The Sustainable Energy Marketplace

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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
IRENA initiatives

• 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
Project Navigator

FREE REGISTRATION TO DEVELOP BANKABLE RENEWABLE ENERGY PROJECTS

Learn
Guidance on bankable project development

Develop
Free tools to prepare a project proposal

Finance
Search engine on project financing sources

Login
Username / email address: 
Password: 

Forgot password? Login
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## Positioning of the Marketplace vis-a-vis Partners

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<th>Pipeline partners</th>
<th>Facilitation partners</th>
<th>Financial closing partners</th>
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<tr>
<td>Project origination</td>
<td>Project development support</td>
<td>Demand for mature projects, financial closing</td>
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**PUBLIC SECTOR PARTNERS**

- IDB (Islamic Development Bank)
- POWER AFRICA

**PRIVATE SECTOR PARTNERS**

- Project developers
- Utilities, IPPs, developers, advisors, consultants
- Financial and legal advisors, investors, private online platforms

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*Increasing private sector involvement*
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 (ESCWA) was established on 9 August 1973 pursuant to Economic and Social Council’s resolution 1818 (XV). Its purpose was to stimulate economic activity in member countries, strengthen cooperation between them to 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 at a global, regional and national level.
Regional Hubs

Middle East and North Africa (MENA) Hub

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<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 order to assist them in...</td>
<td>August 2016</td>
<td>UN-ESCWA</td>
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<tr>
<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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<td>Tools</td>
<td>MENA Atlases</td>
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<td>UN-ESCWA</td>
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Latest News
Technology, Energy and Innovation Under the Wing of a Solar Airplane

Upcoming Events
Berlin Energy Transition Dialogue
📅 20 - 23 June 2017 | 📍 Berlin, Germany
Main milestones achieved by the Marketplace

Sep 2015: Pre-Launch of the Marketplace focused on Africa

Dec 2015: Launch of the Marketplace

Mar 2016: Closing of IDB call for proposals

Aug 2016: Energy efficiency projects

Today: 7 USD bn total investment volume reached

Oct 2017 Launch of the global 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)

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.
Thank you!

http://www.irena.org/marketplace

Contact: marketplace.administrator@irena.org