



## forestry, fisheries & the environment

Department:  
Forestry, Fisheries and the Environment  
REPUBLIC OF SOUTH AFRICA

### PROGRAM FOR THE BIODIVERSITY INVESTMENT BUSINESS TO BUSINESS (B2B) SESSION

DATE: 25 MARCH 2024

TIME: 14H00-16H00

#### 1. BACKGROUND

South Africa has exceptional biodiversity, characterised by a wide variety of ecosystem types, high species richness and high levels of endemism which provides an array of benefits to the economy, society and human wellbeing. On the other hand, the Private sector is increasingly incorporating and adopting the environmental, social, and governance (ESG) factors in their business models, as result looking for investment opportunities that respond to these factors. Biodiversity sectors such as wildlife, ecotourism, bioprospecting/biotrade, marine, freshwater, forestry and biodiversity-based harvesting and production are well-positioned to attract these type of investment opportunities.

The biodiversity sector has a great potential to address the socio-economic issues specifically in rural areas of SA where this rich biodiversity is found whilst contributing to the objectives of the targets of Kunming-Montreal Global Biodiversity Framework, national policies such as the White paper on conservation and sustainable use of South Africa's biodiversity and strategies such as the National Biodiversity Economy Strategy and the National Development Plan amongst others.

#### 2. PURPOSE OF THE BIODIVERSITY INVESTMENT B2B SESSION

The purpose of this session is to provide a platform for business entities, Conservation Management Authorities, PDIs, communities, who have bankable projects within the Biodiversity sector value chains to pitch their business concepts to potential investors.



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### 3. OBJECTIVES

The objectives of the biodiversity investment B2B session are:

- To pitch the biodiversity economy sector as a lucrative investment portfolio for investors.
- To profile bankable opportunities within the biodiversity sector.
- To provide a platform for entrepreneurs, communities and other stakeholders to interact with investors.

### 4. Progress to date

A total of **80** projects from Conservation Agencies, PDIs, Communities were submitted to form part of B2B session. The projects are categorised as follows:

- **21** investment opportunities with National Parks, World Heritage Site, Botanical Gardens and Provincial Nature Reserves.
- **30** PDIs and community owned Wildlife based businesses.
- **18** businesses in the Bioprospecting/biotrade sector.
- **10** Ecotourism businesses.
- **1** Fisheries pipeline business opportunity

### 5. PROCESS-FLOW: BUILD-UP TO THE B2B INVESTMENT SESSION



## 6. SUMMARY OF THE PROJECTS FOR THE PITCHING AND BIDDING SESSION

### 6.1 Shortlisting criteria

- Business Model (Existing business, defined customer/consumer, basic skills);
- Financials;
- Aligned with NBES imperatives;
- Gender sensitivity and vulnerable groups(youth, women, people living with disabilities);
- Infrastructure development in/around community reserves and parks;
- Environmental and Social impact;
- Existing Governance structure;

### DRAFT PROGRAM FOR THE BIODIVERSITY INVESTMENT B2B SESSION

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TIME: 14H00-16H00

Time	Item	Speaker/Facilitator
<b>SESSION 4</b>		
Facilitators:  Ms Hapiloe Sello: CEO SANParks Ms Nokutula Mhene: UNDP		
14h00-14h05	Overview of investment opportunities within Biodiversity Economy	Chief Director: Biodiversity Economy and Sustainable Use  Mr Khorommbi Matibe
14h05-14h10	Demo video of the Biodiversity Sector Investment portal (BSIP)	BSIP Technical Team
14h10-15h15	Investment pitch session (3 mins per investee)	Facilitator  <b>Subsectors to pitch (21 projects)</b> <ul style="list-style-type: none"><li>• Management Authorities</li><li>• Bioprospecting</li><li>• Wildlife</li><li>• Fisheries</li><li>• Marine</li></ul>

Time	Item	Speaker/Facilitator
		<ul style="list-style-type: none"> <li>Forestry</li> </ul>
15h15-15h35	Reflection from Investors	Investors
15h35-15h40	Way forward	Facilitator
15h40-16h00	Networking session and pre booked engagement sessions	Investors and Investees



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