

# Green Finance Facilitator (GFF)

## *Developing a pipeline of green projects in Ghana*

### The Opportunity

Ghana is taking significant steps towards transitioning to a sustainable and climate-resilient economy. This can unlock significant investment opportunities in clean energy, clean transport, sustainable agriculture, and other sectors.

Achieving Ghana's climate goals requires substantial funding. While \$15 billion is needed, only 5% is currently secured, with private finance contributing a mere 13% (BII/CPI 2022).

To attract green investments, a pipeline of bankable green projects is needed. Currently, there is a gap between green finance providers, who report a lack of investable green business proposals, and Ghanaian businesses, who often lack the capacity to present green projects that meet the requirements of financial institutions.

Providing support to green businesses to become investment-ready can foster a thriving green investment landscape in Ghana.

### The Offering

The Green Finance Facilitator (GFF) is a program that provides advisory services to green businesses to enable them to become investment ready and access green financing.

The objective is to build a pipeline of bankable/investable green projects, to support increased scale and pace of green investments in Ghana. Supported businesses will be presented to financiers for funding consideration.

The GFF will work through small cohorts. In each cohort, an estimated 15-25 businesses will receive customized technical assistance at no cost through top-tier business advisory firms. Project eligibility and application criteria will be reviewed and potentially expanded for each successive cohort to reflect, for example, the evolving Ghana Green Finance Taxonomy.

### Technical assistance requested may include:

1. Financial feasibility review and financial modeling,
2. Business plan improvement and market analysis
3. Structuring support to respond to financier requirements.
4. Assistance with contractual negotiations and transactions

Applicants for GFF support may be referred by financial institutions, whether or not such businesses are already clients, and additionally, businesses are encouraged to apply directly. Large projects and SMEs are equally welcome to apply for Cohort One. Startup ventures will be accommodated in future cohorts

### The GFF Selection Process

Interested businesses can apply for GFF support via online application through a dedicated website. A detailed project eligibility and application guideline document will be available for download. Applications for the first cohort will be selected over a four-week period to be announced during the GFF launch. Calls for subsequent cohorts will be announced on the GFF website and through partner organizations.

All applications will pass through an initial eligibility screening. Eligible and complete applications will be reviewed by a selection committee using a proprietary scoring method that reflects business needs and typical financier requirements. Once selected, applicants will be matched with local business advisory firms who will provide customized short-term support tailored to the business or project's specific needs. Upon completion of TA, the GFF will invite financial institutions to consider financing offers and will support cohort companies in negotiating and finalizing such offers.

### Application Requirements

Given that the purpose of the GFF is to help businesses prepare bank-ready financing proposals, it is anticipated that applicants may require support to deliver the information requested in items 4 and 5 below. Specific technical assistance requests should be outlined in the Letter of Interest. Additional information concerning this list of requirements will be provided in the Project Eligibility and Application Guidelines document made available for download and consultation on the website.

1. Completed Online Application Form
2. Evidence of Registration of the Business
3. Financial Statements
4. Business Plan
5. Financial Model and Projections
6. Letter of Interest