Asia LEDS Partnership Regional Workshop:
Mobilizing Investment for Low-Emission Development in Asia's Agriculture Sector
October 28-30, 2015 | Ho Chi Minh City, Vietnam
Meeting Report
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I. OVERVIEW AND OBJECTIVES

The Asia Low Emission Development Strategies (LEDS) Partnership Regional Workshop on “Mobilizing Investment for Low-Emission Development in Asia’s Agriculture Sector,” convened over 150 representatives from government agencies, state and commercial banks, private sector investors and agri-businesses, and development finance to bridge these stakeholder groups and exchange experiences on ways to mobilize investment in support of mitigating greenhouse gas (GHG) emissions from crop production and processing in Asia.

Together, participants discussed climate smart agriculture; entry points for public and private finance for mitigation investments; available policy and finance instruments used by domestic and international public actors to mobilize investment; and emerging opportunities for public-private collaboration and scaled-up investment. Participants also joined hands-on training on topics such as preparing climate finance proposals and using software to estimate GHG emissions from land use changes.

Participants identified:
- Four priority mitigation actions for scale-up, of common interest across countries;
- Recommendations for how governments can help create more effective enabling environments for investment in priority areas;
- Possible public-private collaborations to help accelerate these investments; and
- How the Asia LEDS Partnership can support progress on the above items.

The workshop was hosted by the Government of Vietnam through the Ministry of Planning and Investment (MPI) and supported by the Ministry of Agriculture and Rural Development (MARD), with sponsorship from the United States Agency for International Development (USAID), Food and Agriculture Organization of the United Nations (FAO), United Nations Development Programme (UNDP), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, the World Bank, and Climate and Development Knowledge Network (CDKN). Collaborating partners included the Association of Southeast Asian Nations Climate Resilience Network (ASEAN-CRN) and the LEDS Global Partnership Working Group on Agriculture, Forestry and Other Land Use (AFOLU). The USAID Low Emissions Asian Development (LEAD) program, as Asia LEDS Partnership Secretariat, provided technical, logistical, and administrative support.

The event was the third gathering of the Asia LEDS Partnership that focused on financing low emission development. The Asia LEDS Partnership is a regional network that supports peer-to-peer learning, knowledge sharing, and improved coordination among governmental and non-governmental partners to help Asian countries achieve transformative, sustainable economic growth. The Asia LEDS Partnership is one of three regional platforms of the LEDS Global Partnership.

A summary of proceedings follows. All materials are available online at http://asialeds.org/ALPHoChiMinh2015.
2. TUESDAY, OCTOBER 27 – PRE-MEETINGS

Collaborators of the Asia LEDS Partnership organized pre-meetings or side-events along the margins of the Asia LEDS Partnership workshop to maximize opportunities for learning and exchange among persons attending the main event.

ASEAN-CRN Meeting on Promoting Climate-Smart Agriculture Practices

The ASEAN-CRN meeting was held back-to-back with the Asia LEDS Partnership workshop. The meeting was attended by representatives from three ASEAN technical working groups on Agricultural Research and Development (ATWGARD), Crops (ATWGC), and Climate Change (AWGCC), select members of the Asia LEDS Partnership network, and international experts. Participants exchanged knowledge on climate-smart agriculture practices, related climate finance opportunities, and strategies to scale-up both in ASEAN.

Key findings from the meeting:

- To address the interlinked challenge of climate change and food security, both adaptation and mitigation are needed and integrated approaches should be promoted.
- Cross-sectoral coordination is crucial to ensure that agriculture related concerns and solutions become part of future climate change planning and action.
- The international climate finance landscape provides ample opportunities to access funding in support of scaling-up climate-smart agriculture practices in ASEAN, and the ASEAN-CRN can have a role in supporting proposal development.
- Stress tolerant varieties of rice and maize are widely promoted in ASEAN and numerous varieties with tested yield, resilience, and mitigation benefits exist, but challenges in reaching farmers remain – requiring whole-value chain involvement.
- Climate information services allow farmers to make informed farm management decisions to reduce climate related risks, but information must be translated into terms relevant to farmers.
- Crop insurance is a promising tool to increase the resilience of farmers and different models are promoted in the region already, but policies can do more to raise awareness of its benefits, and to avoid distorting the market in order to engage private investment.

Vietnam-Korea-Denmark Cooperation Workshop on Green Growth in Vietnam

This pre-meeting featured experiences from Korea and Denmark on addressing climate change and promoting green growth in their respective countries, as well as initiatives in Vietnam that will draw from these lessons.

Ongoing and planned initiatives in Vietnam, supported by Korean and Danish development partners, include:
- Engaging and motivating public and private sector stakeholders to better understand key issues and actions to advance LEDS and green growth in the construction sector;
- Supporting implementation of new energy efficiency standards for buildings, and application of green design and technology;
- Promoting GHG emission reduction through energy audits and improvement energy efficiency; and
- Enabling green growth action and climate resilience in bamboo and mulberry cultivation.
3. WEDNESDAY, OCTOBER 28 – DAY 1

Opening and Welcoming Remarks

Vietnam’s Deputy Minister of Planning and Investment, Mr. Nguyen The Phuong, welcomed representatives from across the region to Ho Chi Minh City. “Vietnam is pleased to host this Asia LEDS Partnership workshop that brings together partners from across the region to explore together how we can advance our ambitions for green investment in the agriculture sector and meet the respective needs of our countries in a sustainable manner.”

Deputy Minister Phuong emphasized the challenges faced by countries in the region to satisfy an ever-rising demand for food under a more variable climate increasingly subject to extreme weather events – and underscored the timeliness of convening to chart a course to scale-up innovative approaches to reduce GHG emissions in the sector.

Deputy Minister Phuong encouraged participants to engage fully in group discussions, further strengthen the practitioner network of the Asia LEDS Partnership, and share solutions to put agriculture in Asia on a low-emission pathway.

A Vision for Climate Smart Agriculture in Asia

Beau Damen, Natural Resources Officer, FAO, set the tone for the workshop. He noted that total emissions from agriculture in Asia grew from 1,006 MTCO₂e in 1961, to 2,401 MTCO₂e in 2011. Further, crops and livestock were the source of over 70% of emissions from all of Asia’s AFOLU sectors in 2000-2011. “Climate-smart agriculture” (CSA) presents an approach to achieve a more efficient food system – with higher production and resilience, and lower emissions.

Examples of Climate Smart Agriculture Measures

- Invest in remedial actions to address enteric fermentation
- Improve on-site management of manure (including waste to energy measures)
- Use alternate wetting and drying in rice paddies to reduce anaerobic conditions and methane release
- Reduce post-harvest burning of crop residues by redirecting to new revenue-generating supply chains
- Improve management of synthetic fertilizers
- Conserve water and use rainwater harvesting
- Adopt aqua-silviculture and mixed cropping systems that generate revenues and co-benefits

Governments can do much to encourage CSA. First, a range of disciplines must be engaged to advance CSA, thus inter-ministerial coordination is essential. Second, policies should leverage existing programs, and adapt and scale actions to different contexts. In all cases, policy must be evidence-based and responsive to the needs of farmers, businesses, and investors for impact and sustainability.
Entry Points for Public and Private Finance for Land Use Mitigation

Angela Falconer, Fellow, Climate Policy Initiative (CPI), observed that the key barriers impeding the flow of land use climate finance are gaps in viability, information, and risk. A number of public policies and financial incentives are available to drive private agriculture investors and businesses in a sustainable direction. For example, viability gaps can be addressed through financial instruments that lower costs (e.g., grants, low-cost loans, tax breaks) or those that increase revenues (e.g., price premiums, price floors, insurance, pay for performance). Public sector can improve the private investment climate by supporting capacity building, research and development, legal reform, law enforcement, spatial planning, and demonstration projects. No single instrument or actor provides a silver bullet; a combination of different financial instruments and policies involving a range of actors is required.

Green Climate Fund: Public and Private Sector Opportunities

Youssef Arfaoui, Mitigation Coordinator, Green Climate Fund (GCF), noted that AFOLU sectors are strategic areas of investment under the “mitigation pillar” of GCF. The four types of financial instruments available through the GCF are: grants, concessional loans, equity, and guarantees. For all investments, criteria include: impact potential, paradigm shift potential, sustainability potential, country ownership, country needs, and effectiveness of the program.

Access to GCF resources to undertake climate change projects and programs is possible for accredited national, regional, and international entities. Accredited Entities can submit funding proposals to the Fund at any time. To ensure country ownership, the Fund’s Board will consider only those proposals which are submitted with a formal letter of “no objection” from the country’s National Designated Authority (NDA) or focal point.

GCF can also offer “readiness” support to NDAs or focal points (or their delivery partners) to help: strengthen NDAs or focal points, develop strategic frameworks, support accreditation, support development of project pipelines, and share experiences.

Keynote speakers (from left to right): Beau Damen, FAO; Angela Falconer, CPI; Youssef Arfaoui, GCF
Panel: Mobilizing Investment for Low-Emission Crop Production and Processing in Vietnam

Moderated by Dr. Pham Hoang Mai, Director General of Vietnam MPI’s Department of Science, Education, Natural Resources and Environment, a panel of senior persons representing views and initiatives led by government, academia, financial sector, and business shared experiences on mobilizing investment for low emission agriculture in Vietnam.

### Examples shared during panel discussion

| **Government policies to encourage CSA and investment** | • Policy that restructures the agriculture sector to enhance productivity  
• Incentives for low carbon development models  
• Grants for low-income regions to apply good agriculture models  
• State budget used to create better environments to attract private investment |
| **GHG mitigation actions taken** | • Rice field leveling to reduce water, fertilizer, and pesticide needs  
• System of Rice Intensification (SRI) to enhance productivity (e.g., “1 must 6 reductions” approach, rice/shrimp model)  
• Use of solar dryers for crops  
• Use of agriculture residues to make biochar |
| **Barriers for scaling-up action** | • Budget from the state is limited; many good pilots cannot be scaled up  
• Policies and support mechanisms are not synchronized, and there is a lack of implementation guidance  
• National GHG inventory is based on Tier 1 data, with high uncertainty in GHG emissions accounting  
• Investment in agriculture is perceived as risky due to vulnerability of the sector to climate change, and low returns on investment |
| **Public-private partnership models for action** | • Vietnam Business Challenge Fund (VBCF): Works to increase returns (financial, social and environment) for businesses in agriculture and low carbon growth, with objective of changing long-term investment structure  
• Inclusive Business Accelerator (IBA): One-stop shop for market intelligence, opportunity identification, business design and readiness, management/technical consulting, investor-investee match-making |

Panelists (clockwise):
Nguyen T. Phat, SNV and BoP Innovation Center; Ma Quang Trung, Department of Crop Production, Ministry of Agriculture and Rural Development (MARD); Tran Van The, Institute for Agriculture Environment, MARD; Vu Thanh Liem, Vietnam Bank for Agriculture and Rural Development.
Case Examples: Instruments by Domestic and International Public Actors

This series of sessions featured examples of policy, financing, and other mechanisms used by public actors to mobilize investment in support of low-emission crop production and processing, particularly those that engage private sector to participate robustly. Click on case titles to access the full presentation.

A: Cases on Public Policy Instruments to Mobilize Investment

| Philipsides Agri-Agra Reform Credit Act of 2009, Elaine Pagkamlungan, Development Bank of the Philippines |
| Planning Tools to Drive Public Money for Low Emission Agriculture Development in Bangladesh: The Local Climate Fiscal Framework, Nurun Nahar, Ministry of Planning, Bangladesh |

**Philippines:** The Agri-Agra Law aims to promote rural development by enhancing access of the rural agricultural sector to financial services and programs that increase market efficiency and promote modernization. The Agri-Agra Reform Credit Act of 2009 requires that “all banking institutions, whether government or private, shall set aside at least 25% of their total loanable funds for Agriculture and Fisheries credit.” This requirement can be met through “direct compliance” (e.g., via extension of loans to qualified borrowers) and/or “alternate compliance” (e.g., investment in eligible securities). Direct compliance loans include, for example, loans for: agricultural production and processing, acquisition of lands authorized, or effective merchandising of commodities. Penalties for noncompliance are computed and collected on a quarterly basis. At present, government is promoting credit financing programs for agriculture, coordinating closely with banks on implementation concerns related to the Act, and offering guarantees/insurance to farmer borrowers.

**Bangladesh:** During 2011-2014 national budget allocated towards climate-related activities was an average of 21.79% of total budget or 3.9% of GDP; 80% of climate-related projects were financed from domestic resources and 20% from external resource. However, analysis and tracking of funds to climate-sensitive investments at the local level was absent. Bangladesh’s Local Climate Fiscal Framework (LCFF) aims to link climate change priorities – including agricultural sector initiatives – with expenditure and taxation decisions through the budget process. Specifically, LCFF translates local government policies into costed investments, prioritizes investments through local government planning and budgeting processes, guides implementation of those climate investments, and requires accounting of impacts on local stakeholders. The LCFF has been piloted in eight climate change vulnerable regions, which has provided lessons for institutionalizing this approach in the national planning process.

In discussions, participants agreed that the ultimate challenge is to reduce cost of agriculture production (i.e., increase efficiency) while achieving GHG mitigation as a co-benefit. Participants from other countries also shared mitigation actions being taken in their country, and ideas on how governments can improve the enabling environment such as by instituting climate information systems and offering a “knowledge toolbox” on climate finance.
B: Cases on International Funds and Mechanisms

- **Financing Options for Nationally Appropriate Mitigation Actions Development**, Armine Avagyan, FAO
- **The Global Innovation Lab for Climate Finance: Agricultural Supply Chain Adaptation Facility**, Angela Falconer, CPI

**Nationally Appropriate Mitigation Actions (NAMA):** *What are the elements of a strong NAMA, in order to successfully engage funders?*

Lessons shared by participants during discussion:
- Identify and seek buy-in of key stakeholders;
- Coordinate with actors along the entire value chain;
- Clarify relationships among value chain actors and be clear on roles and expectations;
- Evaluate the current policy environment to ensure that it is conducive for NAMAs;
- Align and mainstream NAMAs into national program priorities (to help ensure financing);
- Examine feasibility of Locally Appropriate Mitigation Actions to engage sub-national policies;
- Review current financial mechanisms offered;
- Receive sufficient private sector input to ensure NAMA design makes business sense;
- Target specific “funder” types, to tailor outreach and messaging;
- Recognize that financial metrics (e.g., internal rate of return, or IRR) will determine investor interest – funders will invest in low emission agriculture if there are good returns, regardless of whether it is called a “NAMA” or not;
- Follow strong due diligence processes (to promote effective delivery of results and meet expectations); and
- Plan for monitoring and evaluation (e.g., from funder).

**Agriculture Supply Chain Adaptation Facility (ASCAF):** *What are the lessons we can take away from the ASCAF example (or other supply chain finance models), and how can these lessons be applied in each of our own context?*

Lessons shared by participants during discussion:
- Approaches will vary by country, commodity, access to finance, and type of finance;
- Engaging the market often requires strong producer groups, farmer organizations, and aggregation to reach critical mass that can help unlock finance;
- Understand the project size and scale of financing that must be mobilized, in order to target the right credit providers;
- Outreach to financial institutions that are suitable for your project type and finance needs;
- Outreach to credit organizations – for example Vietnam’s microfinance model focuses on direct support to farmers and links farmers to larger credit providers;
- Look beyond credit services to provide supplementary services to farmers, and support value chain development;
- Examine range of financial services, such as introducing “patient capital” that allows scaling-up low-emission investments across the supply chain;
- Work with corporate sustainability managers to mainstream low-emission agriculture; and
- Prioritize development benefits across a range of agricultural actors (e.g., consider barriers to smallholder access to finance).
Panel: Addressing Bottlenecks to Enable Implementation of Intended Nationally Determined Contributions (INDC) in the Agriculture Sector

Moderator Nadeem Ahmed, Policy and Program Analyst, LEAD Pakistan, was joined by esteemed panelists from Bangladesh, Indonesia, Pakistan, and Vietnam to discuss priority actions in the agriculture sector of these four countries. Each country has documented a rise in agriculture sector GHG emissions from 1990 – 2010. Indonesia, Pakistan, and Vietnam have included agriculture sector actions in their INDC. Bangladesh has excluded agriculture, due to complexities of the adaptation-mitigation-food security linkage, but is exploring potential actions outside of the INDC framework.

Panelists agreed that achieving mitigation in agriculture – without compromising food security – is a significant challenge. Mitigation actions must complement optimal production objectives and other national development goals. Further, good strategies for mitigation depend on cost-effective and reliable methods to estimate GHG emissions and carbon stock changes in agriculture – and this is an area where work is still needed. Perhaps most importantly, farmers should be at the center of these discussions, thus mitigation practices must be economically attractive and feasible for farmers.

Group Work: Prioritizing Mitigation Actions

Participants formed “country groups” for this session – with most selecting the country that they represent or the country in which they work. In the context of each country, groups answered the question: What are two areas with high potential for reducing GHG emissions in the agriculture sector – specifically in crop production and processing – which also offer high economic and social benefits in support of development goals? The following represents priorities agreed to by each country group.

<table>
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<tr>
<th>Country group discussion results</th>
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<td><strong>Priority #1</strong></td>
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<td><strong>Bangladesh</strong></td>
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<td><strong>Cambodia</strong></td>
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<td><strong>Indonesia</strong></td>
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<td><strong>Myanmar</strong></td>
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<td><strong>Nepal</strong></td>
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<td><strong>Pakistan</strong></td>
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<td><strong>Philippines</strong></td>
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<td><strong>Thailand</strong></td>
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<td><strong>Vietnam (1)</strong></td>
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<td><strong>Vietnam (2)</strong></td>
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Country group discussion results were aggregated to identify the most cited priority mitigation actions across countries represented. The top four common priority GHG mitigation actions of high potential and high interest were:

1. Rice production/processing (e.g., improved cultivation practices, selection of varieties)
2. Inputs management (e.g., reduce fertilizer and chemical inputs, water management)
3. Waste management (e.g., waste to energy)
4. Land management and land use planning

These top priority areas were then carried over for further group work on October 29.

Welcome Dinner

A welcome dinner was hosted by the Korea International Cooperation Agency (KOICA) and Vietnam MPI for all participants, concluding the first workshop day.

4. THURSDAY, OCTOBER 29 – DAY 2

Panel: Mobilizing Private Investment for LEDS in Crop Production and Processing

Moderated by Dr. Pham Hoang Mai, Vietnam MPI, panelists: Ben Ridley, Credit Suisse (global bank), Geoffrey Tan, Overseas Private Investment Corporation (development finance institution), Kevin Martin, USAID Asia (development organization), and Doogie Black, Climate Sense (business consultancy), offered their perspectives on the core question: How can we mobilize [more] private investment to scale-up priority low-emission measures in crop production and value chains?

Highlights from discussion:

- Insufficient public and private investment is going towards low-emission agriculture.
- Investments flow to low-risk opportunities; for most investors a large-scale company is seen as lower-risk than small-scale farmers. De-risking instruments are essential.
- Governments can stimulate increased investment through supportive policies and clearer signals (e.g., regulations, incentives). Put simply: “If you wish to mobilize private sector investment, have policies that enable and promote it,” said Kevin Martin, USAID Asia.
- A “kickstarter” for the agriculture sector could be a local or international agribusiness investing its own capital to demonstrate low-emission practices. There is opportunity for government to facilitate this process and promote success stories that other companies can follow.
- Governments can also consider ways to connect smallholders to carbon markets – such as by acting as intermediaries to calculate, verify, and sell carbon credits – to bring farmers tangible benefits from adopting GHG emission-saving approaches.
- “Measuring green investment through verifiable standards is complicated, but relevant” for driving responsible investment, noted Ben Ridley, Credit Suisse. Local banks must increase their capacity to comply with environmental, social and governance (ESG) criteria.
- There is a need to develop trust along the agriculture value chain – among public and private actors. Relationships are key to success and this can take time.
Case Examples: Leadership by Investors and Businesses

These sessions featured examples of how investors and businesses are directing their own resources to advance low-emission crop production and processing across Asia – in support of environmental, social, and development goals. Click on the case titles to access the full presentation, where available.

C: Cases on Investor-Led Action

- Integrating Social Impact in AgInvesting in Myanmar, Kenneth Kyaw Shein, PRIME Holdings Pte Ltd
- Reducing Methane Emissions through Drip Irrigation in Rice, Gal Yarden, Netafim
- Sustainable Agriculture and Impact Investing, James Dien Bui, Lotus Impact

Discussion with presenters: What are the main motivations and factors for investors to decide to invest in low emission crop production and processing?

- Kenneth Kyaw Shein, Group CEO and Managing Partner, PRIME Holdings Pte Ltd: “The financial scorecard of a project must make commercial sense, but we also look at social impacts of a project – such as on food security and the supply chain…GHG emissions are not yet a major factor in decision making, but we would welcome learning more about carbon credits for small farmers (e.g., for rice) and how that can become part of the investment case.”

- Gal Yarden, Managing Director, Netafim South East Asia: “The big potential worldwide today is the ‘smallholder market’. There is high potential with microfinancing, as offerings are not plentiful. This is an area to explore.”

- James Dien Bui, Managing Director, Lotus Impact: “Lotus’ motivation is to invest in profitable and high impact businesses. Lotus’ shareholders are motivated by reward that is commensurate with risk. An enabling legal system is essential and impacts decision making.”

Discussion with presenters: What are key actions to encourage more investment in this sector?

- Apply commercial principles to development-focused work: Commercial private sector companies, government entities, and international organizations can work together towards complementary objectives – applying commercial principles to development-focused work. Also, it is important to ask what we “should not” do (apart or collectively) which may be counter to common goals, in addition to seeking out what we “should” do together.

- Transform smallholders to commercial farmers: Government and quasi-government organizations can help to accelerate deals and address risks. This can include: offering vocational or technical training on good production practices to smallholders and improving their access to finance – ultimately helping to transform smallholders to commercial farmers.

- Affirm the business case: Government can help encourage entry of investors through clear policies and incentives. Investors must be able to see how they can make money – and how farmers can make money – for them to enter.
Discussion topic: What are the main motivations for a business to adopt low-emission methods and practices in crop production and processing? What are specific measures that we can employ to compel more businesses towards low emissions crop production and processing?

Lessons shared by presenters and participants:

- **Profit**: Profitability is the underlying motivation for the business community. So, promoting low-emission methods requires adherence to the “business case” for investment.
- **Incentives**: Farmers are business-people, and will respond (in the context of their risk thresholds) to market and financial incentives to make the transition to low-emission methods. To further this transition, promote business development skills and finance/credit products that are tailored to farmer needs.
- **Clear signals**: Stakeholders (public and private sectors) need to pull in the same direction to create an enabling environment for uptake of low-emission methods. This includes examining fuel policies affecting the agriculture sector (e.g., biofuels) and role of agricultural subsidies to stimulate low-emission crop production (e.g., paying farmers not to farm in vulnerable areas).
- **Policy predictability**: Tax and fiscal policy and regulations are key, but also enforcement of environmental standards. Strengthened regulatory enforcement was widely cited as needed.
- **Leadership**: Identify change agents, early adopters, and people willing to challenge convention (e.g., producers, sellers). Share their success stories to encourage good practice through peer-to-peer mentoring programs. (But, local specificities influence success, so learning exchanges should be contextualized.)
- **Recognition**: Promote social and environmental benefits of action undertaken by business, in the context of “social license” to operate. In mature markets, maximize the price advantage of certification schemes (e.g., price premiums), brand reputation, and corporate citizenship.
- **Reach**: Governments should work with stakeholders across the value chain (e.g., producers, suppliers, credit entities, associations). Introduce climate-smart technologies and engage businesses both up-stream and down-stream to promote adoption at scale.

Training Sessions

Participants each attended one training session, which offered a more in-depth look on selected topics in the workshop program.

Training 1: Prioritizing and Developing NAMAs in Agriculture

NAMAs provide opportunity for countries to maintain or enhance agricultural productivity while reducing GHG emissions. To prioritize potential actions, assess:

- Alignment with national development strategies
- Technical mitigation potential
- Non-GHG development benefits
- Feasibility of MRV
- Economic and financial feasibility
- Transformative impacts

![Steps of NAMAs Development](http://asialeds.org/sites/default/files/1.%20PPT_Designing%20NAMAs_FAO.pdf)
In groups, participants identified and prioritized potential NAMAs in rice cultivation, palm oil production, and coffee production – synthesizing information using the following, replicable template.

**Template: Prioritizing Potential NAMAs**

<table>
<thead>
<tr>
<th>Potential NAMA in crop production and processing</th>
<th>GHG reduction potential</th>
<th>Economic profitability</th>
<th>Co-benefits (e.g., food security, adaptation)</th>
<th>Barriers and incentives for scaling up</th>
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For priority NAMA ideas, participants prepared a draft measurement, reporting and verification (MRV) plan – using the following, replicable template to organize information and identify needed actions.

**Template: Drafting an MRV Plan for Your NAMA**

<table>
<thead>
<tr>
<th>Potential NAMA in crop production and processing</th>
<th>Monitoring</th>
<th>Gaps in data</th>
<th>Challenges</th>
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<tbody>
<tr>
<td></td>
<td>Indicator</td>
<td>Method for data collection</td>
<td>Frequency of data collection</td>
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**Training 2: Accessing Climate Finance: How to Prepare a Successful Funding Proposal**

In this training, participants learned about the project selection criteria for four funding streams: Adaptation Fund, International Climate Initiative, Asian Development Bank Climate Change Fund, and Climate Technology Centre and Network. From the hands-on exercises to prepare mock project proposals, participants identified the following "tips" on preparing strong proposals for financing.

1. Select funding streams based on your support needs – one size does not fit all. Check the following:
   - Types of projects that the funding stream focuses on (sector, theme, and geography, etc.) and type of support provided (finance, technical assistance, capacity building, etc.)
   - Amount of funding available and eligible project sizes
   - Timeframes over which the funding stream accepts funding proposals (Are there discrete funding windows during the year or are proposals accepted on a rolling basis?)

2. When preparing your funding proposal, put yourself in the shoes of the funding stream. How can you make it easier for them to say "yes" to your proposal?
   - Identify the project selection criteria and related requirements of the fund
   - Obtain (and use) the funding proposal template
   - Ensure your proposal clearly explains how the criteria are met

3. Identify what country-level sign-offs or approvals are needed for funding proposals:
   - Be sure to meet any country-level requirements
   - Ensure that the project is in line with country strategies
   - Engage with country-level stakeholders as part of proposal development
Training 3: Implementing Deforestation-Free Supply Chains

This training presented three key elements of a deforestation-free supply chain: landscape solutions, inclusive business, and traceability – and tools to support each of these practices.

The SNV “Siting Tool” helps to assess impacts across the landscape and informs stakeholders on options for sustainable agriculture expansion. It takes into account biophysical suitability, conservation values, human wellbeing and land use rights, and the impacts of climate change. Outcomes can be used to guide planning processes and target priority areas for action.

The “Responsible Sourcing from Smallholders” (RSS) approach seeks to include smallholders in responsible supply chains. Smallholders are typically not prepared to attain certifications. RSS is not a certification, but rather a tool to define an interim level of performance to begin engaging smallholders on addressing minimum core sustainability issues for responsible production to mitigate risks and concerns – which improves transparency and traceability in the supply chains of larger companies.

Further, with support programs, such as training on better management practices for farming, smallholders can achieve increased yields and incomes while being incentivized to reduce deforestation.

Group Work: Identifying Sources of Financing and Collaborative Actions to Move Forward on Priority Mitigation Areas

Participants selected one of four groups to join. Each group addressed one of the four most cited priority areas in which to scale-up action for GHG mitigation from the previous day, and discussed the following questions: What are available sources of finance (public and private, domestic and international) to engage to scale up adoption of this priority area? How should public and private, domestic and international actors work together to attract these sources of finance?
## Group discussion results

<table>
<thead>
<tr>
<th>Group</th>
<th>Available sources of finance</th>
<th>Instruments and collaborations to attract finance</th>
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<tbody>
<tr>
<td><strong>RICE PRODUCTION/ PROCESSING</strong> (e.g., improved cultivation practices, selection of varieties)</td>
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<tr>
<td>Domestic: Public</td>
<td>Special allocation funds (e.g., in Indonesia for infrastructure); rural development programs (e.g., in Vietnam); national budgets such as from Ministries of Agriculture for research and development, extension services, infrastructure, subsidies; state bank green credit lines. Private – local commercial green banks, local companies, exporters.</td>
<td>National budgets/agriculture extension: Public extension services, local governments, international organizations, and research institutes should collaborate to: define common strategy with clear roles, develop implementation mechanism, create ongoing coordination unit.</td>
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<tr>
<td>International: Public</td>
<td>Multilaterals such as ADB, GCF, GEF, IFAD, International Labour Organization, World Bank, UN agencies. Private – international commercial green banks, international private companies (e.g., Japanese seed and mechanization companies).</td>
<td>International private companies: National and local governments, local companies, and investment promotion companies should collaborate to: create and enforce enabling legal environment, define engagement strategy, create incentives (right import/export taxes).</td>
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<tr>
<td>National budgets/agriculture extension: Public extension services, local governments, international organizations, and research institutes should collaborate to: define common strategy with clear roles, develop implementation mechanism, create ongoing coordination unit.</td>
<td>International private companies: National and local governments, local companies, and investment promotion companies should collaborate to: create and enforce enabling legal environment, define engagement strategy, create incentives (right import/export taxes).</td>
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<tr>
<td><strong>INPUTS MANAGEMENT</strong> (e.g. reduce fertilizer and chemical inputs, water management)</td>
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<tr>
<td>Domestic: Public</td>
<td>National and sub-national budget allocations on scaling up good agricultural practices, extension services, public institutions. Private – self-finance, community self-help groups, NGOs, agriculture companies working with their supply chains, cooperatives, input traders, credit systems and investors for start-ups, service providers, utilities, construction firms.</td>
<td>Policy: Improving enabling policies, harmonize policies.</td>
</tr>
<tr>
<td>International: Public</td>
<td>Regional cooperation groups, bilateral aid agencies, donor programs, technical institutes, church groups. Private – foundations.</td>
<td>Partnerships: Public-Private Partnerships (PPP) and Build, Operate, Transfer (BOT); more dialogue to encourage international partnerships</td>
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<td>Exchange: More knowledge sharing and exchanges, more of “this kind” of workshop(s), more publicizing and awareness raising</td>
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<td>Principles: Be clear on roles; have clear rules of engagement and transparency; show leadership and direction through Joint Declarations (with commitment from leaders)</td>
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### CROP WASTE MANAGEMENT (e.g., waste to biogas, bagasse)

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td><strong>Public</strong></td>
<td>Public endowments, government incentives (e.g., feed-in-tariffs), and enabling policy reforms</td>
</tr>
<tr>
<td><strong>Private</strong></td>
<td>Sustainable finance loans by commercial banks and guarantees to cover credit risks by financial institutions</td>
</tr>
<tr>
<td><strong>Domestic</strong></td>
<td>Loans, grants and philanthropic capital by support programmes (e.g., through rural support networks or via CSOs)</td>
</tr>
<tr>
<td><strong>International</strong></td>
<td>Multilateral donors (e.g., World Bank, EU, GIZ, KfW, ADB, IKI amongst others) which provide grants or loans for interventions</td>
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</tbody>
</table>

- **Loans and grants:** It is imperative to have long term enabling policies on renewable energy whereby government, development corporations and farmer groups/associations could work together to ensure flow of international funds. Government, donors and central bank(s) could work hand in hand to subsidize charge rates and provide guarantees to protect credit risk when developing loan schemes on waste to energy.
- **NAMAs:** NAMA focal points, technology providers and farmer associations can develop NAMAs on waste to energy initiatives to access international and domestic finance.
- **Feed in tariffs/tax incentives:** To instigate private sector investment, government, financial investors and technology providers should collaborate and develop tariffs which mobilize uptake of technology.
- **Carbon market:** Farmer associations, private companies, research institutes and government should collaborate to understand the most appropriate and feasible technologies/approaches to gain credits.

### LAND MANAGEMENT AND LAND USE PLANNING

<table>
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<tr>
<th>Category</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>Domestic</strong></td>
<td>Public – national and sub-national public budgets, state banks (e.g., Agribank Vietnam), climate funds (e.g., in Indonesia), trust funds (e.g., in Bangladesh, Cambodia).</td>
</tr>
<tr>
<td><strong>International</strong></td>
<td>Public – Multilaterals such as GEF, GCF, CIF, ADB, UNEP, Bilaterals such as KfW-GIZ-BMU group, USAID, NORAD, DFID, AFD, etc.</td>
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<tr>
<td><strong>Private</strong></td>
<td>Domestic and/or International – small producers and farmers themselves; agri-business or corporates; retailers or consumer goods buyers (e.g., Unilever, Marks and Spencer); commercial banks; microfinance, micro-insurance; investment funds (equity); green bond market; carbon market.</td>
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- **Risk insurance or guarantees:** Landscape projects are cited as “risky” by investors. Scale-up of private investment requires risks being mitigated, which can be achieved through government and donor initiatives. Risk guarantees can also help cover risk of non-sale for CDM project developers or investors.
- **Micro-insurance:** This tool is worth exploring to specifically benefit smallholder farmers.
- **Credit:** Local banks can lend to growers through a green credit program to channel funds towards smallholders.
- **Private equity:** Social impact-minded businesses (e.g., providers of technologies with low emission benefits) can be approached for collaboration with government or banks’ green credit programs.
- **Multilateral development banks** can leverage international climate finance, channel it to local governments and local banks to support mitigation actions attached to good land-use planning. Explore “debt/swaps for sustainable land management.”
Closing Remarks: Collaborations through the Asia LEDS Partnership

In his closing speech, Dr. Pham Hoang Mai, Vietnam MPI, highlighted opportunities and potential collaborative actions raised in discussions over the two-day workshop to mobilize public and private investment for low emission development in agriculture – that is in line with countries’ economic and social development goals.

- **Government**: It is crucial for governments to play a role in stimulating increased investment, through well-structured policies and incentives. Governments can help to provide clear stability and predictability, and lower risks to make it more appealing for stakeholders (private sector mainly) to contribute to advancing low-emission crop production.
- **Investors and businesses**: Profit and returns are the primary motivator for companies. Governments must look for ways to help make the business case for LEDS and leverage business leaders to further action among their peers.
- **Smallholder farmers**: Smallholders have been mentioned in every session. More coordinated public and private actions can help to engage and benefit this important group.
- **Partnerships**: Value chains have also been mentioned frequently, along with views that more outreach and trust building is needed among value chain actors to develop more understanding, support, and concerted actions aligned with policy, business, and other stakeholder goals.

Dr. Mai’s three personal takeaways, and proposal for where the Asia LEDS Partnership can continue to focus its efforts in 2016 were:

- We can all benefit from good practices that are emerging in our region, on low emission agriculture practices. There is a growing range of experience upon which to draw.
- We need to continue to build bridges between the low-emission development community and the finance community.
- We can move to scale by mobilizing finance that can help de-risk what is already an inherently risky business. A starting point can be to engage financial institutions in promoting and enabling LEDS and green growth.

5. FRIDAY, OCTOBER 30 – DAY 3


Participants learned about available tools to quantify carbon sequestration and GHG emissions in AFOLU projects. Trainers from the World Bank led participants through hands-on exercises.

The **Ex-Ante Carbon-balance Tool (EX-ACT)** is an appraisal system developed by FAO providing estimates of the impact of agriculture and forestry development projects, programs and policies on the carbon-balance (i.e., carbon stock changes from emissions or sinks). The tool helps project designers to estimate and prioritize project activities with high benefits in economic and climate change mitigation. It requires a small amount of data, and has built-in resources (tables, maps) which can help with finding information that is required.

Another methodology, **sustainable agricultural land management (SALM)**, is designed for the smallholder context to promote increased crop productivity through adoption of SALM practices. This methodology can be used despite limited data availability, as it lets users assess agricultural activities in use at the beginning of a project as the baseline, and the adoption of SALM practices is subsequently monitored as a proxy of the carbon stock changes using activity-based model estimates.
Field Visit: Can Gio Mangrove Biosphere Reserve

Over the past 30 years, the Can Gio mangrove forest system has been restored and developed into a biosphere reserve which serves as a "green lung" for Ho Chi Minh City and is a shield for the city against storms and typhoons. The main economic activities are agriculture, aquaculture, fishing, salt-pan, trading, and tourism. The reserve now helps to educate visitors on management of mangroves, and opportunities through sustainable practices that have also improved living standards for the Can Gio people.

Participants traveled via cruise boat on the Saigon River, learning about the river system and fauna. The group then boarded small boats to enter the mangrove for an in-depth guided tour, making stops at Tang Bong Tower for a panorama view of the entire Can Gio mangrove forest and the crocodile farm to understand the egg-hatching process, before returning by bus to Ho Chi Minh City.

“A special thanks for the opportunity to join the Friday site visit, which provided another great opportunity to get to know fellow participants and learn about their work…not to mention the opportunity to learn firsthand about the amazing mangrove regeneration programme!"

– Participant

6. EVENT EVALUATION RESULTS

Seventy-one participants completed the evaluation form for the workshop. A majority of respondents found sessions at the event “very useful” for their work.

Highlights:

- 77.5% of respondents strongly felt that they left the workshop with a better understanding of what “low emission development” in agriculture means (an additional 21.1% felt that their understanding had somewhat improved).
- 71.8% of respondents agreed that the group identified priority mitigation actions for scale-up in low-emission crop production and processing (an additional 28.2% felt that priority actions had somewhat been identified).
- 51.7% of respondents strongly felt that they left the workshop with a better understanding of steps to take towards "mobilizing investment" for priority mitigation actions in agriculture (an additional 35.3% felt that their understanding had somewhat improved).
- 69% of respondents noted that they had fostered new connections or partnerships at the workshop that they will pursue to enhance their LEDS related activities.
### 7. NEXT STEPS FOR THE ASIA LEDS PARTNERSHIP

**Key Challenges, Recommended Government Actions, Potential Public-Private Collaborative Actions, and How the Asia LEDS Partnership Can Support Progress**

The following points are drawn from workshop discussions. Potential work areas for the Asia LEDS Partnership to continue dialogue and progress achieved at the workshop are presented.

<table>
<thead>
<tr>
<th>Challenges and barriers to scaling up actions towards low-emission agriculture</th>
<th>Government actions to encourage adoption of low-emission approaches and investment</th>
<th>Private sector actions and/or public-private partnerships to explore</th>
<th>How the Asia LEDS Partnership can help</th>
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<tbody>
<tr>
<td>In the face of climate change, population growth, and changing diets, Asia must find ways to reduce intensity per unit of food produced.</td>
<td>Adopt policies to make agriculture more productive, more resilient, and lower emission.</td>
<td>Prioritize real engagement across the entire agriculture value chain to jointly move to low-emission agricultural systems.</td>
<td>Serve as a forum to highlight country progress and to continue this dialogue at a regional level.</td>
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<tr>
<td>Government policies and support mechanisms are not always synchronized, and there is often a lack of “implementation” guidance for policies.</td>
<td>Evaluate current status of policies; mainstream low-emission goals into policy context. Provide more implementation guidance for policies – including through demonstrations and technical assistance to farmers.</td>
<td>Collaborate on raising awareness of and providing supplementary services to farmers (e.g., technical assistance) to build know-how and support value chain development.</td>
<td>Promote strengthening of practitioner networks at country levels and regionally, to share best practices and experiences on coordinated implementation.</td>
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<tr>
<td>There is inadequate information on GHG emissions from the agriculture sector, and uncertainty of the GHG baseline from which to assess action.</td>
<td>Provide more guidance (e.g., standard methodology) on how to measure emissions from agriculture sector – especially from rice cultivation.</td>
<td>Jointly identify concrete areas for action that meet priorities and development objectives of groups involved.</td>
<td>Support capacity building of in-country stakeholders involved in compiling GHG emissions inventories to improve inventory quality.</td>
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<tr>
<td>There is insufficient outreach (and tailored messaging) to engage key stakeholders within agriculture value chains, resulting in lack of trust.</td>
<td>Identify stakeholders (e.g., farmers, agribusinesses, exporters, financial institutions). Map stakeholders, contacts (e.g., sustainability managers within companies), strategies to seek their buy-in for coordinated action.</td>
<td>Serve as a forum for convening stakeholders and for trust building to support collaborative action and public-private partnerships.</td>
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<tr>
<td>Investment volume in sustainable agriculture remains relatively unknown.</td>
<td>Expand efforts to track climate relevant finance, and mainstream this finance into public budget/expenditure.</td>
<td>Deepen relationships between public-private actors to improve tracking of flows. Build inventory of finance sources for low-emission agriculture (e.g., insurance schemes, payment for ecosystem services, pay-for-performance, carbon credits).</td>
<td>Link ALP members with current information on these topics.</td>
</tr>
<tr>
<td>Investment instruments in sustainable agriculture remain relatively low and poorly understood.</td>
<td>Examine the range of instruments available to reduce costs of transitioning to low-emission agriculture (e.g., grants, loans, guarantees, tax incentives, insurance). Review current instruments used and whether/how they support policy targets.</td>
<td>Deepen relationships between public-private actors to improve understanding of flows. Work to better understand the scale of projectsSCALE OF FINANCE proposed development to inject more “business sense” into proposals – strengthening bankability and buy-in for implementation.</td>
<td>Expand knowledge, skills, and engagement of ALP members with various financial instruments (most investments feature a combination of different financial instruments and policies involving a range of actors – not just one).</td>
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<tr>
<td>Capacity of countries to meet requirements for accessing international climate finance can be strengthened.</td>
<td>Governments must lead formulation of country strategies to help contextualize and prioritize opportunities to access climate finance, and raise awareness on and support capacity building of stakeholders on what is required to engage with funds (e.g., clarify channels for engaging, support accreditation).</td>
<td>Collaborate to better link private actors with climate finance sources and opportunities. Public and private sector stakeholders should work together on climate finance proposal development to inject more “business sense” into proposals – strengthening bankability and buy-in for implementation.</td>
<td>Raise awareness of ALP members on how to engage with international climate finance (e.g., GCF). Support regional climate finance readiness activities.</td>
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<td>Capacity of domestic financial institutions to meet global fiduciary standards and environmental, social and governance (ESG) safeguards can be strengthened.</td>
<td>Promote and incentivize adoption of credible standards, including leading by example through public finance institutions.</td>
<td>Collaborate to encourage use of credible green standards and ESG compliance among local banks, to attract capital from global banks and investors.</td>
<td>Link ALP members with current information on these topics.</td>
</tr>
<tr>
<td>Investment typically flows to “lower risk” clients, which includes preference for directing funds to large companies rather than smallholders or SMEs.</td>
<td>Governments can help to organize farmers into cooperative-like structures to reach critical mass that can help unlock finance. Government can introduce incentives to promote replication of demonstrations led by private sector.</td>
<td>Leading agribusiness, impact investors, and social investors can invest their capital in high-impact low emission agricultural technologies and practices to serve as a proven example and success story for other businesses to follow.</td>
<td>Widely disseminate information on high-impact demonstration led by private sector to encourage replication in the region, as well as on examples of farmers “pooling” in order to unlock finance and adopt low-emission approaches.</td>
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<tr>
<td>Carbon markets remain a mechanism of interest to investors and businesses, but there is uncertainty. It is also difficult for smallholders to access carbon markets due to information barriers and complicated/costly processes for calculation and verification.</td>
<td>Governments can encourage entry of investors into carbon markets by showing how investors can make money through this mechanism, and how farmers can make money. Act as intermediaries to calculate, verify, and sell credits on behalf of smallholders.</td>
<td>Investors at the workshop noted what while emissions may not yet be a major factor in decision making, they would welcome learning more about carbon credits for small farms (e.g., for rice) and how that can be part of the investment case.</td>
<td>Expand knowledge, skills, and engagement of ALP members on carbon markets and related mechanisms.</td>
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