

CLIMATE INVESTMENT FUNDS



**Joumana Asso, Senior Private Sector Development Specialist
CIF Administrative Unit
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- ❖ **Financial products and viable business models**
 - ❑ PPPs are good and needed but the right balance need to be stroke for partnership to create value for both parties.
 - ❑ Government guarantees are key for private sector to invest in renewables
 - ❑ TA and capacity building for small scale producers is needed to lead to viable investment proposals
- ❖ **Incentives**
 - ❑ Fiscal and financial incentives are important, but the long-term consistency is the key

❖ Small energy producers versus larger utility companies

- ❑ Technical knowledge
- ❑ Management capacity
- ❑ Access to financing

❖ On-grid versus off grid

- ❑ On-grid benefits of off-taker agreements which reduces the project overall financial and market risk.
- ❑ There is a need to help small operators, and off-grid producers to lead a whole market towards transformation

❖ What's needed from a Private Sector standpoint?

- ❑ Political stability contributes to improved risk rating of a country and attract more private investors
- ❑ Private sector cannot design business plans around subsidies. Political stability and regulatory consistency are more important than soft financing and subsidy
- ❑ Simplified process, clear procedures and “entry gates”
- ❑ Technical assistance to smaller scale private entity which cannot access commercial banks funding
- ❑ Clarity and mapping of resources available on the national level and fit with priority sectors
- ❑ Consistency among national agencies

❖ What's needed from a Public Sector standpoint?

- ❑ There is no such a thing as “business community”. Every business is unique and has different issues
- ❑ The private sector has to get organised in communicating its needs to government
- ❑ The private sector needs to submit viable business plans commercially and financially
- ❑ Business proposals should be aligned with national priorities
- ❑ The private sector is key in bringing innovations and leverage public funding