



**United Nations** Climate Change  
Regional Collaboration Centres



**United Nations**  
Climate Change



**NDC**   
PARTNERSHIP

# NDC Clinic

**22-23 May 2025**

**Venue: Megapolis Convention Centre  
Panama City, Panama**

Registration required





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# Segment 2: Investability – Prioritizing Investment Needs

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# Report Back

**Adrián Flores**

Climate Finance Associate, NDC Partnership



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**Topic discussions between countries and development  
partners – 90 minutes**

*Table 1 – **Plenary Breakout Room***  
**1. Evidence-based investment planning**

*Andrés Pica, Chile*

*Table 2 – **Plenary Breakout Room***  
**2. Integrating climate into budgets and  
development planning**

*Claudia Ramirez, El Salvador*

*Table 3 – **Plenary Breakout Room***  
**3. Addressing investment barriers and  
strengthening enabling environments**

*Iveth Cruz Ayala, Dominican Republic*

*Table 4 – **Plenary Breakout Room***  
**4. Transparency**

*Juan Manuel Lucero, Panama*

*Table 5 – **MR 1***  
**5. Project/investment structuring**

*Taneque Heslop/Omar Alcock, Jamaica*

*Table 6 – **MR 1***  
**6. Vertical integration**

*Ana Paula Matos, Brazil*

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# Segment wrap-up and Q/A

**NDC Partnership and UNDP**

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# Segment 3: Private Sector Engagement

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# Overview of session structure, objectives, and outcomes

**Gianluca Merlo, Regional Technical Advisor,  
UNDP**



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<b>Session introduction (10 minutes)</b>	Gianluca Merlo, Regional Technical Advisor, UNDP
<b>Setting the Stage Initial Stocktake (30 min )</b>	Moderation: Adrián Flores, Climate Finance Associate, NDC Partnership Speakers: EUROCLIMA/GIZ, UNDP, CCSA
<b>Use case/ Best Practice presentation (30 minutes)</b>	Moderation: Gianluca Merlo, Regional Technical Advisor, UNDP Speakers: UNACEM, ARTICULAC
<b>Topic discussions – Breakout group (90 minutes)</b>	<p>a. Colombia - Tatiana Roa, Vice Minister of Environmental Territorial Planning, Ministry of the Environment and Sustainable Development / Uruguay - Lorena Márquez, National Directorate of Climate Change</p> <p>b. Ecuador (Cacao and Coffee Companies) - CONFENIAE - María José Andrade / MAATE - Jessica Gallegos</p> <p>c. Ecuador, Municipality of Quito – Santiago Burneo / Peru (UNACEM ) - Julia Sobrevilla</p> <p>d. Toyota Ecuador – Eymi Sanchez, Government Affairs Manager / C40 – Urszula Kasperek</p> <p>e. CCAP - Adriana Bazán CCAP, taxonomies as instruments to align private sector financial flows</p> <p>f. Programa Ecuador Carbono Cero (PECC), Ministry of the Environment, Ecuador / Huella Chile – Andres Pica, Chief of Climate Change Division, Ministry of the Environment, Chile</p>



<b>Report back from breakout groups (30 minutes)</b>	Gianluca Merlo, Regional Technical Advisor, UNDP
<b>Session and resilience and adaptation (30 minutes)</b>	Moderated by: UNDP Speakers: AF; IFC
<b>Discussion and questions (30 minutes)</b>	Moderator: Alejandro Kilpatrick, Manager, UNFCCC
<b>Segment wrap-up (10 minutes)</b>	Lyes Ferroukhi, Regional Team Leader LAC Environment and Energy Team, UNDP

# Setting the stage Initial Stocktake

## Moderator



**Adrián Flores**  
Climate Finance Associate, NDC  
Partnership

## Panel of Experts



**Silvia Brugger,**  
Director of Euroclima Programme/GIZ



**Lyes Ferroukhi,** Regional Team Leader  
LAC Environment and Energy Team,  
UNDP

# Mapping the private sector stakeholders in climate and biodiversity investments in LAC

*Silvia Brugger, Director of Euroclima / GIZ*



Co-funded by  
the European Union



Implemented by



# Euroclima

**Euroclima** is a regional cooperation programme between the **European Union and Latin America and the Caribbean** that contributes to a sustainable, resilient and inclusive **transition**.

Through bilateral dialogues and regional collaboration, the programme engages with **33 partner countries** and key regional organisations to identify priorities and translate them into concrete actions, **fostering long-term environmental and climate resilience**



Co-funded by  
the European Union





# Euroclima: Building a Green and Just Transition with Latin America and the Caribbean

By creating the right conditions and supporting key initiatives in **priority sectors**, Euroclima helps establish a **solid foundation for a sustainable transition**.

The programme also facilitates the mobilisation of **climate and green financing**, addressing **urgent environmental challenges**.



**Energy Transition**



**Sustainable Mobility**



**Bioeconomy and sustainable food production**



**Water Management**



**Biodiversity and Ecosystems**



**Sustainable climate finance**



**Disaster risk management**



**Circular Economy**

# EU-LAC Global Gateway Investment Agenda: Euroclima's contribution

**Global Gateway** is the EU's strategy to boost **smart, clean and secure connections**. Global Gateway is **fully aligned with the Paris Agreement**.

The **EU-LAC Global Gateway Investment Agenda (GGIA)** highlights potential investment projects to help address the region's **infrastructure needs**.

**Euroclima contributes to the GGIA** and seeks to foster strategic **partnerships** between the **European Union and Latin America and the Caribbean** in the areas of **climate change, biodiversity and circular economy**.



# Climate financing in LAC: mapping the private sector stakeholders

**Our goal:** to understand the **private sector stakeholders** that invest in **climate and biodiversity actions** in **LAC**.

This means answering:

- ☐ **who** (type of investors)?
- ☐ **where** (countries, sectors)?

☐ **how** (which financing instruments)?

 **Global Gateway**



# Methodology



## Conceptual framework:

The sources of private sector climate finance, both international and domestic, available in **LAC** for investments related to **climate change** (mitigation and adaptation) and **biodiversity** were mapped in **3 steps**.

## Steps executed:

- 1 Identification of stakeholders.
- 2 Classification of private funding sources.
- 3 Types of financing provided (financial instruments) and the key sectors for investment prioritization.



# Methodology: step 1

1

## Identification of stakeholders



### Private funding sources

Entities that **mobilize private capital** play a vital role in providing the essential financial resources for climate change **mitigation**, **adaptation projects**, and **biodiversity** conservation initiatives.



### Financing-accessing organizations

They **receive** the funds and are accountable for executing projects that support **climate and biodiversity goals**.



### Entities facilitating the financing process

These entities **enhance access to funding** and **bolster the capabilities of recipient organizations** through consulting, training, and additional funding.

# Methodology: step 2

## 2 Classification of private funding sources



# Methodology: step 3

## 3 Financial instruments types and priority sectors for investment

### Key industries



Sustainable energy



Transport



Water reserves



Agriculture, Forestry, and  
Other Land Uses  
(AFOLU)



Biodiversity  
Conservation, Solutions  
Based on Ecosystems

### Financial instruments

Subsidies

Debt at the Project Level

Guarantee

Capital Project Level

Debenture

Insurance

Capital Markets (green, blue, thematic bonds)

Results-Based Climate Financing (RBCF)

Credit Trading Clearing

Innovative Financial Instruments

Integrated Financing

Business

Loans

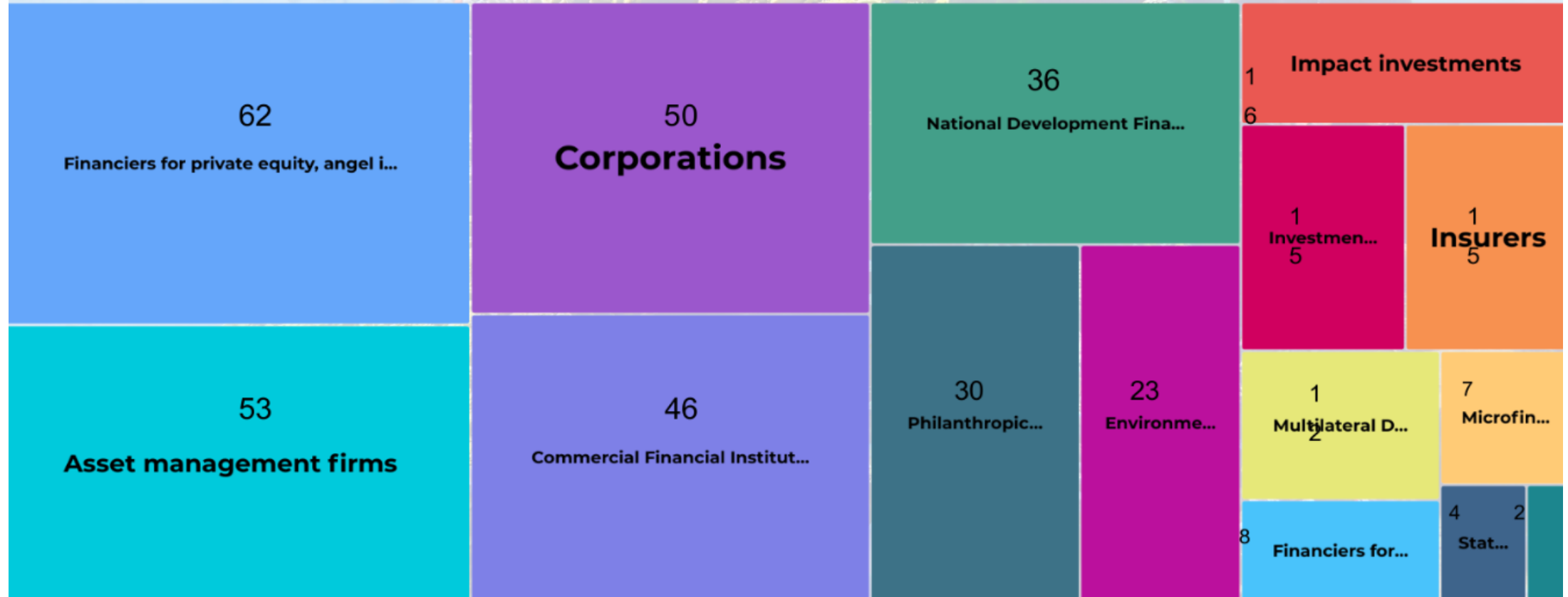
Consumer Loans

Asset Management and  
Ownership

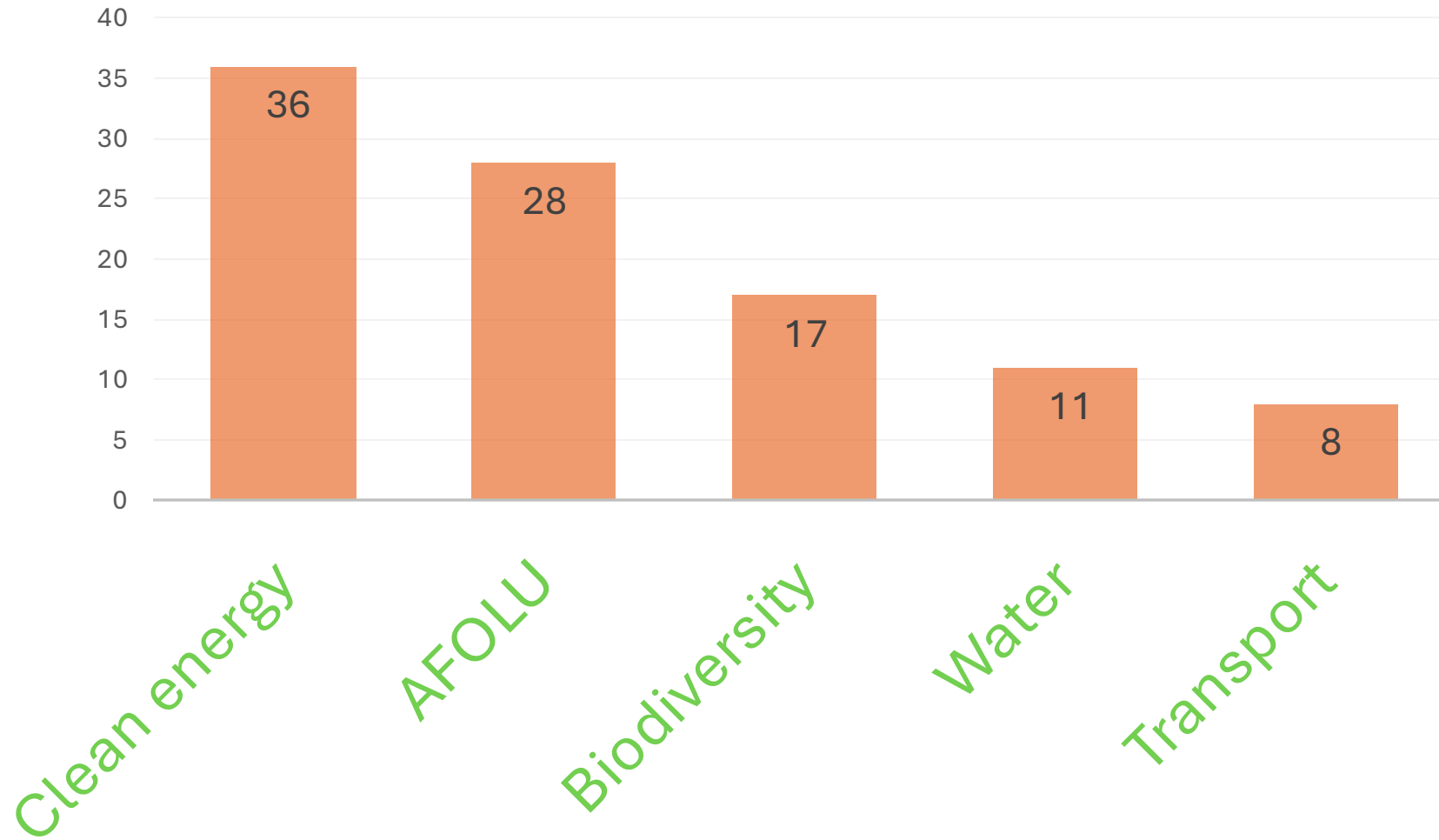
Debt Restructuring for Environmental/Climate Conservation

# Who are the investors?

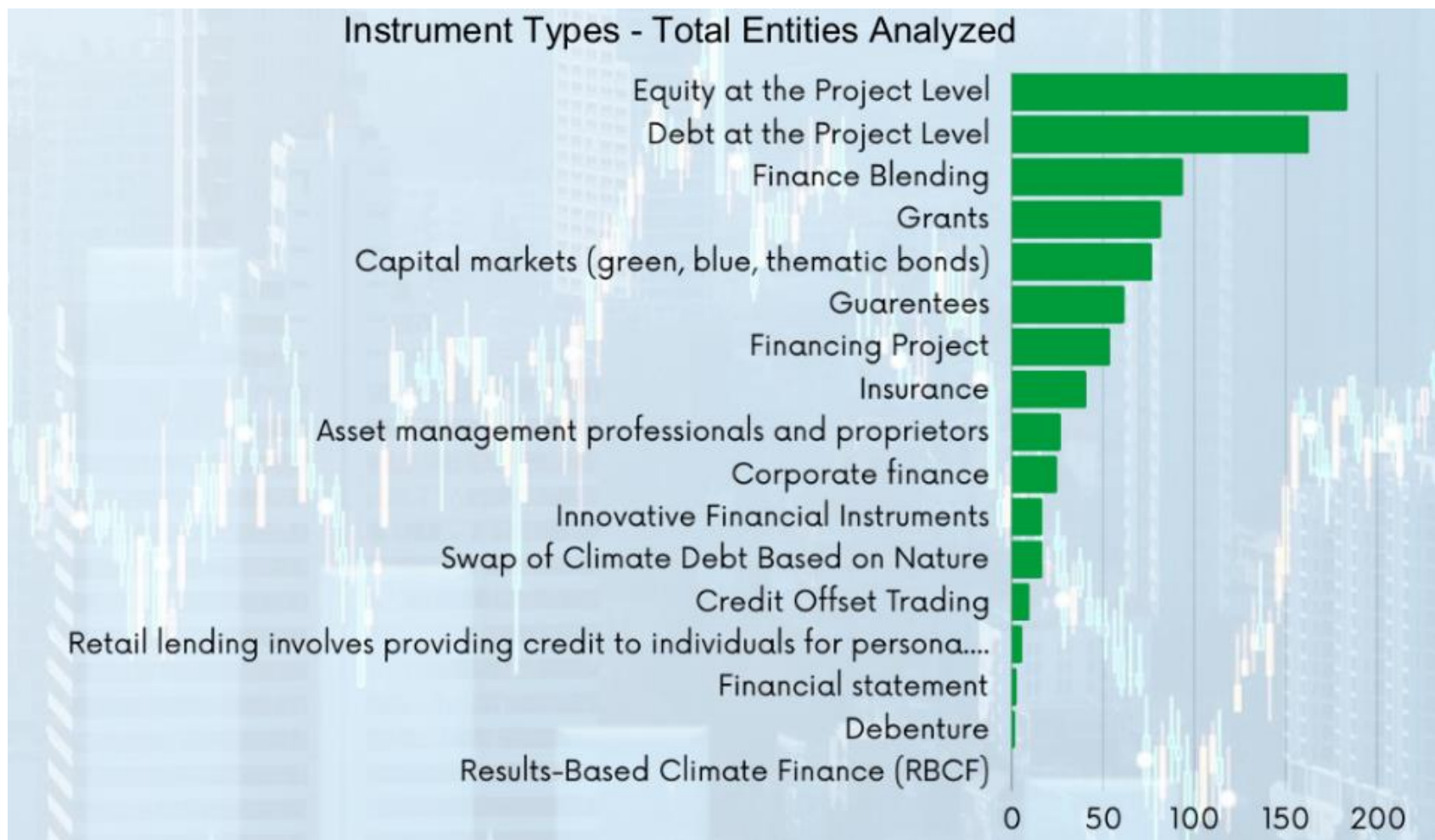
The mapping identified **354** entities that mobilized private sector funding in LAC.



# What are the priority sectors?



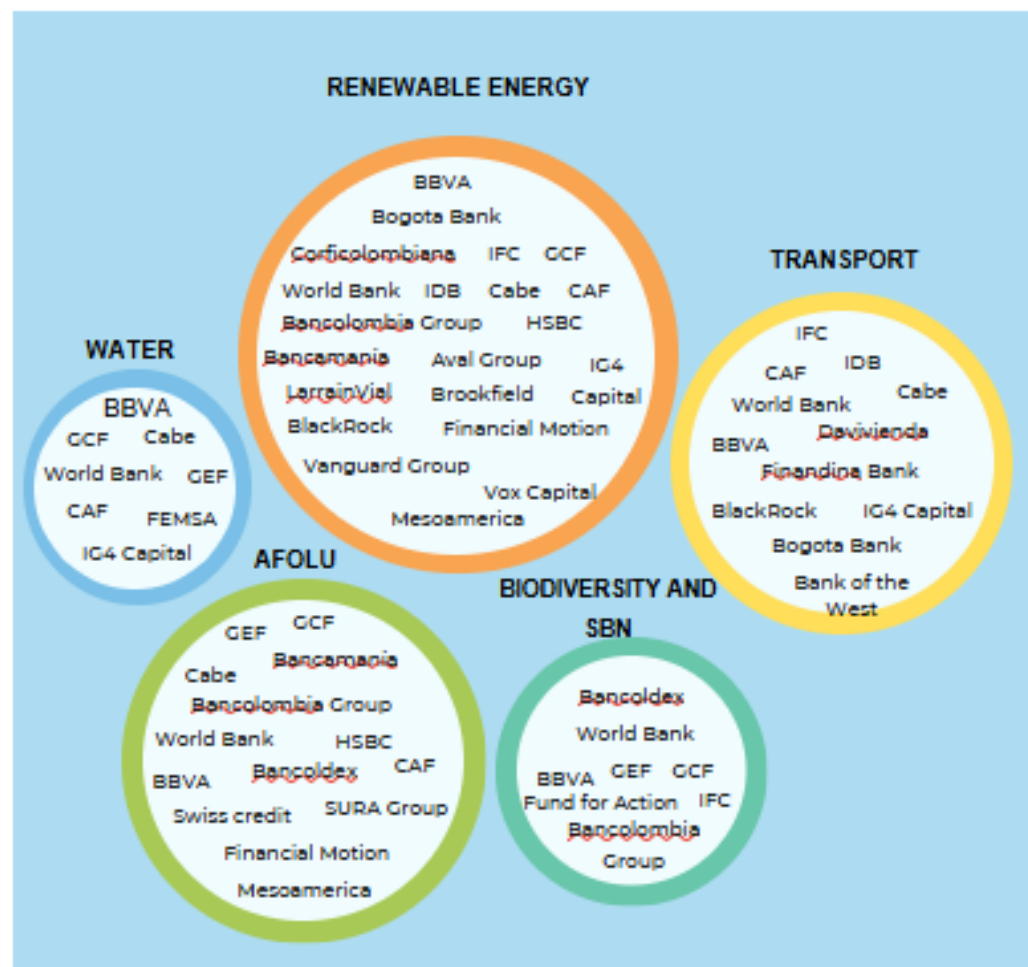
# What are the financing instruments deployed?





# Case study

Colombia

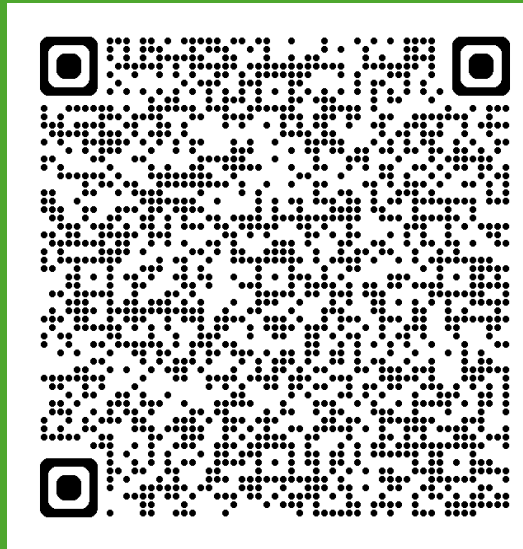


# Key take aways

- Mapping private sector sources for climate finance in Latin American and Caribbean **can help governments to better engage with the private sector.**
- By understanding **who invests** in their country, in **which sectors, and how**, they are in a better position to target the right stakeholders and to design policies and projects that **attract private sector finance.**
- The **European Union's Global Gateway Investment Agenda (GGIA)** is aligned with the Paris Agreement and provides opportunities to mobilize **private sector investments for NDC implementation.**



# Thank you!



*[silvia.brugger@giz.de](mailto:silvia.brugger@giz.de)*



Ambiente  
y Energía

# **NDC 3.0 Clinics, Climate Week 2025**

## **Segment 3 – Private Sector Engagement**

### **Review of key sectors: Energy, Transport, AFOLU, Waste**

Lyes Ferroukhi, Regional Leader LAC Environment and Energy Team

Panama City, Panama, 23rd of May





# UNDP's work towards NDC 3.0

The importance of reviewing carefully what the NDCs are saying...



# A closer look at regional emissions, by sector



LAC is responsible for 8.1% of global GHG emissions:

- Energy 46% - of which 39% associated with **TRANSPORT**
- **AFOLU 44%** - agriculture 25% and land-use change 19%
- Waste and industrial processes 10%

# Energy sector

- LAC has a cleaner profile: ~60% of electricity from renewables (vs. 30% global)
- Transport biggest contributor
- Energy is central to all LAC NDCs:
  - Expand renewables
  - Improve energy efficiency
  - Reduce fossil fuel use

## Key challenges:

- Investment gaps
- Transport decarbonization
- Fossil fuel subsidy reform

## Private sector's growing role:

- Financing clean energy infrastructure
- Driving innovation and partnerships
- Supporting sustainable energy markets



# Transport sector

- Transport accounts for **39% of energy-related emissions in LAC**
- Contribution of Transport Sector to the LAC emissions grows as electricity grids get cleaner
- Transport still heavily fossil-fuel dependent
- NDC implementation is lagging; root causes often misunderstood
- Overemphasis on tech (e.g., EVs) without:
  - Grid sustainability
  - Mining impacts
  - Battery disposal (20–40% of vehicle weight)
- Freight transport = largest emitter, least addressed
  - Solutions lie in logistics, infrastructure, intermodality

- **Need for systemic, socio-cultural approach**
- **Private sector roles:**
  - Logistics and innovation
  - Sustainable infrastructure investment
  - Circular economy for transport components

# Balance of NDCs and Long-Term Strategies in LAC countries with transport commitments in 20 LAC countries

## Electrification

- Focus on the electrification of public and light vehicle fleets. Need for more comprehensive measures
- Improvement of quality and coverage
- Intermodality
- Subsidies for affordable fares
- Alternative technologies in places where electricity generation depends on fossil fuels.

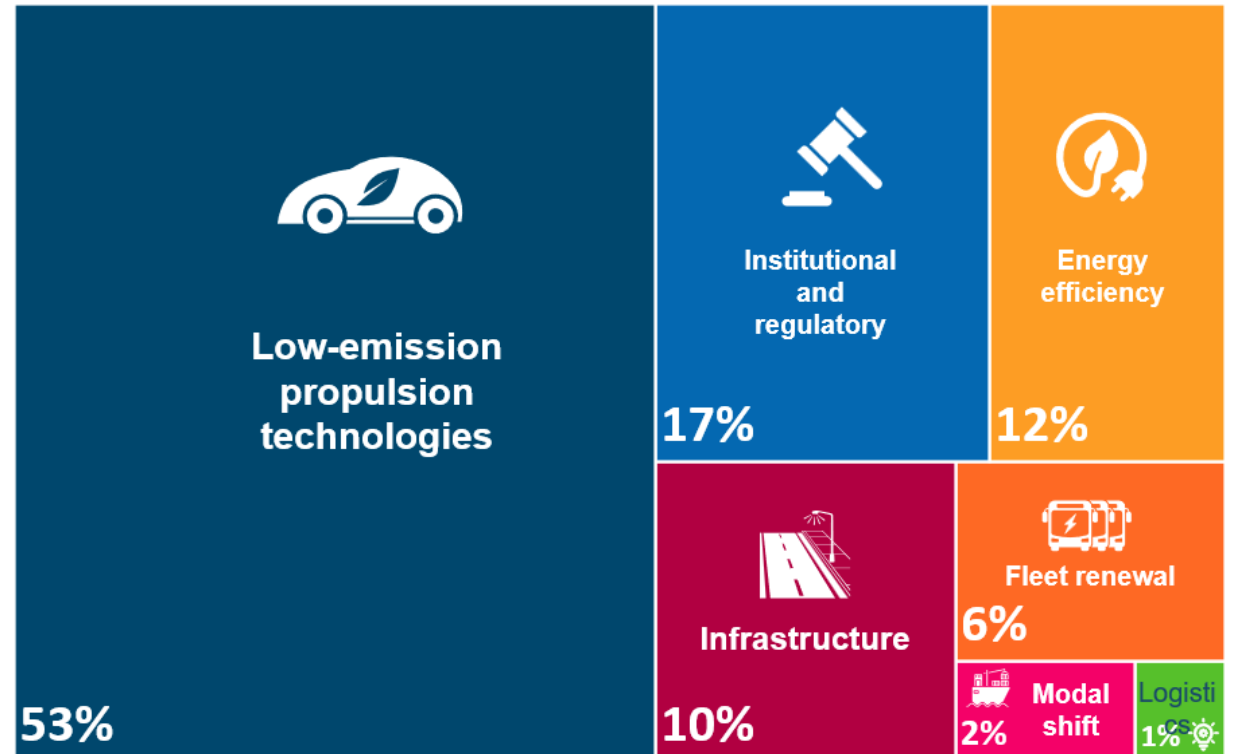
## Congestion and urban design

Challenges of congestion, travel times, and equitable distribution of space still unaddressed

## Intermodality y logistics

Need to strengthen intermodality, enhancing rail and river modes to improve energy efficiency combined with logistics strategy

## Distribution of proposed actions in NDCs by type for public, light, and freight transport





# Agriculture, Forestry and Other Land Use (AFOLU)

AFOLU is key to emissions reductions & removals  
44% of emissions

- **Private sector roles:**

- Finance for REDD+, PES, green bonds
- Deforestation-free supply chains (e.g., Lavazza in Ecuador)
- Carbon markets & traceability tools

- **Strategic partnerships:**

- Public-private models for verified outcomes
- Support for Indigenous/local enterprises

## Enablers of transformation:

- Blended finance & green investment
- Policy support & safeguards
- Digital innovation (AI, traceability)
- Capacity building for local actors
- Governance and land tenure

Alignment with NDCs, REDD+, SDGs will ensure  
greater impact





# Industry and waste

Industrial processes & waste contribute ~10% of total GHG emissions in LAC

National strategies to reduce emissions in both sectors

- Focus on locally led initiatives by municipalities and private sector champions

## Key opportunities for transformation:

- Adoption of cleaner industrial technologies
- Promotion of circular economy models
- Sustainable waste management (e.g., composting, recycling, methane capture)

## These sectors can drive:

- Emissions reductions aligned with NDCs
- Green economic growth through innovation and cooperation

## Access to climate finance possible through:

- Measurable, verifiable emissions reduction projects



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# Networking Break

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# Use Case/Best Practice Presentation

**Moderator**



**Gianluca Merlo, Gianluca Merlo,  
Regional Technical Advisor, UNDP**

**Expert Panelist**

**UNACEM**

**Julia Sobrevilla,**  
Grupo (Unión Andina de Cementos) Directora  
de Asuntos Corporativos y Sostenibilidad



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# Use Case/Best Practice Presentation

## Expert Panelists ARTICULAC



**Pablo Rojas,**  
Euroclima/GIZ



**Ana María Majano,**  
ArticuLAC Coordinator

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# ArticuLAC:

## Community of Practice for Public-Private Collaboration for Climate Action in LAC

Learnings on public-private articulation and alignment for NDC implementation

Euroclima is co-funded by



Euroclima is implemented by



# What is ArticuLAC ?

Comunidad de Práctica sobre articulación público-privada  
para la acción climática en Latinoamérica

- Joint initiative of Euroclima Programme implemented by GIZ, LEDS LAC Regional Platform and INCAE Business School.
- Active since 2018, with representatives from public institutions, Ministries and private organizations in LAC.
- Promotes de collaboration of governments and the private sector to enhance climate action and achieve climate objectives
- ArticuLAC responds to both the political orientations from the EU and the interests of the members. Approaches and methodologies are adjusted accordingly.
- For 2025-2026, the work focuses on mobilizing investments for resilient and low-emission development in LAC in the context of a green and just transition and the GGIA.



# Methodology



## Technical Assistance

Consultancies, bilateral exchanges



## Dissemination of learning

Webinars, reports, guides, policy briefs



## Exchange and joint learning

Face-to-face workshops, online sessions, trainings



# Learnings on public-private articulation (1)

- Engaging private sector from the early stages of policy-making processes contributes to establishing more feasible and ambitious goals
- For companies, participation in policy processes must be part of their climate strategies, since it allows them to contribute to goal setting, anticipate risks, identify opportunities and build alliances.
- Aligning public and private strategies and goals can make the efforts from both sectors more effective in achieving national and business goals.

Fuente: Memoria ArticuLAC 2018-2023



## Learning on public-private articulation (2)

- A stronger public- private articulation and alignment requires building technical capacities and soft skills in both sectors, to promote dialogue, collaboration and action.
- Private sector is not homogeneous, there are significant differences among private actors related to size, economic activities and access to resources. This is important when identifying needs and planning engagement strategies.
- Communication between sectors is key, and this requires a “common language”. This works both ways, not only that the private sector understands the language of climate discussions, but also that climate experts understand the lexicon and the decision-making logic of the private sector.

Fuente: Memoria ArticuLAC 2018-2023



The Good Practices Guide draws lessons from past processes, to inform design of future NDC, LTS and other climate policy instruments, to incorporate the perspectives, needs and innovation capacities of companies and business organizations that can make the strategies and goals more feasible and ambitious. .



**Published in en 2020, as a product of the  
Community of Practice**

# Learnings from the Community of Practice: 5 key elements for engaging private sector



**Policy, regulations and incentive frameworks**



**Methodologies to engage private sector**



**Preparation for participation**



**Financing**



**Monitoring and reporting**



# Accelerating processes in member organizations and countries

- 2025-2026 ArticuLAC will support 4 country teams to implement public-private articulation processes to achieve concrete results regarding investment mobilization
  - Argentina: anaerobic digestion in dairy farms
  - Chile: reducing food waste and loss in the food processing sector
  - Paraguay: good agricultural practices by small farmers in the Chaco region
  - Peru: mitigation investments agricultural sector
- Teams formed by public and private organizations
- Applying learnings from the Community of Practice in planning and implementing the processes
- Drawing lessons to share with the rest of CoP members and a wider audience

# Thanks.

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Q/A

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# Lunch Break

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# Topic discussions between countries and development partners – 90 minutes

## *Table 1 – **Plenary Breakout Room*** **1. Energy/ Efficiency**

*Colombia - Tatiana Roa, Vice Minister of Environmental Territorial Planning, Ministry of the Environment and Sustainable Development*

*Uruguay - Lorena Márquez, National Directorate of Climate Change*

## *Table 2 - **Plenary Breakout Room*** **2. Agriculture and Land Use Change (AFOLU)**

*Ecuador (Cacao and Coffee Companies)*

*CONFENIAE - María José Andrade*

*MAATE - Jessica Gallegos*

## *Table 3 - **Plenary Breakout Room*** **3. Industry / Waste**

*Ecuador, Municipality of Quito – Santiago Burneo*

*Peru (UNACEM ) - Julia Sobrevilla*

## *Table 4 -**Plenary Breakout Room*** **4. Transport & Cities**

*Toyota Ecuador – Eymi Sanchez, Government Affairs Manager*

*C40 – Urszula Kasperek*

## *Table 5 – **MR1*** **5. Private Finance Tracking**

*CCAP - Adriana Bazán*

## *Table 6 -**MR1*** **6. LAC Voluntary Carbon Footprint Programmes**

*Programa Ecuador Carbono Cero (PECC), Ministry of the Environment, Ecuador*

*Huella Chile – Andres Pica, Chief of Climate Change Division, Ministry of the Environment, Chile*

# Report back

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# A case for adaptation

## Moderator



**Montserrat Xilotl, Regional Technical  
Advisor for Adaptation,  
UNDP**

## Panel of Experts



**Andrew Hollander,  
Climate Change Analyst,  
Adaptation Fund**



**Sanaa Abouzaid,  
IFC Regional Manager,  
IFC World Bank Group**

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## Segment wrap-up



Lyes Ferroukhi, Regional Team Leader LAC Environment  
and Energy Team, UNDP

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**Moderator**



**Alejandro Kilpatrick,**  
Manager, Capacity Building, UNFCCC

# Discussions, Q/A, and Reflections

with UNFCCC, RCC, UNEP, UNDP and  
the NDC Partnership

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Thank you for participating.

Please enjoy the final networking break.

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