






# Nigerian Institutional Investors Roundtable & Knowledge Sharing Session

A ROUNDTABLE DISCUSSION FOR INSTITUTIONAL INVESTORS TO UNLOCK GENDER-LENS, CLIMATE-ALIGNED AND INCLUSIVE INFRASTRUCTURE

## CONCEPT NOTE

-  FOURPOINTS, VI, LAGOS
-  24TH NOVEMBER 2022
-  9:00 AM



# Agenda

| Time          | Programme  | Theme  |
|---------------|--|--|
| 09:00 - 09:30 | Arrival, Registration and Snacks   |  |
| 09:30 - 10:00 | Welcome Address  | Introduction of partners and their organizations   |
| 10:00 - 10:20 | Keynote Speech 1   | Blended Finance in Africa – Opportunities for Expansion<br><br><b>Presented by Micheline Ntiru- Senior Advisor, Africa- Convergence</b>  |
| 10:20 - 10:40 | Case Study Presentation  | Blended Finance for Climate Resilient and Inclusive Infrastructure Investments- Case study presentation of a pipeline of solar mini-grid projects in rural areas across Nigeria<br><br><b>Presented by Chinua Azubike- CEO, InfraCredit</b>        |
| 10:40 - 10:50 | Keynote Speech 2   | NSIA's mandate, impact so far and Blended Finance Approach to portfolio & future projects.<br><br><b>Presented by Mr. Kolawole Owodunni – Executive Director and Chief Investment Officer</b>  |
| 10:50 - 11:15 | ESG Guidelines & Development Impact<br><br>InfraCredit Clean Energy Transition Strategy & Roadmap Launch | <ul style="list-style-type: none"> <li>• Discussion on Applying a Gender-Lens to Financing Green Infrastructure</li> <li>• InfraCredit Clean Energy Transition Strategy &amp; Roadmap Launch</li> </ul> <b>Facilitated by InfraCredit ESG Team</b> |
| 11:15- 11:30  | Presentation   | Presentation on the proposed Consortium Approach   |
| 11:30 - 12:30 | Roundtable discussions   | Guided breakout sessions   |
| 12:30 - 12:45 | Wrap up  | Key outputs from roundtable discussions, facilitators and speakers   |
| 12:45 - 13:00 | Closing Remarks  |  |
| 13:00         | Lunchbreak/Networking Sessions   | Guests can leave at own pleasure   |

# Partners Profile



[Convergence](#) is the global network for blended finance. Convergence generates blended finance data, intelligence, and deal flow to increase private sector investment in developing countries. Convergence provides customized blended finance trainings and workshops for members to increase their knowledge of blended finance. Convergence Design Funding program awards grant funding to design catalytic blended finance solutions that aim to attract private capital to global development at scale. To date, Convergence has awarded US\$8.6M+ in funding to support 31 blended finance solutions aligned to the SDGs, which have gone on to raise over US\$1.5B+ of capital from public, philanthropic, and private investors.



[NSIA](#) is Nigeria's Sovereign Wealth Fund, an investment institution established by an Act of the National Assembly and signed into law on 28th of May 2011. It was set up with a mandate to receive, manage and invest funds in a diversified portfolio of medium and long-term assets on behalf of all 3 tiers of government in preparation for the eventual depletion of Nigeria's hydrocarbon resources. The NSIA Act established three funds: the Future Generations Fund (FGF), the Nigeria Infrastructure Fund (NIF) and the Stabilization Fund (SF). To date, NIF has successfully established and managed various programs which have catalyzed local infrastructure development.



[InfraCredit](#) is a 'AAA' rated specialised infrastructure credit guarantee institution backed by the Nigeria Sovereign Investment Authority, GuarantCo & InfraCo Africa (Private Infrastructure Development Group Companies), Africa Finance Corporation, KfW Development Bank, & African Development Bank to provide local currency guarantees and mobilize long term debt financing for infrastructure in Nigeria. InfraCredit's guarantees act as a catalyst to attract domestic credit from pension funds, insurance firms and other long-term investors into credit-worthy infrastructure projects, thereby deepening the Nigerian debt capital markets. InfraCredit operates on a commercial basis with a developmental role and benefits from private sector governance.



The Pension Fund Operators Association of Nigeria is an independent, non-governmental, non-political body. It was established to promote the operations of the pension industry, provide for self-regulation and ensure that international best practices relating to the industry are observed by the operators registered in Nigeria. PENOP is the umbrella body for all licensed pension operators operating in Nigeria. PENOP regularly engages regulators, international organization and the financial markets to facilitate workshops, trainings and provide opportunities to co create structures and products with the market which the pension operators can support.

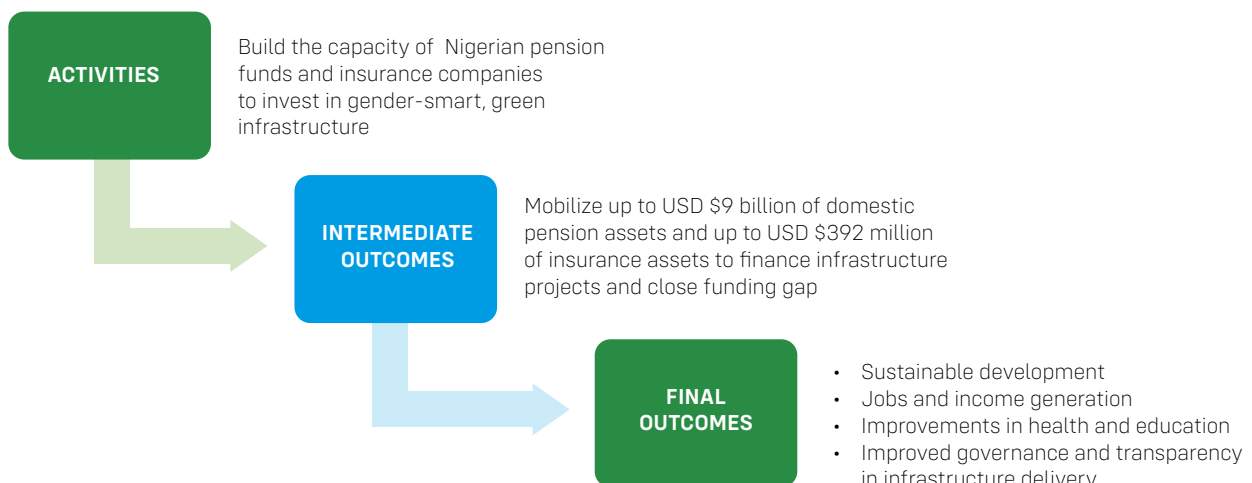




## The Proposed Concept

Convergence, InfraCredit and NSIA working alongside PENOP, and other partners are exploring the prospects of a strategic initiative aimed at promoting gender lens investing, impact investing as well as climate finance as a way of unlocking capital flows to climate-smart, resilient and sustainable infrastructure projects. Convergence is keen to pilot this concept in Nigeria alongside InfraCredit and institutional investors and is exploring its feasibility in other markets. This initiative is anchored on a theory of change founded on the institutions' knowledge and experience in financing green infrastructure projects with a gender-lens.

### Figure – Theory of Change





The Theory of Change sees the mobilization of large volumes of local capital being deployed to well-structured and de-risked infrastructure projects through creating targeted programme with institutional investors. The focus is to therefore enable more projects to succeed (financially and economically) by creating and facilitating investment in gender inclusive viable assets. The long-term outcomes include more inclusive societies that benefit everyone, empowered women, economically franchised and healthy populations, and environmental sustainability. This is the win-win situation that we aim to achieve.

The Forum seeks to pilot the concept of building local investors capacity in infrastructure appraisal through these lenses to help close the funding gap for infrastructure development, while enabling investors to create better performing, diversified investment portfolios. To date, Convergence has awarded US\$8.6M+ in funding to support 31 blended finance solutions aligned to the SDGs, which have gone on to raise over US\$1.5B+ of capital from public, philanthropic, and private investors.

Over the past decade, NSIA has invested in infrastructure projects across high impact sectors in the economy such as Agriculture, Healthcare. In addition, InfraCredit and NSIA has a growing pipeline of climate smart projects that can be scaled to pilot this concept. Projects that border around gender-lens, climate-finance and impact investing will be presented to institutional investors.

The initiative will leverage the strengths and expertise of Convergence, InfraCredit, and NSIA to support infrastructure investment appraisal. Convergence will provide technical assistance to the Forum and NSIA will provide advisory and technical support amongst others. The Forum will focus on discussions around mobilizing local currency financing from domestic institutional investors, with a particular focus on Pension Funds and Insurance Firms, to finance critical climate resilient infrastructure projects in Nigeria, using blended finance approaches for risk mitigation. InfraCredit, Convergence and NSIA will present this concept at the roundtable session for discussion purposes.



## Expected Impact from the Programme

|   |  |
|---|--|
|  | Unlocking additional, private capital towards financing climate-aligned, gender-inclusive and high impact infrastructure projects in Nigeria |
|  | Facilitated investments in other critical sectors of the economy   |
|  | Creation of jobs associated with preparing, developing, constructing, and operating the projects, as well as indirect externalities          |
|  | Improved gender outcomes and human development indicators across the economy   |
|  | Secondary benefits and broader social and economic returns for the country   |

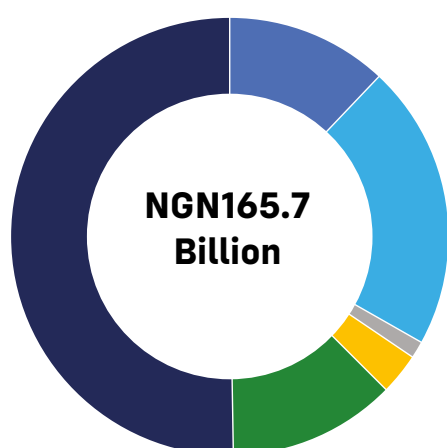
## Case Study

Please click the link below to access a case study of the recently closed Darway Coast blended finance solar mini-grid project- [Darway Coast Case Study](#).



# Pipeline of Climate-Aligned Projects

A climate-smart, gender-aligned and inclusive infrastructure project pipeline originated below for demonstration effect under this programme, are distributed across 5 sectors; Agriculture, ICT & Telecommunications, Renewable Energy, EDGE Certified Green Housing and Healthcare.



- Edge Certified Green Housing Infrastructure
- Renewable Energy (Solar Mini-Grids)
- Solar-Powered Rural Telephony (Telecoms)
- Agriculture Infrastructure
- NSIA – Solar Power Programme
- Healthcare Expansion Programme

## Expected development impact from a selection of the project pipeline

The projects are expected to have the following development impact when successfully completed:

| Indicator                               | Metric  |
|---|---------|
| Solar Capacity (MW)                     | 15.1    |
| Number of Rural Connections             | 103,848 |
| Number of Locations                     | 727     |
| Jobs (Direct & Indirect)                | 4,971   |
| Number of Female Jobs to be created     | 1,755   |
| Funding Required (NGN'bn)               | 34.6    |
| Emissions Avoided (TCO2 eq)             | 241.4   |
| Number of Housing Units to be developed | 3,000   |
| Number of farmers reached               | 180,000 |

