurement should be used for all fruits, vegetables, and non-dried fish.

Functional scaling: adoption of the innovation in another sector via a new use or application of the innovation (WE4F PAD).

Gross profit; gross profit margin: the total sales of the innovation minus the cost of innovation sold. The gross profit divided by the total sales equals the gross profit margin.

Horizontal scaling: the introduction of a product or service to a new geographical market or group of consumers who previously were not reached (WE4F PAD).

In-kind: a type of investment extended to innovators in the form of a service or good and can be either "external" or "internal" in-kind contributions. Examples of external in-kind contributions include but are not limited to the value of capital assets or time donated by technical or business experts. Resource sharing from publicly-funded programs also qualifies as external in-kind investments. Examples of internal in-kind investments include the value of salaries for staff dedicated to a project or self-investment.

Income quintiles: income quintiles divide income into five equal and ascending categorizations of income levels starting with income falling in the lowest 20% of income values and increasing to those within the highest 20% of income values. The boundaries for each income quintile which allow incomes to be disaggregated according to quintile are recalculated annually based on the World Bank's PovcalNet tool by the secretariat M&E specialist and done so at the national income level (PovcalNet Tool).

Innovation: a product, process, service provided by a WE4F awardee or partner which is marketed towards end- users within the food value chain and whose aim is to improve the water and/or energy efficiency/sustainability of the agricultural related activity that it is applied to. These solutions may fall into any of the "Innovation Types" defined in the WE4F PMEP and must aim to have the net positive environmental, social, and/or economic effects outlined as program goals in the WE4F Program Activity Document (PAD). This may include innovations created, marketed or implemented by WE4F-supported PPPs, innovators as defined in this annex, or their partners

Innovator: this includes organizations or companies seeking to scale an innovation as defined in this annex who receive WE4F grant funding and/or technical assistance. This is distinct from and does not include public private partnerships (PPPs).

Leverage: This is the total value of externally sourced cash or in-kind resource contributions provided to a WE4F innovator by a private sector partner or non-government entity, excluding any resource contributions from a government body*. Resource contributions which qualify as "leverage" may be provided in the form of equity, loan or grant to a WE4F innovator and must be applied by the innovator to its operations which are associated with WE4F involvement. Financial restructuring of debts and other finance schemes (options, insurance products, additional business partners, licensing or others) which reduce costs and/or generate/multiply significant financial resources for scaling purposes are considered to be part of a leverage process. Additionally, resource contributions to innovators which cannot be counted as "leverage" include: forgone profit or forgone revenue, price discounts, general overhead costs for an organization not directly associated with WE4F, commitments to pay a price premium for products or services generated as a result of WE4F activities. Any instance where innovators sum the value of smaller contributions such as meeting space, training refreshments, transportation costs, etc. also do not qualify as "leverage." *(For GIZ-associated innovators only, instruments within other GIZ supporting tools for innovators such as grant aids and loans and own innovator contributions are also considered leverage.)

Life Cycle Assessment (LCA): a method of assessing environmental impacts associated with all stages of a product's life. For example, it measures impact from raw material extraction to materials processing, manufacture, distribution, use, repair and maintenance, and disposal or recycling. The goal of LCA is to compare the full range of environmental effects assignable to products and services by quantifying all inputs and outputs of material flows, and then assessing how these material flows impact the environment (U.S. Dept. of Agriculture).

Marginalized groups: these are defined as groups which have less access to resources or social standing than the norm in a community. Identification of groups which fall under this definition will vary globally and should be established at least at a national level by local staff and experts. Marginalized groups may differ from the rest of the population based on four dimensions also included as disaggregation: gender, income, rural/urban and age.

(MSMEs) Micro-Enterprises, Small and Medium Enterprises: "Micro-enterprises" are defined as enterprises with 10 or fewer employees (FTEs), including small-holder farmers. Small and Medium enterprises are generally defined as those with potential to grow, create new jobs, provide goods and services to others, and start-ups. "Small Enterprises" generally have 10 to 50 employees and "Medium Enterprises" typically have 50 to 250 more than 50 employees. When innovator enterprises are being defined as micro, small, or medium, local context and market conditions should be taken into account and influence the standards used to categorize enterprises based on their staff size. This also includes all types of enterprises, irrespective of their legal form (such as family enterprises, sole proprietorships or cooperatives) or whether they are formal or informal enterprises.

New innovator: an innovator which was not previously funded by or participated in the Powering Agriculture Energy Grand Challenge or the Securing Water for Food Grand Challenge for Development.

Operating profit; operating profit margin: operating profit equal gross profit minus total operating costs. This is also equivalent to total sales of the innovation minus the cost of innovation sold and minus operating costs. Operating profit margin can be found by dividing operating profit minus total sales (investopedia.com).

Public-Private Partnership (PPP): The term 'public-private partnership' (PPP) or 'development partnership with the private sector' (DPP) is used for measures jointly implemented by GIZ or USAID and at least one partner from the private sector. The partners pursue a shared goal together and cooperate at eye-level. All partners contribute expertise, in-kind-inputs and/or money whereby the private sector contributes at least 50% of the overall budget. For the USAID unit of the secretariat, please refer to the definition for the Global Development Alliance (GDA).

Rural: areas defined as having distinctly lower population densities. The defining population density of those areas which qualify as rural vary by country and should be referenced directly from national statistical or census authorities and guidelines (United Nations Statistics Division).

Smallholder/medium-large scale farmers: smallholders are defined as producers with less than 5 ha; medium-large scale farmers includes farmers who have mid-sized farms of 5-100 ha or large-sized farms ≥ 100 ha (FAO STAT).

Innovation Types: this is a disaggregation which refers to the category of technology which the WE4F innovation falls under. These categories of innovations are under revision and will be finalized in the final version of the WE4F PMEP.

Urban: areas defined as having distinctly higher population densities. The defining population density of those areas which qualify as urban vary by country and should be referenced directly from national statistical or census authorities and guidelines (United Nations Statistics Division).

US Dollars: Data reported in US dollars but originally denoted in a different currency should always be converted to US dollars using InforEuro which provides the European Commission's official monthly accounting rates (InforEuro).

Vertical scaling: the introduction of a product or service at a new level or size (upwards or downwards) e.g. introducing a product previously marketed at a municipal level to a national-level market (WE4F PAD).

Women-led/Women-owned: this includes innovator enterprises where a) at least 50.1% ownership/ stake is held by a woman/women; or b) at least 1 woman is in a senior management position or at least 30% of the board of directors being women (where a board exists); or c) women make up at least 50% of management and are a part of daily operations and decision-making in cases where a board does not exist.

WE4F Innovator Financial Resources Categories: The Diagram below outlines what types of financial resources should be reported by innovators and how these differs across WE4F's financial resources indicators

ANNEX IV: WE4F TECHNICAL ASSISTANCE TYPES

Though each RIH may differ in the terminology they use in TA operations, all TA data will be reported to the WE4F secretariat and in the WE4F M&E platform according to the definitions outlined in this document. Any instances of TA which does not match one of the following definitions must be reported as "Other." Additionally, instances of TA which fall under one of the following definitions but are not listed as "definition content", may also be attributed to the associated TA type. RIH-level documents related to TA should generally align with this content and adopt this terminology wherever possible.

INVESTMENT READINESS

- Investor matchmaking or roadshows
- Investment sources analysis
- Investor landscape analysis
- Term sheet negotiation support in financial close
- Fundraising
- Financial analysis and projections
- Investment strategy
- Capital mapping
- Company valuation or Value Creation Plan
- Transaction advisory services
- Investment pitch coaching

Investment Readiness: includes TA which aims to improve the innovator's ability to identify potential investors, attract and meet the requirements of potential investors, financially manage existing investments, or provide investment brokerage services. This may include a focus on investor matchmaking or roadshows, investment sources analysis, investor landscape analysis, deal brokering and structuring including term-sheet negotiation support, fundraising, financial analysis and projections including investment strategy, capital mapping, company valuation and value creation plans, transaction advisory services, or investment pitch coaching.

BUSINESS DEVELOPMENT

- Business modeling
- Business growth strategy
- Business mentorship facilitation
- Advisory services on import tariffs
- Supply chain management
- Business/industry partner identification
- Proposal writing

Business Development: includes TA which aims to support the overall strategic growth of an innovator and accelerate scaling in terms of the innovator's market share and/or income of the innovator's business. This may include a focus on business modeling or business growth strategy, business mentorship facilitation, supply chain management, import tariff advisory services, business/industry partner identification, or proposal writing.

PRODUCT DEVELOPMENT/REFINEMENT

- Product diversification
- Product quality control
- Product lifecycle management
- Product development/refinement
- Advisory services on product standards and certifications
- Technology assessment and selection

Product Development/Refinement: this includes TA which aims to improve the technical quality or market value of a specific product or service provided by an innovator in an effort to accelerate scaling of the product or service. This may include a focus on product diversification, product quality control, product lifecycle management, product development/refinement, advisory services on product standards or certifications, or technology assessment and selection.

GENDER INTEGRATION

- Gender inclusive business modeling
- Gender integration policy and advocacy
- Gender mainstreaming advisory
- Gender-based missing markets analysis
- Gender responsive firm level policies
- Partnerships for gender-related impact

Gender Integration: this includes TA which aims to maximize positive impact and/or minimize negative effects of WE4F innovations on female end-users and stakeholders along the food value chain or increase the portion of innovation end-users who are female. This may include a focus on gender inclusive business modeling, gender integration policy and advocacy, gender mainstreaming advisory services, gender-based missing markets analysis, gender responsive firm-level policies, or facilitating partnerships with a focus on gender-based impact.

BASE OF PYRAMID (BOP) IMPACT

- End-user financing modeling
- In-house credit facility development
- BoP impact assessment
- BoP business model advisory
- Partnerships for BoP impact

Base of Pyramid (BoP) Impact: this includes TA which aims to maximize positive impact and/or minimize negative effects of WE4F innovations on poor end-users and stakeholders along the food value chain while increasing the portion of innovation end-users who are considered to be in the Base of the Pyramid. This may include a focus on end-user financing modeling, In-house credit facility development, BoP impact assessment, BoP business model advisory services, or facilitating partnerships focused on BoP impact.

ENVIRONMENTAL SUSTAINABILITY

- Holistic Environmental impact assessment
- Environmental business model advisory
- Partnerships for environmental impact

Environmental Sustainability: this includes TA which aims to maximize the positive impacts and/or minimize any negative effects of WE4F innovations on environmental sustainability including conservation of natural resources and biodiversity, climate change adaptation, or environmental pollutant reduction. This may include a focus on holistic environmental impact assessments, or the facilitation of partnerships with a focus on environmental sustainability.

ORGANIZATIONAL CAPACITY DEVELOPMENT

- Human resources management
- Financial management and accounting systems
- Audit system efficiency
- Team management and leadership training
- Operational efficiency and expansion

Organizational Capacity Development: this includes TA which aims to improve the internal processes, procedures, and non-financial resources of an innovator's organization in such a way that organizational capacity is improved. This may include a focus on human resources management, financial management and accounting systems, audit system efficiency, team management and leadership training, or general operational efficiency and expansion.

PUBLIC RELATIONS (PR) AND COMMUNICATIONS

- Communications or PR strategy development
- Graphic design
- Website development
- Social media management
- Content development training
- Media training
- Presentation and storytelling coaching

Public Relations (PR) and Communications: this includes TA which aims to improve external communication activities of innovators and their organization, which are directed towards external audiences, excluding investors or potential customers. This may include a focus on communications and public relations strategy development, graphic design, website development, content development training, social media management, media training, or presentation and storytelling coaching.

MARKET RESEARCH AND ANALYSIS

- ESG-related market research
- Sector/theme based market research
- Geography/region based market research

Market Research and Analysis: this includes TA which aims to improve innovators' market knowledge and provides information on the existing or potential markets for an innovator's product/service. This may include a focus on ESG-related market research, sector/theme-based market research, or geography/region-based market research.

MARKETING AND SALES

- Smallholder marketing and outreach
- Traditional and digital marketing
- Sales modeling and strategy
- Sales processes and operationalization
- Sales training
- Customer service

Marketing and Sales: this includes TA which aims to increase the number of innovation end-users by creating or improving innovators' marketing/sales strategies targeting potential customers of their product or service. This may include a focus on smallholder marketing and outreach, traditional and digital marketing, sales modeling and strategies, sales processes and operationalization, sales training, or customer service.

LEGAL SERVICES AND GRANT AGREEMENT COMPLIANCE

- Legal advisory services
  Partner/Vendors contracts
- Intellectual property
- Regulatory advisory services
- Policy and advocacy coaching
- Grant compliance and modifications

Legal Services and Grant Agreement Compliance: this includes TA which provides advisory services and training on topics related to legal agreements, requirements, or regulations that innovators' encounter with external governing bodies and private stakeholders as well as their existing legal agreements with the WE4F program or RIHs. This may include general legal advisory services, those related to partner/vendor contracts or intellectual property, advisory services on country regulations/laws, policy and advocacy coaching, or grant compliance and modifications.

MEL ADVISORY SERVICES

- MEL requirements
- Data collection/management training
- Impact and performance monitoring
- MEL capacity and operations assessment
- Indicator target-setting
- Indicator development

Monitoring, Evaluation, and Learning (MEL) Advisory Services: this includes MEL advisory services and technical MEL support for innovators which may clarify existing MEL requirements and may include data collection/management training, impact and performance monitoring, innovator MEL capacity and operations assessments, or advisory services focused on indicator target-setting and indicator development.

OTHER

- Travel services
- Technical writing and scope of work development
- Information technology support

Other: this only includes TA which cannot be categorized under any other type of TA and includes a wide range of TA focuses and services. This type of TA may include but is not limited to: travel service support, general technical writing and SOW development, or information technology support services.

ANNEX V: WE4F INNOVATION TYPES

Though there are expected to be a wide of technologies or innovations supported under WE4F, all innovation data will be reported to the WE4F secretariat and in the WE4F M&E platform according to the definitions outlined in this document. Any instances of an innovation which does not match one of the following definitions and is not digital or financial in nature must be reported as "Other." RIH-level documents related to innovations should adopt the terminology and definitions in this document.

Energy – Farm input: This includes innovations which are used as energy efficient inputs or pre-harvest treatments themselves or improve the energy efficiency of existing agricultural inputs.

Energy – Farm production: This includes innovations focused on increasing the energy efficiency and renewable energy in agricultural production and/or harvesting processes. This may include labor saving technology or the replacement of: human or animal labor with machines, existing machines with more energy efficient machines, or the improvement of existing machines.

Energy – Agricultural processing: This includes innovations which use renewable energy or aim to improve the energy efficiency of value-added food processing including the transformation of raw agricultural goods to food stuffs or the changing of food stuffs to other more valuable forms.

Energy – Energy production and infrastructure in agriculture: This includes innovations which improve the energy efficiency of existing energy production methods, energy distribution infrastructure, or energy storage methods which are being used to support agricultural processes.

Energy – Aggregation and storage in agriculture: This includes innovations used post-harvest in food aggregation, packaging, and storage which use renewable energy or aim to improve the energy efficiency of these agricultural processes.

Energy – Agricultural goods transport: This includes innovations which improve the energy efficiency of the transport of agricultural goods using renewable energy or using other energy efficient solutions.

Water – Irrigation: This includes innovations which are new water efficient methods or improve the water efficiency of existing processes used to divert water from its source and distribute or redirect water resources for the purpose of agricultural production.

Water – Capture/storage in agriculture: This includes innovations which aim to improve water efficiency in agriculture by collecting and storing water, including rainfall, for agricultural purposes.

Water – Reuse in agriculture: This includes innovations which treat wastewater or support the reuse of water resources to improve the water efficiency of agricultural processes.

Water – Quality/salinity in agriculture: This may include technologies which use brackish or saline water to improve the water efficiency of agricultural processes or which treat poor quality or saline water to increase freshwater resources for agricultural use.

Digital solutions: This includes innovations which are digital in nature and improve the water and/or energy efficiency of agricultural processes but cannot be defined by one single other innovation type listed. Any digital innovation which does match only one definition for an existing innovation type should be categorized under that innovation type.

Financial solutions: This includes innovations which improve the financial access or financial resources of actors within the food value chain including food producers, food processors, and direct end-users of agricultural goods.

Other: This includes innovations which are not digital in nature, improve the water and/or energy efficiency of agricultural processes, and cannot be defined as any other one innovation type.

ANNEX VI:
GUIDING PRINCIPLES FOR ESG IN WE4F

The guiding principles mentioned below are based on the United Nations Principles for Responsible Investment (UNPRI). However, these principles have been evolved and customized to align with WE4F's vision and goals as follows:

PRINCIPLE 1: WE4F will be an active issue manager and incorporate ESG issues into decision-making processes, operating structures and practices.

- WE4F will integrate ESG issues into all key activities of the program, from the call for innovation, due diligence, innovator's need diagnostics & acceleration work planning to technical assistance, investment facilitation, public private partnership and ecosystem building. While also incorporating it as part of WE4F monitoring, evaluation and learning.

PRINCIPLE 2: WE4F will work together with all stakeholders to enhance our effectiveness in implementing the principles related to ESG.

- WE4F will hold discussions with ESG experts in order to mainstream the conversation around ESG in the WEF nexus.
- WE4F's Steering Committee lays out the vision for all internal stakeholders on objectives and ambitions related to ESG integration.
- The regional innovation hubs will support the selected innovators to ensure implementation of activities related to ESG integration.

PRINCIPLE 3: WE4F will promote acceptance and implementation of the principles related to ESG within the WEF and larger international development ecosystem.

- WE4F will build partnerships with like-minded organizations and nexus actors who align with our mission of integrating ESG principles into their business practices and decisions.
- WE4F will seek collaboration with organizations having experience in ESG application in portfolio development.
- WE4F will share successful case studies as well as lessons learned, related to ESG integration, with the larger international development ecosystem.
- WE4F will share our activities and progress towards implementing the principle in the annual report.
- WE4F will contribute to regional, supra-regional, and global policy level by sharing the progress and outcomes of programmatic activities related to ESG integration.
- Wherever relevant and applicable, WE4F will liaise with local government ministries/agencies to promote the integration of ESG issues.

PRINCIPLE 4: WE4F will seek appropriate disclosure, on ESG issues, by the innovators in which we invest.

- WE4F would require that each of the selected innovators must undergo a self-assessment on social and environmental compliance and disclose any social and environmental risks before being onboarded in the program.
- WE4F would seek to strengthen the ESG disclosure system of the program by integrating learning from experienced organizations.
- WE4F would require innovators to disclose their contributions, at the application stage, related to other ESG parameters like gender integration, poverty reduction, livelihood creation for youth, and environment

- WE4F would seek self-declaration from the onboarded innovators about complying with all legal and governance related rules and regulations within the existing law.

PRINCIPLE 5: WE4F will work with a "no one size fits all" approach so as to provide an equitable platform for all the selected innovators to progress on ESG related parameters.

- WE4F will analyze ESG integration levels of each of the selected innovators and bucket them into beginner/intermediate/advanced so that the specific needs of innovators are addressed, and progress can be customized.
- However, innovators must meet a minimum set of requirements, set by WE4F, related to gender mainstreaming, poverty reduction, and environmental sustainability to be eligible for selection and subsequent support.

GENDER INTEGRATION

WE4F requires the hub and innovators to keep in mind the basic principles while working on gender integration below:

- Gender is often assumed to mean only "women." However, since gender concerns the relationship between men and women, failing to understand the social structures that govern the way men and women interact can undermine actions directed at women or render them ineffective (Reference: *Sida-Gender Toolbox*).
- Any gender integration process should begin by analyzing the situation related to gender equality in the given context.
- Based on gender analysis, Hubs, innovators and implementing partners must identify methods/approaches to integrate the gender dimension in their activities in order to achieve the expected results.

ENVIRONMENTAL SUSTAINABILITY

WE4F requires that each innovator must undergo an environmental self-assessment that includes an analysis of:

- The opportunities for the innovator to enhance environmental sustainability focusing on sustainable management of natural resources, in particular, water, biodiversity and climatic resilience.
- Potential risks from the innovator side to the environment/climate (safeguard, or do-no-harm dimension), and
- The risks from climate change/environmental degradation on the innovator's operations.

Based on the analysis, each innovator will be supported to develop a risk assessment and mitigation plan.

BASE OF THE PYRAMID (BOP) IMPACT AND POVERTY REDUCTION

WE4F requires that Hubs and innovators integrate the guiding principles mentioned below while designing and implementing models to serve the BoP population:

- When working with the BoP, it is important to keep in mind that, while we often think of poverty in terms of limited resources, there are multiple dimensions that a business should take into account: resources, opportunities and choice, power and voice, and human security (Reference: *Sida – Poverty Toolbox (Multi- Dimensional Poverty Analysis/MDPA)*).
- To effectively serve BoP populations, innovators should consider not only their customers' ability to afford a product or service, but also focus on how constraints related to insecurity, marginalization, control of household, or community resources affect their ability to access a product or service and use it to improve their standard of living. (Reference: *Innovator Guidebook: Navigating Business Models for the Base of the Pyramid in Water and Energy for Food*)

ANNEX VII: GENDER AND BOP INNOVATOR ACTIVITIES AND TECHNICAL ASSISTANCE

MENA INNOVATOR GENDER ACTIVITIES AND TA

INNOVATOR	GENDER ACTIVITIES
AbuErdan	• Has the potential to increase income for women as owners of small farms, as well as workers in the value chain. • Post joining WE4F, the innovator is systematically integrating more women into senior management.
Baramoda	• Partnering with NGOs that will help it reach out to more women farmers in the communities. • 20% of the shareholders are women.
Biomass	• Has put in place women-centric work policies. • 33% of senior management is women.
Chitosan	• Primarily benefits rural women who work in the peeling of shrimp by providing them with a source of income.
Compost Baladi	• Workforce is 33% women, with a similar percentage of women in senior management. • Provides women with employment opportunities in sales and operations. • Ensures that compost production includes women in all steps. • Aims to provide training to women on entrepreneurship and sales to build their skills.
Green Essence	• Showcases strong intention to integrate gender, but it's very early in implementing gender mainstreaming across its business model.
Go Baladi	• 40% of the workforce is women. • Company is working to integrate women into the value chain as suppliers and grocery store owners. • Co-founder and COO is a woman, who engages in voluntary work to deliver on-site capacity building sessions to women.
High Atlas Foundation	• Builds women's cooperatives' capacities to be caretakers and cultivators of fruit trees. • Conducts a four-day empowerment workshop called Imagine with rural women to engage them at the start of the development process, because the farming families are smallholder landowners. • Trained 10 female university students to be facilitators on the program. • 65 women joined parent associations and are actively involved in efforts to improve local schools. • 178 women now earn income from 13 new cooperatives.
IRSC	• Women-led company aiming to integrate women into other parts of the value chain.
Robinson Agri	• Women-led company (CEO and COO of the company are women) aiming to integrate women into other parts of the value chain.
Schaduf	• Serves low income women farmers with sustenance farming in urban areas. • 75% of customers are women.
SOWIT	• Women comprise about 69% of the total company workforce and about 37% of the company management. • 54% of the end-users are women.
SuWaCo	• The workforce is 69% women • About 37% of the company management are women. • A women-led field team engages with rural women in the communities. • Has a team of technical experts who are 40% women. • Ensures community activities address women representatives in promoting the system through participatory approaches.
Platfarm	• Targets women to receive information, which has a positive effect on empowerment, women's knowledge of agronomic practices, their participation in agricultural decision-making, and their adoption of recommended practices and inputs.
Alvatech	• Introduced a new gender strategy and empowered women staff to take leading roles in the company. • Also empowers female farmers by improving crop yields for their farms.

MENA INNOVATOR BOP ACTIVITIES AND TA

INNOVATOR	BoP ACTIVITIES
AbuErdan	• AbuErdan's hardware-free AI solution helps smallholder poultry farms optimize their inputs, thus leading to major savings and an increase in productivity and income.
Baramoda	• Baramoda serves smallholder farmers by selling them affordable organic compost and helping them move to better agricultural practices.
Biomass	• Contracts with BoP farmers and helps them move to organic farming. • Provides smallholder farmers with drip irrigation and advisory services. • Tweaked the product portfolio to make products affordable.
Chitosan	• Chitosan Egypt provides affordable, feasible organic solutions to smallholder farmers in addition to supporting them in gaining accreditation as organic producers. • Chitosan plans to help smallholder farmers become exporters of high-quality organic products, unlocking additional income.
Compost Baladi	• Donates 5% of its product to the most impoverished farming communities to build a positive relationship and commitment towards the BoP market segment. • The innovator's competitive pricing makes the product popular among smallholder farmers.
Green Essence	• Innovator's intervention with WE4F is to serve smallholder farmers with a PAYG end-user financing model and/or others. • Received end-user finance guidance and TA from the WE4F.
Go Baladi	• Purchases milk from BoP shepherds and maintains strong partnerships with them. • Promotes goat cheese with natural (free gazing) feed, emphasizing local BoP shepherds, which ensures integration with the local landscape, goat species, and natural feed produced through rain. This encourages sustainable milk production and biodiversity.
High Atlas Foundation	• Ensures its fruit trees are competitively priced for BoP farmers by selling carbon credits for its tree nurseries, which subsidizes the prices for BoP farmers.
IRSC	• IRSC's distributors facilitate farmers' access to finance. • Developed a model to provide end-user financing to farmers, in collaboration with large aggregators. • Received technical assistance related to BoP impact and developing an end-user financing scheme to provide end-user finance to farmers in collaboration with large aggregators.
Robinson Agri	• Robinson Agri provides farmers with drip irrigation systems directly through their factories, covering design, and installation. • Provides small growers with finance facilities. • Received end-user finance guidance and TA from WE4F.
Schaduf	• Schaduf urban farming kit benefits the urban poor living in informal settlements in Egypt and informal suburbs. Customized its product to make it affordable for BoP communities.
SOWIT	• Is willing to adapt its technology to make the solution available to BoP end-users. • Received technical assistance to determine the optimum payment technology that can be used by SOWIT to reach smallholder farmers while limiting cost of collection.
SuWaCo	• Projects target vulnerable communities in rural areas in Egypt, called Ezbas, that have no access to water sanitation. • Plans to integrate end-user financing mechanisms in the near future to serve more smallholder farmers.
Platfarm	• Plans to serve beneficiaries with 40% of land-size served for BoP end-users. This will lead to an increase in income of those smallholder farmers. • Provides flexible monthly payments to aid in affordability of their solution.
Alvatech	• Received end-user finance guidance from WE4F. • Exploring models in several countries for end-user finance.

SSEA INNOVATOR GENDER ACTIVITIES AND TA

INNOVATOR	GENDER TA AND ACTIVITIES
aQysta	• Through the EASI-pay model, aQysta will test its approach to involve more women in India and Nepal. • The innovator is working with women farmers and creating a customized design to meet the needs of women farmers under its farm incubator model GROWN. • Women are also end-users of their pumping solutions.
ATEC	• The 100% women-focused model provides clean cooking and end-user financing options to women. • Received TA to review online marketing strategy and include a focus on BoP and women and use data from end-users to inform messaging and advertising strategy. • Implemented recommendations, such as targeting women in the advertisements, which yielded results in the conversion of sales to women.
The Goat Trust	• Through WE4F grants, the innovator organized and trained 5,000 women goat farmers who can access services related to advanced goat rearing techniques and market linkages. • Empower and promote women-led activity and focus on building women leadership and women as pashu sakhis (livestock nurses) in the value chain. • Received a sensitization workshop for program managers on how to work with women farmers and women livestock nurses.
Gham Power	• Is advancing a microfinance partnership for women end-users. • Women represent one-third of sales personnel/local agents and 50% of senior management.
KGC	• Expanded distribution channels to include women retailers who can interact better with women farmers. • Conducts a special training program and methodology to support women farmers, who comprise over 80% of KGC's target customers in the poultry brooding sector. • TA supported expanding impact on women as retailers, customers, and workers through targeted business strategies.
Onergy	• Women farmers were targeted through joint group models and farmer cooperatives; no direct engagement yet. • In the future, the innovator will implement the first loss guarantee for women smallholders to scale their gender/BoP approach.
Oorja	• Women-owned and women-led company • Received TA to develop a gender action plan that identifies existing and potential opportunities for women in their value chain. • Implemented select strategies to improve engagement with women farmers through trainings.
Promethean	• Employed local women entrepreneurs in their chilling-as-a-service model, which is expanding to over 70 hubs. • Procurement of milk and payments are transferred directly to women farmer's accounts. • More than 75% of dairy farmers who access the services are women. • Now designing an application that would integrate farmer training and input support for women and men dairy farmers.
Pumpkin Plus	• Operates a women- and youth-centric business model that provides income sources to the women living in communities devastated by floods every year. • Provides trainings to women smallholders and enables market linkages for them.
RDO Trust	• Uses a 100% women-centric business model that provides economic security and decision-making power to women by collectivizing them into farmer groups and companies. • Has a large share of women in different staff levels.
Sumba	• Is a women-owned and women-led company. • Focuses on reduction of women's drudgery and improvement of incomes through mechanization. • 90% of local agents are women. • Provides training for the local agents, who mostly are women micro-entrepreneurs. • Productive use centers (PUCs) collectively saved 450,000 hours of women's labor in the operation area.

INNOVATOR	GENDER TA AND ACTIVITIES
ZooFresh	• Is a women-owned and women-led company • Operates a women-centric model supporting microentrepreneurs to improve their incomes and bargaining power within the household. • Women are also supported in uptaking fish farming under various government schemes. • The innovator's model supports women through training and access to welfare schemes.
Agrosolar	• Received gender integration TA to recruit women in sales and improve participation of women in other areas of the value chain. • Recruited women for the position of community marketer to improve their sales; one of them was promoted to a marketing position. Also recruited more women for other positions.
Tun Yat	• Supports micro-entrepreneurship by including women as service providers in workshops, and plans to hire them as machine operators. • Provides youth and women with skill development programs and job creation in high-skilled areas of upstream and precision agriculture work.
RecyGlo	• Has a woman CEO and is a 60% women-owned company. • Works with women micro-entrepreneurs as partners for the adoption of the innovation. • Income impacts the bargaining power of women in the households and reduces domestic violence. • Created 60,000 jobs for women in the value chain.
Claro	• Women farmers are integrated into the design of the service/model which includes a pay-per-use financing model as a daily rental service for smallholder and women farmers. • The innovator's product design also focuses on women's needs. • The innovator plans on directly targeting women as customers and employees.

SSEA INNOVATOR BOP ACTIVITIES AND TA

INNOVATOR	BOP TA AND ACTIVITIES
aQysta	• Offers a new end-user financing product that is used by poor farmers in groups. • TA from S/SEA RIH helps serve smallholders farmers as a cluster. • Introduced a GROWN farm incubator that works closely with smallholder farmers to provide hands-on experience to run a commercial farm and make them creditworthy. • Introduced accreditation that can aid in securing funds from the financial institutions for their farm.
ATEC	• Focuses on smallholder farmers who earn less than $5 a day. • Provides a pay-as-you-go financing option for smaller cattle farmers to adopt the solution. • Exploring financing through carbon credits. • Provides after-sales service and support for use of the system.
Gham Power	• 70% of customers are women or farmers from marginalized communities of Nepal. • Working with S/SEA RIH on a financing partnership for smallholder farmers.
The Goat Trust	• Works with one of the poorest communities (goat farmers) in India and has a deep impact on the communities. • Focuses on women who belong to marginalized religious and lower caste communities. • Mobilizing and providing an additional income source to farmers through goat farming, a rather unorganized sector in India.
KGC	• The innovator started to scale the sustainable poultry model to target 40,000 BoP farmers. • Most farmers practice small-scale poultry brooding for household consumption and sales in the local markets.
Onergy	• Has a portable prototype that focuses on marginalized BoP farmers and enables access through group models of ownership. • Provides end-user financing through a first loss guarantee mechanism. • Expanding in the states where irrigation facilities are not accessible by smallholder farmers: Jharkhand, Odisha and Northeast India.

INNOVATOR	BOP TA AND ACTIVITIES
Oorja	• Pay per use model makes innovation affordable for smallholder farmers by preventing prohibitive up-front expense. • Facilitates value-added services for farmers (i.e., processing mills and expanding into cold storage). • Provides technical training to BoP farmers with TA support from the hub on gender integration in training content.
Promethean	• Hub and spoke milk chilling model provides access to cooling solutions in underserved areas, increasing the income of smallholder dairy farmers. • Micro-entrepreneurship model creates income opportunities for BoP households in the community. • Received TA to review existing information on the business-to-farmer-to-business model implementation experience and recommendations to scale, and identified key risks such as farmer retention risk and micro-entrepreneur efficiency risks. • Working on improving access to financing and inputs for dairy farmers to enhance incomes.
Pumpkin Plus	• Model is 100% focused on communities that suffer due to flooding. • Provides a source of income during the dry periods and food for sustenance, adding to BoP farmers' food security. • Supports BoP farmers with training and capacity building to improve yields and access markets for incomes.
RDO Trust	• Majority of women green workers come from the BoP communities and earn their primary source of income due to the innovator's solutions. • Organizes tea and vegetable smallholder farmers into cooperatives to enhance their bargaining power and access to markets. • Supports financing and market linkages through partnerships for farmer cooperatives.
Sumba	• Works in communities where 70% of the population is indigenous. The indigenous communities are traditionally low-income farmers. • Plans to work with 25,000 end-users by the end of the program. • Received TA to develop a BoP and gender inclusion marketing strategy to market the productive use centers (PUCs), resulting in the training of the first set of micro-entrepreneurs on operating of PUCs within the villages.
ZooFresh	• Trained local fish farmers on fish harvesting and the use of technology, supporting many of them in accessing government schemes for financial support. • Plans to leverage digitization to provide micro-entrepreneurs and fish farmers with the credit facility. • Works with marginalized communities and poorest regions of East India.
Agrosolar	• Provides two different financing schemes: (1) one-year installment or (2) pay-per-use. • During COVID-19, the innovator facilitated harvest-linked payments for farmers to reduce the burden of payment. • With expansion to Cambodia, focus on smallholder farmers is likely to increase.
Tun Yat	• Provides youth and women with skill development programs and job creation in high-skilled areas of upstream and precision agriculture work. • Offers fee-based service delivery for land preparation and harvesting for smallholder farmers and women. • Ongoing TA procurement to support a minimum viable product module for the digital marketplace, which will allow the innovator to connect more farmers and machine operators for mechanized farming, so more smallholder farmers will be able to access expensive machines at affordable rental prices.
RecyGlo	• Through agricultural banks and microfinance institutions, the innovator supports farmers with benefits like insurance to facilitate better incomes for them. • High-margin products fund low margin products for BoP through cross subsidization. • Provides green certificates to farmers.
Claro	• Claro's irrigation-as-a-service model makes clean energy affordable for smallholder farmers. • Claro's integration of an agribusiness model will help smallholder farmers with market linkages, improving their incomes and food security.