

## **Pre-Investment Support Services**



#### What is the Landscape Resilience Fund?

The Landscape Resilience Fund (LRF) is an impact-driven, independent foundation that mobilizes private and public climate finance for for landscapes and SMEs working with vulnerable smallholders. The LRF was co-developed by South Pole and the World Wide Fund for Nature (WWF) to create a scalable way to support meaningful climate adaptation in rural landscapes.

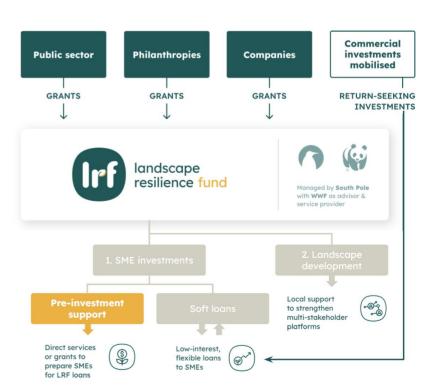
The mission of the LRF is to enable the most vulnerable people in rural landscapes to effectively adapt to climate change.

The LRF links landscape-level development and conservation activities with finance (soft loans) for SMEs that work with smallholder farmers in vulnerable landscapes. Enabled by the Global Environment Facility (GEF) the LRF additionally provides pre-investment support where required to build the capacity of SMEs.

# How the pre-investment support works

If an SME is considered highly innovative with potential for growth, but there are elements of its business that mean it is not ready for an LRF loan, it can be considered for pre-investment support (see highlighted box in diagram below). Pre-investment has 3 purposes:

- To resolve shortcomings of the SME's business model and internal capacity;
- To enhance or better monitor the SME's socio-economic and environmental benefits;
- To match the SME with other potential private investors.



Through the pre-investment support, the LRF provides (reimbursable) grants or direct services to prepare SMEs for future LRF loans or financing from other investors.



### Types of activities financed through LRF pre-investment support

Investment criteria	Types of activities	Best practice examples the LRF is looking to support'
Climate Resilience	Improvement of anticipated impact of climate adaptation technologies and measures	<ul> <li>Develop the baseline of current exposure, sensitivity and adaptive capacity to climate risk</li> <li>Develop climate change scenarios to identify future exposure, sensitivity and adaptive capacity to climate risk</li> <li>Assess adaptive capacities and opportunities</li> </ul>
Investment readiness	Development of the business model & market opportunities	<ul> <li>Demonstrate the end-to-end value-add of the value chain to customers, suppliers, and other immediate business stakeholders</li> <li>Assess key markets and identify opportunities and risks</li> <li>Establishment or improvement of offtake contracts for agriculture or forest products</li> <li>Design or improvement of the marketing strategy</li> </ul>
Investment readiness	Measures to improve financial planning and creditworthiness of projects	<ul> <li>Improve the presentation of past financials to allow a clearer understanding and basis for loan structuring</li> <li>Develop financial model so that inputs &amp; assumptions become reasonable and an accurate reflection of reality</li> <li>Financial stress testing to determine likelihood of</li> </ul>
Investment readiness	Development and documentation of sound management processes	<ul> <li>Gap assessment of SME team's composition and experience to design and implement an improvement action plan</li> <li>Develop SME governance structures that would be aligned with the requirements of a lender</li> <li>Improve bookkeeping processes &amp; controls</li> <li>Improve business model to align the use of proceeds with impact objectives</li> </ul>
Environmental and Social Management System	Development or policies and procedures for environmental and social risk management	Design and implementation of an Environmental and Social Management System (ESMS).
SDG co-benefits	Improvement of social and environmental co-benefits	<ul> <li>Develop a gender analysis and design and implement a gender action plan</li> <li>Determine baseline and opportunities for climate change mitigation</li> <li>Determine baseline and opportunities for biodiversity</li> </ul>
Climate resilience	Building of training programs for farmers to strengthen their adaptive capacity	<ul> <li>Development or enhancement of training programmes to enhance climate resilience in the economic activity</li> <li>Strengthening training programs by mainstreaming adaptation and climate resilience</li> </ul>

### Are you an SME looking for pre-investment support?

If you are an SME working in developing countries on sustainable land management or products and services targeted at climate resilience, and you are seeking support to access finance, please contact us at contact@landscaperesiliencefund.org.



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