



# Deep Dive Workshop On Mini-Grids Asia Clean Energy Forum 2016

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## Financial Mechanisms to de-risk clean Energy

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- ❑ A Multilateral Public-Private Partnership under the International Energy Agency's Climate Technology Initiative (CTI)
  - United States, Canada, Japan, Austria, Germany, Japan, Korea, Norway, Sweden.
- ❑ Identifies & Screens Business Plans & Provides Professional Project Development & Financing advice through targeted Coaching and Technical Assistance
  - Strengthens capacity of project developers to present business plans and financing proposals that meet industry standards
- ❑ Links Projects to Investment
- ❑ Organises Clean Energy Financing Forums in Asia, Latin America and Africa, CIS and Central Asian countries to present selected Projects to investors

## ❑ 335 Projects in the Development Pipeline

- USD 8,6 billion of Investment
- 16,6 million tonnes pa CO<sub>2</sub> e GHG reduction potential
- 4,8 MW of clean capacity

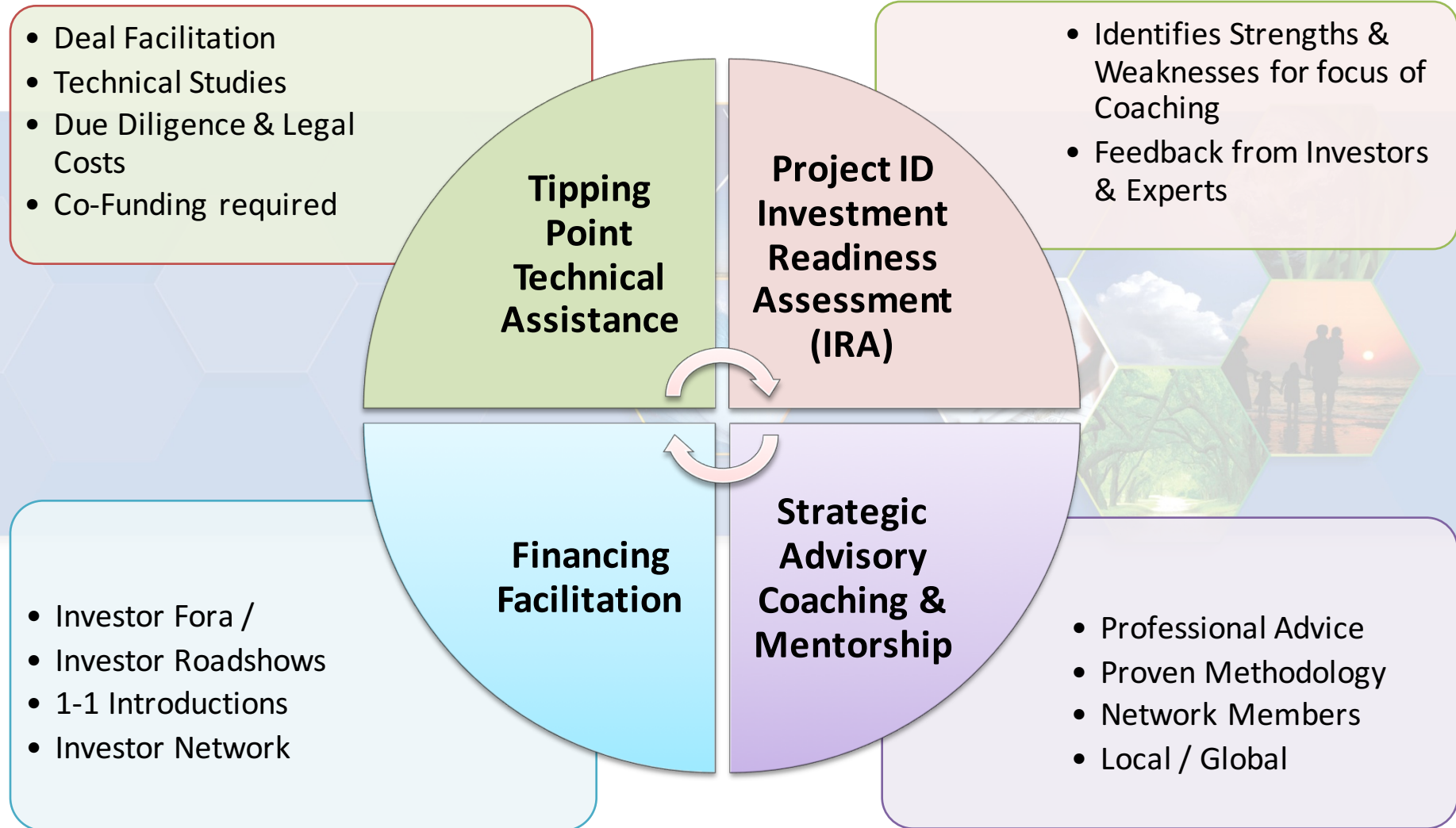
## ❑ 68 Projects Closed / USD 802 million raised

- 592 MW of Installed Clean Capacity
- 2,6 million tonnes CO<sub>2</sub> e reduction pa
- 140,7 GWhrs pa Energy Savings (EE projects)

## ❑ 17 Financing Fora

- 810 projects identified / 245 selected / 145 showcased
- 40 Projects Closed / USD 399,5 million raised

# CTI PFAN Services



connecting clean energy businesses with financing

# CTI PFAN and ADB

- ❑ SE4A has an inbuilt synergy with CTI PFAN
- ❑ Similar approach to project evaluation and mentoring
- ❑ Energy Access has a positive impact on GHG
- ❑ Ability to leverage outreach strengths
- ❑ Shared resources and knowledge base
- ❑ Investor network and reach
- ❑ Ability to scale

- PFAN active in Asia for the last 8 years
- Mutual support with ADB for the last 3 years
- Worked jointly on 15 projects Energy Access projects
- 5 projects achieved financial closure
- Active pipeline
- ACEF 7 in progress



# Emergence of Impact Investors

- ❑ Social objectives are important
- ❑ Return on Investment can be secondary
- ❑ A long term economically sustainable business model is essential.
- ❑ To be clearly differentiated with grants
- ❑ They can be flexible on valuations
- ❑ Are flexible on structuring
- ❑ Investment amounts are relatively small
- ❑ Usual conditions in SHA are Developer friendly

# De risking your funding approach

- Research and understand the Investors' positioning and their requirements
- Be well prepared with your business model & plan
- Articulate Market Challenges and your solutions
- Your passion, integrity and commitment
- Your vision and approach
- Competition and your competitive advantages
- Avoid educating the potential funders
- Technology is an enabler and not the end in itself
- Play on your strengths and play to win





# Good Luck & Thank you

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