SESSION 3

IRENA Sustainable Energy Marketplace

Promoting investment in renewable energy projects in UN ESCWA and UN ECE member countries

14 December 2017

Henning Wuester, Director of the Knowledge Policy Finance Centre (IRENA)
I. Overview of the Marketplace
   - Background
   - Objectives
   - Key market players
   - Coverage and milestones

II. Regional hubs – UN DA project
   - RE Policies
   - Resource information
   - IRENA Project facilitation tools
Lack of pipeline of investor ready projects
High risk perception
Challenges in scaling-up RE investments
Lack of local capacity for renewables
High transaction cost & Small deal sizes
IRENA PROJECT FACILITATION TOOLS

1. Project concept
2. Pre-feasibility
3. Project Development
4. Financing
5. Deployment

- Project assessment & match-making
- Assistance to financial closure and debt facility
- Data & Market research
- Site identification
- Standardised documents and templates
- Project development support
WHY A SUSTAINABLE ENERGY MARKETPLACE?

http://marketplace.irena.org
KEY MARKETPLAYERS

- Increased visibility for projects, financiers, advisors and service providers
- Access to development tools & templates
- Promotion of investment opportunities
- Enabling foreign and local investments

- Identification and screening of projects
- Access to market and regulatory information
- Access to market data
- Identification of potential clients & new business opportunities
COVERAGE - PROJECTS

- **150** renewable energy and energy efficiency projects
- **USD 7 billion** investment opportunities
COVERAGE - FINANCING

- **119** financing instruments
- **50** financing institutions

<table>
<thead>
<tr>
<th>Type</th>
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<tbody>
<tr>
<td>Equity</td>
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<tr>
<td>Mezzanine finance</td>
<td>17</td>
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<tr>
<td>Senior Debt</td>
<td>14</td>
</tr>
<tr>
<td>Grant</td>
<td>10</td>
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<tr>
<td>Guarantee or other credit enhancement</td>
<td>10</td>
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<td>Other</td>
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</tbody>
</table>
MILESTONES

❖ 7 early-stage projects received project development support

❖ 3 project received project management support

❖ 2 RE projects reached financial closure
I. Overview of the Marketplace
   - Background
   - Objectives
   - Key market players
   - Coverage and milestones

II. Regional hubs – UN DA project
   - Renewable Energy Policies
   - Resource information
   - IRENA Project facilitation tools
SCOPE

1. Renewable energy policies

2. Renewable energy financing opportunities

3. Technical materials (Guides and atlases)
REGIONAL HUBS

Africa
Latin America
S-E Europe
MENA
SIDS

PARTNERSHIP
**United Nations Economic and Social Commision for Western Asia**

The International Renewable Energy Agency (IRENA) and the United Nations Economic and Social Commission for Western Asia (UNESCWA) signed a project agreement in August 2017.

The cooperation aims to further develop the Sustainable Energy Marketplace and integrate the objectives of the United Nations Development Account (UNDA) project, a capacity development programme of the United Nations Secretariat aiming at enhancing capacities of developing countries in the priority areas of the United Nations Development Agenda.

In partnership with the United Nations Economic Commission for Europe (UNECE), UNESCWA is implementing a capacity building project aiming at enhancing renewable energy (RE) investments in member countries in the context of climate change mitigation “Promoting renewable energy investments for climate change mitigation and sustainable development”. The project seeks to strengthen the capacities of government officials, national financial institutions and national energy experts and project developers involved in renewable energy in developing countries and countries with economies in transition in the Arab region and Europe, to attract investments in renewable energy projects as a means of sustainable development and climate change mitigation.

The Sustainable Energy Marketplace provides access to renewable energy knowledge resources including containing case studies, best practices and lesson learned, and other information a global, regional and national level.

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**Regional Centre for Renewable Energy and Energy Efficiency**

The Regional Center for Renewable Energy and Energy Efficiency (CREEE) is an intergovernmental organization with diplomatic status that aims to enable and increase the adoption of renewable energy and energy efficiency practices in the Arab region. CREEEE teams with regional governments and global organizations to initiate and lead clean energy policy dialogues, strategies, technologies and capacity development to increase Arab states’ share of tomorrow’s energy.

Having today 17 Arab countries among its members, CREEEE strives to lead renewable energy and energy efficiency initiatives and expertise in all Arab states based on five core strategic impact areas: facts and figures, policies, people, institutions, and finance.
## MENA Hub

<table>
<thead>
<tr>
<th>DOCUMENT TYPE</th>
<th>TITLE</th>
<th>DESCRIPTION</th>
<th>DATE OF PUBLICATION</th>
<th>ORGANIZATION</th>
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<tr>
<td>Project guidelines</td>
<td>A guidebook for preparing investment business plans</td>
<td>The objective is to provide guidelines for project developers and investors in...</td>
<td>August 2016</td>
<td>UN-ESCWA</td>
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<td>Case study</td>
<td>Policy reforms to promote renewable energy in Morocco</td>
<td>The study aims to show the impact of policies on encouraging investments by lifting the regulatory...</td>
<td>February 2017</td>
<td>UN-ESCWA</td>
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</tbody>
</table>
Main functionalities

Search
~ Simple Google-like search engine

Country Profiles
~ for country specific information

Data & Statistics
~ for exploring renewable energy statistics from various topics
RESOURCE - Country Profile

EGYPT

Renewable Energy Policies

Renewable Power Capacity and Generation

News

Engie signs energy agreements in Egypt
Date: 10-Dec-2017

Gamesa wins EPC contracts for 160MW of wind projects in Egypt
Date: 10-Dec-2017

EBRD and Green Climate Fund join forces to support major renewable energy project in Egypt
Date: 09-Dec-2017

European Development Partners, Egypt sign financing agreement for Gulf of Suez Windfarm
Date: 09-Dec-2017

Orascom Construction consortium to develop 250MW wind farm in Egypt
Date: 09-Dec-2017

EIB grants EUR 15m financing for wind project in Egypt
Date: 09-Dec-2017
IEA/IRENA Policies and Measures database

Ukraine

Target: 11% of RES in gross final energy consumption
Established in: 2014
To be reached by: 2020
Main support scheme: Feed-in tariff

United Arab Emirates

Target: Abu Dhabi: 7% of energy generation capacity by 2020; Dubai 5% of solar energy capacity by 2030;
Established in: 2011
Main support scheme: Grants and loans
### IEA/IRENA Policies and Measures database

<table>
<thead>
<tr>
<th>Title</th>
<th>Country</th>
<th>Year</th>
<th>Policy Status</th>
<th>Policy Type</th>
<th>Policy Target</th>
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<tr>
<td>Iraq renewable energy auction</td>
<td>Iraq</td>
<td>2016 (June 20th)</td>
<td>In Force</td>
<td>Economic Instruments&gt;Market-based instruments, Regulatory Instruments</td>
<td>Solar&gt;Solar photovoltaic</td>
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</table>
❖ **2000 maps** for solar, wind, geothermal and bioenergy

❖ **1km resolution** is the new standard public solar and wind maps

❖ **Bioenergy simulator** added

❖ **170,000+** users since inception

www.irena.org/globalatlas
IRENA PROJECT NAVIGATOR

Access practical information, tools and guidance for the development of bankable renewable energy projects

- A **learning section** with easy-to-access knowledge materials
- An **interactive workspace** to develop projects and track progress
- An **online search engine** to find renewable energy funding sources

**NEW** Obtain project development guidance with 50+ tools for:

- Utility-scale Solar PV
- Onshore Wind
- Woody Biomass
- Mini/Microgrids
- Geothermal Power
- Solar Home Systems
- Small Hydropower
Project Navigator

Learning Section
» Project development and technical guidelines
» Best practices
» Examples & Case Studies

Start a Project
» Personal and private workspace
» Tools, templates, checklists
» Stepwise approach
» Track your progress
» Export documents
IRENA/ADFD Project Facility

• Collaboration between IRENA and ADFD

• USD **350 million** in concessional loans from ADFD over seven annual funding cycles

• Eligibility criteria:
  
  • **Beneficiaries:** Developing countries - IRENA Members and signatories and DAC List of ODA Recipients
  
  • **Technology:** bioenergy, geothermal, hydropower, ocean, solar, wind
  
  • **Size:** USD 5 M – USD 10 M

• **Deadline:** **15 February 2018**
www.irena.org/marketplace
www.irena.org/navigator
www.irena.org/globalatlas
www.irena.org/adfd
https://www.iea.org/policiesandmeasures
www.irena.org/resource
THANK YOU