Intermediary Update

Pacific RISE Team
Welcome
Pacific RISE Update

### Activities to date

<table>
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<tr>
<th>4 Scoping Rounds: 1 Pilot and 3 Full Rounds</th>
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<td>17 Scoping Missions funded across Fiji, Samoa, Solomon Islands, Papua New Guinea, Tonga and Vanuatu</td>
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<td>112 businesses vetted and over 20 businesses identified for potential investment readiness support.</td>
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<td>Estimated investments of up to AUD 8.7 million.</td>
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<td>1 Investment Readiness Proposal funded for opportunities in Vanuatu.</td>
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<td>No investments have been facilitated yet, though the first one is expected soon.</td>
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Lessons for a successful application and scoping mission

Objectives of Pacific RISE

- **Building** a pipeline for investments by June 2019.
- Pacific RISE wants to see focused and deliberate scoping missions

What does that mean, as you design and apply for a new scoping mission?

- **More targeted scoping missions**
  - Focus on outcomes
  - Homework helps
  - One country at a time
  - Use Pacific networks

- **Strong investor engagement and line of sight to Investment**

- **Clear proposals**
  - Clear objectives and measures of success
  - Well documented and explained approach
  - Applying a gender lens
  - Value for money

Webinar: 21 March 2018  
www.pacificrise.org
Lessons for a Successful Application and Scoping Mission

Other tips and reporting

Tips

• Consider your logistics
• We are here to talk, anytime, about anything
• We’re all friends here
• Outcomes, outcomes, and outcomes. Did we mention outcomes?
• Let’s be honest with ourselves…

Reporting:

• Expect modifications to the reporting questions for Round 4
• The reporting process will remain the same
Gender Lens Investing Examples

Some examples of the ways that Intermediaries have applied five gender-lens investing strategies in their work.

- Shifted or expanded which companies receive investment by prioritizing companies that have an impact on women’s economic empowerment.

- Introduced new data research reports on gender patterns in the region into their approach to scope and intentionally work through coaching and internal processes, or eliminate bias in their analysis of investment opportunities.

- Sought to challenge typical investment power dynamics by exploring alternative capital structures and investment terms that would be appropriate for a broader range of businesses in the Pacific including women led and women owned businesses.

- Expanded what expertise they value, balancing the importance of financial know how with the ability to analyse gender patterns. Pacific RISE has facilitated intermediaries exploring new types of partnerships with local organizations that have detailed knowledge of gender patterns in the region.
Gender Lens Investing

Our work with intermediaries and our other partners to educate them on gender lens investing practices is:

• Driving a shift in attitudes among our partners. There has been a marked improvement in the way that gender is being addressed in proposals submitted by intermediaries.

• Gender Lens Investing phone calls make a difference to the quality of the applications not just on gender but overall.

• Assisting to identify our pipeline.

• Drawing interest from an expanded set of potential investors.

• Influencing organisational change within intermediaries outside of what they are doing with Pacific RISE.
Investment Thesis

Pacific RISE Investment thesis

Available online with videos and insights

1. Resilience in the Face of Climate Change:
2. Stable political realities
3. Connectivity through Technology and Transportation
4. Reshaping Value Chains
5. Finding Value in the Informal Sector
6. Finding Value in the Pacific People and Domestic Market

Gender analysis has informed each of these pictures of the future. We drew on knowledge of gender patterns in the Pacific context and culture more clearly to see opportunities and to understand how changing gender patterns would shape our understanding of the future.

- **Resilience in the Face of Climate Change**: How will women’s traditional knowledge of climate change and the environment spark innovation in adaptation and recovery?

- **Stable political realities**: How can a projected balance in leadership and decision-making influence governance, stability and the investment climate overall?

- **Connectivity through Technology and Transportation**: How can access to technology and connectivity unleash women’s untapped purchasing power?

- **Reshaping Value Chains**: Women are hidden influencers in most value chains. Valuing and supporting women’s role in the value chain improves productivity and reliability.

- **Finding Value in the Informal Sector**: The informal sector is often undervalued because it is so gendered. What analysis will uncover the value and invest in it?

- **Finding Value in the Pacific People and Domestic Market**: Women as consumers are and will be the drivers.
Future Directions

Intermediaries finding existing deals
1. Scoping Missions
2. Investment Readiness
   • Tools to support intermediaries doing gender analysis
   • Informed by Investment thesis

Finding Opportunities

Market Development and Intermediation

Framing and Positioning
• Continue to refine investment thesis
• Build out research library and tools
• Global visibility in the field of gender lens investing

Deal Flow

Investor Engagement
• Build investor base
• Network and engage investors
• Surface opportunities and synergies within the investment thesis

Capital Flow

Brokering Platform
• Facilitate deals coming together across intermediaries, informed by capital map and investment thesis
   • Potentially take the lead on a GBV deal (in collaboration)
   • Only play a role when needed beyond existing intermediaries

Capital Mapping
• Map capital flows in the Pacific against the investment thesis
   • Explore gender focused capital
   • Create interactive education tool

Building Opportunities
• Separate RFP for emergent opportunities
   • Prioritized against Investment Thesis (screen to be designed.)
   • Potential focus on GBV
   • Evaluate impact against investment thesis

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Questions
Thank you