



## Filling the Pipeline: A Sustainable Ocean Investment Ecosystem for the Seas of East Asia

### Track 6: Ocean Industry and Finance

**Convener:** PEMSEA

**Date:** Nov 28, 2018

**Time:** 1000 – 1200

The need for significantly increased investment to achieve the targets under the UN Sustainable Development goals is well understood. UNDP cites a USD2.5 trillion gap in investments required to meet the SDGs, and it's not likely that all of this financing will come from government and donor support. By catalyzing private sector investment, there is an opportunity to redirect billions of dollars of capital away from unsustainable investment towards sustainable, blue economy investments in the region.

To address this need and opportunity, a number of new funds have emerged to focus on investing in sustainable development of oceans, in areas including fisheries, marine pollution and coastal tourism. However, funds face challenges in sourcing investment projects that can support the Sustainable Development Goals while offering viable investment models. Local governments look to engage in the investment conversation, but may not know where to start. At the same time, donor support has a role to play in developing new models and approaches that can lower risks and catalyze the flow of private capital to investments that can have an impact at the local level.

This session will introduce the emerging investment ecosystem for the Seas of East Asia, including lessons learned for sourcing and developing investments that address critical ocean challenges, such as ocean plastics, wastewater, sustainable aquaculture, marine conservation, and more. Building on the regional Strategic Action Programme (SAP) coordinated by PEMSEA, which brings together donors, technical partners and the private sector, this new investment ecosystem can catalyze both public and private financing, building a pipeline of investment opportunities supporting SDG 14 and unlocking the ocean investment potential in region.

#### **This session aims to deliver:**

- Sharing of regional investment cases and building an understanding of the interests of funds in blue economy investment opportunities
- Awareness of the Ocean Investment Ecosystem in the region and PEMSEA's efforts to help facilitate investment for local governments, project proponents and developers, and investors
- Linkages with funds that can lead to partnership for future investments in the region
- Linkages with technical experts and project stakeholders that can support development of potential pipeline projects
- Strengthened donor support for ocean investment in the region

#### **Future Outcomes:**

- Activation of a regional Ocean Investment Facility, sourcing and developing investments that support local government and contribute to achieving the SDGs and blue economy growth in East Asia.



## Program

### **Welcome**

**Aimee Gonzales**

*Executive Director*

*PEMSEA*

### **The Growing Ocean Investment Ecosystem in East Asia**

**Ryan Whisnant**

*Director of Strategic Initiatives*

*PEMSEA*

### **Presentations and Panel Discussion: Blue Economy Investment Cases from the Region**

Learn about concrete investment cases being developed in East Asia across various sectors including waste management and ocean plastics, wastewater as a resource, sustainable aquaculture and marine protection and tourism, and the lessons learned for building a pipeline of investment opportunities.

**Moderator: Bruce Dunn, Director, Environment and Safeguards (SDES), Sustainable Development and Climate Change Department (SDCC), Asian Development Bank (ADB)**

#### ***Ocean Plastics***

**Rob Kaplan**

*Founder and CEO*

*Circulate Capital*

#### ***Wastewater as a Resource***

**Jose Marie Lim**

*Managing Director*

*LCI Envi Corporation*

#### ***Sustainable Aquaculture***

**René Benguerel**

*Founder & Managing Director*

*Blueyou Consulting / Impact blue*

#### ***Marine Protection and Tourism***

**Dr. Nicolas Pascal**

*Executive Director*

*Blue finance*



### **Investor Perspectives on the Ocean Investment Opportunity**

Global and regional respondents from investment firms, funds and facilities focused on ocean investment share their perspectives on the panel presentations, their role in supporting healthy coastal ecosystems and communities, the investment opportunity in the region and gaps that need to be addressed to catalyze more sustainable investment in coasts and oceans

**Moderator: David Pangan, Investment Specialist, PEMSEA**

#### ***Dale Galvin***

*Managing Partner,  
Meloy Fund*

#### ***Jürgen Zeitlberger***

*Manager Blue Natural Capital Financing Facility,  
IUCN*

#### ***Toto Camba***

*Regional Investment Manager – South East Asia,  
Capital 4 Development*

### **Roundtable Discussion: Building a Pipeline of Sustainable Ocean Investments in the Region**

#### ***Framing Questions***

- What types of projects are investors / funds looking for and what are their requirements?
- What potential investment opportunities are out there (from local governments and other stakeholders)?
- How can PEMSEA and its partners best help to identify and develop pipeline in the region?

## Speaker Profiles



**Aimee Gonzales** has more than 20 years of experience in managing multicultural teams in the design and implementation of marine/fisheries strategies and public policy reform to mainstream environment in regulatory, planning and investment frameworks. Prior to joining PEMSEA, Ms. Gonzales held various posts at WWF International. The most recent was as Manager of the Marine Ecosystems Goods and Services, where she worked on evidence based economics and policy analysis on marine/fisheries issues. Her previous positions include Manager for EU Fisheries and Trade, Senior Policy Adviser for Trade and Investment and Coordinator of the Expert Panel on Trade and Sustainable Development. Before migrating to Switzerland, Aimee served as Head Executive Assistant to two Cabinet Secretaries of the Philippine Department of Environment and Natural Resources. Aimee holds a Master's in Environmental Assessment and Education from the London School of Economics and a Master's in Public Policy from National University of Singapore.



As PEMSEA's Director of Strategic Initiatives, **Ryan Whisnant** manages the organization's blue economy and ocean investment programs. He has over 15 years' experience building and leading new strategies, initiatives, systems, and capabilities for government, financial institutions, international development organizations and companies including UBS, TIAA-CREF, World Bank, UNDP, USAID, Microsoft, SunGard, and Cisco with an emphasis on environmental sustainability, technology, and investment. He's worked with pension funds, asset managers, and private equity firms to help them better understand environmental and social risks and opportunities in investments across a variety of sectors including agriculture, real estate, transportation, technology and oceans. He holds a BS in Environmental Engineering from Northwestern University, and an MS in Natural Resources & Environment and MBA from the University of Michigan.



**Bruce K. Dunn** is Director, Environment and Safeguards Division (SDES), Sustainable Development and Climate Change Department (SDCC), Asian Development Bank (ADB). He is an environmental scientist with about 20 years' experience in environment and natural resource management. At ADB, Bruce serves as the Director of Environment and Safeguards, coordinating on environmental and social safeguard compliance issues, as well as technical support on ADB's proactive agenda on environment. Prior to this, he served as Principal Environment Specialist, coordinating ADB's engagement with the Global Environment Facility and leading efforts to increase investments in natural capital. Bruce is originally from Australia, and obtained a Bachelor of Science (Botany) with Honors from the University of Queensland in 2002, and a Bachelor's in Environmental Science from Griffith University in 1999 in Australia.



**Rob Kaplan** is Founder and CEO of Circulate Capital, an impact investment management firm dedicated to financing companies, projects, and infrastructure that prevent the flow of plastic waste to the world's ocean and advance the circular economy. Rob is a Co-Founder of and Senior Advisor to Closed Loop Partners, an innovative platform for impact investing, sustainability, and the circular economy, where he oversaw strategy and new business model development, as well as day-to-day operations. Previously, he held a position as Director of Sustainability for Walmart, where he led cross-functional efforts to eliminate 20 million metric tons of greenhouse gas from the supply chain. Before joining Walmart, he helped lead corporate responsibility and brand strategy for Brown-Forman Corporation, which produces and markets spirit brands such as Jack Daniel's. Rob received his MBA from the Haas School his undergraduate degree in political communication from the George Washington University.



**Engr. Joma Lim** is an environmental safeguards specialist for a number of projects in the Philippines, including feasibility studies and development projects on sewerage, sanitation, water supply, integrated water resource management, and septage management funded and supported by the GOP and various development partners (WB, ADB, UNIDO and WHO). Engr. Lim is currently the Managing Director of LCI Envi Corporation, a local environmental consulting and engineering firm in the Philippines involved in environmental and social impact assessment and in design of wastewater treatment systems. He is a BS Chemical Engineering graduate of the University of the Philippines Diliman, where he also earned his MS in Environmental Engineering, with masteral research on industrial wastewater treatment. He has a post graduate diploma for Urban Management Tool for Climate Change from the IHS of Erasmus University in the Netherlands



**Nicolas Pascal** is Executive Director of Blue finance. His expertise combines marine science, economics, finance and policy; all aimed at protecting marine ecosystems. On the marine side, his more than 50 economic studies, scientific publications and technical reports on ecosystem services of coral reefs, have been used globally, to inform and convince policy makers. On the business side, Nicolas' former positions include investment director and project developer for multinational companies as well as founder and CEO of a B2B company. These dual skill sets now inform marine conservation, inspiring alternatives and new approaches.





**René Benguerel** is founder and Managing Director of Blueyou. He holds a master's degree in Aquatic Ecology and Fish Biology. Before founding Blueyou in 2004, he worked in the Swiss retail sector where he was appointed procurement manager for sustainable fish and seafood. The Blueyou group of companies is active in the production, trade and distribution of sustainable seafood worldwide; Blueyou is working with producers in Latin America and SE Asia mainly, connecting to markets in Europe, North America and Asia Pacific. The company also offers consulting and advise for sustainable seafood production and acts as project developer for impact investors, NGO and governmental organisations in this emerging field. Blueyou has been developing innovative concepts and investable business models for the transition of the seafood sector towards more sustainable practices in SE Asia, Africa and Latin America.



As PEMSEA's Investment Specialist, **David King Pangan** spearheads the East Asia Ocean Investment Facility, which facilitates private sector investments into bankable blue economy projects that support the implementation of SDS-SEA and PEMSEA's ICM programs. With a decade of experience in private equity, investment services, and impact investment, he has developed both traditional and impact buy and sell side investments in financial services, agriculture, FMCG, aquaculture, retail and healthcare. David started his career working for a boutique private equity firm in New York, USA before moving to Lusaka, Zambia to help build a 300M USD fund with a focus on deal origination. After Africa, David went back to the Philippines and discovered impact investing and joined a 10M USD local investment firm as an Investment Manager. He holds a BA in Economics from the California State University Chico with minors in Food and Nutrition and Chemistry.



**Dale Galvin** is the Managing Director, Sustainable Markets and Innovative Finance at Rare, as well as Managing Partner of the Meloy Fund, an impact investment fund for sustainable coastal fisheries in Southeast Asia. In these roles, Dale oversees the development of impact investing and blended finance vehicles in Rare's focal areas of oceans, agriculture, and water. Before taking on this new position, Dale spent over a decade as Rare's Chief Operating Officer, where he oversaw all conservation programs, as well as operations. Prior to Rare, Dale held a variety of management roles in the private sector including Chief Financial Officer of PA Consulting Group North America. Dale holds a B.A. in Economics from Cornell University and an M.B.A. from the MIT Sloan School of Management.



**Jürgen Zeitlberger** is the Facility Manager of IUCN's Blue Natural Capital Financing Facility (BNCFF). He is backing the implementation of the BNCFF, primarily lending his expertise on financial investments to proposals and connecting the conservation field with the financial industry. He is also working on day-to-day management activities to ensure a smooth operation of the BNCFF. Before joining IUCN, Jürgen had worked 8 years in Corporate & Investment Banking, primarily structuring financing loans for companies and projects from Eastern to Western Europe to Central Asia. Transactions included acquisition, project, and CAPEX and OPEX financing packages. He has earned a Master's degree from Harvard University (USA) in the field of Sustainability & Environmental Management and is a CFA (Chartered Financial Analyst) charterholder. Jürgen received a Bachelor's degree in Export-oriented Management from the IMC – University of Applied Sciences in Austria. He is an Austrian, fluent in German, English & Spanish.





**Toto Camba** is Senior Investment Manager of Capital 4 Development Partners for Philippines and Cambodia. He has over 20 years of experience in Business Advisory, Development and Corporate Finance and Socially Responsible Investing and Environmental Management. He worked for five years as a business development adviser for the SME Promotion and Vocational Training Program of Swiss Contact and for eight years as Associate Executive Director of the Foundation for Sustainable Society Inc. (FSSI), which supports and finances social and environment friendly SMEs, cooperatives and MFIs in the Philippines. Prior to joining C4D Partners, he worked with Inter-Church Organization for Development Cooperation (ICCO Cooperation) for three years as Program Officer for Financial Services implementing programs on financial inclusion and agriculture finance in South East Asia covering the Philippines, Cambodia and Indonesia. Toto holds a degree in Political Sciences from Far Eastern University and a Diploma in Corporate Finance from Ateneo Graduate School of Business and completed his Master Units in Public Administration from the University of the Philippines.