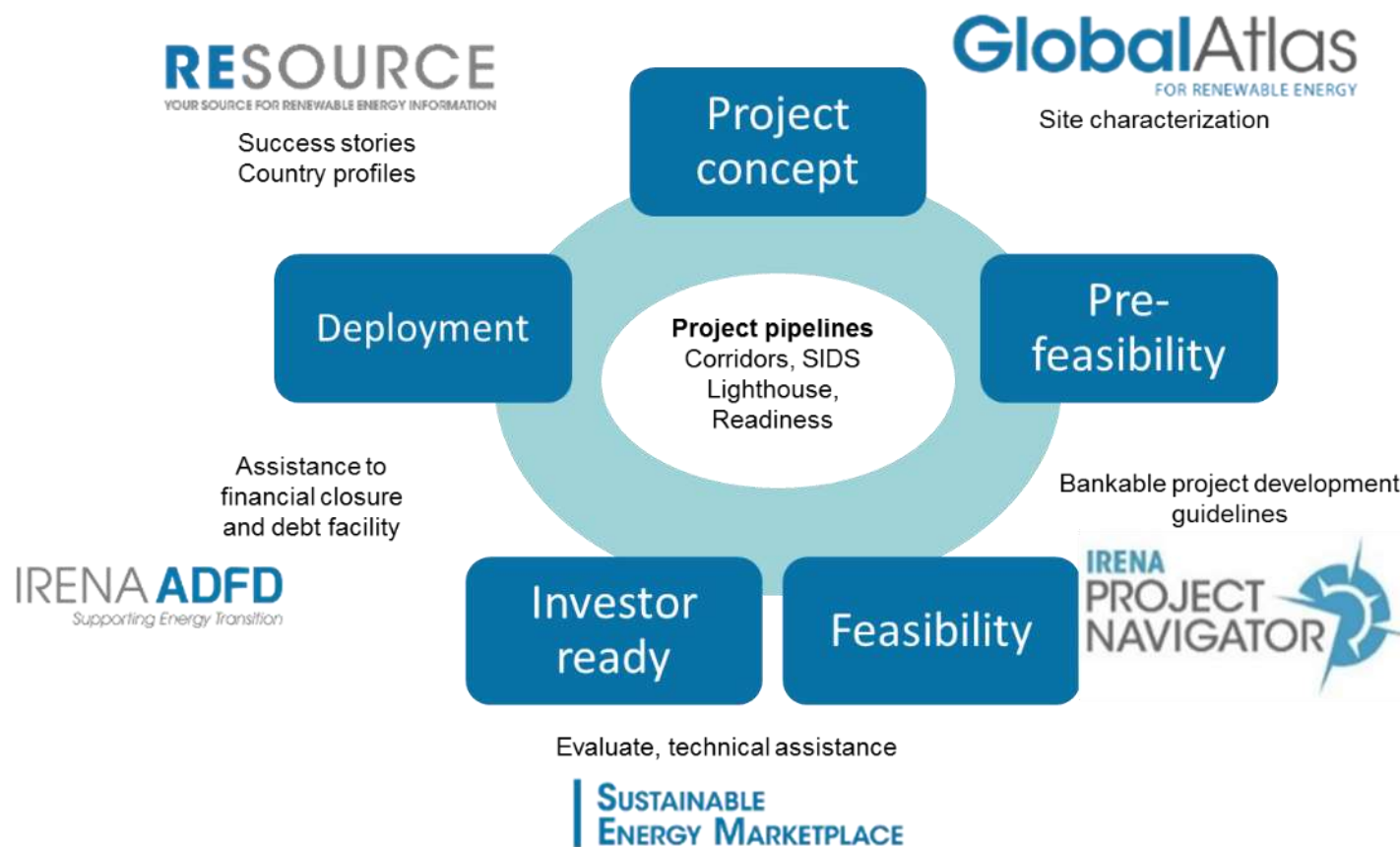




Attracting renewable project financing with the IRENA Sustainable Energy Marketplace

Simon Benmarraze, Analyst International Renewable Energy Agency (IRENA)
Workshop “Developing, Financing and Investing in Solar PV Projects in Lower Mekong Countries”
Ho Chi Minh, Vietnam – August 30th 2017

IRENA's project facilitation tools & platforms



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

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*

Coverage of the Marketplace



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

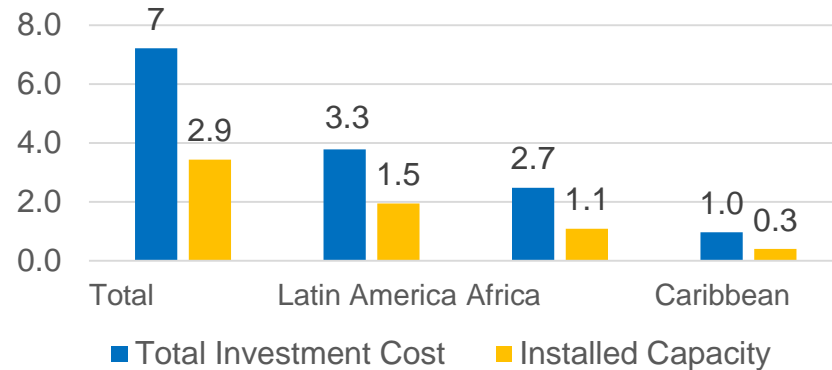
SERVICES & TECHNOLOGIES

- Originate new customers
- Find partners in project development / financing consortia
- Find relevant country data

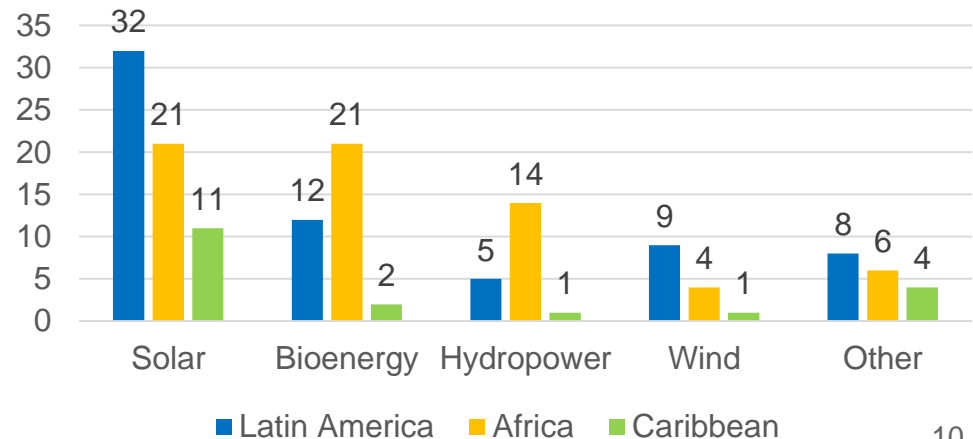
Coverage of the Marketplace

- **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)



Positioning of the Marketplace vis-a-vis Partners

Pipeline partners

Project origination

Facilitation partners

Project development support

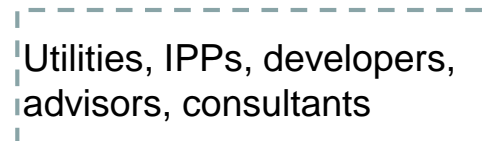
Financial closing partners

Demand for mature projects, financial closing

PUBLIC SECTOR PARTNERS



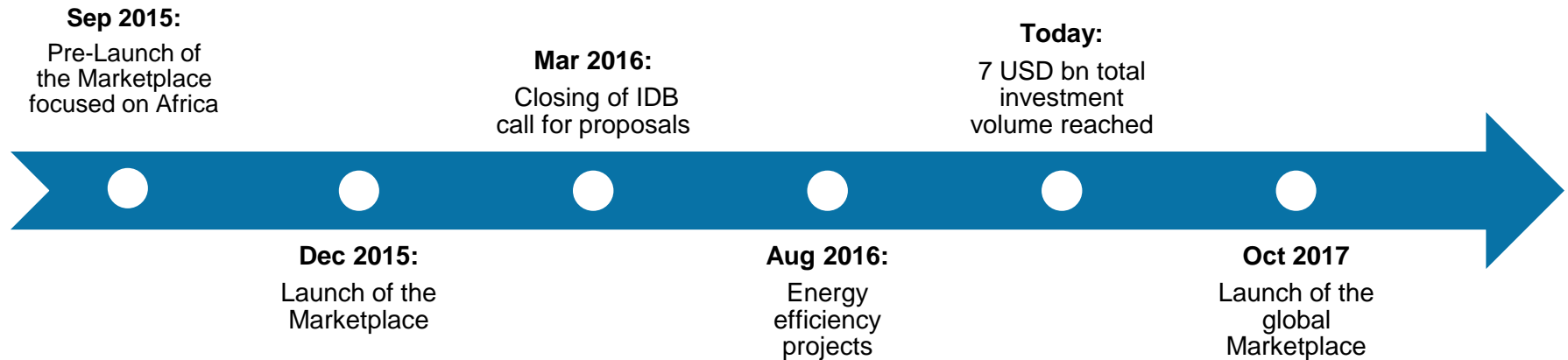
PRIVATE SECTOR PARTNERS



Increasing private sector involvement



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 types 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)



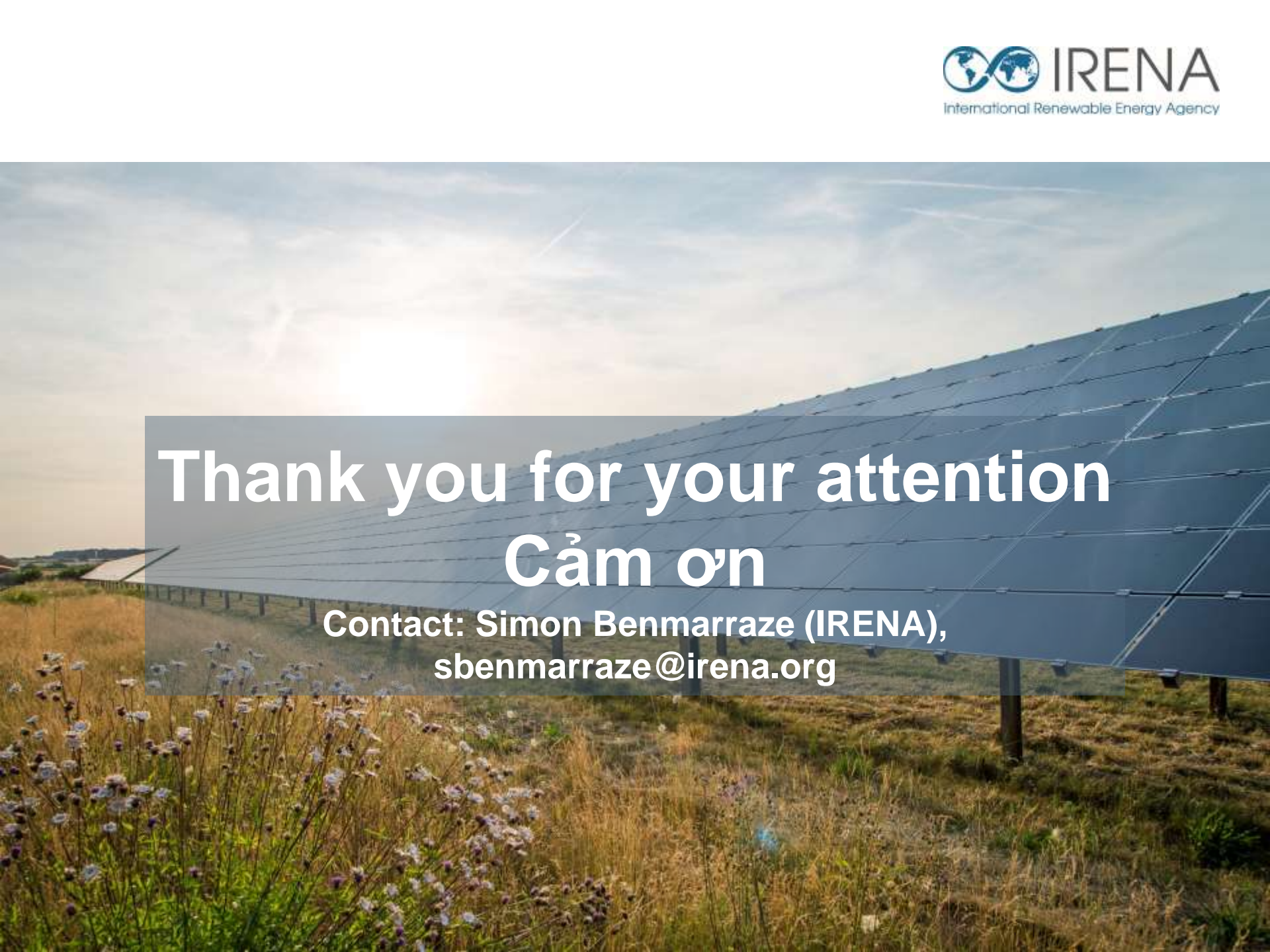
ACCESS TO
CARIBBEAN PORTAL

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 for your attention
Cảm ơn

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