



your partner in progress

Fiji Development Bank

PFAN 2nd Round Table

Presenter:

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- Fiji Development Bank | 13 October 2020

FDB's short term focus to Green Business

- FDB has to achieve the following in the short-term (next 3 years) first to be able to attract more “Green” finance:
 - Develop its capacity further to screen projects with a “Green” or Climate Mitigation or Adaptation impact
 - Fully understand the risks associated with “Green Investment”
 - Identify and develop a network of expertise/resources both locally and internationally that the bank can rely on in providing Green Advisory Services, Green Project Development Services and de-risking of Green Investments.
 - Develop more formal relationships with institutes whose focus is on promoting finance for sustainable development including Green financiers.
 - Understand and develop complementary products around green investment such as insurance products etc.

GAP Analysis – Bank Aspect (1)

Sector	Current Financing activities to this sector	Opportunities for this sector that PFAN can assist FDB
Agriculture	Financing for agriculture technology (e.g. processing equipment) but mainly for buildings etc. not much for energy systems	<ol style="list-style-type: none"> 1. Programmatic approach to RE investments for this sector especially where power is not present or intermittent. 2. Waste to Energy systems
Fisheries	Financing transportation for fishing businesses e.g. boats, boat engines	<ol style="list-style-type: none"> 1. RE in maritime transportation e.g. alternative to fuel-based engines 2. Energy systems for supporting technologies such as Ice Plants etc.
Small to Medium Enterprises	Financing for production equipment	<ol style="list-style-type: none"> 1. Energy Efficiency financing 2. Building the banks understanding of payback for Energy Efficiency projects
Building and Construction	Finance commercial building purchase both new and existing	<ol style="list-style-type: none"> 3. Energy for Public Housing projects.

GAP Analysis – Bank Aspect (2)

Sector	Current Financing activities to this sector	Opportunities for this sector that PFAN can assist FDB
Export Support – e.g. credit facilities	Financing for export activities e.g. short term project finance	<ol style="list-style-type: none"> 1. Waste to Energy 2. Financing the processing/production chain (Cold Storage etc.)
Seed Capital	Finance for startup capital	<ol style="list-style-type: none"> 1. Incentivising investment in green technologies at startup
Import Substitution	Project Finance for RE investments that reduce importation of products including fuel	<ol style="list-style-type: none"> 1. Understand risks associated with Energy investment 2. Source at potential partners (financiers, EPC, Technical Experts) for large programs, IPP Program rollout
Sustainable Energy	<p>Project Finance for RE investments mainly to EPC contractors who onsell to large corporates, tourism sector (replacement of fuel generation), government RE projects</p> <p>IPP Financing (1st GCF Project)</p>	<ol style="list-style-type: none"> 3. Large project assistance such as IPP tender coordination for PPAs, Risk assessment of potential investors 4. Project Pipeline development and conversion to bankable projects 5. Sectors include Public Transport (E-Buses), tourist transport

GAP Analysis – Borrower Aspect

- Borrowers need to develop their expertise to understand how their business can impact and contribute to National Development Plans – Project Preparation Assistance
- Understand importance of compliance to Environmental and Social metrics
- Technical Assistance to better understand cost-benefit analysis around green investment and putting together proper business plans when looking for finance

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