

## Questions posed by the audience:

### Ben Hartley, SE4ALL

1. What is the average interest rate for financing in each of the sample business models, and how does one ensure that lenders do not employ crude methods to recover loans or debts from end-users or debtors, especially considering the potential emotional and psychological impact on individuals, such as women, who may experience significant pressure and shame in such situations? Additionally, what is the average tenor of the facility?

*Answer: To be honest, we do not have data at that granular level regarding interest rates for financing. On the financing practices and lenders, this is also a bit outside my realm of knowledge. My assumption is that it would require social protection programs that are applied – and enforced – against loan providers.*

2. Are there any emerging trends or business models facilitating the transition from a Capital Expenditure (Capex) to an Operational Expenditure (Opex) model in the industry? If so, where can I find more information about these developments?

*Answer: I would encourage the person to investigate the experience of the PayGo model in the energy access sector – distributed renewable energy in particular and household energy services it provides.*

### Sabine Desczka, Wageningen University and Research

1. Has your organisation established a database or research paper explaining the financial instruments mentioned in the presentation? Where can this be accessed?

*Answer: We did not establish a database, but the typology will be published soon on the WUR website including the reference list. Btw, a good idea to establish a database. We would be interested to help.*

2. Your suggestion to explore crowdfunding specifically for sustainable cooling is quite intriguing. Are there any existing examples of such initiatives, and what barriers need to be overcome to scale up crowdfunding for this purpose? Similarly, with regard to carbon credits, there is a lot of discussion about these financing mechanisms, but there seems to be a limited track record to date. What are the challenges in scaling up the use of carbon credits in sustainable cooling projects?

*Answer: I think it would be possible. I saw an example from Technoserve using crunchbase for cooling of Mangos. [TechnoServe - Crunchbase Company Profile &](#)*

*[Funding](#). However, as a scientist I would not start to invest without a proper market feasibility study, which WUR could provide of course. The same probably holds for carbon credits. A number of NGO's started to connect smallholder farmers to carbon markets by taking over their registration fees and providing apps for certification of carbon. There is more market intelligence necessary to evaluate, but first impressions are good.*

### **Harsha Vishnumolakala, Climate Policy Initiative**

1. Do you know if there are publicly available contract templates tailored to different models such as sale-leaseback, special purpose vehicle, cooling-as-a-service, etc., for Cold Rooms developers?

*Answer: We're familiar with the helpful contract template on the CaaS initiative website (<https://www.caas-initiative.org/tools>), but not with any other templates.*

### **All panellists**

1. I would appreciate hearing the panellists' views on what is needed to unlock climate finance to complement commercial funding for the cold chain. For instance, the establishment of a UNFCCC-accepted methodology for measuring, quantifying, and monetising emissions reduction resulting from reduced food waste/loss, replacement of or reduction in fossil fuels for power, or reduced transportation needs, etc.

*Answer by CPI: Our work in this space is fairly limited, but one area where CPI has done analysis is on advancing a proposed methodology for tracking cooling finance. Current cooling finance datasets do not include investment in several important types of cooling solutions and lack project-level information, preventing governments, development banks, and private investors from assembling comprehensive cooling transaction databases. Without the ability to track financial commitments to cooling projects over time, these actors will be unable to evaluate how actual cooling investment patterns compare to projected needs across sectors and geographies, limiting public and private institutions' ability to deploy capital where it is needed most.*

*To address this challenge, we propose a standardized Cooling Investment Tracking Framework (Framework) that integrates four aspects of cooling investment. More details on this Framework is available [here](#) in analysis CPI developed with SEforALL.*

2. Is there a practical case study available that examines the various impact assessments of cold storage, encompassing both climatic and socioeconomic impacts?

*Answer by CPI: Not that we're aware of – the main support we have undertaken at CPI for cold storage is our engagement with the BASE team on your work on Your VCCA, so*

*we won't have any specific case studies on this front beyond those the BASE team would be aware of.*

*Answer by Bas Hetterscheid, Wageningen University & Research:*

*On the climate impact of cold chains:*

- <https://efficiencyforaccess.org/publications/life-cycle-greenhouse-gas-emissions-assessment-of-off-and-weak-grid-refrigeration-technologies> &
- <https://efficiencyforaccess.org/publications/note-for-policymakers-lifecycle-carbon-emissions-assessment-of-off-and-weak-grid-refrigeration-technologies>

*Social economic impact is addressed to a lesser extent, but is part of the scope of work [www.coolingafrica.org](http://www.coolingafrica.org) is working on.*

*For more questions on the environmental, please contact: Jakub Vrba [Jakub.Vrba@est.org.uk](mailto:Jakub.Vrba@est.org.uk)*