

The Sustainable Energy Marketplace

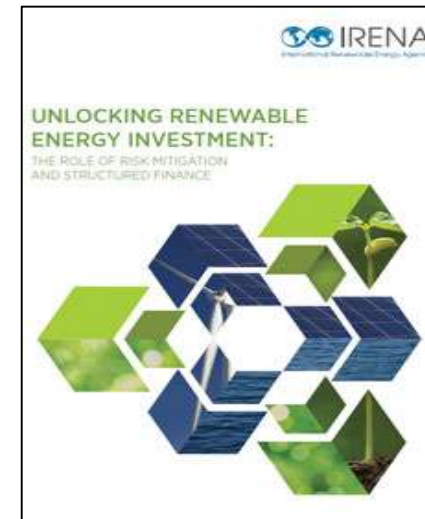
13th June 2017

Henning Wuester, Director – Knowledge, Policy and Finance Centre, IRENA

Main investment barriers for renewable energy

- 1. Lack of bankable project pipeline** – financiers and lenders find it difficult to identify investment-mature renewable energy projects
- 2. High perceived risk and financing costs** – high cost of capital is driven by investors' high perception of political, counterparty and currency risk
- 3. Small deal sizes** – renewable energy investments may be too small for large-scale (e.g. institutional) investors

- **Sustainable Energy Marketplace**
- Report **Unlocking renewable energy investment – Follow-up activities:**
 - **Global Solar Energy Standardisation Initiative:** – to structure and implement a framework for standardized contracts to streamline the development and financing process for solar PV projects.
 - **Global Renewable Energy Guarantee scheme:** – concept for a one-stop-shop to offer guarantee instruments for RE projects, piloting solar PV.



Virtual Marketplace for Sustainable Energy Projects

To scale-up renewable energy and energy efficiency investments in developing countries, 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



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

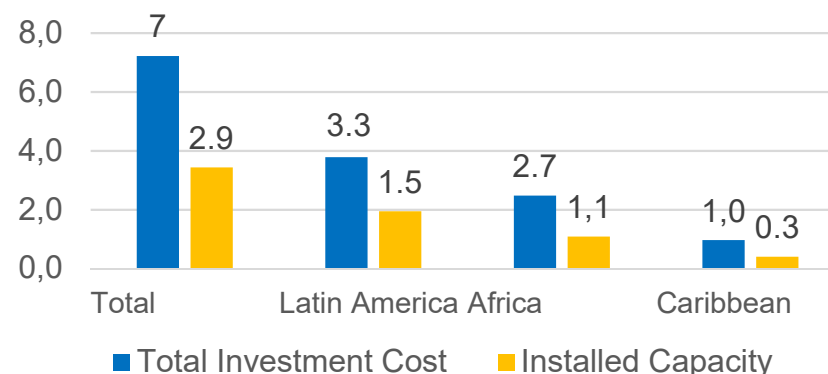
Coverage of the Marketplace



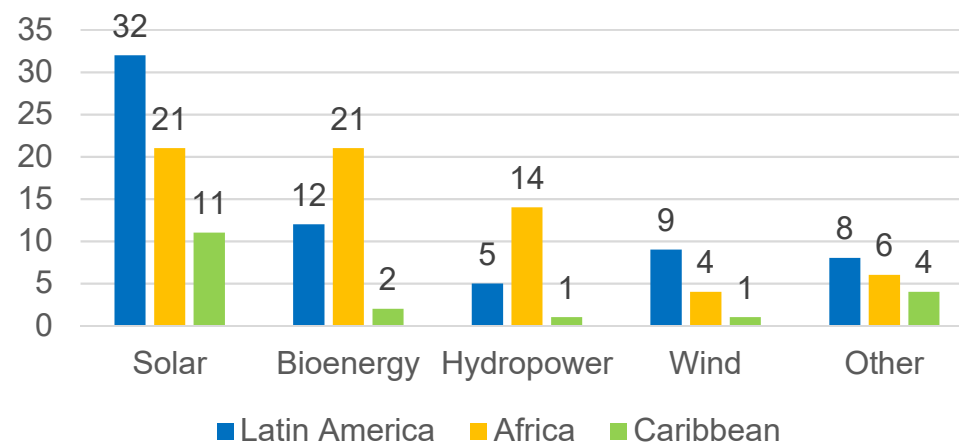
Coverage of the Marketplace

- **152** projects
- **7** bn USD investment opportunity
- **39** financing institutions
- **93** financial instruments

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



Project types by region (number of projects)



Global Atlas

United Arab Emirates ✕

Add more countries



Maps



Tools



Wind



Solar



Geothermal



Biomass



Ocean



Hydro



Advanced search

PUBLISHED MAPS

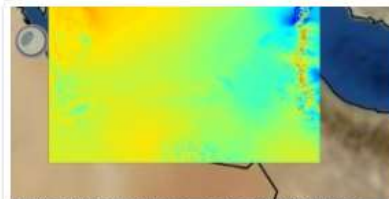


United Arab Emirates - national solar atlas

Best use: Business, Potential

0 Comments

Preview



United Arab Emirates - national wind atlas

Best use: Business, Potential

0 Comments

Preview

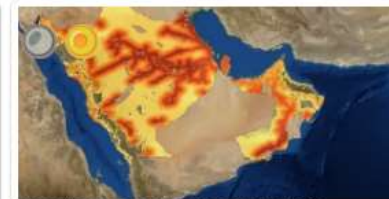


NOVELTIS' Global marine tidal currents

Best use: Policy

0 Comments

Preview



Investment opportunities in the GCC

Best use: Policy, Potential

0 Comments

Preview

PUBLISHED TOOLS



Project Navigator



IRENA PROJECT NAVIGATOR

Login

Username / email address:

Password:

[Forgot password?](#) [Login](#)

[Don't have an account?](#) [Register](#)

Learn

Guidance on bankable project development

Develop

Free tools to prepare a project proposal

Finance

Search engine on project financing sources

IEA/IRENA Joint Policies and Measures Database for Global Renewable Energy



The screenshot displays the top section of the database website. At the top, there is a banner with the IEA logo on the left and the IRENA logo on the right. The text 'Global Renewable Energy' is centered in the banner. Below the banner is a yellow bar with the text 'IEA/IRENA Joint Policies and Measures database'. Underneath the yellow bar, there is a text prompt 'Click on a country to search' followed by a world map where all countries are highlighted in green. To the left of the map are two small buttons with '+' and '-' symbols. At the bottom of the map area, there is a small disclaimer text.

International Energy Agency

Global Renewable Energy

IRENA
International Renewable Energy Agency

IEA/IRENA Joint Policies and Measures database

Click on a country to search

+
-

This document, as well as any data and any map included herein are without prejudice to the status of or sovereignty over any territory, to the delimitation of international frontiers and boundaries and to the name of any territory, city or area.

Positioning of the Marketplace vis-a-vis Partners

Pipeline partners

Facilitation partners

Financial closing partners

Project origination

Project development support

Demand for mature projects, financial closing

PUBLIC SECTOR PARTNERS

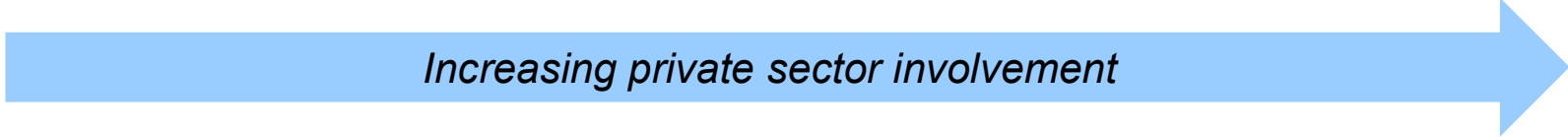



PRIVATE SECTOR PARTNERS

Project developers

Utilities, IPPs, developers, advisors, consultants

Financial and legal advisors, investors, private online platforms



Regional Hubs

Middle East and North Africa (MENA) Hub

- Statistics
- Partners**
- Country information
- Publications and tools



The Private Financing Advisory Network (PFAN) identifies promising clean energy projects at an early stage and provides mentoring for development of a business plan, investment pitch, and growth strategy, significantly enhancing the possibility of financial closure

IRENA and PFAN collaborate to help facilitate the preparation of projects registered on the Marketplace for financing, raise finance for projects, and provide technical assistance to project owners to attract investment and financing commitments.



The Sustainable Energy for All initiative is a multi-stakeholder partnership between governments, the private sector, and civil society. Launched by the UN Secretary-General in 2011, it has three interlinked objectives to be achieved by 2030:

- Ensure universal access to modern energy services.
- Double the global rate of improvement in energy efficiency.
- Double the share of renewable energy in the global energy mix.

IRENA and SE4All are collaborating to register high priority projects listed on the SE4all Investment Prospectuses, and present these projects to potential private and public investors through the Marketplace. These prospectuses identify implementable programs and projects at the national level, including their investment requirements, consistent with national development strategies.



The United Nation Economic Commission for Western Asia (ECWA) was established on 9 August 1973 pursuant to Economic and Social Council's resolution 1818 (LV). Its purpose was to stimulate economic activity in member countries, strengthen cooperation between them promote development.

IRENA and UN-ESCWA will cooperate to include in the Marketplace a renewable energy knowledge database containing case studies, best practices and lesson learned, and other information a global, regional and national level.

SUSTAINABLE ENERGY MARKETPLACE

HELP ?
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Knowledge and support tools

Media

User profile

IRENA Homepage

TERMS AND CONDITIONS

Regional Hubs

Middle East and North Africa (MENA) Hub

- Statistics
- Partners
- Country information
- Publications and tools

| DOCUMENT TYPE | TITLE | DESCRIPTION | DATE OF PUBLICATION | ORGANIZATION |
|--------------------|---|---|---------------------|--------------|
| Project guidelines | A guidebook for preparing investment business plans | The objective is to provide guidelines for project developers and investors in order to assist them in... | August 2016 | UN-ESCWA |
| Case study | Policy reforms to promote renewable energy in Morocco | The study aims to show the impact of policies on encouraging investments by lifting the regulatory... | February 2017 | UN-ESCWA |
| Tools | MENA Atlases | - | - | UN-ESCWA |

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Technology, Energy and Innovation Under the Wing of a Solar Airplane

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Upcoming Events

Berlin Energy Transition Dialogue
 20 - 23 June 2017 | Berlin, Germany

More

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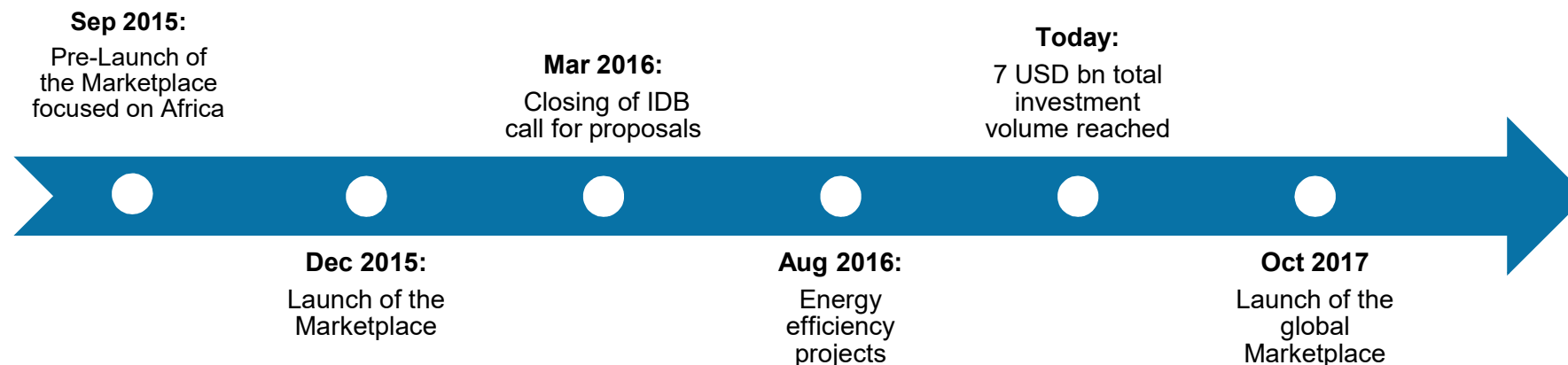
Media

User profile

IRENA Homepage

TERMS AND CONDITIONS

Main milestones achieved by the Marketplace



Phase 1 (December 2015 – December 2016)

- Development and Outreach
- Building a strong pipeline of investment-ready projects with partners
- Attracting a wide range of investors

Phase 2 (January 2017 – Ongoing)

- Accelerating project facilitation activities to support mature projects reach financial close
- Expanding to Asia, Southern and Eastern Europe and the Pacific region
- Improving usability of the platform

How to register on the Marketplace?

- **Registration opening soon** – Submit your Expression of Interest (EOI)



[ACCESS TO CARIBBEAN PORTAL](#)

[ACCESS TO LATIN AMERICA PORTAL](#)

[ACCESS TO AFRICA PORTAL](#)

The Marketplace will soon expand to cover Asia, South and Eastern Europe, and the Pacific region. Click on the button below to fill out an interest form, and an administrator will contact you with additional information.

[Fill out the form](#)

Thank you!

<http://www.irena.org/marketplace>

Contact: marketplace.administrator@irena.org