Summary Remarks

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Now’s the time to sharpen focus in government and civil society on designing scalable ESG investment opportunities in close partnership with private investors
Enabling role for governments

- Provide policy commitment to low-carbon society (Cambodia).
- Reconcile/negotiate production vs. conservation goals
- Provide rules and incentives for adoption of ESG investment standards by national banks
- Set national goals and targets
- Provide public finance to leverage private ESG finance
- Investment in public goods. Research on climate resilient crops, adaptation (landscape restoration), training, infrastructure.
- Monitoring and evaluation. Defining data needs and addressing issues of data sharing, quality and cost.
- Facilitate stakeholder engagement to address imbalances of power
- Better harmonize goals across levels of government
- Focus on securing long-term tenure (Vietnam lease right).
- Improve land governance
Designing commercially fundable projects

• Understanding the market for environmental goods and services
• Zero-deforestation pledges. Commodities (oil palm, sugar, beef) produced sustainably
• Scalable
• Understanding the opportunity costs of alternative land uses
• Meet test of market sustainability
Accessing mainstream finance

• Understanding investor requirements
• Must show reliable financial return over long-term (minimizing risk)
• Environment goods an “unfamiliar asset class.”
• Must define the product clearly
• ESG funding currently going in large amounts to energy, transportation, buildings
• Integrate banking expertise into projects at an early stage
• Key role for agglomerators and brokers in packaging projects for institutional investors
Facilitating collaboration

• Producer platforms, ISPO and RSPO, supporting implementation of higher private and public standards
• Asia regional banking ESG forum
• Research on defining marketable ESG commodities
• AFOLU Working Group