1. Sustainable Energy Marketplace
2. Project Navigator
3. IRENA / ADFD Project Financing Facility
Virtual Marketplace for Sustainable Energy Projects

To scale up renewable energy and energy efficiency investments a virtual marketplace is created with the objective to support:

✓ initiation,
✓ development and
✓ financing

of sustainable energy projects

By:

- *Improving the transparency of the market*
- *Supporting projects at the development stage*
- *Offering IRENA’s tools and databases for market players*
Rich source of information
Facilitation Process in the Marketplace

- Pre-screening of projects
- Project assessments
- Project financing
  - Cooperation with investors
  - Cooperation with existing project preparation and TA facilities

Renewable Energy Market Place
Key Milestones in 2015

- **July**: Start of implementation of the IT solution
- **August**: Outreach start, road shows in Africa
- **September**: SEM Pre-launch at SAIREC, RSA
- **October**: SEM Official launch at COP21
- **November**: Stakeholder engagement at workshops, side events, etc.
- **December**: Launch of Lat Am and Caribbean platforms

Start of piloting phase
1. Sustainable Energy Marketplace

2. Project Navigator

3. IRENA / ADFD Project Financing Facility
What is the IRENA Project Navigator?

The challenge of RE projects

» Failing to prove project bankability to funding institutions
» Insufficient knowledge on project proposal development
  • Higher project development costs
  • Higher risk of project failure

Objective to increase the bankability of projects

» Strengthening the project development base
» Enhancing the quality of project proposals
» Reducing costs and mitigating risks through proper planning and efficient use of funds
» Facilitating effective implementation

Scope

» All RETs
» Different finance types: grants, loans, equity
» Project sizes: from individual use to utility scale projects
» Global: all geographical regions
Welcome to the IRENA Project Navigator!

- To learn more about the renewable energy project development process and to develop bankable project proposals, please enter the Project Navigator.
- When looking for funding opportunities, browse the IRENA Financial Database using the Financial Navigator.
- If you are a project developer, you can create a workspace online and track your project development progress.

Choose from the Quick Access tiles below:

Learning section
Learn about project development

Start a project
Create a project workspace

Financial Navigator
Find funding opportunities

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Learning Section

Project Development Guidelines
» Clear project development process
» Detailed definitions
» Tools
» Key Actions
» Control questions and deliverables
» Contract templates

Technical Guidelines
» Land and resource assessment
» Technology selection and sizing
» Logistical aspects
» Lessons learned from previous projects

How others did it
» Find examples
» Case studies
» Templates
Start a Project

Create your own workspace
» Password protected workspace
» Interactive tools
» Store up to three projects

Follow a clear project development process
» Clear objectives
» Interactive tools
» Control questions to ensure that nothing important has been overlooked

Track your progress
» Store your data
» Keep track of your project
» Export and download reports
Find a fund that suits your project

The Financial Navigator is a detailed database of funds that actively provide finance to renewable energy technology projects.

It increases the transparency of the funding process and helps project developers identify potential funding opportunities.

The available information includes:

» Geographical Coverage
» Technological Coverage
» Type of fund
» Size
» Funding requirements
» Administarting organization
» Contact details
Navigator - Present and Future

Present

- Launched 22 April 2015
  - 1400+ registered users
  - From 149 countries

Next Steps

- Technical Concept Guidelines
  - Rooftop PV
  - Off-/Mini-grid applications
  - Small Hydro
  - Bioenergy

- Workshops / Regional adaptations
- Pilot studies with member countries
- Continuous improvement of the tool

Visit us: www.irena.org/navigator
Contact: navigator@irena.org
SEM and Navigator as Part of IRENA’s Value Added in Regional / Thematic Initiatives

**ANALYSIS**

- **Resource Assessment & Zoning**
  - Technical potential; Identification of suitable areas
- **RRA & Advisory**
  - Regulatory and investment environment
- **REmap, SPLAT**
  - Commercial market potential and planning
- **RESSource & other Databases**
  - Market statistics; Policy database; Global Atlas

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**FACILITATION**

- **Policy Consultative Forum**
- **Regulator & Utility Cooperation**
- **Project Facilitation Platform & Project Navigator**
- **Capacity Building**
- **Awareness Raising**

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**Stream of bankable projects and financial closings**

- Policy dialogue amongst stakeholders
- Enabling investment environment
- Support in project development and facilitating financing
- Skills and knowledge
- Communication
Project Facilitation Tools

1. Sustainable Energy Marketplace
2. Project Navigator
3. IRENA / ADFD Project Financing Facility
IRENA/ADFD Financing Facility
projects selected for funding

Total
USD 98 million loans allocated
USD 146 co-finance

Mauritania
1 MW Wind (mini-grid)
USD 5 m
1 MW Hybrid (Solar, wind, hydro) mini-grid
USD 6 m

Iran
5 MW Geothermal (mini-grid)
USD 6 m

Cuba
10 MW Solar (on-grid)
USD 15 m

Sierra Leone
6 MW Solar (on-grid)
USD 9 m

Maldives
1 MW Waste to energy (on-grid)
USD 6 m

Argentina
3 MW Hydro (mini-grid)
USD 15 m

Samoa
3 MW Bio-energy (on-grid)
USD 7 m

St. Vincent and the Grenadines
15 MW Geothermal (on-grid)
USD 15 m

Ecuador
4 MW Hydro (mini-grid)
USD 5 m

Mali
4 MW Solar PV diesel (mini-grid)
USD 9 m

irena/ADFD Financing Facility
projects selected for funding

Note: third cycle results will be announced in January 2016 at the IRENA Assembly

First cycle projects = USD 41 million loans, USD 44 million co-finance
Second cycle projects = USD 57 million loans, USD 102 million co-finance
### Fourth cycle

**Submit Executive Project Summary applications (option to automatically register on the Marketplace)**


**Shortlisted applicants to submit Full Project Proposals**

Early May to end-June 2016

**Shortlisted applicants informed if selected for funding by ADFD**

End-December 2016

*See [www.irena.org/adfd](http://www.irena.org/adfd) for details on how to apply*

### Eligibility

- Projects can only be submitted from countries that are Members of IRENA (or Signatories of the Statute, or States in Accession).
- Countries must be on the “DAC List of ODA Recipients” from the Organisation for Economic Co-operation and Development (OECD).

### Loan conditions for all cycles

- Up to 50% of project costs covered by ADFD loans. The rest must be co-financed.
- USD 5-15 million ADFD loans for each project.
- 1-2% interest rates, 20 year loan period including a 5 year grace period.
Thanks you.

www.irena.org
Renewable Energy Project Development Challenge

- Higher project costs and financial risks
  - Conditions inherent to certain countries/regions
  - Project sponsors / developers often lacking the know-how to complete a bankable project proposal
- Non-transparent fund securement process and financing options

⇒ Strengthen the project development base, enhance the quality of proposals and increase their bankability to attract better financing conditions