

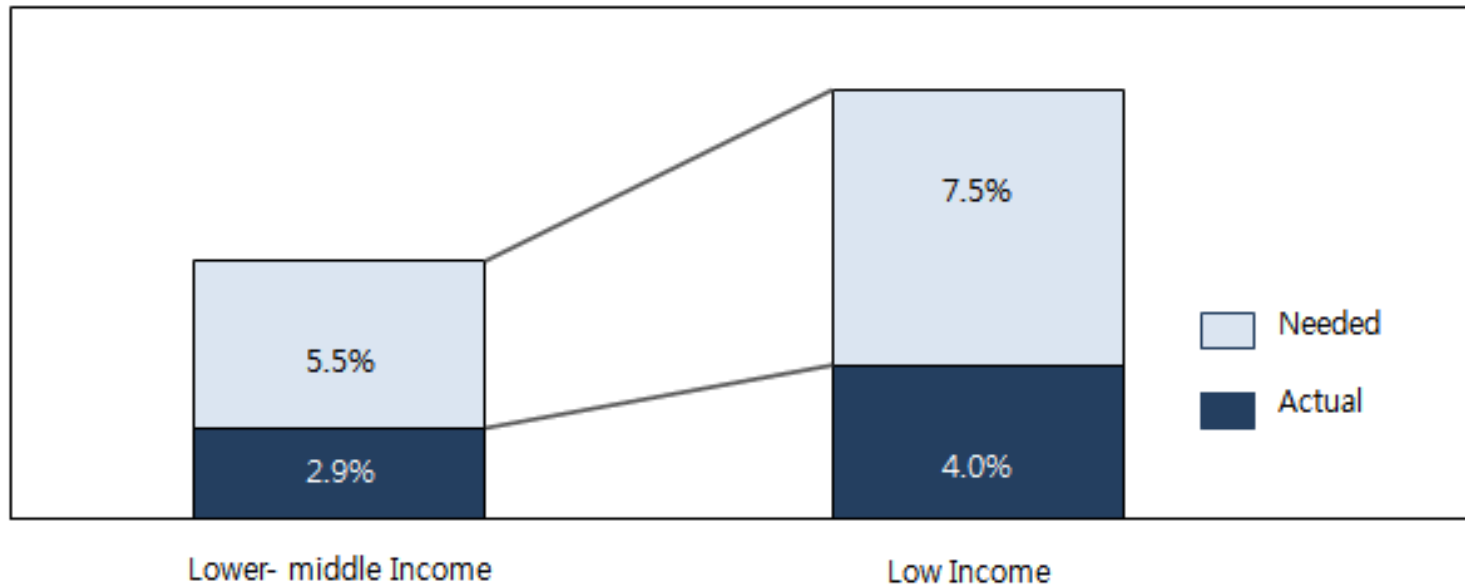
Clean Projects and Investment: The Road Ahead

Clean Energy Expo 2010

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Eos Investment Partners
November 4, 2010

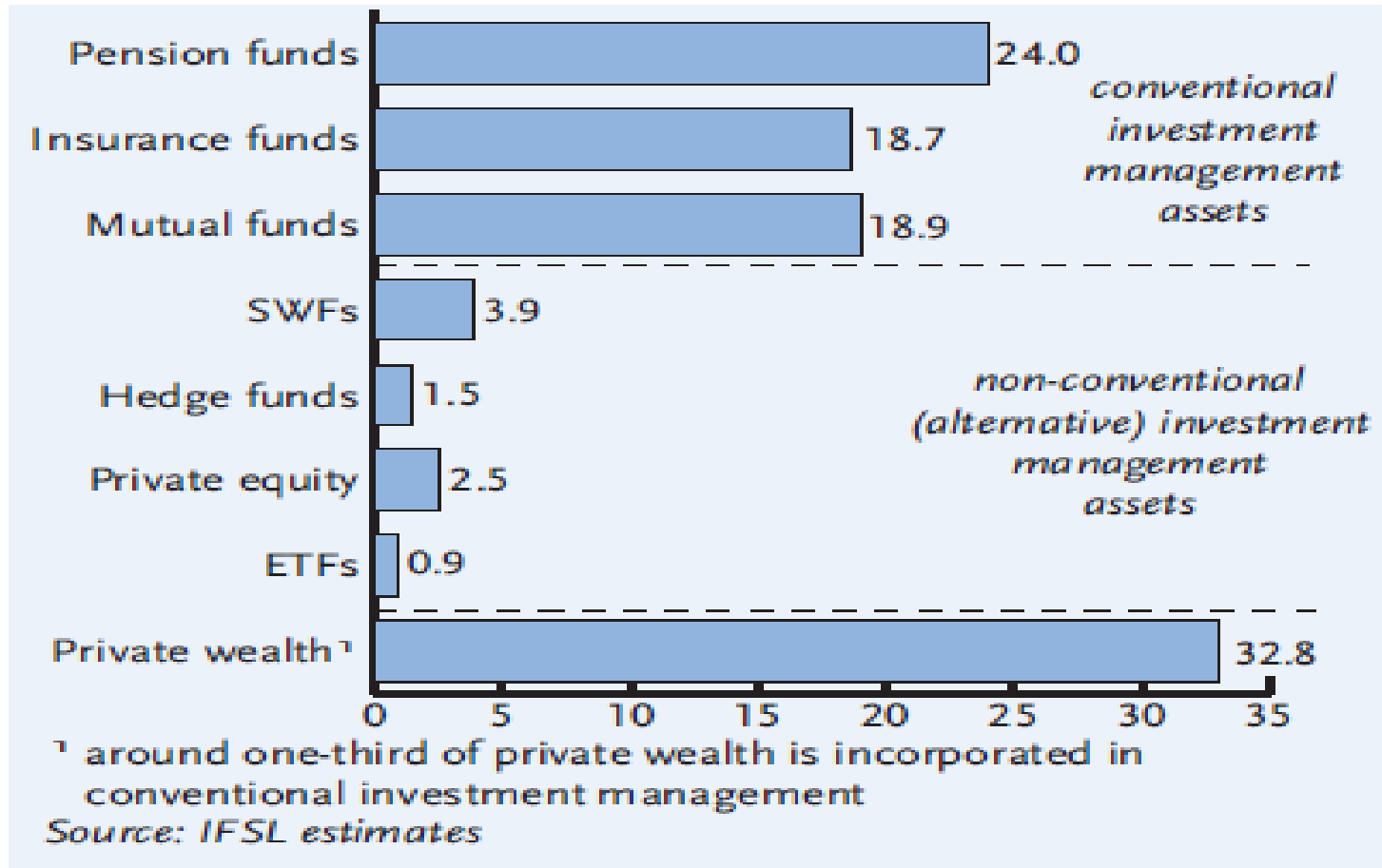
Annual Expenditure on Infrastructure as Share of GDP

(Source: ADB)



	Actual	Needed
Low Income Countries	4.0%	7.5%
Lower-middle Income Countries	2.9%	5.5%

Assets under management at end of 2008
by the global fund management industry (in trillion USD)



Two types of people: Type 1

Lots of projects,
no money



Two types of people: Type 2

Lots of money,
no projects



Our views of the world

- 1) Money guys are right
- 2) Project guys are right
- 3) Both are right
- 4) Both are wrong

- 5) Both are right and wrong

Correct Statements

Lots of projects,
but no money **for me**.

Lots of money,
but no projects **for me**.



The road ahead... not.



Something has to change

Can we change the nature of projects?

Can we change the nature of money?

Something has to change

Can we change the nature of projects?

Yes!

Can we change the nature of money?

Yes!

Changing Projects

Goal = Investable Project

How =

1. Investor's money will be carefully looked after. [Fiduciary]
2. Investor will benefit. [Returns]
3. Investor will be treated well. [Governance]
4. Investor will not suffer from crippling negative surprises.
[Plan & Management]
5. Investor will be able to leave at an appropriate time. [Exit]
6. Start by building trust. [Relations]

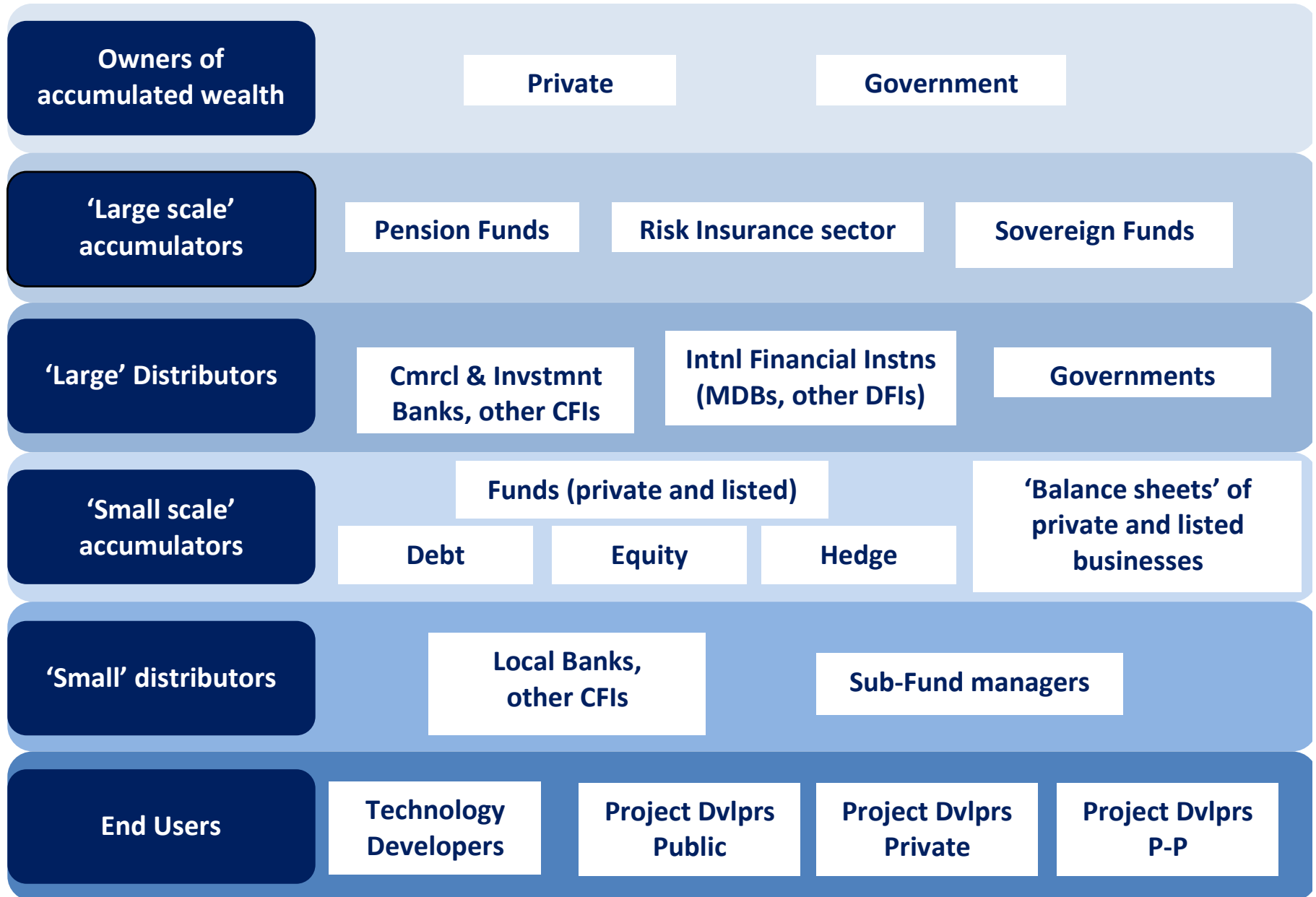
Changing Money



Money has different characters

Good money, bad money, ready money, patient money, worthless money, black money, oil money, drug money, cartel money, new money, old money, blind money, innocent money, honest money, retirement money, gambling money, school money, lunch money, emergency money, play money, fake money, holiday money, paper money, real money, nominal money, ransom money, bank money, borrowed money, lucky money, cursed money, spending money, investing money, rainy day money, other people's money, your money, my money...

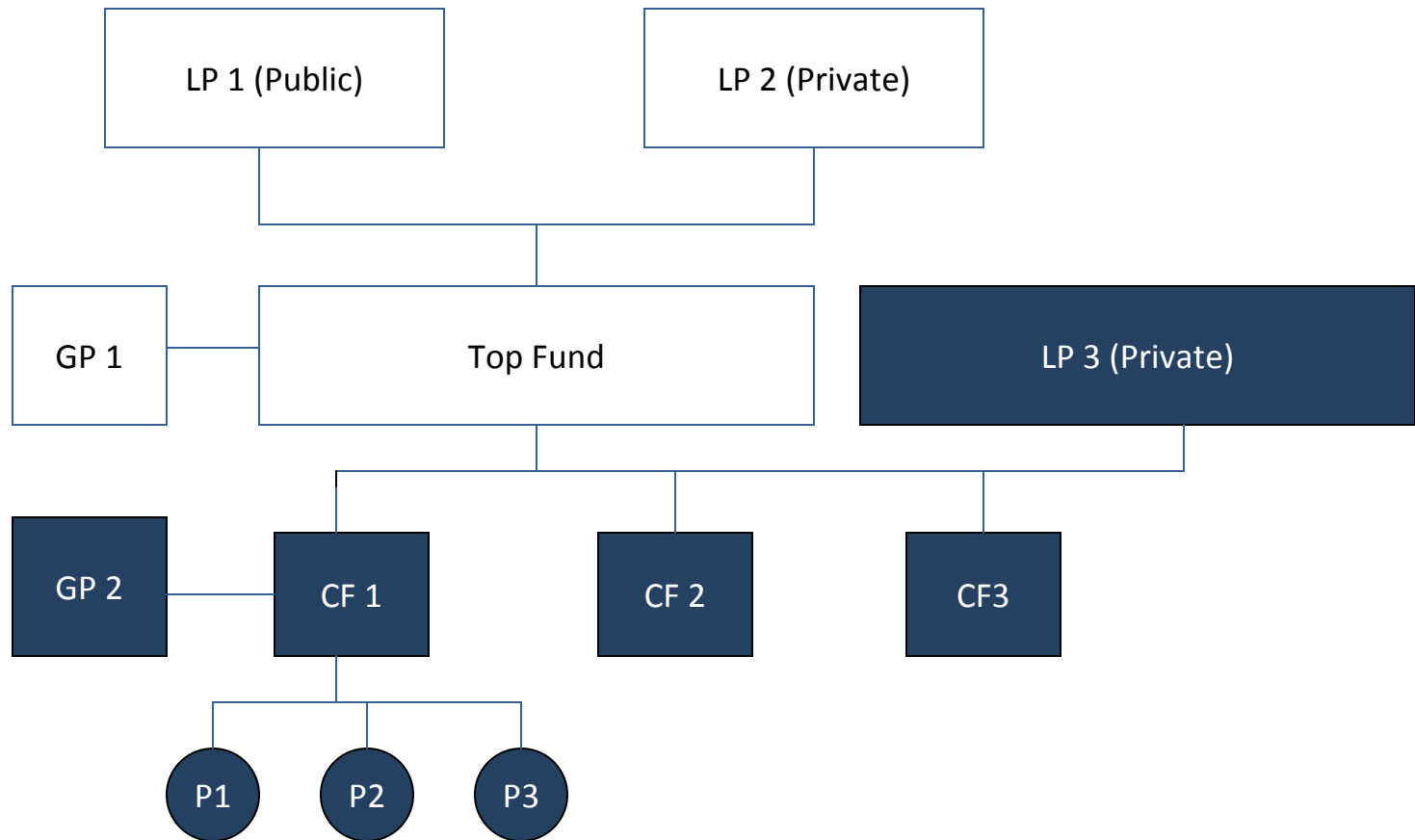
Finance and Investment “Ecosystem”



Bridging the Gap

1. Climate Public Private Partnership Fund
2. Project Development Facility

Climate Public Private Partnership Fund



CPPP

Mission:

Mobilize large scale capital into green investments in developing Asia

Features:

Game changer

Large fund (>USD 2 billion)

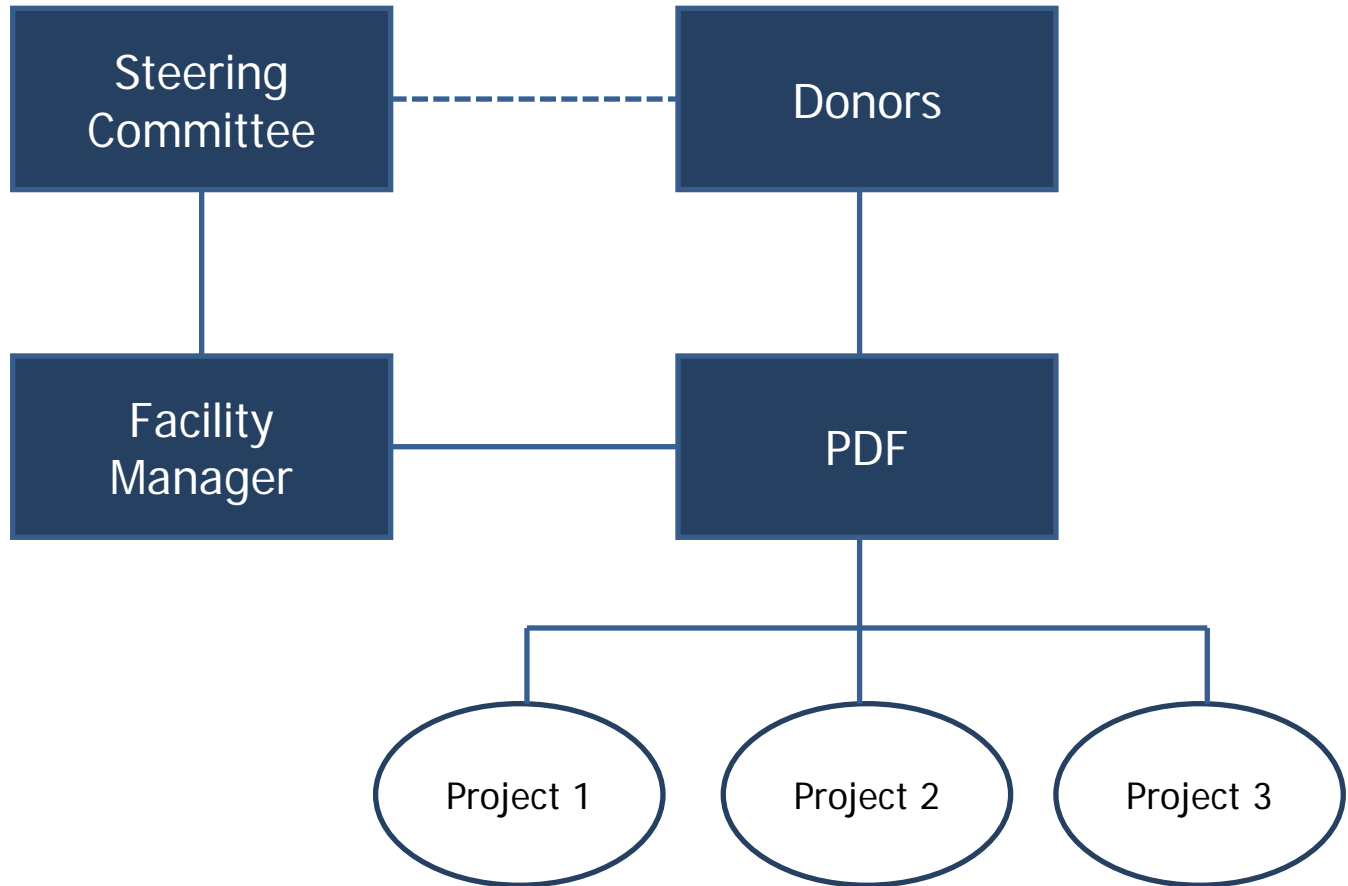
Significant impact

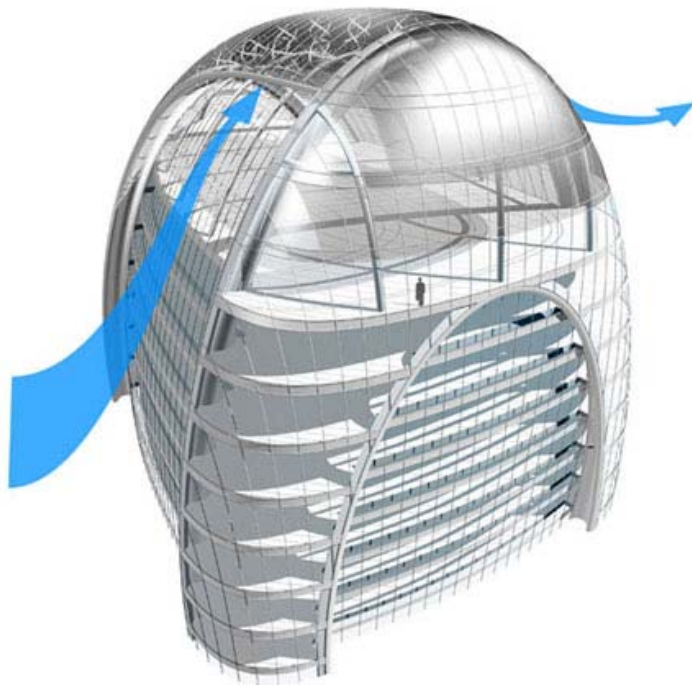
Function:

Solve multi-dimensional problems simultaneously

Build up investment infrastructure

Project Development Facility





CPPP



PDF

