CTI PFAN
CTI PRIVATE FINANCING ADVISORY NETWORK

connecting clean energy businesses with financing

CTI PFAN AFRICEF-3 Call for Proposals for Business Plan Competition

The CTI PFAN Africa Forum for Clean Energy Financing (AFRICEF-3) Business Plan Competition to be held in Johannesburg, South Africa on 13th November 2014 will showcase promising clean energy projects from around the continent in front of Africa's leading investors. The Forum actively seeks innovative projects that are financially viable, socially responsible and environmentally beneficial.

Competitively selected projects will receive intensive coaching from CTI PFAN. Superior clean energy investment opportunities will be presented to potential investors and financiers at the Forum. The best projects will be selected for the CTI PFAN Africa Clean Energy Financing Award.

AFRICEF-3 is 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-Organizers include Development Bank of Southern Africa (DBSA), East African Development Bank (EADB), Rural Electrification Agency of Uganda (REA), South African National Energy Development Institute (SANEDI), the Private Sector Foundation Uganda (PSFU), Tanzania Renewable Energy Association (TAREA), Energy Private Developers Association of Rwanda (EPD) The Private Sector Federation of Rwanda (PSF), the Development Bank of Ethiopia (DBE), the Greening Kenya Initiative (GKI) and African Development Bank (AfDB) through its Sustainable Energy Fund for Africa (SEFA). PPL International manages the Forum on behalf of the Sponsors and Co-Organizers.

Eligibility

AFRICEF-3 is open to projects from all African countries, except ECOWAS states, with the main focus being on Southern, East and Central Africa. Projects from ECOWAS Countries are not eligible for AFRICEF-3 (they come under the West Africa Forum WAFCEF, a second cycle of which is expected to be launched during 2014).

Focus of Projects that will be considered

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

- Biomass	- Forestry
- Biogas	- Rural Electrification
- Bio-fuels	- Distributed & Off-grid Generation
- Solar	- Energy Storage & Conservation
- Wind	- Energy Efficiency
- Geothermal	- Waste to Energy
- Hydropower	- Emission Reduction
- Tidal/Ocean	- Clean Transport

Investment Amount

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

Proposals seeking primarily grant funding are not eligible and will not be considered, though the investment proposal may include elements of grant, donor and / or subsidized funding to enhance the overall investment proposition.

Acceptable Proposals

Proposals eligible for the Competition, may include, but are not limited to:

- Greenfield & brownfield utility projects and distributed generation projects
- New business ventures (including for marketing & distribution of clean technologies)
- Downstream projects: deployment of an existing clean technology
- Upstream technology development: development and commercialization of a new clean technology
- Merger, acquisition or joint venture which will add value to an existing/current clean energy/ technology business

Submission of Application

All submissions are to be made in electronic format.

Application Consists of:

- The completed Application Form (as a PDF file)
- The Project Proposal as a Word or PDF file; Financial Models as Excel Files
- The completed Project Data Sheet (as an Excel sheet)

The Proposal Document should not exceed 20 pages. A maximum of 3 annexes may be used to provide additional information (eg the cash flow model). The total data volume of all files submitted to CTI PFAN (Project Proposal + Annexes + Project Data Sheet + Application Form) should not exceed 20 MB. Templates for the project proposal document can be downloaded at [add hyperlink].

Timeline

Stage 1: Project Proposal Submission

The submission of the Application to Participate together with the Project Proposal and Excel Project Data Sheet must be made by midnight (Central Africa Time) on Sunday 13th April 2014 to *africef-3@cti-pfan.net*. Application Forms, templates for the Project Data Sheet as well as Project Proposal Guidelines are available at *http://www.cti-pfan.net/events_detail.php?eventsid=65*

Participants selected to advance into the next round will be notified by 16th May 2014.

Stage 2: Coaching and Business Plan Preparation

In this stage of business plan guidance, the assigned CTI PFAN Coaches will assist the project teams in preparing an investor ready business plan. This support, up to four working days (32 hours) in total, will be provided at no cost to the teams. Additionally Project Development & Financing Workshops will be held at the beginning of July 2014 for all selected participants to provide expert input and advice in a group environment.

Stage 3: Financing Forum

Based on the business plans and recommendations by the Coaches, up to 10 teams will be selected as Finalists to attend the Forum, which is preceded by the Preparatory Workshop. At the Forum, up to 10 finalist teams will present their business plans to investors and a judging panel. This will include an expense paid trip to Johannesburg including accommodation and travel cost for one team member.

Funding Sponsors and Organizers

Climate Technology Initiative (CTI) is a multilateral initiative, currently functioning as an implementing agreement under the International Energy Agency, bringing together Australia, Austria, Canada, Finland, Germany, Japan, Norway, the Republic of Korea, Sweden, the United Kingdom and the United States. CTI fosters international cooperation in the accelerated development and diffusion of climate-friendly and environmentally sound technologies and practices. *www.climatetech.net*

United States Agency for International Development (USAID) 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, Education and the Environment (E3) in Washington, DC. *www.usaid.gov*

The **Renewable Energy & Energy Efficiency Partnership (REEEP)** is an international multi-stakeholder partnership which aims to accelerate the market for renewable energy and energy efficiency. REEEP is a non-profit, specialist change agent, with a primary focus on 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 South Africa, Mozambique, Uganda and India. *www.reeep.org* and *www.reegle.info*

The **International Center for Environmental Technology Transfer (ICETT),** established in 1990 by Mie prefecture and Yokkaichi City with the active support of the Japanese national government, industries and academic circles, is contributing to international environmental conservation efforts by transferring Japan's accumulated technological and administrative know-how and experiences to developing countries, with an emphasis on meeting specific needs in each country. ICETT is the CTI secretariat and provides administrative and logistical support to CTI PFAN globally. *www.icett.or.jp/english*

PPL International is an independent financing advisor specializing in structuring projects and raising finance and investment for clean & renewable energy projects in developing countries. PPL works in Africa, Asia and the CIS and Eastern Europe. PPL is Global and African Coordinator of CTI PFAN. *www.ppl-int.com*

Co-Organizers

AFRICEF-3 is being co-organized by the following organizations:

- Development Bank of Southern Africa (DBSA)
- East African Development Bank (EADB)
- Rural Electrification Agency of Uganda (REA)
- South African National Energy Development Institute (SANEDI)
- The Private Sector Foundation Uganda (PSFU)
- Tanzania Renewable Energy Association (TAREA)
- Energy Private Developers Association of Rwanda (EPD)
- The Private Sector Federation of Rwanda (PSF)
- Development Bank of Ethiopia (DBE)
- The Greening Kenya Initiative (GKI)
- African Development Bank (AfDB) through its Sustainable Energy Fund for Africa (SEFA)

About CTI PFAN

The CTI 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. *www.cti-pfan.net*

For detailed information, please visit our website at www.cti-pfan.net