



Pipeline Development for Blue Natural Capital Financing Facility

Reference



Partner	International Union for Conservation of Nature ('IUCN')	Year	2019 – 2021
Practice	Conservation	Geography	Fiji

THE OPPORTUNITY

The Blue Natural Capital Financing Facility ('BNCFF') supports the development of sound, investable blue natural capital projects with clear ecosystem service benefits, based on multiple income streams and appropriate risk–return profiles. The BNCFF assists project partners in assessing, preparing and structuring opportunities into bankable investments, facilitating access to debt, equity and donor funding. This helps to reduce the risk of natural capital investments. With its focus on Fiji, BNCFF required access to a pipeline of investable blue natural capital projects in Fiji's Great Sea Reef landscape, and thus needed a local partner to identify and nurture potential deals for the Facility.

OUR SOLUTION

Ennovent and its local partner in Fiji, Matanataki, were invited to support BNCFF's effort to develop sound, investable blue natural capital projects in Fiji. The partnership objective during BNCFF's first financing round was to create the initial pipeline of investment–ready blue business ventures in Fiji for project funding. The pipeline presented to BNCFF was diverse; ventures at concept, startup and mature stages, from a range of sectors including conservation, fisheries, infrastructure, waste, tourism and technology. The partners worked closely with several business ventures to navigate the initial deal stages by preparing information requests and assessment forms with supplemental information for screening. The partners also facilitated meetings between the startups and various key ecosystem stakeholders including Fiji's Department of Environment and Ministry of Fisheries.

THE BENEFITS

Through this support, the partners submitted 15+ business ventures from their deal pipeline to BNCFF for consideration, including information requests for 10 businesses at the preliminary screening stage, of which 2 prospects reached the advanced assessment stage. Based on the engagement in Fiji, Ennovent and Matanataki were also able to share certain learnings and insights from the ground in Fiji, to help inform further rounds of financing support from the Facility.