

**Project Facilitation: Developing a Pipeline of Bankable Renewable
Energy Projects**

The Sustainable Energy Marketplace

05 June 2017

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Virtual Market Place for Sustainable Energy Projects

To scale up renewable energy and energy efficiency investments a virtual marketplace was launched at COP21 with the objective to support:

- ✓ initiation,
 - ✓ development and
 - ✓ financing
- of sustainable energy projects

By:

- *Improving the transparency of the market*
- *Offering relevant tools and databases for market players*
- *Supporting and facilitating projects in the development stage*

Positioning of the Marketplace: Main stakeholders and their roles

PROJECT HOST COUNTRIES

- Promote project portfolios
- Promote enabling investment environments

PROJECT OWNERS

- Ensure visibility for projects
- Identify investors and advisors
- Share data

IRENA SUSTAINABLE ENERGY MARKETPLACE



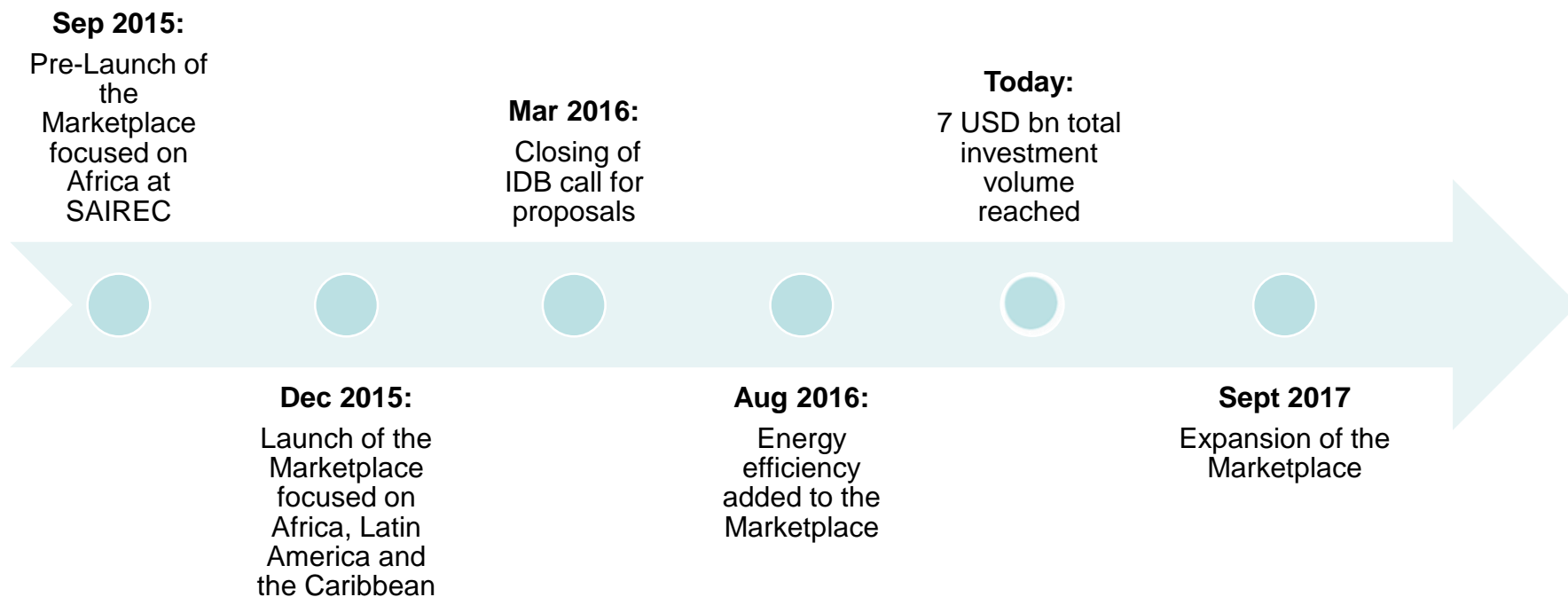
FINANCIERS

- Originate deals
- Project development support
- Co-financiers
- Find relevant country data

SERVICES & TECHNOLOGIES

- Originate new customers
- Find partners in project development / financing consortia
- Find relevant country data

Main milestones achieved by the Marketplace



Matchmaking / search engine

“ We have real evidence of the increasing worldwide consensus that a sustainable energy future powered by renewables is within reach. ”
Adnan Z. Amin - Director General



**ACCESS TO
CARIBBEAN PORTAL**

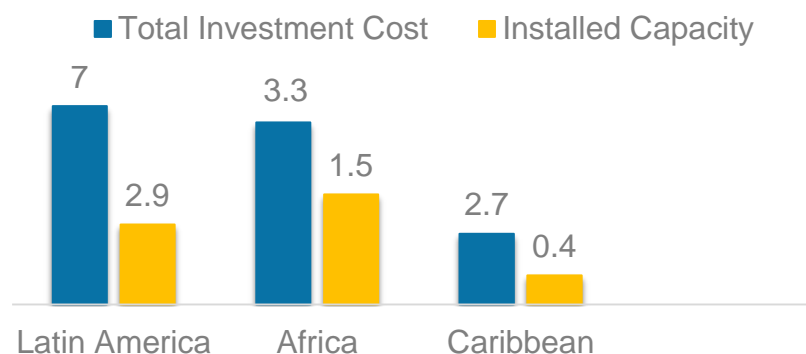
**ACCESS TO
LATIN AMERICA PORTAL**

**ACCESS TO
AFRICA PORTAL**

Coverage of the Marketplace

- **152** projects representing a **7 bn USD** investment opportunity.
- **39** financing institutions offering **93** financial instruments.

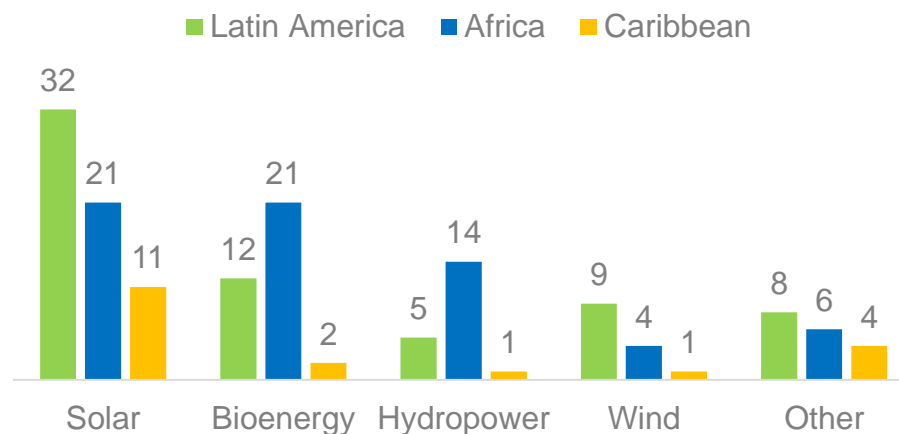
Total investment cost (USD bln) and Capacity (GW)



Mix of different sustainable energy projects

- **64** solar projects
- **35** bioenergy projects
- **20** hydropower projects
- **14** wind projects
- **18** other renewable energy projects
- **1** energy efficiency project – built environment

Project types by region (number of projects)



Positioning of the Marketplace vis-a-vis Partners

Pipeline partners

Project origination

Facilitation partners

Project development support

Financial closing partners

Demand for mature projects, financial closing

PUBLIC SECTOR PARTNERS



PRIVATE SECTOR PARTNERS

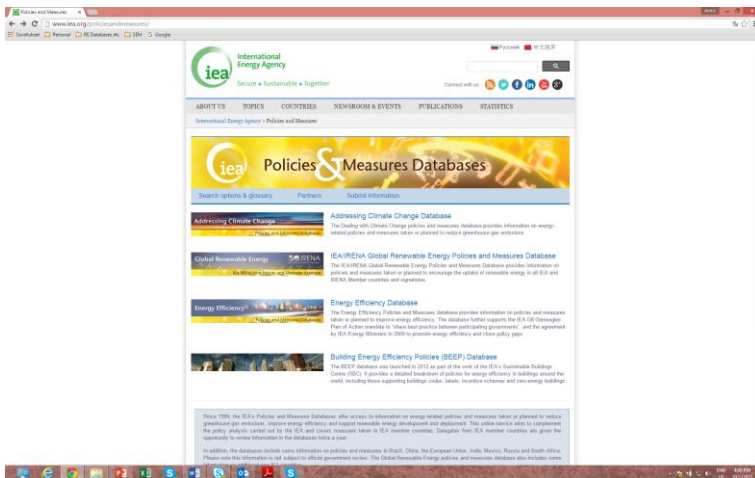
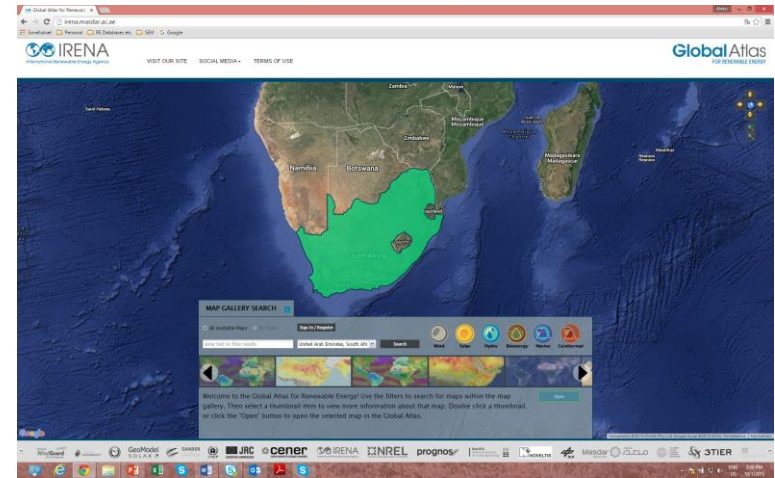
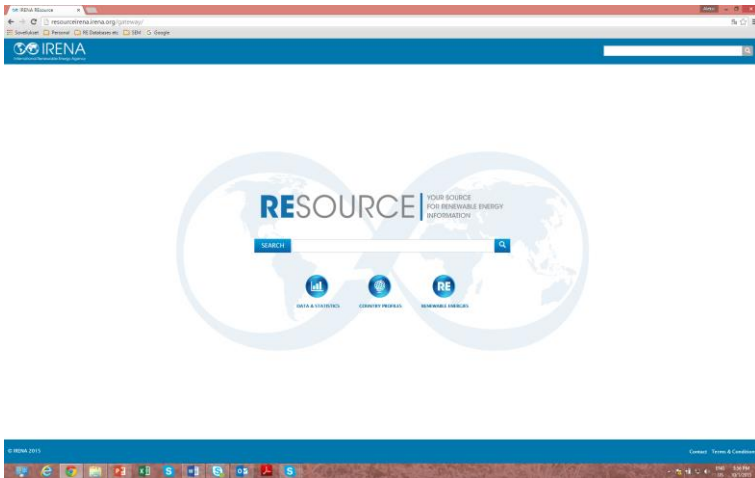
Project developers

Utilities, IPPs, developers, advisors, consultants

Financial and legal advisors, investors, private online platforms

Increasing private sector involvement

Tools and databases



What is coming next in 2017?

- **New upgraded version of the Marketplace and expansion to Asia** – by September 2017, the marketplace will be expanded to cover Asia, including South East Asia, Middle East and Central Asia.
- **Engaging with regional partners in project facilitation activities** – project origination, development and match-making.
- **Increasing focus on project evaluation and close collaboration with financiers and other initiatives** Project assessments to advance projects to be investment-ready
- Project facilitation activities to support mature projects reach financial close

Thank you!

**For more information, please contact
marketplace.administrator@irena.org or visit
<http://www.irena.org/marketplace>**

Matchmaking / search engine

- HOME
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- USER PROFILE
- OTHER MARKETPLACES

Sustainable Energy Marketplace

64

Number of projects in the market place

1091 MW

Combined capacity of projects in the market place (power generation projects only)

2.7 bn US\$

Total investment cost



LATEST PROJECTS

Kenya	Solar - PV - utilit...
Everkleen Solar P...	10 MW electricity
Mali	Solar - CSP - utilit...
Centrale CSP Pilo...	3 MW electricity
Senegal	Wind - on-shore
Potou 50 MW.	50 MW electricity
Kenya	Geothermal - P...
Arus Energy Geot...	100 MW electricity

THE SUSTAINABLE ENERGY MARKETPLACE: a new horizon

As part of IRENA's objective to sustain and facilitate the spread of renewable energy technologies, IRENA has implemented a virtual market place for renewable energy projects. The Sustainable Energy Marketplace is a free platform, for project owners, governments, financiers, and service and technology providers to help develop and drive investments to new renewable energy projects.

Objective

The objective of the virtual market place is to accelerate the scale-up of investments – both public and private – to promote initiation, development and financing of low-carbon renewable energy projects by bringing together project owners, governments, financiers, and service and technology providers. It makes investment opportunities visible and easily identifiable for investors and helps project developers to identify relevant funding sources and expertise.

The virtual market place will bring together project owners, governments, financiers, and service/technology providers to:

- search for information of interest like projects with certain investment criteria, financing sources, or advisors according to specific needs of a project;
- find information about and contact relevant entities, projects or financing instruments;
- create a virtual data room to organize and share confidential information with selected financiers, advisors, etc.;

NEWS

- 01/11/2017 - France's Engie inks grassroots renewables package in Senegal
- 01/11/2017 - France's Engie inks grassroots renewables package in Senegal
- 01/11/2017 - France's Engie inks grassroots renewables package in Senegal
- 01/11/2017 - A Guy Walks Into A Chevy Dealer...
- 01/11/2017 - Eskom could face legal action over PPAs, warns South...

see more...

EVENT CALENDAR

- Regional Energy Co-operation Su...
Accra, Ghana
- Egypt Energy Investment Summit ...
Cairo, Egypt

see more...

PROJECT NAVIGATOR

Do you need help in project development? IRENA's Project Navigator offers tools, templates and information to help project developers in developing bankable projects. Try it here:



Matchmaking / search engine

HOME

ABOUT

BENEFITS FOR USERS

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MARKETPLACE

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- » Organizations
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LATEST PROJECTS

Projects Search

Search...

Project technologies

- Solar - PV - rooftop/building integrated/distributed (4)
- Solar - PV - utility scale (2)

Apply | Clear

Country

- Ghana (2)
- Morocco (1)
- Nigeria (2)
- Uganda (1)

Apply | Clear

Project status

- Feasibility (3)
- Financing (3)

Apply | Clear

Project ownership

- Private (5)
- Private Public Partnership (1)

Apply | Clear

Grid connection

- Grid connected (4)
- Mini-grid (2)

Apply | Clear

Organization name

- Access Infra Africa Limited (1)
- EME West Africa (1)
- GVE Projects Ltd. (1)
- Ghana Capital Partners (1)
- ICIMI (1)
- Solar Breeder Morocco S.a.r.l. (1)

Apply | Clear

Expected start of construction

2,011 2,021

All

Expected start of operation

2,011 2,021

All

Matchmaking / search engine

SGI Biomass-to-E... 15 MW electricity
see more...

- See Less Filters

Save alert Export to Excel

PROJECT NAME	ORGANIZATION NAME	PROJECT TECHNOLOGIES	COUNTRY	CAPACITY	TOTAL INVESTMENT (MILLIONS USD)	STATUS OF PROJECT	EXPECTED START OF CONSTRUCTION	EXPECTED START OF OPERATION
Tororo 20MWp Solar PV Plant	Access Infra Africa Limited	Solar - PV - utility scale	Uganda	20	30	Feasibility	10/10/2016	6/1/2017
Green Village Electricity Project	GVE Projects Ltd.	Solar - PV - rooftop/building	Nigeria	17.8	3.492	Financing	5/7/2015	12/1/2015
Shared-ownership Off-grid Solar Electrification	ICIMI	Solar - PV - rooftop/building	Nigeria	15	38	Financing	9/1/2016	1/1/2017
Solar Breeder Morocco	Solar Breeder Morocco S.a.r.l.	Solar - PV - rooftop/building	Morocco	8	10	Financing	4/1/2016	9/1/2016
Decentralised Solar PV project for Self	EME West Africa	Solar - PV - rooftop/building	Ghana	20	36.4	Feasibility	6/1/2016	6/1/2017
28MW solar PV in Senya Beraku, Ghana	Ghana Capital Partners	Solar - PV - utility scale	Ghana	28	56	Feasibility	6/1/2016	10/1/2017

6 results

Matchmaking / search engine

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- LATEST PROJECTS**

Nigeria	Solid Biomass - ...
Hexagon Renewa...	50 Litres per day
Senegal	Biogas - Power
Thecogas	0.25 MW electricity
Ghana	Solar - PV - utilit...
28MW solar PV in...	28 MW electricity
Senegal	Solid Biomass - ...
SGI Biomass-to-E...	15 MW electricity

[Contact administrator](#)

Ghana Capital Partners

28MW solar PV in Senya Beraku, Ghana

Ghana - Solar - PV - utility scale

CAPACITY 28 MW electricity	INVESTMENT (MILLIONS USD) \$56.00	ANNUAL GENERATION 42,000 MWh electricity
GRID CONNECTION GRID CONNECTED	PROJECT OWNERSHIP PRIVATE	

LAND ACQUISITION FINALIZED

PERMITS IN PROCESS, FINAL STAGE

FEASIBILITY STUDIES IN PROCESS, FINAL STAGE

AGREEMENTS IN PROCESS, FINAL STAGE

FINANCING PROCESS PLANNED

Status of project

Project idea
Pre-feasibility
Feasibility
Financing
Construction
Operation

6/1/2016 **10/1/2017**

Expected start of construction Expected start of operation

PROJECT LEVEL IRR 17 %	EQUITY IRR 22 %	DIRECT PAYBACK PERIOD 6 Years
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Contact information

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Accra

sidney@ghanacp.com

Project summary

Project objective and structure

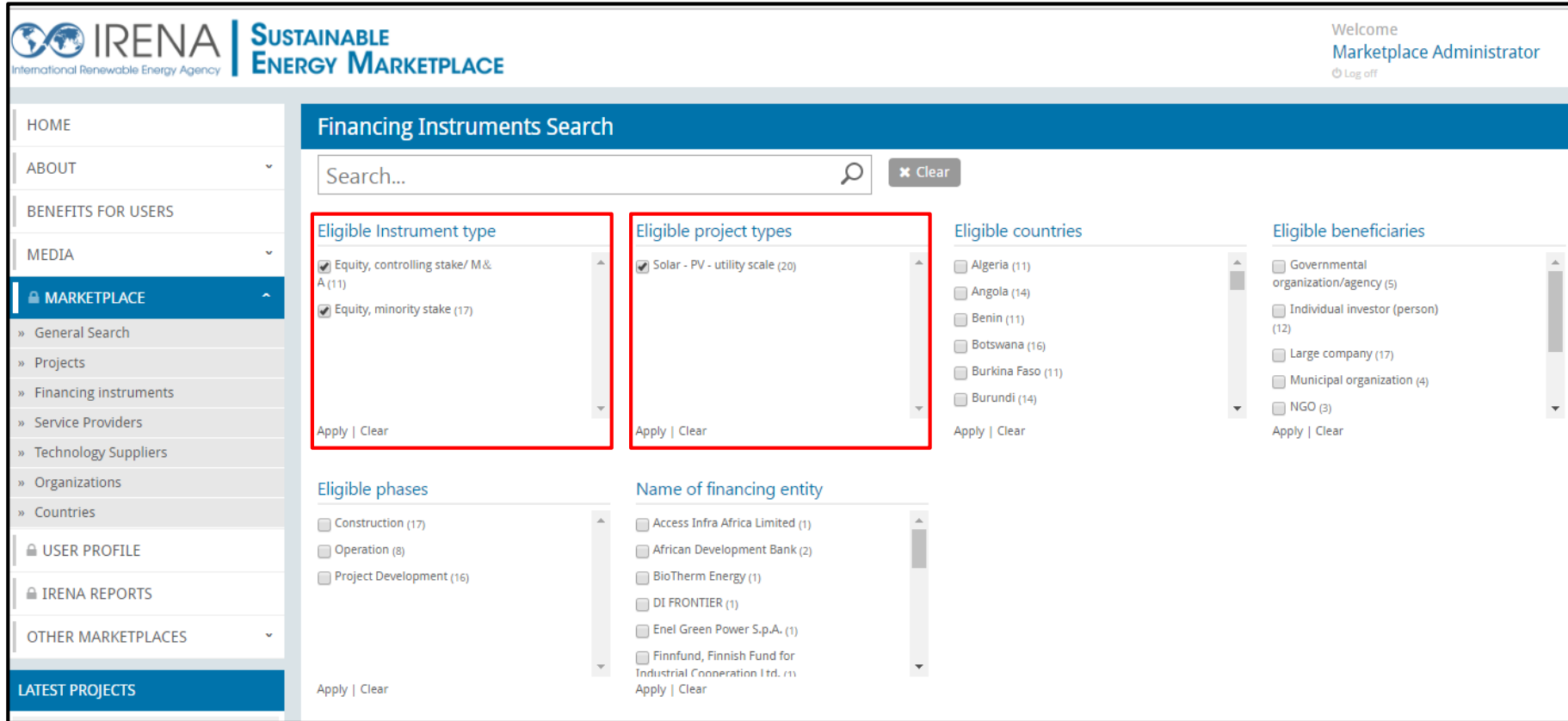
The project will provide electricity via the national grid to 200,000 homes or 1 million people. The project is 100% owned by GCP. SolarCentury will be our EPCM partner. SolarCentury will be responsible for the technical work, construction and assisting GCP with maintenance. GCP is responsible for equity and senior debt financing and project management.

Financing plan

Financial instrument	Amount (millions USD)
Equity, controlling stake/ M & A	20
Senior Debt	36

Available financing

Matchmaking / search engine



The screenshot displays the IRENA Sustainable Energy Marketplace search interface. The header includes the IRENA logo and the text 'SUSTAINABLE ENERGY MARKETPLACE'. A navigation menu on the left lists various sections like 'HOME', 'ABOUT', 'MARKETPLACE', and 'LATEST PROJECTS'. The main content area is titled 'Financing Instruments Search' and features a search bar with a magnifying glass icon and a 'Clear' button. Below the search bar are four filter panels: 'Eligible Instrument type', 'Eligible project types', 'Eligible countries', and 'Eligible beneficiaries'. The 'Eligible Instrument type' and 'Eligible project types' panels are highlighted with red boxes. The 'Eligible phases' and 'Name of financing entity' panels are located below the first two. The 'Eligible countries' and 'Eligible beneficiaries' panels are on the right side. Each panel contains a list of options with checkboxes and counts, and an 'Apply | Clear' button at the bottom.

IRENA | SUSTAINABLE ENERGY MARKETPLACE

Welcome Marketplace Administrator
Log off

HOME

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Financing Instruments Search

Search...

Eligible Instrument type

- Equity, controlling stake/ M&A (11)
- Equity, minority stake (17)

Apply | Clear

Eligible project types

- Solar - PV - utility scale (20)

Apply | Clear

Eligible countries

- Algeria (11)
- Angola (14)
- Benin (11)
- Botswana (16)
- Burkina Faso (11)
- Burundi (14)

Apply | Clear

Eligible beneficiaries

- Governmental organization/agency (5)
- Individual investor (person) (12)
- Large company (17)
- Municipal organization (4)
- NGO (3)

Apply | Clear

Eligible phases

- Construction (17)
- Operation (8)
- Project Development (16)

Apply | Clear

Name of financing entity

- Access Infra Africa Limited (1)
- African Development Bank (2)
- BioTherm Energy (1)
- DI FRONTIER (1)
- Enel Green Power S.p.A. (1)
- Finnfund, Finnish Fund for Industrial Cooperation Ltd. (1)

Apply | Clear

Matchmaking / search engine

INSTRUMENT NAME	ORGANIZATION NAME	INSTRUMENT TYPES	BENEFICIARIES	PROJECT TYPES	COUNTRIES	PROJECT PHASES
InnoWind Renewable Energy Investment	InnoWind (Pty) Ltd	Equity, controlling stake/ M & A	Utility;SME;Private project development company	Wind - on-shore;Solar - PV - utility scale;Solar - CSP -	Zimbabwe;Zambia;United Republic of	Project Development
BioTherm Energy's equity	BioTherm Energy	Equity, minority stake;Equity, controlling	Utility;SME;Private project development	Wind - on-shore;Solar - PV - utility scale;Solar - PV -	Zambia;United Republic of Tanzania;Uganda;Swaziland	Project Development
SIG Energy Financing	SIG Energy (Pty) Ltd	Senior Debt;Mezzanine Finance;Equity, minority	Utility;SME;Private project development	Wind - on-shore;Wind - off-shore;Tidal/Wave;Solid	Zimbabwe;Zambia;United Republic of	Operation;Construction;Project Development
SUSI Partners Equity	SUSI Partners	Equity, minority stake;Equity, controlling	SME;Private project development	Wind - on-shore;Solar - Thermal;Solar - PV - utility	Zimbabwe;Zambia;United Republic of	Operation;Construction
The Danish Climate Investment Fund (DCIF)	IFU - Investment Fund for Developing Countries	Mezzanine Finance;Equity, minority stake	Utility;SME;Private project development	Other (specify in general description);Wind - on-	Zimbabwe;Zambia;United Republic of	Construction;Project Development
Islamic Financing Modes	Islamic Development Bank	Other (specify in general description);Leasing;Grant;	Utility;SME;Private project development	Other (specify in general description);Wind - on-	Uganda;Tunisia;Togo;Sudan ;Somalia;Sierra	Construction;Project Development
Equity	Nordic Power Partners P/S	Mezzanine Finance;Equity, minority stake;Equity,	SME;Private project development	Wind - on-shore;Wind - off-shore;Solar - PV - utility	Zimbabwe;Zambia;United Republic of	Construction;Project Development
Norfund Equity	Norfund Nairobi	Mezzanine Finance;Equity, minority stake	Private project development company	Wind - on-shore;Solar - PV - utility scale;Solar - PV -	Zimbabwe;Zambia;United Republic of	Operation;Construction;Project Development
Equity EGP	Enel Green Power S.p.A.	Mezzanine Finance;Equity, controlling stake/ M&A	Utility;SME;Private project development	Wind - on-shore;Solid Biomass - Power;Solar - PV	Zambia;United Republic of Tanzania;Uganda;South	Operation;Construction;Project Development
Equity	Globeleq	Equity, minority stake;Equity, controlling	Private project development	Wind - on-shore;Solar - PV - utility	Zimbabwe;Zambia;United Republic of	Operation;Construction;Project Development

Matchmaking / search engine

Contact information

Paolo de Michelis- Head of Renewables

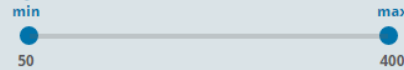
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London

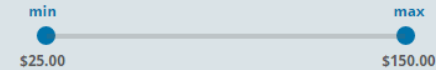
Project size (Millions USD)



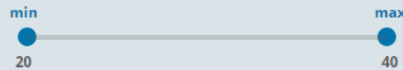
Project size MW



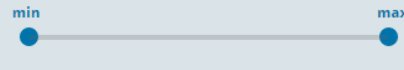
Investment size (Millions USD)



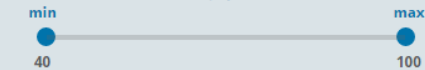
Investment size (% of total investment)



Investment size (% of debt)



Investment size (% of equity)



General description

Globeleq is a leading investor and Independent Power Producer in emerging markets. Since the company was founded in 2002 it has participated in over 14,000MW of generation capacity and invested over US\$1.3 billion of equity across 44 conventional and renewable energy power projects in 27 countries. The company is today solely focused on Africa, where it operates 1,300MW of power projects in Cote d'Ivoire, Cameroon, Tanzania, Kenya and South Africa. Globeleq is also developing projects in Ghana, Zambia, Egypt and Ethiopia.


Globeleq is owned by CDC and Norfund, the development finance institutions of the UK and Norway. Both have ample capital and a long term strategic commitment to Africa and the power sector.

Globeleq continues to expand its activities on the African continent and is interested in investing in high quality renewable energy projects during the development, financial close, construction or operational phases. Globeleq is a strategic investor and typically invests a majority equity stake, owns and operates the project.

Instrument level facilitations needs

Globeleq is primarily looking to invest in high quality renewable energy projects in Africa, utility scale, ideally above 50MW. The company can take development risk and has extensive experience in developing, financing, building, owning and operating renewable and conventional power projects in emerging markets.

BROCHURE

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