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# SME BlueImpact Asia – Manila Workshop – Day #2

19 June 2026

ASIAN DEVELOPMENT BANK




W106 Vox Studios, 1-45 Durham Street
London SE11 5JH

# Agenda – Day 2

| Time | Session | Description & Objectives | Format / Facilitator |
|---|---|---|---|
| **DAY 2 — Friday 19 June \| Broadening the Scope: Addressing the Blue Economy Financing Gap in the Philippines** | | | |
| 09:00–09:15 | **Opening & Day 1 Recap** | Summary of Day 1 outputs and framing for Day 2. | ADB |
| 09:15–10:00 | **Session 7: Aggregated Financing Gap & Proposed Mechanism(s)** | Synthesis of the full blue economy financing gap (SMEs, infrastructure, microenterprises, NbS) and proposed financing mechanism(s) to close it, including ADB's existing and prospective support. | Presentation: ADB with Finance Earth inputs |
| 10:00–11:30 | **Session 8: Discussion & Breakout - Architecture Design** | Structured discussion to iterate the financing architecture: Does it address Day 1 needs? How to extend beyond pilot corridors? What role does each institution play? *Includes networking Break* | Breakout + plenary: facilitated by ADB, supported by Finance Earth |
| 11:30–12:00 | **Session 9: Agreed Action Plan & Next Steps** | Consolidated synthesis of workshop conclusions. Agreed actions, owners, and timelines. Securing commitments from participants. | Plenary: ADB & consortium |
| 12:00–12:15 | **Closing Remarks** | | ADB |
| 12:15- | | *Lunch* | |

# Opening & Day 1 Recap

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# Day 1: what we covered and what we heard

A full day across two pilot corridors: **Southern Leyte–Siargao** and **Davao Gulf–Pujada Bay**. We moved from the demand side (SMEs and wider financing needs) to the supply side (financial institutions), then into structured breakouts.

## The demand side - SMEs

- Four shortlisted SMEs pitched using a standardised, investment-ready format: AASC Technologies, Adelina Hotel Group, Gov. Generoso Diving Shop, Fishermen Coop of Consolacion.
- Clear potential for bankability and impact across a range of maturity levels.
- Indicative aggregate ask ~USD 3.5m, some phased over several years.
- Some capital already flows (existing bank ties); appetite for flexible, risk-aware structures.

## Wider financing needs

- LGU & enabling infrastructure: solid-waste/wastewater, water/desalination, power, fishing ports.
- New ventures (e.g. mud-crab grow-out): more suited to venture/seed capital (e.g. ADB seed fund).
- Micro-enterprises & associations: need grants, capacity building, market links.
- Nature-based solutions (reef restoration): strong demand; cost is the main barrier.

## The supply side - FIs

- DBP, Landbank and CARD MRI presented agri-fishery value-chain programmes.
- Concessional windows reach 3–5% p.a. but with eligibility limits and ceilings; market rates ~8–10%.
- Recurring barriers: financial literacy & documentation, monitoring cost, credit risk, impact measurement.
- ADB flagged illustrative solutions: microfinance risk-participation and a TA-funded risk-sharing structure.

## Emerging cross-cutting messages

### Capital is not the main gap

Cost of finance, access knowledge, capacity, documentation and unmitigated business risks matter more than new headline funds.

### The market is fragmented

Many programmes and institutions, diverse SMEs: but weak visibility on both sides makes matching costly.

### The pillars are interdependent

Enabling infrastructure (esp. waste/wastewater protecting the bays) underpins SME and tourism viability: a shared win.

### A scalable origination engine

The standardised pitch / investment-readiness platform was endorsed to build investable pipeline.

# From Day 1 breakouts to a Day 2 action plan

**A two-stage ambition**

**Near term:** a workable structure to finance the shortlisted SMEs and pilot regions (Siargao / Gulf of Davao).
**Later:** a Philippines-wide solution serving a broader national pipeline. The pilot is the stepping stone.

## Group A: SME financing

- Appetite for blended finance: grants for piloting, concessional loans for expansion, results-based finance, plus capacity building.
- Direction: a dedicated “Blue Economy” financing route for the pilot SMEs, with an ADB risk-sharing / TA layer to lower cost and share risk.
- Next: confirm partner bank focal point and work through risk-sharing parameters and design.

## Group B: LGU & infrastructure

- Barriers are structural more than cost: permitting, long timelines, the ~20% development-fund cap, and O&M / connectivity gaps.
- PPP (incl. build-own-transfer, possibly via a replicable facility) is a promising route, alongside existing bank credit lines.
- Next: identify a concrete pipeline to originate a pilot transaction in the target regions.

## Group C: micro & associations

- Typical MFI eligibility (3 yrs operating, 2 yrs profitable) excludes most start-up associations.
- Proposed: relaxed / risk-backed lending terms and risk transfer to widen safe access.
- Third-party capacity building (e.g. TRIAS, academe) to bring associations to a credible, lendable standard.

## Today’s goal: a concrete action plan for each pillar

1. **Defined pipeline** — A clear pilot pipeline per region and pillar
2. **Challenges & options** — Key barriers and the design options to resolve them
3. **Timelines** — Realistic sequencing toward implementation
4. **Stakeholders** — Who needs to be involved and in what role
5. **Next steps** — Concrete follow-ups to refine the design

SESSION 7 | 09:15–10:00

# Session 7: Financing Gap and Financing Options

*What is the full financing gap, and what tools could close it?*

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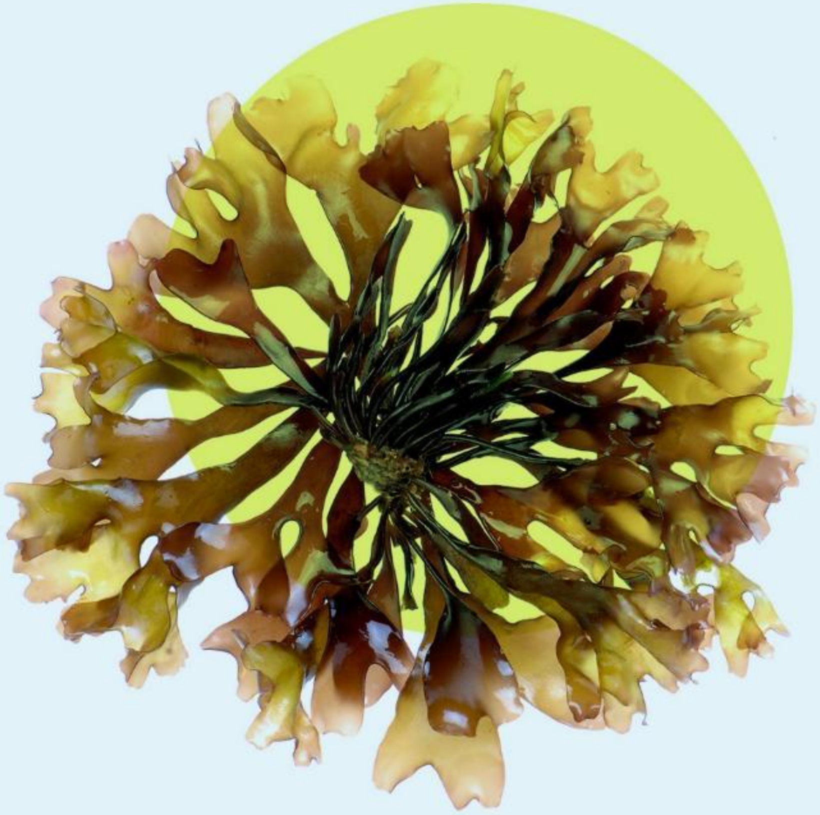
# The Aggregated Blue Economy Financing Potential



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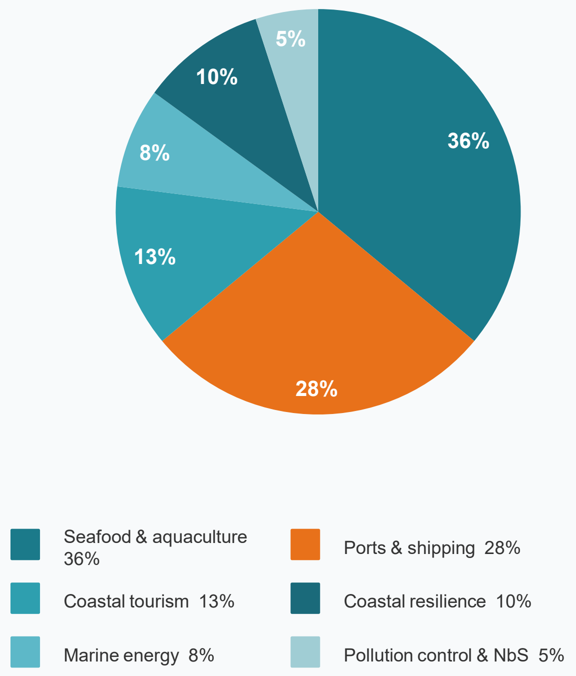
# Asia-Pacific Blue Economy: Scale, Gap & Governance

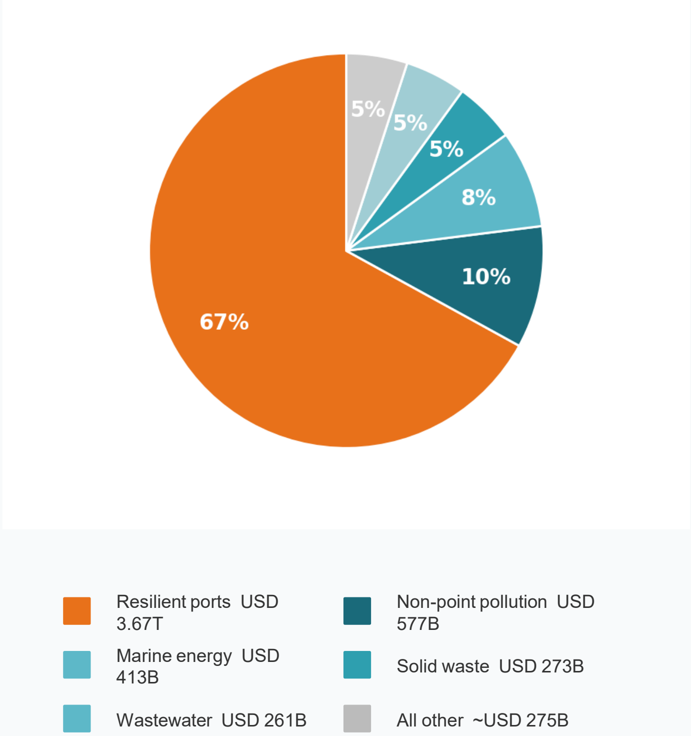
**USD 5.5 trillion investment need by 2030 · Seafood sector alone employs 60 million people · < 3% of ocean under effective MPA management**

## USD 3 T / y Economic Value by Sector



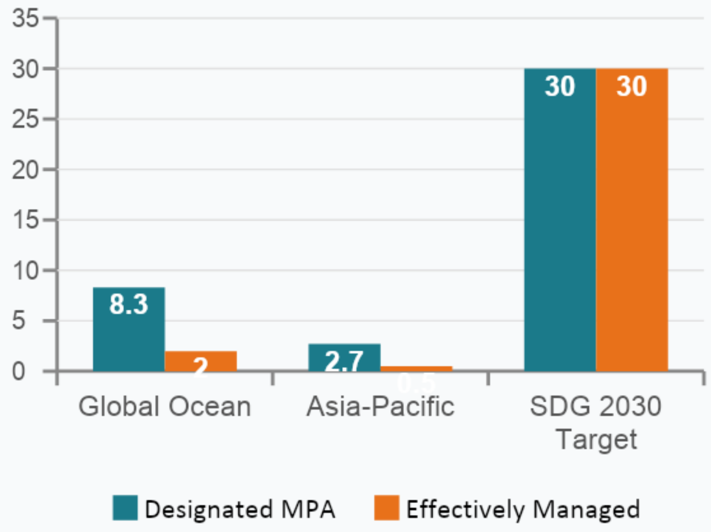

*The blue economy contributes ~USD 3 trillion/yr to Asia-Pacific GDP and employs 60M+ directly in seafood alone*

## USD 5.5 T Financing Gap by Sector




*USD 2 trillion of the gap falls specifically on blue SMEs — the 'missing middle' between microfinance and institutional lending*

## MPA Management Deficit




**Paper protection dominates:** Most APAC MPAs are designated but not actively managed — no rangers, monitoring or enforcement

**Critical habitat loss:** Only 1% of Philippine reefs in excellent condition; 64% of mangroves lost nationally

**Blue economy link:** Unmanaged MPAs cannot regenerate fish stocks, support eco-tourism or sequester blue carbon

**Finance pathway:** Blue carbon credits, blue foods & payments for ecosystem services can fund community MPA co-management

*Sources: ADB/UNEP/UNDP Financing the Blue Economy (2022) Table 3.1; IUCN Protected Planet (2023); MPA Atlas (2024); SME BlueImpact Asia Philippines Pilot (Finance Earth, 2026)*

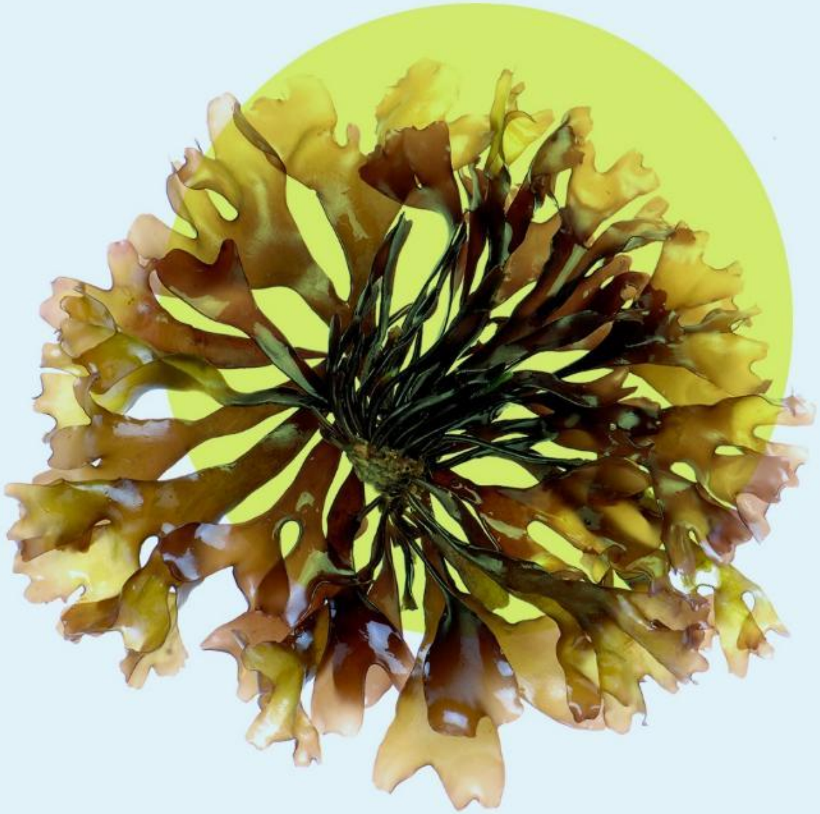
# Philippines: Blue Economy Financing Gap by Sector

| Sector | Key finance gap figures | Scale / Quantum | Gap type |
|---|---|---|---|
| **Marine Ecosystem Management & Nature-based Solutions** | Mangrove restoration alone worth >USD 450M/yr in flood protection; 95% of coral reefs under threat. NDC need: USD 72B . | USD 72B NDC total; public funding covers only 2.7% | Climate adaptation; conservation; blue carbon |
| **Marine & Coastal Eco-tourism** | 120,000+ hotel room shortfall by 2028; sector at 8.9% of GDP vs. 12.7% pre-pandemic. | USD 3.9 trillion PHP gap to WTTC 2035 potential; USD 88M Land Bank sustainability bond (2024) | Infrastructure; green MSME credit; conservation finance |
| **Fishing & Aquaculture** | USD 6–7B agri-fishery credit gap; <30% of fisherfolk access formal credit; aquaculture production down ~10% | World Bank FISHCORE USD 176M (only USD 37M disbursed by Sep 2025) | Smallholder credit; climate resilience; cold chain; sustainable practice transition |
| **Shipping, Ports & Marine Services** | 66% of 186 shipyard facilities require rehabilitation. Port of Manila yard utilisation hit 88.6% in Feb 2026. Build Better More programme underfunded. | No single published gap figure; public infrastructure spending fell 16% in 11 months to Nov 2025 | Port capacity; green shipping transition; shipyard modernisation |
| **Marine Energy** | PHP 10.7T (USD ~188B) investment needed 2029–2050 for full RE transition. 92 OSW contracts awarded (66 GW capacity) Bankability gap | blended finance required to halve cost of capital for offshore wind (OSW) projects | OSW project finance; concessional loans; FX hedging; grid & port infrastructure |
| **Plastic & Waste Management** | Philippines 3rd largest ocean plastic polluter globally: Only 28% of key plastics recycled; Infrastructure underfunded. | 78% of plastic material value (~USD 2–3B/yr) lost; ADB USD 500M Blue Economy loan covers waste mgmt but no standalone gap figure | Recycling infrastructure; EPR compliance support; waste-to-value |

# Implications for Policy and Investment

| | | |
|---|---|---|
| 01 | **Scale Blended Finance Mechanisms**<br>Align public, concessional, and private capital using guarantees, first-loss structures, and concessional co-financing to improve risk-return profiles across SME-dominated, high-risk sectors. | *MFI ceilings of PHP 300K and commercial bank collateral requirements leave blue SMEs in a structural ‘missing middle’ — blended finance is the primary mechanism to bridge this gap.* |
| 02 | **Expand Insurance & Risk Transfer Solutions**<br>Deploy parametric insurance, disaster risk financing, and ecosystem-based instruments (reef/coastal protection) to reduce climate exposure, stabilise cash flows, and improve bankability. | *Annual typhoon exposure in pilot corridors (Siargao faces 8–10 per year) leaves marine assets uninsurable under current frameworks, blocking lending and investment across the fisheries and aquaculture sector.* |
| 03 | **Develop Revenue-Linked Natural Capital Finance**<br>Link conservation outcomes to monetisable value streams — tourism, fisheries productivity, and carbon/biodiversity markets — enabling stable financial flows instead of intermittent funding. | *The Philippines PENCAS Act (2024) and ADB’s USD 500M Marine Ecosystems PBL create the regulatory scaffolding for blue carbon credits and payments for ecosystem services to become investable at scale.* |
| 04 | **Unlock SME Access to Capital Markets**<br>Expand credit, insurance, and risk-sharing for blue economy SMEs through data systems and intermediation models that aggregate small-scale activities into investable portfolios. | *No Philippine bank currently accepts marine assets as collateral; a standardised pipeline database is a critical instrument for aggregating deal flow and enabling investor matching.* |
| 05 | **Define Costed Investment Pathways**<br>Develop clear, costed roadmaps for infrastructure, decarbonisation, and resilience — particularly in maritime transport and coastal systems — to reduce uncertainty and enable long-term allocation. | *The USD 5.5 trillion APAC financing gap analysis (ADB/UNEP/UNDP, 2022) and Philippines-specific sector gap data provide the evidence base for governments and MDBs to define bankable, costed pipelines by sector.* |

# SME BlueImpact Asia Platform



# SME BlueImpact Asia Digital Platform

## Background

### The Financing Gap

- ADB-UNDP-UNEP report (Financing the Blue Economy, June 2022) proposed a **platform to facilitate funding** to the **missing middle of the Blue Economy**.

- Blue Economy SMEs with revenues between **$500 thousand and $10 million** were identified as the missing middle — adjusted to size of financing needs: **USD 100 thousand to USD 10 million.**

### The Gap

- Current market mechanisms are more efficient for micro enterprises, larger private commercial entities, public entities, and government units — but even **those resources are limited**.

- Programs of local banks, microfinance platforms, and regional players are steps in the right direction, but **none take a systematic, bottom-up approach** and **long-term view** of a dedicated broad-based, Blue SME financing-focused platform with a strong impact awareness and purpose.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# SME BlueImpact Asia Digital Platform

**The Co-Design Workshop (June 18-19, 2026, Manila PH): what we heard and what it means**

### 1 STILL ELUSIVE

**Finding appropriate vehicles** to meet the needs of this segment at scale remain elusive. The missing middle, as defined earlier, is still there.

**Gap persists** despite growing awareness and incremental action.

### 2 ADB'S PROACTIVE ROLE

**ADB has been very proactive** in seeking solutions for financing sustainable blue SMEs that also address ocean health, community needs, and climate risk.

**The Co-design sessions** provided good ideas moving towards piloting.

### 3 FINANCING PULL

**Options exist**, but they still pull towards microfinance, blue food, and government units.

**The missing middle** of blue SMEs remains underserved by current financing flows.

### 4 IMPACT ON THE RADAR

**Impact must be on the radar**, standardized, and part of every conversation. A crucial goal of SME BlueImpact is impact.

**Impact Scorecards and Impact Business Canvases** are part of each standardized set of SME outputs.

# SME BlueImpact Asia Digital Platform

## Walking the Talk

### Investment Readiness Bridge

**Connecting what FIs need with what SMEs deliver**

*A shared investment readiness platform bridges the gap*

### What Financial Institutions Need

- Quantifiable, verifiable, quality data at scale
- Financial literacy among borrowers, including track record and financial statements
- More overall investment readiness of borrowers
- Demonstrated commercial activity
- Increased impact literacy themselves and integrated into financial appreciations

### What MSMEs and SMEs Need

**Guidance on:**
- Organizational readiness (business self-awareness)
- Investment readiness (FI awareness)
- Specific impact literacy along with its identification, reporting and monitoring

### MSMEs vs SMEs

**SMEs are financially more advanced:**
- Have greater financial literacy, track records, and audited statements
- Higher levels of commercial activity.
- Guidance still needed on organizational and investment readiness
- Even if good businesses they are still not on the radar of most Fis

# SME BlueImpact Asia Digital Platform

## Introducing the Investment Readiness Tool

### 1 Built for the Missing Middle

Currently structured for Sustainable Blue SMEs — but easily adaptable for micro-enterprises, non-profits, cooperatives, and stand-alone PPP projects.

### 2 Four-fold Architecture

- Business self-reflection and awareness
- Investment readiness coaching
- Impact awareness and focus
- Generation of interconnected reports for internal and external use

### 3 Learn-by-Doing

All inputs and outputs are guided by a hands-on learning process — SMEs build understanding as they go.

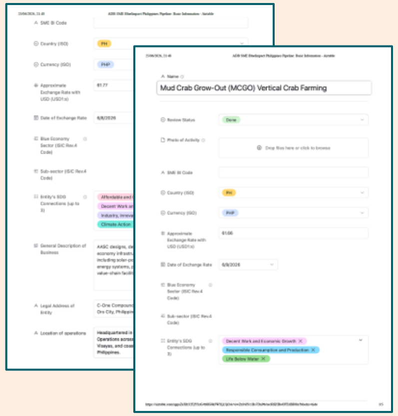
*Real SMEs across the Philippines are using this tool today*

# SME BlueImpact Asia Digital Platform

## Learn-by-Doing: How the IR Tool Works

### 1 INPUT

SMEs work through a series of structured questions — covering all areas necessary for any business and its impacts. All information is entered in a standardised format; quality data is critical.




### 2 PROCESS

Each set of inputs automatically flows through to all outputs: general description, elevator pitch, full pitch deck, impact business model canvas, impact scorecard, business plan, and financial summary.


### 3 UNDERSTAND & PRESENT

This information helps SMEs understand the dimensions of their entity and prepares them for funder-facing events — like the Elevator+ Pitches presented at this workshop.

**Outputs include** General description | Elevator pitch | Full pitch deck | Impact Business Model Canvas | Impact Scorecard | Business plan | Financial summary |

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# SME BlueImpact Asia Digital Platform

## Other Benefits of the IR Tool

1. **Consistent Output:** One set of inputs flows automatically to all reports — internal and external materials are always aligned.
2. **Data & Statistics:** Collection of business and impact data in consistent format. Such data is essential for many stakeholders: funders, government agencies, research institutions. Needs quality input and then monitoring, reporting and valuations.
3. **Scale & Efficiency:** Ability to process high volumes of entities efficiently — volume and quality maintained simultaneously.
4. **Portfolio Aggregation:** Like-structured datasets can be aggregated into selected portfolios for further funding rounds.
5. **Risk Distribution:** Aggregated portfolios reduce exposure to individual credit risk — diversification is key to avoiding concentration failures.

# SME BlueImpact Asia Digital Platform

## A Bit of Context: The Landscape

### What Exists Today

**Platforms work like shops**
Browse and scroll, sometimes ‘matching’ via filters.

**Toolkits are usually checklists**
Or to-do lists at different stages of an organisation's activity.

**Report generator applications**
Help create materials for businesses and investors.

*All seem independent and ad hoc — not interconnected.*


### The IR Tool Difference

**Fully interconnected:**

- One set of inputs, many outputs
- Guides self-reflection and business awareness, not just reporting
- Organizational and Investment readiness coaching embedded in the process

**Under construction**
And like any product, it evolves

# SME BlueImpact Asia Digital Platform

**Personal Experiences from recent Investment Readiness tool users and viewers**

## Experience A

### More Intentional

Entities stressed how the reflection needed to input information made their actions more intentional and focused.

## Experience B

### Areas of Reinforcement

Individuals felt afraid or nervous about parts of the input and presenting the material. This feeling reflects which areas need reinforcement.

## Experience C

### Self-Learning

Individuals appreciated the self-learning through the process and realized that their thinking flowed more automatically.
Listeners who met the SMEs before noted the improvement.

## Experience D

### Scale is Key

A large volume of entities need to be reached. Having different levels of awareness and skill moving through the system assure continuous progression and expansion of the SME BlueImpact Asia program.

# SME BlueImpact Asia Digital Platform

## The Future: What Comes Next

### Architecture

Continued design of a comprehensive digital architecture.

### Governance

Robust management structure for the platform.

### Data Security

Secure data channels and storage infrastructure.

### Confidentiality

Levels of confidentiality authorised by data owners.

### Legal Clarity

Legal clarity on responsibility and ownership of data.

### Better Tools

Development of improved input and output processes, forms, and reports.

# SME BlueImpact Asia Digital Platform

## The Vision

*A dedicated website where SMEs access the IR Tool and stakeholders access reports and data summaries according to their interests — open-source, owned by a non-profit or foundation, with clearly defined confidentiality and disclosure channels.*

**Open-source · Non-profit owned · Defined confidentiality channels · Scalable and replicable to any geography**

**Stakeholder Benefits:**

### More Financing

Greater SME financing through portfolio aggregation, reducing individual credit risk while broadening access.

### Economic Development

More economic development and geographical reach — bringing blue economy opportunity to underserved coastal communities.

### Greater Impact

Efficient systems that scale — at the end of the day, greater impact on people, communities, and ocean health.

**Considerations:**

### Realistic Ambition

It is an ambitious vision, but not unrealistic building off where we are today.

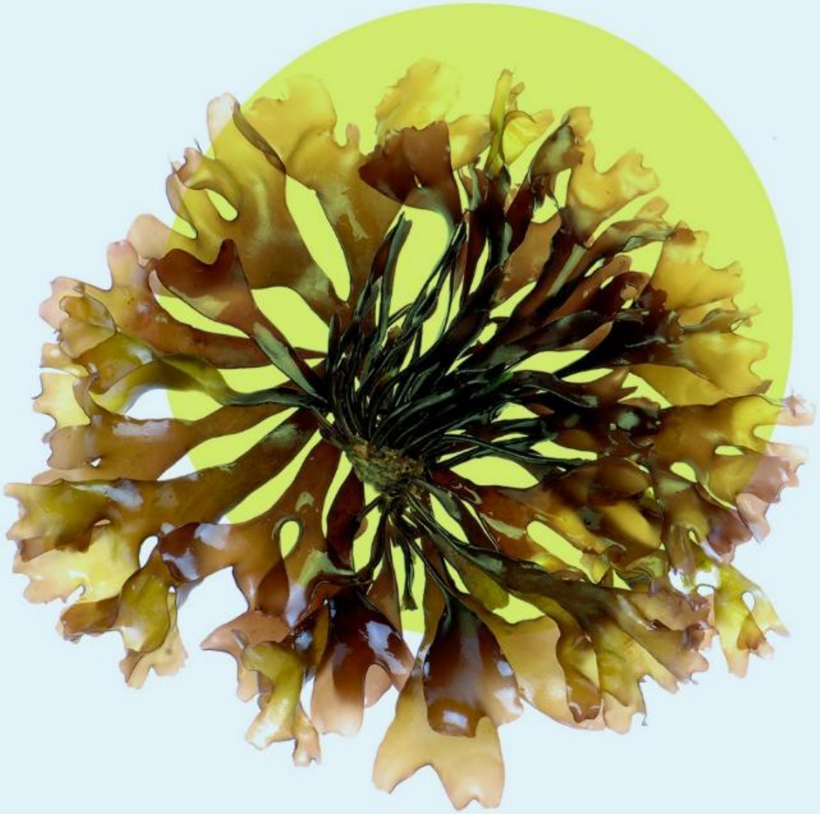
### Open Source

The tool and platform have costs, but the intention is for it to be an open-source tool — possibly owned by a non-profit organization or foundation.

### Security

Many legal channels need to be studied to secure and define levels of confidentiality and disclosure.

# Financing Mechanism Architecture and Case Studies



# UK Nature Impact Fund – Investment Fund + TA Programme

**Finance Earth designed and manages the UK Nature Impact Fund, a £120m (£50m first close) blended finance vehicle investing in woodland, peatland, and biodiversity projects across England. With £30m cornerstone capital from UK Government (Defra) structured as first-loss protection for private investors.**

- **Government first-loss (£30m Defra) de-risks private capital:** enabling pension funds and institutions to invest in illiquid nature assets
- **Diversified revenue across carbon, biodiversity (BNG) and timber:** targeting 8%+ net IRR with conservative pricing assumptions and first loss protection
- **£100m+ pipeline at launch**, co-developed with UK's leading eNGOs, private landowners and public estate
- **FCA-approved "Sustainability Impact Label"**: integrity standard for impact funds
- **Credit sales repay investors:** corporates buy Woodland Carbon Code, Peatland Code credits, and/or Biodiversity Net Gain (BNG) Units

## Blended Finance Fund Structure Design

**UK Govt (Defra)**
£30m First-Loss

**Private Investors**
Pensions, Institutions

↓

**UK Nature Impact Fund**
£120m | Managed by Finance Earth

↓

**Nature Projects**
Woodland | Peatland | Grasslands

↓

**Revenue Streams**
Carbon credits | Biodiversity Units (BNG) | Govt grants | Timber

**£120m target fund size**

**8%+ net IRR target**

**£30m Defra first-loss protects private investors**

*The UK Nature Impact Fund is an example of a fund supported by a technical assistance programme, the UK Nature Accelerator, providing investment readiness support to project developers and ensuring a pipeline of high-integrity, institutional-grade nature projects for the fund to deploy into.*

Department for Environment Food & Rural Affairs

# International Context: The Maldives Tuna Think Tank (MTTT)

**The Maldives Tuna Think Tank surfaced an identical pattern of financing constraints in a different market, which could be addressed via the development of a blended finance facility.**

## Maldivian Context

- Only 20% of tuna catch processed locally
- Export volumes and value per kg are declining (falling landings, facility closures, high tariffs…)
- Younger Maldivians moving into tourism, shrinking the active fishing fleet

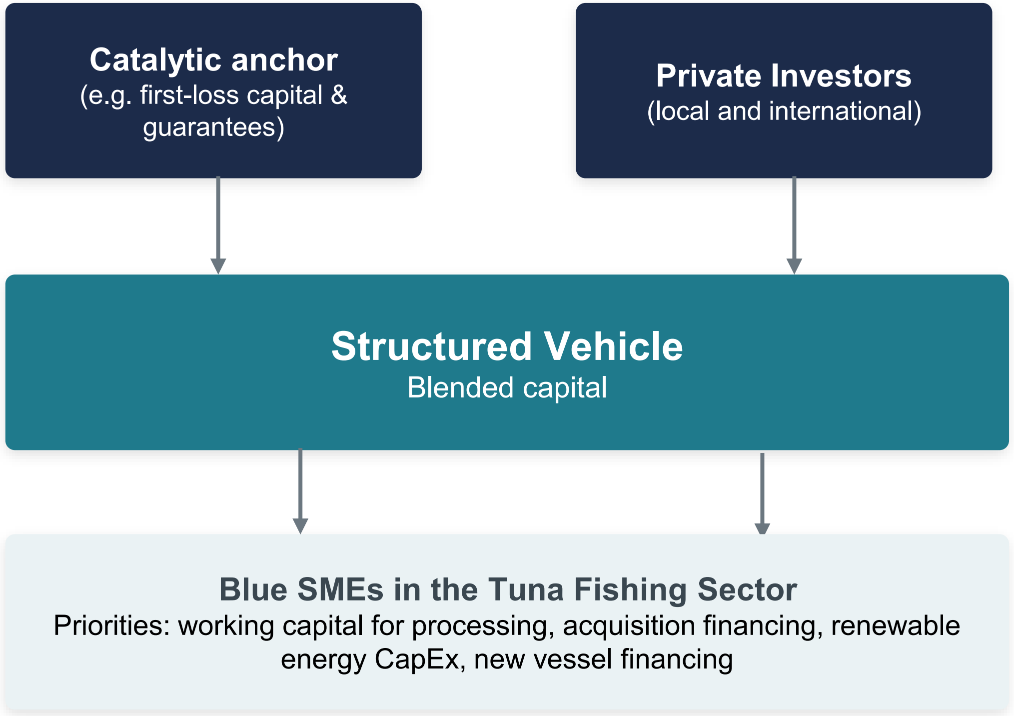
## The MTTT Initiative (launched 2024)

- Supported by ADB, UNDP, MSPEA, and SustainaSea Blue Economy Advisors
- Convened tuna processors, government, and financiers to develop a coordinated sector roadmap
- Identified a \$500M–\$1B investment need over the next decade

## Enabling Environment Constraints

- Local financial sector oriented toward tourism with limited appetite for fisheries risk
- High country-level risk premiums discouraging international investors
- Gaps in collateral/enforcement legislation and limited socioeconomic/environmental data

## Proposed: Maldives Pole & Line Blended Finance Facility

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# Case Study: Bank of Qingdao Blue Finance Project (PRC)

## Key Development Issues

- PRC has 18,000 kilometers of continental coastline
- Ocean environment and ecosystem are at risk because of unsustainable marine practices and overexploitation of ocean resources
- More than half of the country's coastal wetlands, nearly 60% of mangroves, and 80% of coral reefs are damaged
- An estimated 55% of fish stocks in the PRC have been overfished
- Almost one-third of the total global plastic waste enters the oceans via the PRC
- Currently less than 1% of the total value of the ocean economy is invested in sustainable projects

## ADB Solution

- First blue syndicated loan to a City Commercial Bank (Bank of Qingdao) in the PRC
- Eligible use of proceeds cover 7 areas of marine environment protection and sustainable blue economies
- Strong development partnership among DFIs
- $150 million financing package from ADB, IFC, DEG and PROPARCO
- IFC supported BOQ to develop a Blue Bond Framework
- ADB worked with BOQ and local governments to develop a blue finance taxonomy for other FIs in Shandong province

## ADB Value Addition

- **$35 M of longer tenor finance with 3 years**
- **Enhancing BOQ's environmental and social safeguard capacity and supporting gender equity**
- **Supporting development of innovative financing with the offering of the first blue syndicated loan to a city commercial bank (CCB) in the PRC and preparation of first CCB blue bond issuance**
- **Improving blue finance capacity and knowledge transfer through development of blue taxonomy for other FIs and knowledge dissemination at forums and other knowledge events**

# Building Blocks of the SME BI Asia Financing Architecture

**Scaling SME BlueImpact Asia requires a layered capital stack and effective intermediation channels, supported by targeted technical assistance and risk mitigation.**

## 1 SOURCES OF CAPITAL

### Public capital
- Government budget (fiscal allocations)
- Sovereign borrowing (ADB / other MDB loans)

### Thematic capital markets
- SME Blue Bonds (MOF, DBP/LBP, ADB platforms, etc.)

### Private & impact capital
- Impact investors (funds, institutional investors)
- Commercial banks (balance-sheet financing)

### Catalytic / blended finance
- De-risking instruments (guarantees, insurance, first-loss)
- Blended structures crowding-in private capital

### Complementary concessional sources
- Existing initiatives, climate / blue funds
- Grants and concessional windows

## 2 ON-LENDING / INTERMEDIATION CHANNELS

### Public program channels
Govt agencies (MOF, DTI, DOT, DA) → policy-driven programs, subsidies, directed lending

### Direct lending
ADB, DBP, LBP → direct financing to eligible borrowers / projects

### Wholesale lending
On-lending via DFIs / apex institutions → channelling capital to financial intermediaries

### Private financial intermediaries
Commercial banks, MFIs, local banks → retail lending to SMEs & enterprises

## 3 FINANCING NEEDS (END USERS)

### Micro-enterprises
Growth and working capital for MEs

### SMEs
Growth & working capital for SMEs

### LGU infrastructure
Ports, cold chain, coastal & marine infrastructure

### New ventures
Early-stage / first-of-a-kind blue businesses

### NbS projects
Mangrove, blue carbon & other nature-based solutions

## CROSS-CUTTING ENABLERS

**Technical assistance:** pipeline development (origination, project preparation, investment readiness); capacity building for governments, FIs & SMEs; market development (standards, taxonomies, blue eligibility criteria).
**Enabling environment:** policy and regulatory support — enabling frameworks for blue finance.

SESSION 8 | 10:00–11:30

# Session 8: Discussion & Breakout – Action Plan Architecture

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# The Final Act: Action Plan

**Building on everything until now, create an ACTION PLAN for the pilot technical assistance facility**

Step 1: **Specify problem**

| | |
|---|---|
| 1 | ***PROJECT ID***<br>*What projects / SMEs / entities are in the pipeline?* |
| 2 | ***ASK +***<br>*What is the financial / non-financial ask?* |
| 3 | ***BARRIERS***<br>*What are the challenges to overcome to get (i) finance and (ii) implementation?* |

Step 2: **Define timeline & responsibilities**

| | |
|---|---|
| *What is the specific timeline?* | 1 |
| *What are the milestones?* | 2 |
| *Partners, roles, responsibilities* | 3 |

# Action Plan; Example

## Present the Action Plan to ADB

| Wastewater treatment plant | | PHP 15 million | |
|---|---|---|---|
| **Barrier** | **Proposed Solution** | **Timeline** | **Responsible** |
| Permit not issued by government agency | Engage with agency directly, with clear request and all documentation prepared | Sept - Dec 2026 / permit issued by Dec 2026 | LGU waste officer |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

# Session 8: Breakout – Action Plan Architecture

## Breakout Group Assignments

**Group A**

### SME Financing

*Facilitated by Thomas Kessler (ADB) and Yann (Finance Earth)*

- SME representatives (AASC, Adelina Hotel, Gov. Generoso Diving Shop, Fish Coop Consolacion)
- Landbank of the Philippines
- Development Bank of the Philippines

**Group B**

### Infrastructure Financing

*Facilitated by Klaus Prochaska (ADB) and Thomas Egli (SustainaSea)*

- LGU representatives (Mati, Dapa, Del Carmen)
- SOEMCO
- Landbank of the Philippines
- Development Bank of the Philippines

**Group C**

### Microenterprises & Associations

*Facilitated by Hilly Ann Roa-Quiaoit and Aileen Ruiz (ADB)*

- CARD MRI
- Rizal Taktak Women's Association
- Banaybanay CSOs Association

**Nominate your spokesperson now · Capture outputs on your group's flipchart · 30 minutes**

# Lunch & See You Next Time!

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