

# CTI PFAN AFCEF-7 Call for Proposals for Business Plan Competition



The CTI PFAN Asia Forum for Clean Energy Financing (AFCEF-7) Business Plan Competition to be held in Singapore on **10<sup>th</sup> February 2017**, will showcase promising clean energy projects from around the region in front of Asia's leading investors. The Forum actively seeks innovative projects that are financially viable, socially responsible and environmentally beneficial.

Competitively selected projects will receive intensive coaching from CTI PFAN. Superior clean energy investment opportunities will be presented to potential investors and financiers at the Forum. The best projects will be selected for the CTI PFAN Asia Clean Energy Financing Award.

The Forum is sponsored in Asia by the Climate Technology Initiative (CTI), the CTI Private Financing Advisory Network (CTI PFAN), the U.S. Agency for International Development (USAID), USAID Private Financing Advisory Network - Asia program (PFAN-Asia) and the Energy for All Program of the Asian Development Bank (ADB) with support from the International Center for Environmental Technology Transfer (ICETT). It will be organized in cooperation with Impact Investment Exchange Asia (IIX), the Sustainable Energy Association of Singapore (SEAS), Full Advantage, Dawn Consulting, CleanEnergy Solutions International (CSI) and PPL International.

## Eligibility

AFCEF-7, a business plan competition, is open to any person or company actively operating and / or registered in a South Asian or South East Asian country. Projects or companies should be located in Bangladesh, Cambodia, India, Indonesia, Laos, Malaysia, Maldives, Mongolia, Myanmar, Nepal, Philippines, Sri Lanka, Thailand, and Vietnam. Projects or companies in other countries should contact CTI PFAN for other potential support and referrals.

## Focus of Projects that will be considered

The project / business must promote or use clean energy technologies, products or services, including but not limited to:

- Biomass
- Biogas
- Bio-fuels
- Solar
- Wind
- Geothermal
- Hydropower
- Tidal/Ocean
- Energy Products from Forestry
- Rural Electrification & Energy Access
- Distributed & Off-grid Generation
- Energy Storage & Conservation
- Energy Efficiency and Demand Reduction
- Waste to Energy
- Emissions Reduction
- Clean Transport

## Competition Categories

In principle, applicant should be seeking total investment on excess of US\$1 million, and up to US\$50 million, in order to be considered.

## Acceptable Proposals

Proposals eligible for the Competition, may include, but are not limited to:

Greenfield & brownfield utility projects, independent power producer and distributed generation projects (for both thermal and electrical energy);

Projects which increase access to energy for remote communities including rural electrification, off-grid and mini-grid projects, thermal energy and clean cooking solutions;

New or expanding business ventures in clean energy and related technologies, including downstream projects and upstream projects;

Merger, acquisition or joint venture which will add value to an existing / current clean energy / technology business.

## Submission of Application

All submissions, including Project Proposal and Project Data Sheet/Application Form are to be made in electronic format. Around 20 projects will be short-listed based on the Assessment Criteria set by CTI PFAN.

The highest-quality projects will be selected as potential Finalists and Semi-Finalists in the Competition. Less mature projects will be selected for ongoing mentoring and potential inclusion in subsequent forums.

## Timeline

### Stage 1: Application and Initial Selection

The submission of the Project Proposal and Excel Project Data Sheet/Application Form must be made by Midnight (Japan Time) on **Monday 20<sup>th</sup> June 2016** to [afcef-7@cti-pfan.net](mailto:afcef-7@cti-pfan.net).

Templates for the Project Proposal and Project Data Sheet/Application form as well as Project Proposal Guidelines are available at <http://cti-pfan.net/event/call-for-proposal-afcef-7/>

Participants selected to advance into the next round will be notified by **28<sup>th</sup> July 2016**.

### Stage 2: Coaching and Finalist Selection

In this stage of business plan guidance, the assigned CTI PFAN Coaches will assist the project teams in preparing an investor ready business plan. This support, up to four working days (32 hours) in total, will be provided at no cost to the project teams. Additionally, the Project Development & Financing Workshop will be held for all selected participants to provide expert input and support in a group environment.

### Stage 3: Financing Forum

Based on the business plans and recommendations by the Coaches, up to 12 teams will be selected as Finalists to attend the Financing Forum, which is preceded by the Preparatory Workshop.

At the Forum, up to 12 Finalist teams will present their business plans to investors and a judging panel.

**Note:** The organizers will sponsor the full cost of travel, accommodation and participation for one participant from each team to attend the Project Development & Financing Workshop (for shortlisted projects), as well as the Financing Forum (for Finalists). Travel support can only be provided to participants originating their journey from within the Asian region.

#### Stage 4: Post Forum Follow -up

After the conclusion of the Financing Forum, the award winning teams in the Business Plan Competition will be eligible to receive additional one-on-one coaching, 'Award Coaching' to further support in refining their business plans and promoting their investments with investors, which may also include being showcased at other forums and events of CTI PFAN, the Sponsors and Co-organizers. Further, all participating teams, 'the Finalists and Semifinalists', will continue to receive CTI PFAN support with investment promotion and be included into CTI PFAN development pipeline based on recommendation from the coaches and AFCEF-7 selection committee.

#### Funding Sponsors and Organizers

**Climate Technology Initiative (CTI)** is a multilateral initiative, currently functioning as an Implementing Agreement under the International Energy Agency, bringing together Austria, Canada, Germany, Japan, Norway, the Republic of Korea, Sweden and the United States. CTI fosters international cooperation in the accelerated development and diffusion of climate-friendly and environmentally sound technologies and practices. <http://climatetech.net/>

**CTI Private Financing Advisory Network (CTI PFAN)** is a multilateral, public-private partnership initiated by the Climate Technology Initiative (CTI) in cooperation with the UNFCCC Expert Group on Technology Transfer. CTI PFAN was established to bridge the gap that exists between investors and financiers on the one hand, and entrepreneurs and project developers on the other. PFAN targets clean energy projects that may be suitable for private-sector finance at an early stage and then acts as a project financing coaching and consultancy service to guide such projects to bankability and financial closure. <http://cti-pfan.net/>

**United States Agency for International Development (USAID)** promotes long-term and equitable economic growth by supporting economic growth, agriculture and trade, including sustainable energy initiatives; global health; and democracy, conflict prevention and humanitarian assistance. USAID supports CTI PFAN through its Bureau for Economic Growth, Education and the Environment (E3) in Washington, DC, as well as its Regional Development Mission for Asia (RDMA) based in Bangkok, Thailand. RDMA acts as the Regional Coordinator for CTI PFAN in Asia. <https://www.usaid.gov/>

**USAID Private Financing Advisory Network - Asia Program (PFAN-Asia)** The U.S. Agency for International Development (USAID) regional Private Financing Advisory Network-Asia program business, governments, and others in Asia's developing countries to mobilize and scale up investments in clean energy. A previous USAID program had achieved broad success in mobilizing more than \$275 million in new private investment for 21 clean energy projects across the region. The primary goals of the new five-year program, which will end in 2018, are to mobilize at least \$1 billion in funds for clean energy investments and avoid or reduce greenhouse gas emissions amounting to at least 40 million tons of carbon dioxide equivalent.

**International Center for Environmental Technology Transfer (ICETT)**, established in 1990 by Mie prefecture and Yokkaichi City with the active support of the Japanese national government, industries and academic

circles, is contributing to international environmental conservation efforts by transferring Japan's accumulated technological and administrative know-how and experiences to developing countries, with an emphasis on meeting specific needs in each country. ICETT is the CTI secretariat and provides administrative and logistical support to CTI PFAN globally. <https://www.icett.or.jp/english/index.html>

The **Energy for All Program (E4A)** is the **Asian Development Bank (ADB)**'s response to the growing challenge of energy poverty in Asia and the Pacific. Its objective is to mainstream energy access within ADB's Operations Department, and catalyze private sector participation by promoting proven business models and de-risking investment transactions in the energy access sector. Last 2012, the ADB was designated as the Sustainable Energy for All Regional Hub for Asia and the Pacific. In this role, ADB is expanding the services of the Energy for All Program from its core focus on energy access to the energy efficiency and renewable energy sectors.

#### Co-organizers / Event Partners

**Impact Investment Exchange Asia (IIX)** is a Social Enterprise (SE) dedicated to creating vibrant social capital markets in Asia Pacific. IIX operates two capital-raising platforms tailored for SEs at various stages of growth -- Impact Incubator™ and Impact Partners™ -- and is developing a third -- Impact Exchange™. These platforms showcase Asian SEs seeking growth capital to a global audience of impact investors, giving these SEs greater opportunities to scale and expand their positive impact. IIX also works to develop the financial products and ecosystem that will facilitate the growth of the impact investment sector in Asia Pacific. <http://www.asiaii.com/>

**Full Advantage Co.,Ltd.** is a regional Project Developer and Consulting Company in the field of Energy and Environment whose mission is to help our partners and clients harness untapped resources, creative processes and appropriate technological solutions in generating cleaner, more affordable energy, conserving it and contributing to a greener, more sustainable environment. <http://www.full-advantage.com/>

**The Sustainable Energy Association of Singapore (SEAS)** represents the interests and provides a common platform for companies in Renewable Energy, Energy Efficiency, Carbon Development and Trading, and Financial Institutions to meet, discuss, collaborate and undertake viable projects together. <http://www.seas.org.sg/>

**Dawn Consulting** is a boutique firm specialising in corporate financial consulting. It is in the space of venture capital, private equity, project funding, working capital funding, foreign direct investment, external commercial borrowings, due diligence, transaction structuring, mentoring and in corporate strategy consulting. <http://www.dawnconsulting.com/>

**CleanEnergy Solutions International (CSI)** is a consulting firm that specializes in market analysis, business development, financial packaging and investment facilitation. CSI has implemented projects in the Philippines, Indonesia, India, Thailand and other Asian countries in the renewable energy, energy efficiency, clean transport, and environment sector. Currently, CSI is the country coordinator of CTI PFAN in the Philippines. <http://www.cleanenergy.com.ph/>

**PPL International** is an independent financing advisor specialising finance and investment for clean & renewable energy projects in developing countries. PPL works in Africa, Asia and the CIS and Eastern Europe. PPL is a Global Coordinator of CTI PFAN. <http://www.ppl-int.com/>

