

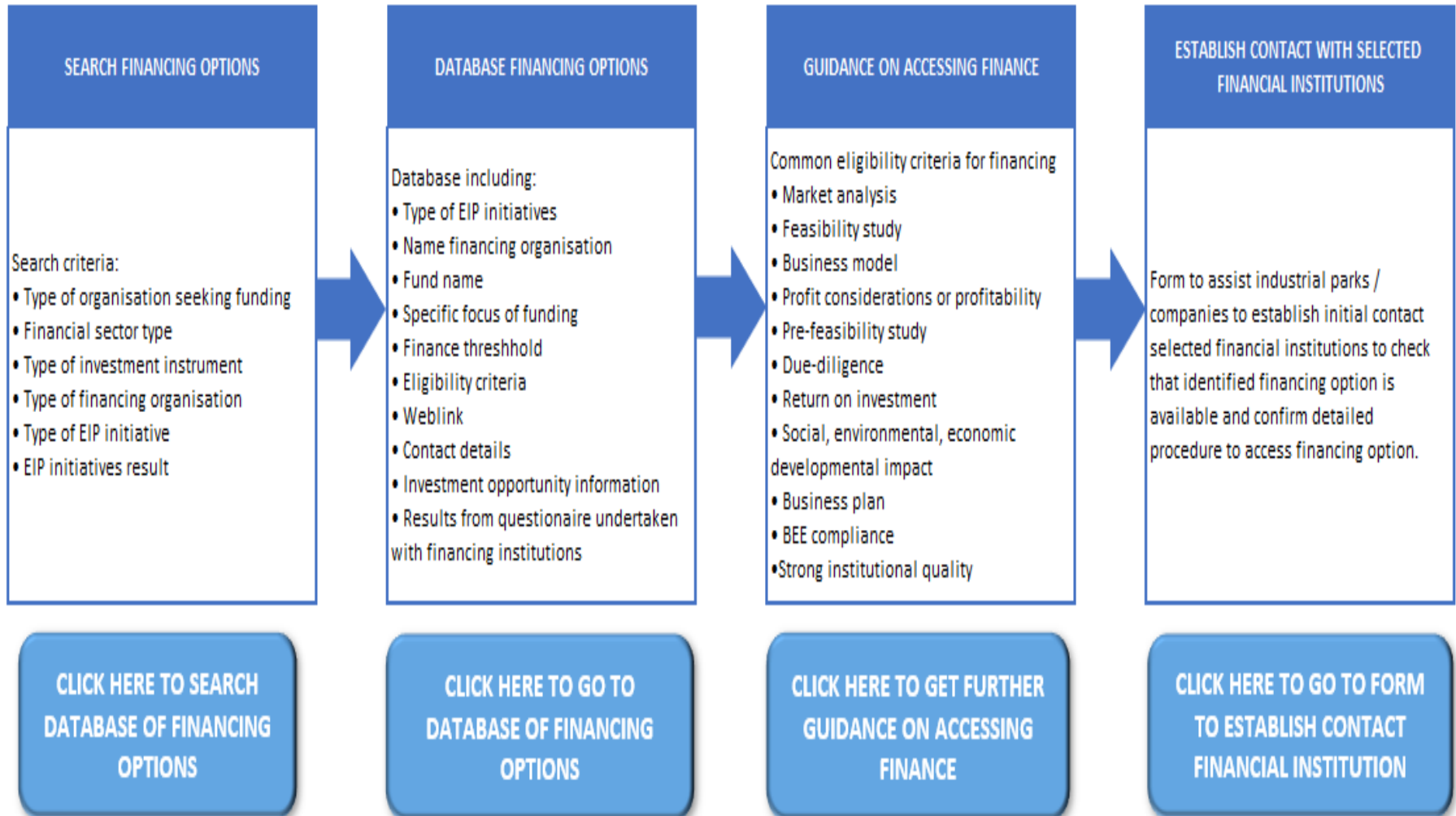


UNIDO EIP TOOLS

Access to Finance Tool



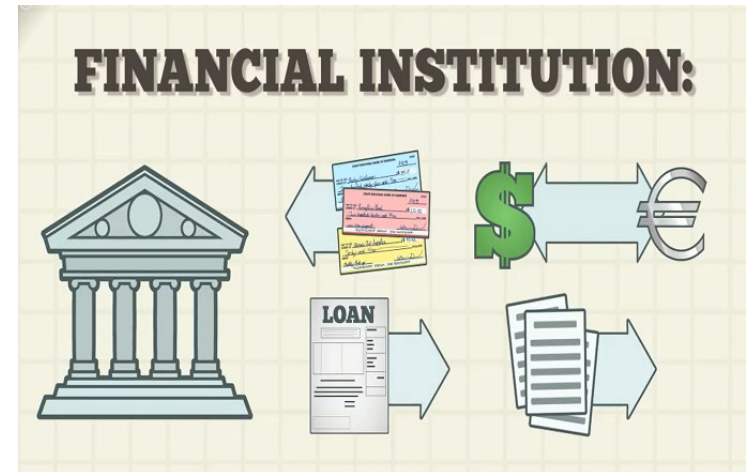
A2F Tool objective: Guide park management and companies to identify, review and access available financing options for feasible EIP initiatives.



- Loan/debt
- Grant
- Equity
- Rebate
- Debt Guarantee
- Subsidy
- Green bond
- Impact investment
- Social and development impact bond
- Lottery funds
- Crowdfunding
- Various combinations of the instruments
- Other such as debt-for-nature swaps, incentives and non-financial support



- Banks
- Private Equity
- Venture Capital
- Development Finance Institutions
- Sovereign Wealth Funds
- Enterprise Development Programme – Private Sector
- Enterprise Development Programme – Government Sector
- Government department
- Various such as firms under both private equity and venture capital
- Other which include supra-national organisations



Financial institutions have different eligibility criteria for funding which may include some or all of these components:

- Market analysis
- Pre-feasibility study
- Business model
- Profit considerations or profitability
- Feasibility study
- Due-diligence
- Return on investment
- Social, environmental, economic and developmental impact
- Business plan
- BEE Compliance
- Strong institutional quality





Types of EIP initiatives covered by A2F Tool

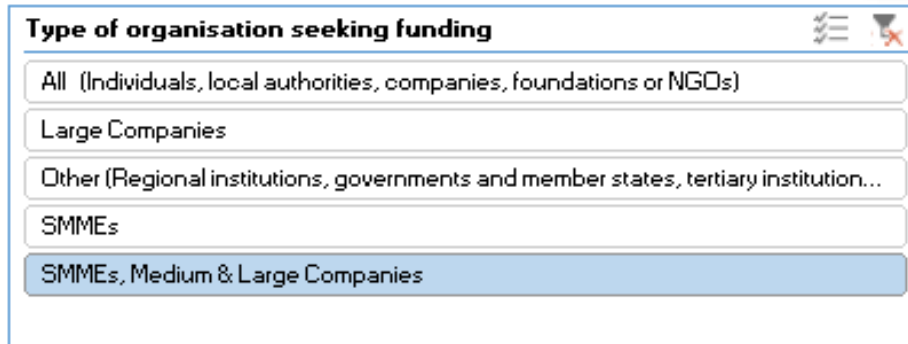
- Climate change adaption (flood control channels, dykes, natural cooling)
- Property and utility maintenance
- Occupational health, safety, and hygiene
- Community development
- Carbon capture and storage
- Energy efficiency (process changes, cogeneration, smart grid, heating/cooling)
- Environmental protection (monitoring (park-level) pollution control, prevention, and treatment)
- Green buildings, park infrastructure



Types of EIP initiatives covered by A2F Tool

- Green products and materials
- Renewable energy (solar, wind, hydro biomass hydrogen)
- Sustainable land management, (sustainable agriculture, forestry, park green areas, water catchment management)
- Transport (urban rail/metro, electric, hybrid, roads)
- Waste management (reuse/recycling, waste management)
- Water (water efficiency, wastewater treatment) water reuse networks at park level
- Other which are non-sector specific
- Various which include combinations of the initiatives

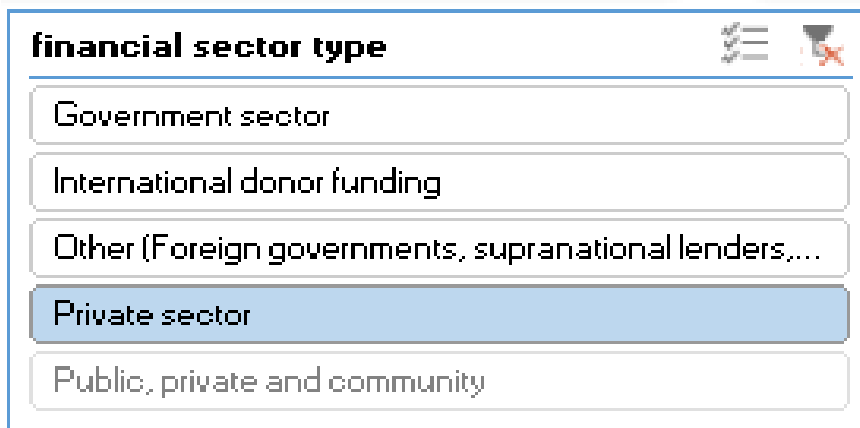
- Select “SMMEs, Medium & Large Companies” from the “Type of organization seeking funding” filter



The screenshot shows a dropdown menu titled "Type of organisation seeking funding". The menu is open, displaying five options. The option "SMMEs, Medium & Large Companies" is highlighted in blue, indicating it is the selected filter.

Type of organisation seeking funding
All (Individuals, local authorities, companies, foundations or NGOs)
Large Companies
Other (Regional institutions, governments and member states, tertiary institution...)
SMMEs
SMMEs, Medium & Large Companies

- Select “Private sector” from the “financial sector type” filter





The screenshot shows a dropdown menu titled "financial sector type". The menu is open, displaying five options. The option "Private sector" is highlighted in blue, indicating it is the selected filter.

financial sector type
Government sector
International donor funding
Other (Foreign governments, supranational lenders,...
Private sector
Public, private and community





Demonstration scenario 1: Large companies seeking private sector financing for energy efficiency projects

- Select “Equity” from the “Type of organisation seeking funding” filter

Type of Investment Instrument  

Equity
Impact investment
Various instruments (combinations of the instru...
Crowdfunding
Debt Guarantee
Grant
Loan/Debt
Other (Incentives, swaps)
Rebate
Social and developmental impact bonds

- Select “Private Equity” from the “Type of financing organisation” filter

type of financing organisation  

Other (foreign governments or both private equity & venture capital)

Private Equity

Banks

Development Finance Institutions

Enterprise Development Programme - Government Sector



Enterprise Development Programme - Private Sector

Government department

Sovereign Wealth Funds

Venture Capital

- Select “Energy efficiency” from the “EIP Initiatives Search” filter

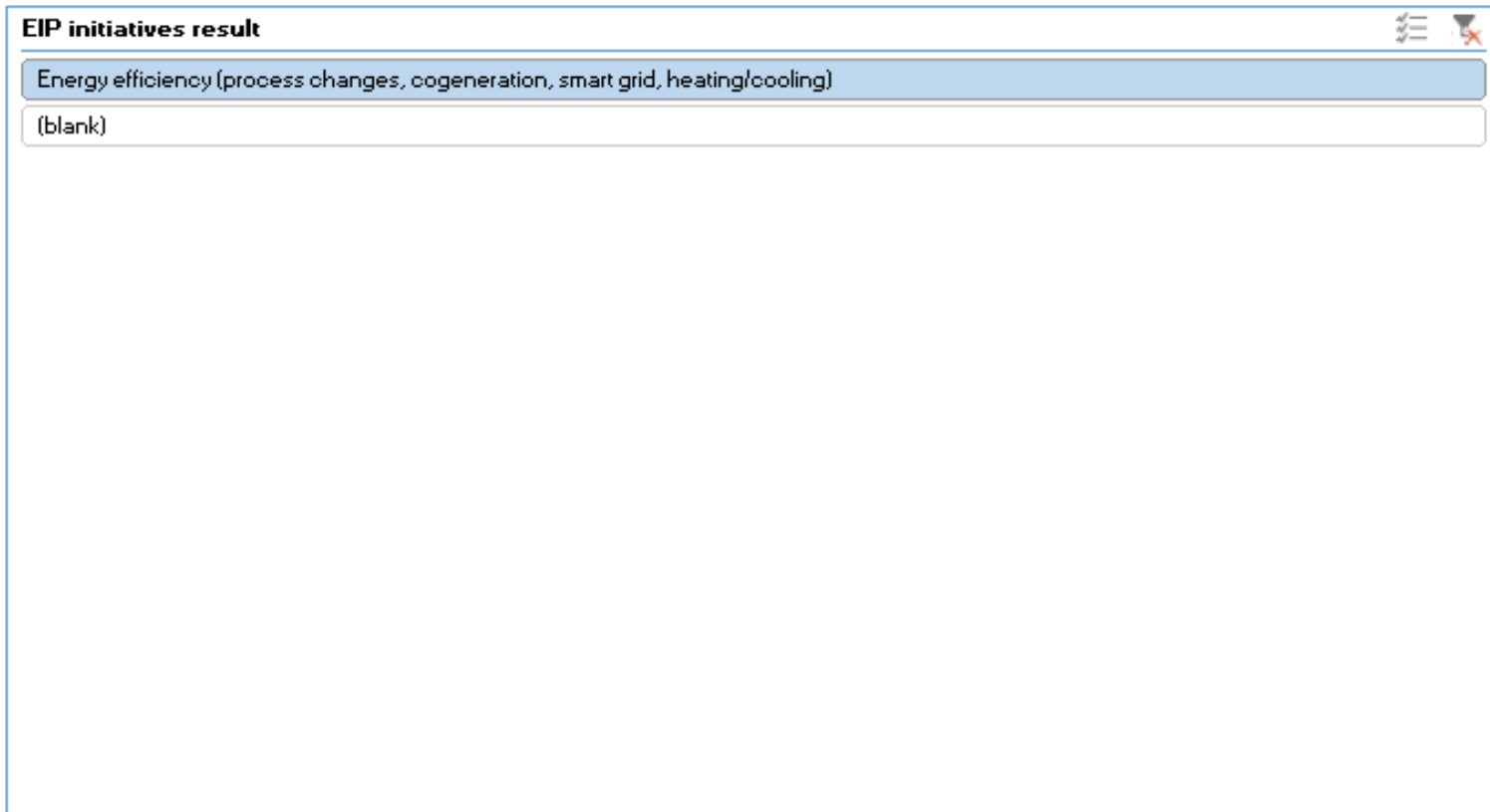
EIP Initiatives Search  

Carbon capture and storage
Climate change adaption (flood control channels, dykes, natural cooling)
Community development
Energy efficiency (process changes, cogeneration, smart grid, heating/cooling)
Environmental protection (monitoring (park-level) pollution control, prevention, and treatment)
Green buildings, park infrastructure
Green products and materials
Occupational health, safety, and hygiene
Other (non-sector specific)
Property and utility maintenance
Renew able energy (solar, wind, hydro biomass hydrogen)
Sustainable land management, (sustainable agriculture, forestry, park green areas, water catchment management)
Transport (urban rail/metro, electric, hybrid, roads)
Waste management (reuse/recycling, waste management)
Water (water efficiency, wastewater treatment) water reuse networks at park level



Demonstration scenario 1: Large companies seeking private sector financing for energy efficiency projects

- Select “Energy efficiency” from the “EIP Initiatives Search” result

A screenshot of a web application interface. At the top left, it says "EIP initiatives result". To the right of this text are two icons: a list icon and a filter icon. Below this header is a search bar containing the text "Energy efficiency (process changes, cogeneration, smart grid, heating/cooling)". Below the search bar is a text input field containing "(blank)". The rest of the page is empty.



Demonstration scenario 1: Large companies seeking private sector financing for energy efficiency projects

- Below is an overview of the full selections from the filters

Type of organisation seeking funding	financial sector type	Type of Investment Instrument	type of financing organisation
SMMEs, Medium & Large Companies	Private sector	Equity	Other (foreign governments or both private equity & venture capital)
All (Individuals, local authorities, companies, foundations or NGOs)	Government sector	Various instruments (combinations of the instruments)	Private Equity
Large Companies	International donor funding	Crowdfunding	Banks
Other (Regional institutions, governments and member states, tertiary institutions, chari...	Other (Foreign governments, supranational lenders, forci...	Debt Guarantee	Development Finance Institutions
SMMEs	Public, private and community	Grant	Enterprise Development Programme - Government Sector
		Impact investment	Enterprise Development Programme - Private Sector
		Loan/Debt	Government department
		Other (Incentives, swaps)	Sovereign Wealth Funds
		Rebate	Venture Capital
		Social and developmental impact bonds	

EIP Initiatives Search	EIP initiatives result
Carbon capture and storage	Energy efficiency (process changes, cogeneration, smart grid, heating/cooling)
Climate change adaption (flood control channels, dykes, natural cooling)	(blank)
Community development	
Energy efficiency (process changes, cogeneration, smart grid, heating/cooling)	
Environmental protection (monitoring (park-level) pollution control, prevention, and treatment)	
Green buildings, park infrastructure	
Green products and materials	
Occupational health, safety, and hygiene	
Other (non-sector specific)	
Property and utility maintenance	
Renewable energy (solar, wind, hydro biomass hydrogen)	
Sustainable land management, (sustainable agriculture, forestry, park green areas, water catchment management)	
Transport (urban rail/metro, electric, hybrid, roads)	
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Demonstration scenario 1: Large companies seeking private sector financing for energy efficiency projects

- Click on the “CLICK HERE TO SEE SEARCH RESULTS” button on the “Search Finance Options” sheet to see the search results

UNIDO EIP A2F Tool for South Africa

CRITERIA TO SEARCH FINANCING DATABASE

If you wish to select multiple choices within one search criteria, please press "Control" button and then your second choice

[CLICK HERE TO SEE INSTRUCTIONS FOR SEARCHING DATABASE](#)

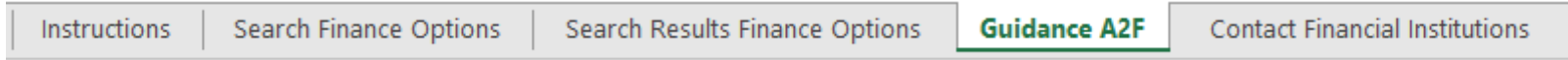
[CLICK HERE TO SEE SEARCH RESULTS](#)



- Below is an overview of the results based on the selections

SEARCH RESULTS								
Name financing organisation	Fund name	Specific focus of funding	EIP initiatives result	Finance threshold	Eligibility criteria	Weblink	Contact details	Investment opportunity information
Actis	Actis Long Life Infrastructure Fund (ALLIF)	Energy, Green buildings, Environment, Infrastructure	Energy efficiency (process changes, cogeneration, smart grid, heating/cooling)	The investment opportunity is assessed based on market analysis, value proposition and due diligence	Company makes investments in growth markets that deliver consistent and competitive returns	https://www.act.is/	0117785900 info@act.is	Actis is a global platform offering a multi-asset strategy through the asset classes of private equity, energy, infrastructure and real estate. The company invests in aggregate energy assets targeting attractive risk-adjusted returns. The company focuses in high growth monopoly distribution platforms where electricity is in scarce supply.
African Infrastructure Investment Managers (AIIM)	African Infrastructure Investment Fund 3 (AIIF3)	Energy, infrastructure, environment, transport	Energy efficiency (process changes, cogeneration, smart grid, heating/cooling)	The investment opportunity is assessed based on market analysis, value proposition and due diligence	Investment opportunities are sourced based on extensive due diligence to meet the company's investment criteria	https://www.aiimafri.ca.com/	0 11 217 1000/021 670 1234 info@aiimafri.com	The company makes equity investments into core and value added infrastructure projects in Africa that provide essential services to communities, have a strategic competitive advantage, require significant capital expenditure and are expected to generate strong risk-adjusted returns for investors. The company aims to provide superior returns to investors while also making a tangible contribution to local economies and communities.

- Navigate to the “Guidance A2F” sheet on the tool



- You will find the elements of the eligibility criteria listed along with checklist questions, practical examples and guidance notes

Topic	Definition	Checklist questions	Response	Practical examples	Guidance notes
Market analysis	This is a quantitative and qualitative assessment of a market to look into the size of the market both in volume and in value, the various customer segments and buying patterns, the competition, and the economic environment in terms of barriers to entry and regulation. The intention is to ascertain if the market is conducive to building a sustainable business/investment	Have you defined the target market?	Please select	CLICK HERE FOR MARKET ANALYSIS EXAMPLE	CLICK HERE FOR MARKET ANALYSIS
		Have you researched market demographics?	Please select		
		Have you ascertained the industry characteristics?	Please select		
		Have you done a SWOT Analysis?	Please select		
		Have you collected the required data for product development?	Please select		

- Review applicable criteria, and use the checklist questions to ascertain if you have covered the core requirements for the criteria
- Reference the examples and guidance notes/templates where applicable



Form to establish initial contact financial institution

Purpose of this form is to assist industrial parks / companies to establish initial contact with selected financial institutions

- Check that identified financing option is available
- Confirm detailed procedure to access financing option
- Check if project is within scope of financing option

Form covers:

- Targeted financial institution and funding option
- Details on organisation seeking to apply for funding
- Reason for establishing contact
- Basic information on project which requires financing

UNIDO EIP A2F Tool for South Africa
FORM TO ESTABLISH CONTACT WITH FINANCIAL INSTITUTIONS Please provide your input into yellow cells GO TO INSTRUCTIONS

Purpose of this form is to assist industrial parks / companies to establish initial contact with selected financial institutions to check that identified financing option is available and confirm detailed procedure to access financing option
IMPORTANT NOTE: This is generic form. It is understood that some financial institutions have specific criteria to make financing inquiries and establish contact. This process should be followed of course, where applicable.

TARGETED FINANCIAL INSTITUTION AND FUNDING OPTION

Name financial institution:

Targeted financing option:

Contact person:

Contact details:

ORGANISATION SEEKING TO APPLY FOR FUNDING

Name of organisation:

Type of organisation:

Address of organisation:

Contact person:

Telephone:

Email address:

Date:

REASON FOR ESTABLISHING CONTACT

	Finance tick
Check that identified financing option is still available	<input type="checkbox"/>
Confirm detailed procedure to access financing option	<input type="checkbox"/>
Check if project is within scope of financing option	<input type="checkbox"/>

Further questions:

BASIC INFORMATION ON PROJECT WHICH REQUIRES FINANCING

Project name:

Short project description:

Requested finance:

Key points from market analysis undertaken:

Key points from feasibility study undertaken:

Key points from prepared business model:

Key points from due-diligence undertaken:

Key points from business plan undertaken:

Key points on environmental and social considerations: