

# Investment Readiness for Pacific RISE Program

Reference



Partner	Department of Foreign Affairs & Trade Australia ('DFAT')	Year	2021
Practice	Sanitation	Geography	Fiji

## THE OPPORTUNITY

The Pacific RISE program was a five-year program of the Australian Government's Department of Foreign Affairs and Trade, run between 2016 - 2021. It was designed to pilot and facilitate a social impact market in the Pacific with the aim of delivering greater economic empowerment in the Pacific, particularly for women. The program operated across 14 Pacific Island countries including Fiji, with the goal of attracting \$10million of new private investment into the Pacific by 2021. Pacific RISE wanted to use the knowledge and advice of its partners to pilot new ways of attracting appropriate capital for investment in social enterprises, such as Waste Recyclers – an autonomous private company focused on the collection, sorting, processing and export of recyclables from Fiji. In particular, it wanted to work with partners to increase the investment readiness of Waste Recyclers so as to attract growth funding for Waste Recyclers.

## OUR SOLUTION

With financial support provided by Pacific RISE, Matanataki – a Fiji-based business development and investment management company – enlisted Ennovent to support Waste Recyclers to implement a viable business model for its growth strategy, and to negotiate and structure a management buyout deal with a renowned impact investor from the blue economy space. The support entailed both partners advising the design and implementation of a viable growth strategy to establish a new business division focused on recycling and upcycling. Further support was provided to put together an information memorandum including business plan, pitch deck and financial model with 10-year projections, in addition to supplemental administrative and legal information to facilitate the due diligence process.

## THE BENEFITS

Through Matanataki and Ennovent's support, Pacific RISE was able to facilitate the deployment of catalytic funding to Waste Recyclers, a business that supports its program objectives to channel funding into investment ready social enterprises in the Pacific region. In turn, this support enabled Waste Recyclers to raise investments to support expansion of its business through the implementation of its growth strategies in recycling and upcycling.