



SEAS

Sustainable Energy Association of Singapore

Opportunities in Clean Energy: Winning IFO-Funded Projects

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DEVELOPMENT
FINANCE
INTERNATIONAL, INC.

Proposal Outline



DFI Experience and Network

The IFO Opportunity: International Funding Organizations

IFOs: The Who, Where, What, Why, How

Key Recommendations for Success





Development Finance International, Inc.

Who we are, Who we work with,
What we do

DFI: Our Reach and Success (Founded 1992)



OBJECTIVE:

To ensure that the private sector contributes to, and benefits from, international development efforts.



DFI's Representative Clients and Network

Corporate Clients



Donor/NGO/Stakeholder Network



Non-Corporate Clients



DFI Approach to Access Opportunities

1. Find the opportunities

Early intelligence
Follow the money
Prioritize key geographies
Qualify market-addressable

Sales

2. Build the Relationships

Engage with IFO Officials
Map and know In-Country influences
Establish Thought-Leadership

3. Capture the Business

Develop pursuit strategies
Train personnel
Engage & influence
Protect to the win.





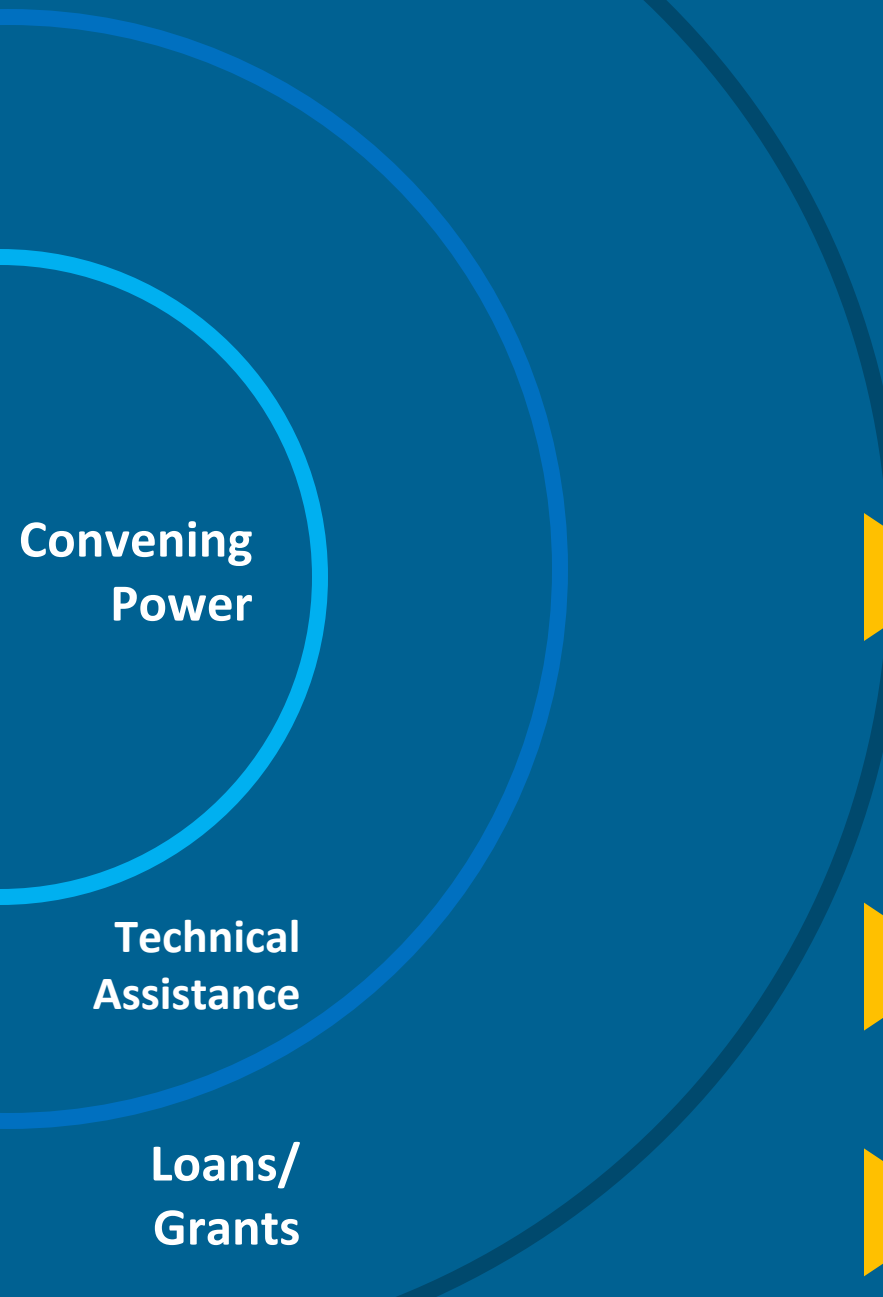
The IFO Opportunity

International Funding Organizations (IFOs)

IFOs

&

[Your name here]



IFOs: Global Catalysts in Renewable Energy

Multilateral Development Banks

World Bank

Regional Development Banks
(Asian, Inter-American,
African, European)

Bilateral Agencies

Norway

Denmark

United States: USAID, DOE

UK

Japan

EU

Inter-government Private Finance

International Finance Corp

ADB: Private Sector Ops

OPIC

Norfund

Special Funds & Initiatives

Global Env't Facility (GEF)

ADB Energy Efficiency Initiative

Energy Sector Management

Assistance Program (ESMAP)

Social entrepreneur funders eg.

Acumen Fund, Skoll

What Do These Catalysts Do for Renewable Energy?

✓ *Build the enabling environment*

✓ *Invest in large scale projects to reduce per unit costs*

Provide Technical Assistance

- Project development
- Capacity building
- Policy reform

Incubate Pilots

- Special funds and initiatives
- Innovative distribution models

Provide Funding

- Public sector: loans and grants
- Private sector: equity, debt, microcredit
- PPP model
- Risk mitigation tools

Accelerate Uptake & Remove Barriers

- Policy and incentives
- Communication , social mobilization programs
- Quality standards

Improve Visibility & Thought Leadership

- Convening power: global and regional dialogue and forums
- Partnerships

Global IFO Energy Funding

(In implementation and pending approval)



720+

Energy Projects

\$54B

In Current Funding

Of which clean energy investments are...

\$4.6B

in 150+ World Bank Projects

\$1.5B

in 50+ ADB Projects

... with **\$10B** more
planned over next 5-10 years

IFOs

The Who, Where, What, Why, and How

International Financial Organizations (IFOs)

Annual Operations



\$121 B annually

\$242 B annual projects

Asian Development
Bank: \$14 B

European Bank for Reconstruction
and Development: \$10B

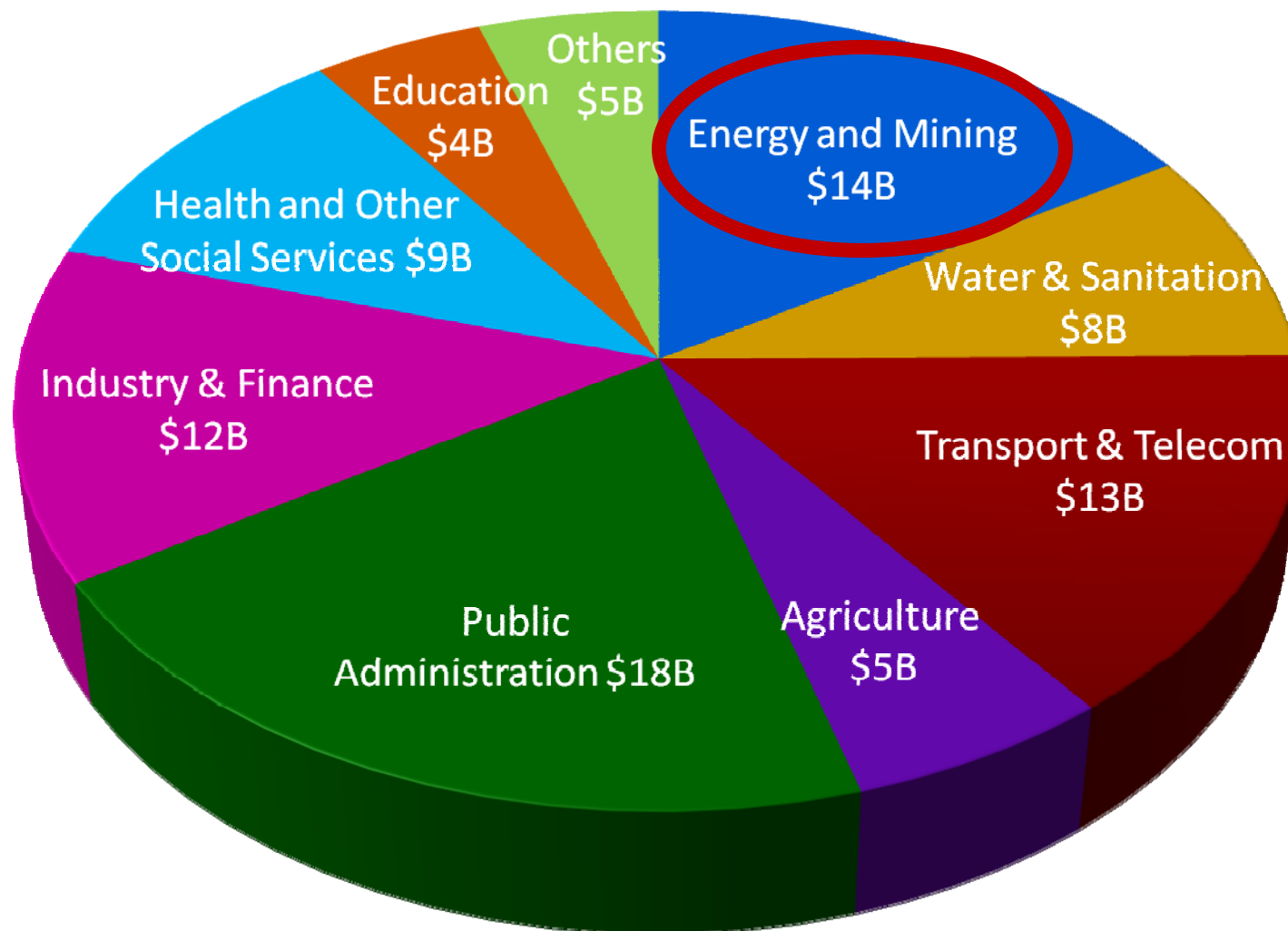
Inter-American
Development Bank: \$15 B

African Development Bank
\$11B

World Bank: \$71 B

Leading Sectors: International Financial Organizations

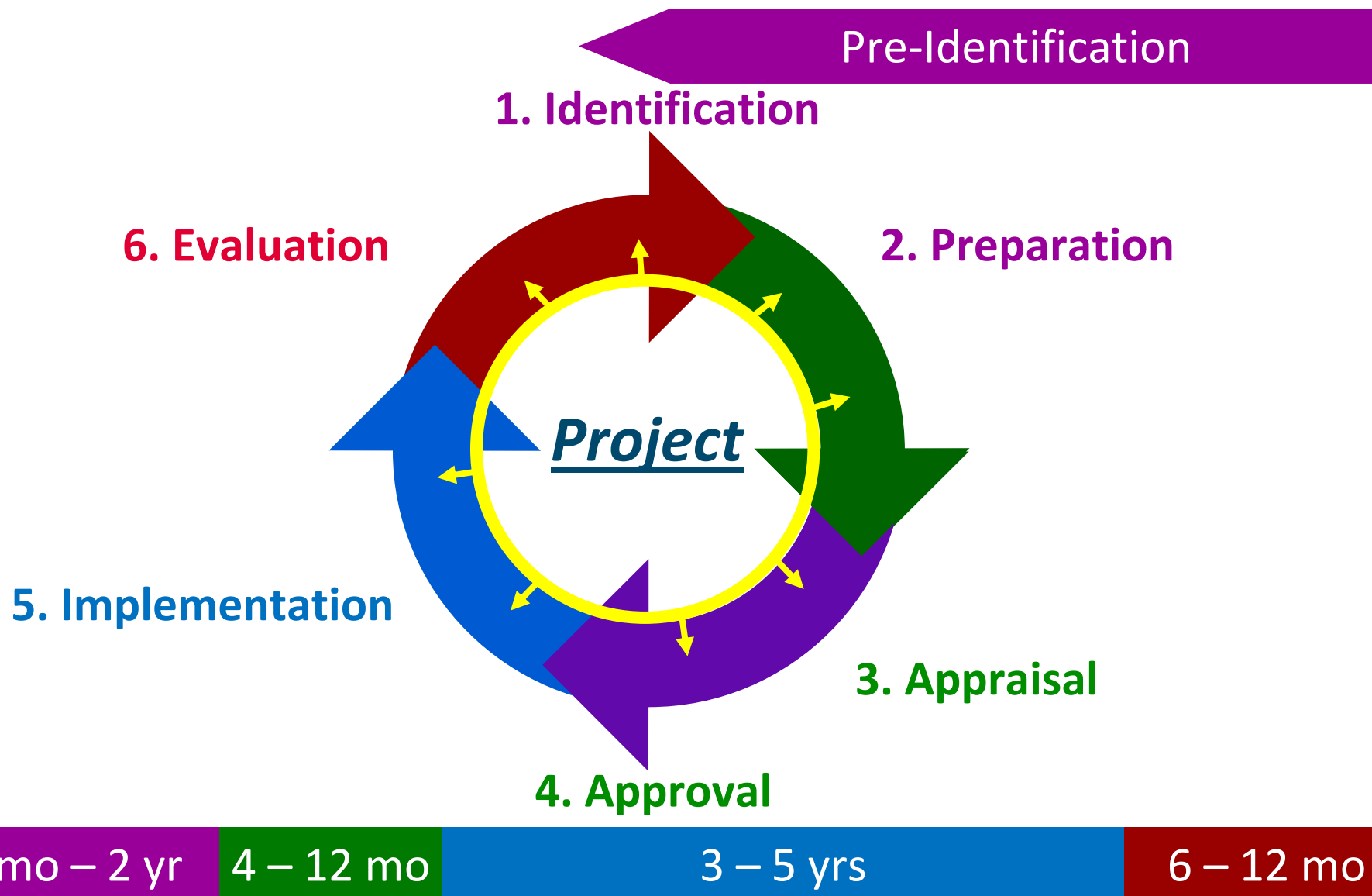
\$88 B (2009)



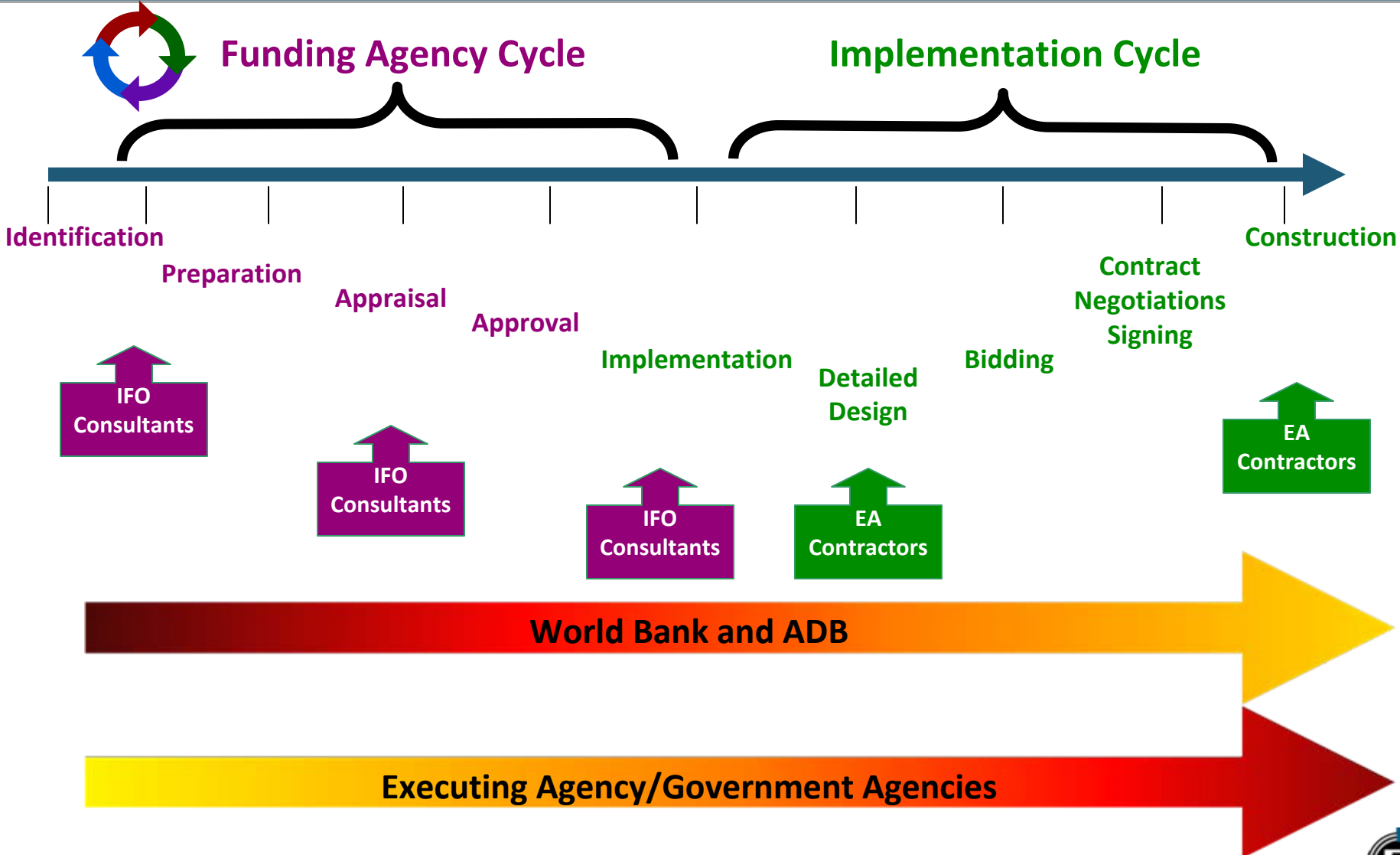
*Excludes IFC, EBRD, EU



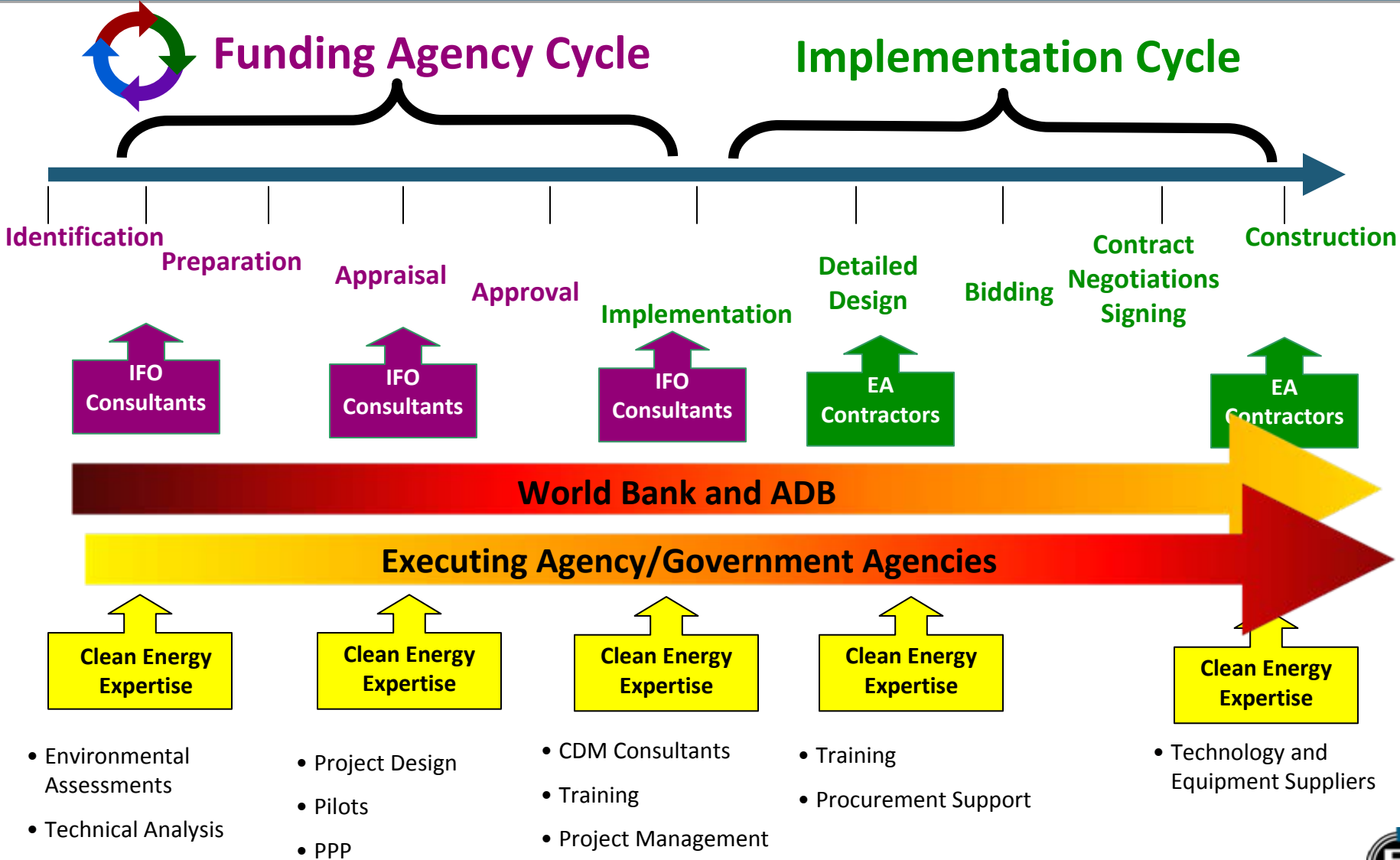
Engaging the IFOs: The Project Cycle



Project Life Cycle: Opportunity and Decision Makers



Clean Energy Value Proposition



Winning Strategies

- Implement a Proactive, EARLY Approach
- Position and / or engage with project consultants along the life cycle
- Engage with Local Partner
- Approach from Two Sides: Build Relationships with IPOs and Government
- Frame corporate value proposition in relation to development priorities
- Position as a “development partner” through knowledge-sharing
- Cultivate Credible 3rd Party Advocates: Funding Agencies, Ministries, Partners, NGOs, Academe, Spore Govt, SEAS
- Exercise vigilance during procurement
- Maximize support and incentives offered by SEAS and Singapore Government





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About DFI

Development Finance International, Inc. (DFI) is an international business development advisory firm that catalyzes corporate growth in emerging markets. DFI has a staff of multidisciplinary experts and offices strategically located in the headquarter cities of the world's principal international development organizations.

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