



Partnering for good business

Investing with MDF on climate solutions



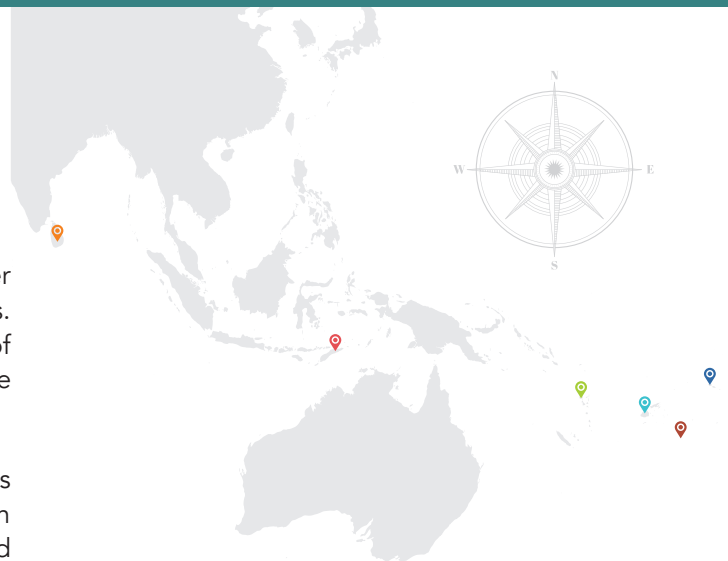
Climate change is becoming core business in many industries. Whether you operate in agribusiness, navigating a supply chain vulnerable to erratic weather patterns, or in the tourism sector, catering to environmentally-conscious travellers, the impact of climate change now influences essential business decisions. Greater awareness of the implications of climate change is now pivotal for business leaders and investors alike, shaping the landscape in which companies must navigate and thrive.

What is the Market Development Facility?

MDF catalyses business innovation in emerging and frontier markets. Our aim is to do good by supporting good business. We co-invest with businesses to reduce the risks and costs of pre-commercial or early-stage opportunities and speed up the pathway to profitability.

Our approach includes identifying good business opportunities for climate change mitigation/adaptation and low-carbon development, and investing in innovative and customised climate solutions.

We take this approach to our work and business partners in Fiji, Timor-Leste, Sri Lanka, Samoa, Vanuatu and Tonga.



Sri Lanka

Timor-Leste

Vanuatu

Fiji

Tonga

Samoa

Why invest in adaptation and/or mitigation?

The business case for investing in climate change adaptation and/or mitigation has never been stronger.

Across the Indo-Pacific, businesses are seeing increasingly frequent natural disasters and highly unpredictable weather patterns. Markets are also changing as countries, businesses and consumers look to alter their economies, supply chains and consumption patterns to reduce greenhouse gas emissions.

By investing in measures that reduce their vulnerability to climate change, businesses can protect themselves against potential losses and also grow their profits by adapting to changed circumstances. The ability to quantify and reduce emissions is also becoming increasingly important in many industries; being able to do so can create new business opportunities.



As a business, it is increasingly important to understand how climate change is likely to impact a specific sector and build tailored strategies to reduce exposure to climate risks.

These strategies could include reducing exposure to extreme weather events, creating efficiencies through renewable technologies, maintaining market access in the face of current or pending climate change regulations, or targeting emerging high-value and eco-conscious customer segments.

We can support partners to think through the costs and benefits of these investments and pilot innovative new business models that are tailored to business, customer and market needs.

Investing early in climate-smart initiatives is not only a timely response to global challenges, but also a strategic move towards long-term business sustainability.

What we offer business partners

MDF supports firms to innovate by providing a mix of finance, technical and business advice, and support to access new markets and networks. We also support government agencies and community organisations that work with businesses to achieve climate change objectives.

Our partnerships with businesses typically involve activities that take 12-18 months and can include assistance for:



Market research to identify new domestic or international segments and customers



Business introductions and network facilitation



Scaling up through accessing new markets and sources of capital



Product development and testing



Supply chain development



Marketing strategy and promotion



Securing finance for working capital and investment

MDF supports business partners to reduce the risks and costs of business innovation through co-investment, technical support and facilitating business links.

MDF focus sectors and investment entry points

MDF is able to work in most economic sectors and works with a wide array of partners. We currently work with over 60 firms supporting their growth and improved resilience to climate change in a number of ways.



📷 Apenisa Vunitali, a sweetcorn farmer in Fiji



Agriculture

MDF provides support to input companies to better understand and strategically reach farmers and incentivise climate-smart agricultural practices. We do this by de-risking, piloting and scaling innovative business models to improve the availability of climate-smart agricultural inputs and information.

MDF also supports firms to adopt innovative methods to reduce the climate impact on agricultural commodity value chains. MDF works with major agriculture businesses to de-risk investment and test business models which are adaptive to the changing climate and sensitive to shifting market demand, ensuring businesses are able to maintain consistent quality and supply in the face of climate change, and access high value sustainability focused markets.



Click/scan to read our stories on co-investing in climate-resilient agri-inputs in Fiji and Sri Lanka.



📷 MDF and Across Ceylon discuss cycling tours



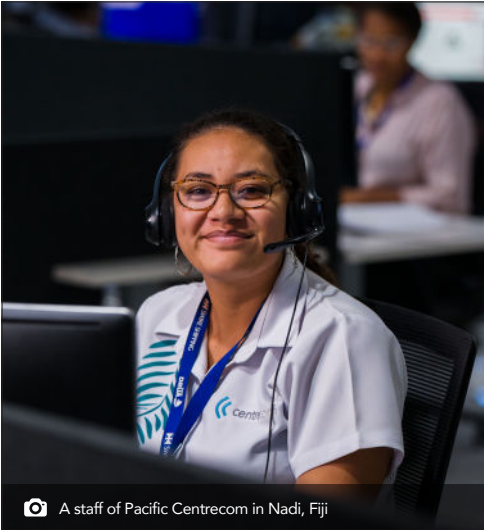
Tourism

MDF supports firms to tap into the growing market for sustainable tourism. We help tourism operators think through the processes, costs and benefits of developing high integrity, sustainable tourism products and marketing to this high-value segment.

MDF also works with firms to understand the long-term risks posed by changing climate patterns and develop climate and disaster-resilient infrastructure.



Click/scan to read our story on partnering on low-carbon tourism.



A staff of Pacific Centrecom in Nadi, Fiji



Business services

In business services like business process outsourcing (BPO), MDF supports firms to improve energy efficiency and access renewable energy, reducing costs and enabling green marketing.

MDF works with businesses to assess supply chain vulnerabilities related to climate change and invest in safeguards to minimise disruptions.



Solarhub installation in Gau Island, Fiji



Green energy

MDF helps renewable energy firms to assess market demand, analyse the costs and benefits of adopting renewable technologies, and develop new financing models to increase accessibility for customers. MDF helps firms to reduce the risk of market entry for new products and services, by helping businesses to understand awareness and demand for green energy products.



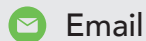
Click/scan to read our story on supporting renewable energy.

Contact Us

Get in touch with our team on MDF-info@thepalladiumgroup.com to get more information on how MDF works and how we can collaborate.

Don't forget to mention your contact details and office address in the email.

Share your contact information:



Email



Phone



Address

Our team looks forward to connecting with you and working with your business towards a sustainable and resilient future!