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**Knowledge Transfer and Capacity Building in Solar CSP:
The Facilitator Role of an NGO**

Presentation to the 2nd Dii Desert Energy Conference

Cairo - 3 November 2011

Introduction – Clinton Climate Initiative



- CCI works under the leadership of government partners, and in collaboration with private sector stakeholders, to develop and implement large-scale projects that directly reduce greenhouse gas emissions and serve as replicable and scalable models for others to follow
- CCI's three focus areas are:
 - Cities – energy efficiency, waste management, street lighting, transportation
 - Clean energy – solar, carbon capture and sequestration
 - Forestry – reforestation and avoided deforestation
- CCI staff includes people with backgrounds in finance, consulting, industry, engineering and public policy
- CCI acts as an independent advisor and facilitator and has no financial ties to or interests in any company or project it is involved with

Where We Work



CCI Solar Program – the Solar Park concept



- Since 2008, CCI has been working with various governments to implement “Solar Parks” of up to 5 GW for the development of large-scale pilot projects
- Currently involved in India, South Africa, Morocco, Australia and Malaysia

Solar Park Concept:

- Concentrated zone of solar development, pre-permitted for electricity generation and component manufacturing
- Individual solar plants (CSP, PV and CPV) to be constructed in a clustered fashion and on a predictable timeline, sharing common transmission, water supply and other site infrastructure
- Main objectives and benefits to reduce solar LCoE and government subsidies, accelerate large scale deployment and optimize finance

Role We Play – CCI as a Facilitator

- Supporting partner governments via:
 - Cost / benefit analysis
 - Relationship building with solar technology companies and developers
 - Strategic planning
 - Preparation of financing frameworks
- First multi-developer Solar Park in the world under construction in Gujarat (500MW PV)
- Larger Solar Parks at feasibility study stage in Rajasthan and in South Africa

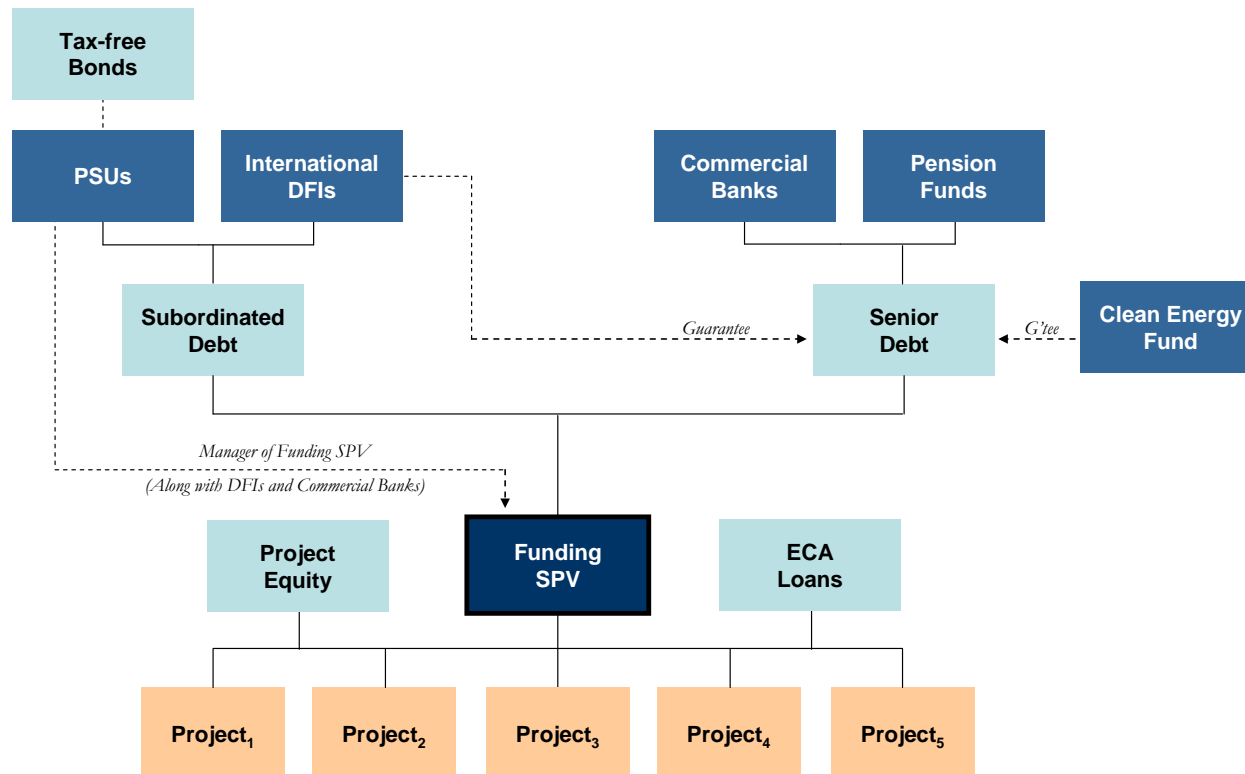
Challenges We Face

- Governments need to take ownership of Solar Park concept
 - Not a CCI project
 - Concept to be included in national or local policy frameworks
- Holistic approach requires economic viability gap and financing to be addressed together
 - The former through tariff subsidies
 - The latter through a bespoke financing framework and/or specific guarantee instruments
- Clean energy projects are often not “bankable” in developing countries
 - New technologies with no performance track record in-country
 - New contractual structure (e.g. Indian NSM Phase 1 bundling mechanism)
 - International technology providers and/or developers with no track record of developing projects in-country
- Leads to balance sheet funding of projects
 - Limits number of projects given potential balance sheet constraints of project developers
 - Limits role of international technology providers and knowledge transfer

Solar Park Finance Vehicle: Indian Overview

- Financing framework targeting three objectives:
 - (i) Mobilize a significant amount of debt capital,
 - (ii) Accelerate the financing process, and
 - (iii) Optimize financing terms (including maximising tenor and leverage)

SOLAR PARK DEBT FUNDING SPV FOR ALL LOANS



Source: CCI Analysis

Thank you !

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