

Q1. What are the key evaluation criteria (Technical, commercial and environmental) that need to be fulfilled for a project to pass the evaluation yardstick?

- Criteria are well articulated by several institutions such as EADB, CTI-PFAN, EAST AFRICAN BUSINESS COUNCIL etc.

How can these be standardized:

- Synthesize criteria from different institutions
- Producing a standardized user friendly Guide that covers all selection criteria from the evaluators .

Are the project developers aware of these key parameters?

- Developers aren't aware of these key parameters

If not how can they be made aware?

- Has to be accessible online on websites of different institutions dealing with project developers.
- To be printed and available from different institutions, relevant government organizations ,development partners etc.
- Organize periodical capacity building sessions for potential developers and financiers.

Q2. What support is available from governments?

- In some countries pre-investment support is available however these support instruments are not well known to developers.

How can public policy and support instruments support this evaluation process

- First to know the policies for each country and then harmonize/hybridize
- Countries don't have the policy framework for public-private partnerships.

What policies/ regulations can facilitate the movement of capital / investment into the region

- Ease of Repatriation of funds
- Degree of investor friendliness across the region
- Recognizing companies registered in any member state to operate across the region (EAC)
- Assurance against nationalization
- Encouraging attractive Feed In Tariffs
- Tax holiday and investment incentives to be available
- New ways of raising capital through stock exchange
- Government to issue guarantees to project financing

Q3. What are the capacity Gaps in the Project Development Value Chain

- Educational systems in the region doesn't support enterprise development
- Poor policy reforms and weak implementation across the region. Sole proprietorship model is counterproductive for project development.
- Bilateral donor funding is not in favor of private sector project financing.

How can these be addressed

- Appreciating the benefits of pooling resources .
- Replicating Rwanda's IMIHIGO (Performance Audits) to be adopted by governments in the region.
- Mentoring project developers on preparing best business plans to meet evaluation criteria.

How can the CTI-PFAN support these capacity gaps

- Project mentoring
- Help in acquiring seed funding
- Showcasing good projects to potential investors

Q4. What support do investors and financial institutions require to evaluate and take credit risk on clean energy projects:

From CTI-PFAN

- Support stakeholders dialogue
- Credit risks analysis training for financial institutions.
- Showcasing successful projects and success stories

From Governments and other sources

- Robust framework for public private partnership as a mechanism for project implementation
- Credit support facility for startup projects
- Harmonize investment strategy for the government across sectors
- Information dissemination from the government
- Documentation/dissemination of good success stories
- Showcasing successful projects
- Government should invest on some project feasibility studies (eg geothermal projects)
- Standardize templates for carrying out feasibility studies in the EA countries

From CTI-PFAN to Government

- Support the EAC governments to develop a common policy for private public partnership.