WELCOME! CONNECT TO AUDIO BEFORE WE START – IT’S ONE ADDITIONAL STEP!

ON A COMPUTER:

Click on the bottom of the Webex screen for a menu of options, then click on the icon showing telephone and camera. Choose from the following:

- **Call Me**: Enter your number and the system will call you.
- **I Will Call In**: Call one of the international dial-in numbers and enter the information.
- **Call Using Computer**: You are connected through the internet. For optimal quality, use head phones instead of the computer microphone.
- **Call My Video System**: Only for rooms equipped with video conferencing system.

ON A PHONE OR TABLET:
INVESTMENT READINESS DIAGNOSTIC FOR HOTEL GREEN REVITALIZATION PROGRAM

WEBINAR WORKSHOP AUGUST 2020

Creating Markets, Creating Opportunities
ABOUT THIS WEBINAR

WEBINAR IS BEING RECORDED

MATERIALS WILL BE SHARED IN FEW HOURS

USE CHAT FEATURE TO ASK QUESTIONS

SURVEY ON WEBINAR CONTENT

https://www.surveymonkey.co.uk/r/Hotel-Green-Revitalization-Program-Global

If you cannot hear us, you are not connected to audio – audio is an additional step. Please see confirmation email for Webex connection instructions. Use Chat feature to contact Host.
If you cannot hear us, you are not connected to audio – audio is an additional step. Please see confirmation email for Webex connection instructions. Use Chat feature to contact Host.
Investment Services
How we do it

Investment Networks
- Multilateral cooperation agreements (MCA)
- Public Private Partnerships (PPP)
- Liaison Investors Pipeline Services (LIS)

Investment Promotion
- Specialized Investment Forums (SIF)
- Knowledge on Investments FDI's guidelines (PIT)
- UNWTO Investment Online Platform (IOP)

Investment Mobilization
- Pipeline development (PD)
- Investment Mechanisms (IM)
- Tourism Investment Attraction Program (TIAP)

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UNWTO RESOURCES ON GREEN FINANCE FOR HOTELS

Investment Readiness for Green Finance Mechanisms initiative

Recording and materials available from:

https://www.unwto.org/green-investments-for-sustainable-tourism

1. Access to green finance mechanisms
2. Government incentives for green hotels
3. Tools to boost profitability

If you cannot hear us, you are not connected to audio – audio is an additional step. Please see confirmation email for Webex connection instructions. Use Chat feature to contact Host.
Priorities for tourism recovery

1. Innovation and Sustainability as the new normal.
2. Provide liquidity and protect jobs.
3. Added value jobs through new technologies.
4. Open borders with responsibility.
5. Public-private collaboration for an efficient reopening.
6. Harmonize and coordinate protocols & procedures.
7. Recover confidence through safety & security.
www.unwto.org/covid-19-resources

If you cannot hear us, you are not connected to audio – audio is an additional step. Please see confirmation email for Webex connection instructions. Use Chat feature to contact Host.
Conciliation and arbitration of investment disputes.

Guarantees of foreign direct investment’s non-commercial risks.

Interest-free loans and grants to governments of poorest countries.

Solutions in private sector development.

Guarantees of foreign direct investment’s non-commercial risks.

Conciliation and arbitration of investment disputes.

IFC IS A MEMBER OF THE WORLD BANK GROUP

IBRD
International Bank for Reconstruction and Development
Loans to middle-income and credit-worthy, low-income country governments.

IDA
International Development Association
Interest-free loans and grants to governments of poorest countries.

IFC
International Finance Corporation

MIGA
Multilateral Investment Guarantee Agency

ICSID
International Centre for Settlement of Investment Disputes

If you cannot hear us, you are not connected to audio – audio is an additional step. Please see confirmation email for Webex connection instructions. Use Chat feature to contact Host.
IFC HAS A **FOUR-PART STRATEGY** TO SUPPORT GREEN BUILDING GROWTH

**Investment & Advisory for Banks**
Activate financing through banking partners and support product development such as green mortgages and green bonds

**Investment & Advisory for the Building Sector**
Advise and directly invest in the property sector through IFC’s own balance sheet

**EDGE Certification**
Create a scalable voluntary certification system and software to empower the property industry to build green

**Green Building Codes & Incentives**
Incentivize green decision-making by fostering an enabling environment of supportive government policies to raise the bar on building regulations

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PROGRAM OBJECTIVES:

1. Countercyclical Financing: Supporting financial resilience of hotels and preserving jobs through addressing medium term financing needs
2. Improving Efficiency: helping hotels build back better and reducing operating costs
3. Reducing carbon footprint
4. Utilize idle capacity for renovation for stronger future business
PROGRAM FEATURES

FINANCIAL SUPPORT

- Debt instruments through financial institutions with a portfolio of Hotel/Motels, with eligibility criteria including green building certificates

RETROFIT GREENING AND MODERNIZATION

NON-FINANCIAL SUPPORT

- Building the capacity of hotels for E&S Standards, Green Building Principles
- EDGE advisory support
- Differentiation through EDGE Certification

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7 PILOT COUNTRIES

- India
- Indonesia
- Jamaica
- Philippines
- South Africa
- Thailand
- Vietnam
- expanding to more countries in the next phase

If you cannot hear us, you are not connected to audio – audio is an additional step.
Please see confirmation email for Webex connection instructions. Use Chat feature to contact Host.
HOW DOES THE PROGRAM WORK

HGRP

Credit lines; risk sharing; advisory assistance

LOCAL FINANCIAL INSTITUTION

Training on launching green real estate program

HOTELS

Apply/Reschedule loans with FI (use some proceeds for retrofit greening)

CERTIFICATION AS COMPLIANCE

Certificate serves as compliance mechanism for all stakeholders

If you cannot hear us, you are not connected to audio – audio is an additional step. Please see confirmation email for Webex connection instructions. Use Chat feature to contact Host.
THE PURPOSE OF THE DIAGNOSTIC TOOL

HGRP ➔ LOCAL FINANCIAL INSTITUTION ➔ HOTELS ➔ CERTIFICATION AS COMPLIANCE

DIAGNOSTIC TOOL: Estimate financing needed to reach green standards

If you cannot hear us, you are not connected to audio – audio is an additional step. Please see confirmation email for Webex connection instructions. Use Chat feature to contact Host.
THE BUSINESS CASE FOR REVITALIZATION PROGRAM

PROFITS = REVENUE - COSTS

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The Business Case for Sustainable Hotels:

1. Boost profit margins through utility savings
2. Increase revenue through satisfying consumer preference and reducing reputational risk
3. Future proof investment strategies
4. Safeguard against regulatory risk and benefit from incentives
5. Increase value and validation through certification
6. Ensure a long-term energy supply

Further Resource: Business Case for Sustainable Hotels
UTILITY BILLS ARE A LARGE PERCENTAGE OF OPERATING COST OF HOTELS

<table>
<thead>
<tr>
<th>City</th>
<th>Utility Bill Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mombasa</td>
<td>13%</td>
</tr>
<tr>
<td>Johannesburg</td>
<td>11%</td>
</tr>
<tr>
<td>Nairobi</td>
<td>11%</td>
</tr>
<tr>
<td>Accra</td>
<td>7%</td>
</tr>
<tr>
<td>Manila</td>
<td>18%</td>
</tr>
<tr>
<td>Mumbai</td>
<td>18%</td>
</tr>
<tr>
<td>Delhi</td>
<td>15%</td>
</tr>
<tr>
<td>Colombo</td>
<td>12%</td>
</tr>
<tr>
<td>Jakarta</td>
<td>10%</td>
</tr>
<tr>
<td>Yangon</td>
<td>10%</td>
</tr>
<tr>
<td>Hanoi</td>
<td>9%</td>
</tr>
<tr>
<td>Ho Chi Minh</td>
<td>9%</td>
</tr>
<tr>
<td>City</td>
<td>8%</td>
</tr>
<tr>
<td>Tianjin</td>
<td>6%</td>
</tr>
<tr>
<td>Beijing</td>
<td>6%</td>
</tr>
<tr>
<td>St Lucia</td>
<td>12%</td>
</tr>
<tr>
<td>Montego Bay</td>
<td>10%</td>
</tr>
<tr>
<td>Punta Cana</td>
<td>7%</td>
</tr>
<tr>
<td>Santiago</td>
<td>10%</td>
</tr>
<tr>
<td>Lima</td>
<td>12%</td>
</tr>
<tr>
<td>Quito</td>
<td>11%</td>
</tr>
<tr>
<td>Rio de Janeiro</td>
<td>10%</td>
</tr>
<tr>
<td>San José</td>
<td>10%</td>
</tr>
<tr>
<td>Cartagena</td>
<td>8%</td>
</tr>
<tr>
<td>Buenos Aires</td>
<td>8%</td>
</tr>
</tbody>
</table>

Further Resource: Business Case for Sustainable Hotels
ROI on retrofit measures is very attractive.

<table>
<thead>
<tr>
<th>Improvement for:</th>
<th>Payback Period (years)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lighting</td>
<td>2</td>
</tr>
<tr>
<td>HVAC and building systems</td>
<td>4</td>
</tr>
<tr>
<td>Rooftop solar system</td>
<td>4.7</td>
</tr>
<tr>
<td>Building controls</td>
<td>2.7</td>
</tr>
<tr>
<td>Refrigeration</td>
<td>1.8</td>
</tr>
</tbody>
</table>

Further resource: [Business Case for Sustainable Hotels](#)
HOW TO CHOOSE THE MOST COST-EFFECTIVE OPTIONS FOR GREEN RETROFIT?
THE FREE SOFTWARE SHOWS RETURN ON INVESTMENT FOR RESOURCE EFFICIENCY MEASURES, TAILORED TO LOCAL CLIMATE
TRAINING ON EDGE IS AVAILABLE ONLINE

- UNWTO and IFC joint training on EDGE, including how to use EDGE for retrofits: [https://youtu.be/Xmc42b_5Xsw](https://youtu.be/Xmc42b_5Xsw)

- EDGE 5-min demo: [https://www.youtube.com/watch?v=urL23k8SioA](https://www.youtube.com/watch?v=urL23k8SioA)
EDGE STAFF IS AVAILABLE TO HELP YOU IN PILOT COUNTRIES

India – Mohini Singh, Nilesh Gandhi, and Vasudevan Kadalayil
Indonesia – Yanu Aryani and Anggita Sari
Jamaica – Rusmir Music
Philippines – Angelo Tan (email TBA)
South Africa – Eloshan Naicker
Thailand – Autif Sayyed (asayyed@ifc.org)
Vietnam – Diep Do and Phong Vu
Hotel Green Revitalization Investment Readiness Diagnostic

**Objective of Diagnostic:**
To better understand the financial stress being faced by hotels along with resulting modernization needs, and willingness to invest in energy and water efficiency to lower operating costs.

**Target Countries:**
- India, Indonesia, Jamaica, Philippines, South Africa, Thailand, Vietnam

**Diagnostic Format:**
- SurveyMonkey and PDF Form
Use and Confidentiality

• Information is strictly confidential among IFC and Greenview
• In line with Greenview’s other industrywide confidential data use as a trusted honest broker (Cornell Hotel Sustainability Benchmarking Index, Green Lodging Trends Report (GLTR), WTTC and UNWTO industry research and benchmarking, etc.)
• **NOT for assessing the hotel**, but for participants to understand what will be assessed in the next stage
Investment Readiness Diagnostic Overview

- Pre-screening Questions
- Part 1: General Hotel Background
- Part 2: COVID-19 Impacts
- Part 3: Hotel Modernization
- Part 4: Financing

Access the Investment Readiness Diagnostic here: http://greenview.sg/ifcgreenrevitalization/
To determine eligibility of respondents for assessment

• Includes questions on:
  - Contact details
  - Country where hotel is located
  - Survey respondent’s role in hotel

• Disqualifier message appears if requirements are not met
Part 1: General Hotel Background

To understand profile of survey respondents, help aligning with IFC objectives including gender equality and supporting SMEs

- Includes questions on:
  - Hotel address
  - Hotel type
  - Number of rooms
  - Name of management company
  - Ownership/headquarter location
  - Headcount and gender ratio
Part 2: COVID-19 Impacts

To assess impact of COVID-19 on hotel financials in the present and near future

- Includes questions on:
  - COVID-19’s current and projected impact on revenue
  - Debt funding and/or refinancing
  - Availability of financial relief
Part 3: Hotel Modernization

To assess impact of COVID-19 on hotels’ investments in the present and near future

• Includes questions on:
  - Plans for retrofit/renovation/modernization
  - Type of efficiency projects of interest
  - COVID-19 related changes, such as automation and reconfiguration of space
  - Interest in technical assistance
  - Achievement/interest in green certifications such as EDGE
Technical Reference

To provide specific details about various efficiency initiatives that are recognized in EDGE standards

- Includes best practices on:
  - Energy
  - Water
  - Materials
Part 4: Financing

To understand hotels’ financial status and identify needs/opportunities for green debt financing support

• Includes questions on:
  - Current loan ranges
  - Financial institutions
  - Interest in refinancing products
  - Interest in obtaining additional credit and estimated allocation to efficiency projects
  - Financing approaches of interest
QUESTIONS AND ANSWERS

WEBINAR IS BEING RECORDED

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USE CHAT FEATURE TO ASK QUESTIONS

SURVEY ON WEBINAR CONTENT

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