

GUIDING PRINCIPLES FOR THE DEVELOPMENT OF INVESTMENT PROSPECTUS TEMPLATE

As far as the **Investment Prospectus** is concerned the following was proposed that will inform the development of the IP template:

- Definition: An investment prospectus provides an approach to operationalizing the Action Agenda towards achieving SE4ALL goals by identifying and developing a set of implementable programs and projects including their investment requirements that can be presented to potential private and public investors.
- Several issues were brought forward that should inform the development of the IP template, such as the audience of the prospectus, which should be wide including private and public sector and also potentially foundations. It was also noted that the type of information requested by various audiences and types of projects (small-scale vs. large-scale) differ considerably; hence the prospectus might have to be flexible to accommodate these dimensions (or alternatively several prospectuses might have to be prepared).
- The purpose of the prospectus being the crowding-in of investments to operationalize the action agenda, in particular from the non-development community (private sector players not yet active in a market).
- While there was fair discussion on the scope of the Investment Prospectus it was generally felt that the prospectus would provide an overview of investment opportunities (level of aggregation is expected to be generally high). However, to ensure credibility it is critical that there is sufficiently detailed information on a reasonable number of specific opportunities that could be provided upon request. Hence, for the Investment Prospectus a realistic timeline is essential, as presenting an IP too early might hurt credibility;
- The development of the prospectus in sync with the development of the action agenda needs to be country driven with a lead institution, but for credibility reasons it needs to be as frank and realistic as possible;
- The prospectus has to be seen as a living/rolling document within 2-3 year timeframe.