

CTI PFAN AFRICEF Call for Proposals for Business Plan Competition



The CTI PFAN Africa Forum for Clean Energy Financing, to be held in Johannesburg, South Africa on 21st July 2010, will showcase high-quality clean energy projects from around the African region in front of some of Africa's leading investors. The Forum seeks proposals from clean energy entrepreneurs and businesses that are financial viable, socially responsible and environmentally beneficial.

The Forum is being sponsored by the Climate Technology Initiative (CTI), CTI's Private Financing Advisory Network (CTI PFAN), the U.S. Agency for International Development (USAID) and the Renewable Energy & Energy Efficiency Partnership (REEEP) with support from the International Center for

Environmental Technology Transfer (ICETT). Co-Organisers include the Rural Electrification Agency of Uganda (REA) as well South African National Energy Research Institute (SANERI). PPL International is managing the Forum on behalf of the Sponsors and Co-organisers.

The highest-quality projects will be presented at the Forum to potential investors and financiers. Developers of the selected projects will receive one-on-one coaching and mentoring from CTI PFAN. The Forum will be conducted in a competition style and awards will be presented to those proposals with high business potential.

Eligibility

Any persons or company resident or actively operating and/or registered in any African country may participate in the CTI PFAN Africa Forum for Clean Energy Financing. While there is no restriction on the size of the company / sponsor, the award is designed to reflect excellence in new ventures.

Focus of Business that will be considered

The business must promote clean energy technologies, products or services that would in general include:

- Biomass
- Tidal / Ocean
- Biogas
- Rural Electrification
- Solar
- Distributed & off-grid generation
- Wind
- Waste-to-energy
- Geothermal
- Emission reduction
- Hydropower
- Energy efficiency & storage
- Clean Transport
- Forestry

Competition Categories

Only business opportunities that require total (initial) capital in excess of US\$1 million (or currency equivalent) will be considered.

Acceptable Business Proposals

Projects eligible for the Forum may include, but are not limited to:

- New venture / new business including green-field utility type projects
- Downstream projects, deploying existing clean technologies
- Upstream projects for the development of new clean technologies
- Merger or acquisitions, which will lead to increased value
- Joint-venture, alliance or network-based business (e.g., create new entity from current enterprises)

Submission of Application

The submission of the Application to Participate together with an Executive Summary and the Project Data Sheet must be made by midnight Friday 16th April 2010 to kuroda@icett.or.jp.

The highest-quality projects will be selected as potential finalists and semi-finalists in the competition at the Forum. Less mature projects will be selected for ongoing mentoring and potential inclusion in subsequent forums. A third category – upstream technology development projects – will be considered for inclusion into the new technology development stream of PFAN in 2010 and beyond.

The Application Form, Project Data Sheet and Executive

Summary Guidelines can be downloaded from the cti-pfan website (<http://www.cti-pfan.net>). Participants selected to advance into the next round will be notified by 23rd April 2010.

Timeline

Stage 1: Application and Executive Summary Submission

The submission of the Application to Participate together with the Executive Summary and Project Data Sheet must be made by 16th April 2010 to kuroda@icett.or.jp. Application Form, Project Data Sheet & Executive Summary Guidelines can be downloaded from the website (<http://www.cti-pfan.net>).

Stage 2: Coaching and Business Plan Preparation

Teams selected to advance into stage 2 will be offered one-on-one coaching. In this stage, CTI PFAN consultants selected based on the scope of the respective business plan will assist the teams in preparing a concrete business plan. This support, up to five days in total, will be provided at no cost to the teams. Additionally project development & financing workshops (*details of which shall be determined in due course*) will be held for all selected participants to provide expert input and advice in a group environment.

Stage 3: CTI PFAN Asia Forum for Clean Energy Financing

Based on the business plans and recommendations by the CTI PFAN consultants, up to 9 finalist teams and a number of semi-finalist teams will be selected to attend the CTI PFAN Africa Forum for Clean Energy Financing in Johannesburg, including a final preparatory workshop on the day before the Forum. At the Forum, up to 9 finalist teams will present their business plans to investors and a judging panel. This will include an expense paid trip to the Forum site including accommodation and travel cost.

Sponsors

Climate Technology Initiative. The CTI is a multilateral initiative that operates through an Implementing Agreement under the International Energy Agency (IEA). Its mission is to bring together stakeholders from the public and private sectors to foster international cooperation in the accelerated development and diffusion of climate-friendly and environmentally sound technologies and practices. The CTI Member countries are: Australia, Austria, Canada, Finland, Germany, Japan, Norway, Republic of Korea, Sweden, UK and USA.

USAID. The U.S. Agency for International Development 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 Agriculture and Trade (EGAT) in Washington, DC, as well as its Regional Development Mission for Asia (RDMA) based in Bangkok, Thailand

REEEP. The Renewable Energy & Energy Efficiency Partnership

is an international multi-stakeholder partnership which aims to accelerate the market for renewable energy and energy efficiency in emerging markets and developing countries. REEEP initiates and funds projects with targeted interventions in two specific areas that offer the greatest potential for developing the market for sustainable energy: assisting governments in creating favorable regulatory and policy frameworks and promoting innovative finance and business models to activate the private sector. REEEP provides funding support for CTI PFAN activities in Mozambique and Uganda.

Co-Organizers

Rural Electrification Agency. REA was established as a semi-autonomous Agency by the Minister of Energy and Mineral Development through Statutory Instrument 2001 no. 75, to operationalise the Government of Uganda's rural electrification function under a public-private partnership. It functions as the secretariat of the Rural Electrification Board (REB) which carries out the Minister's rural electrification responsibilities, as defined in the Electricity Act of 1999. The Rural Electrification Agency (REA) is mandated to facilitate the Government's goal of achieving a rural electrification rate of at-least 10% by the year 2012 from 1% at the beginning of the decade.

South Africa's National Energy Research Institute. SANERI is the public entity entrusted with the coordination and undertaking of public interest energy research, development and demonstration. SANERI is a relatively new body, established by the Minister of Minerals and Energy in October 2004, as a subsidiary of CEF (Pty) Ltd, the state energy company in South Africa. The Department of Science and Technology, together with the Department of Minerals and Energy, are joint custodians of SANERI and assist in providing political and strategic focus for the company.

About CTI PFAN

The 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. 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. For more information, go to www.cti-pfan.net