



# Clean Captive Installations in sub-Sahara Africa

Webinar | Session 1

## Calls for Proposal

FS-UNEP Collaborating Centre

15<sup>th</sup> September, 2020 | Total duration - 70 minutes

Supported by:



based on a decision of the German Bundestag



Frankfurt School  
FS-UNEP Collaborating Centre  
for Climate & Sustainable Energy Finance

# Webinar | Agenda




## Session 1

START	TOPIC	PRESENTER
10 minutes	<b>WELCOME</b> Opening remarks on the progress of CCI project	<b>MESERET ZEMEDKUN</b> (UNEP) <b>TOBIAS PANOFEN</b> (FS-UNEP Collaborating Centre)
30 minutes	<b>OPEN CALL FOR PROPOSALS</b> Introduction to the framework document, application process, selection criteria, application timelines, application forms	<b>MADHUMITHA MADHAVAN</b> (FS-UNEP Collaborating Centre)
30 minutes	<b>Q&amp;A SESSION</b>	Open to all participants
Session will be moderated by <b>MARIA BAEZ</b> (FS-UNEP Collaborating Centre)		



# Webinar | Agenda

## Session 1

START	TOPIC	PRESENTER
10 minutes	<b>WELCOME</b> Opening remarks on the progress of CCI project	<b>TOBIAS PANOFFEN</b> (FS-UNEP Collaborating Centre) 
30 minutes	<b>OPEN CALL FOR PROPOSALS</b> Introduction to the framework document, application process, selection criteria, application timelines, application forms	<b>MADHUMITHA MADHAVAN</b> (FS-UNEP Collaborating Centre) 
30 minutes	<b>Q&amp;A SESSION</b>	Open to all participants
Session will be moderated by <b>MARIA BAEZ</b> (FS-UNEP Collaborating Centre)		

# Open call for proposal | Framework document

## Introduction

### Aim of launching the call for proposals

1

#### Background

- Lack of reliable and affordable energy
- Grid is unreliable, outages occur often
- High energy costs and lack of infrastructure

2

#### Objectives

- Strengthen ability to move towards low carbon-emitting development strategies
- Enhance clean captive energy installations for industries
- Raise awareness and disseminate clean modern energy technology

### Support for applicants

3

**Advisory support:** Tools and guidelines for financial and economic viability assessments

4

**Financial support:** Results-based **grants** to share costs (up to US\$ 100,000) for the following types of projects:



Type I: Captive solar PV plant at a site with a total installed capacity not exceeding 1 MWp



Type II: Create a financing vehicle/ instrument dedicated to captive solar PV projects



Type III: Capacity building, trainings/ certification with specific focus on captive solar PV financing

### Expected outcomes




5

**Implementation** of several **pilot projects** that have:

- **Innovative business models**, address the market barriers for captive solar
- **Replicable and scalable concepts** and structures

# Webinar | Agenda

## Session 1

START	TOPIC	PRESENTER
10 minutes	<b>WELCOME</b> Opening remarks on the progress of CCI project	<b>TOBIAS PANOFFEN</b> (FS-UNEP Collaborating Centre) 
30 minutes	<b>OPEN CALL FOR PROPOSALS</b> Introduction to the framework document, application process, selection criteria, application timelines, application forms	<b>MADHUMITHA MADHAVAN</b> (FS-UNEP Collaborating Centre) 
30 minutes	<b>Q&amp;A SESSION</b>	Open to all participants
Session will be moderated by <b>MARIA BAEZ</b> (FS-UNEP Collaborating Centre)		

# Framework document | Activities eligible for grant support

## Overview

Type 1   Transaction costs		Type 2   Financing vehicle/instrument		Type 3   Capacity building	
Advisory Services	Financial modelling	Financial structuring	Due diligence costs	Fee for trainers	Training materials
Business plan	System design	Defn. of technical standards	Defn. of investment criteria	Rent or purchase of equipment	Participant's expenses
Permits	Legal advisory	Financial modelling	Business plan	Training Fees	Rent for training premises
PPA structuring	Due diligence costs	Legal costs	Other set-up costs		
Studies and assessments	Other transaction costs				

# Framework document | Activities eligible for grant support

## Type 1 | Transaction costs – sample costs

### Advisory Services



Support fund-raising process



Connect applicants to FIs



Structure and negotiate contracts

### Financial modelling



Audit



Analyse profitability, sensitivity, cash flows



Assess financing alternatives

### Legal Costs



Support in structuring PPA or lease contracts



Advise in negotiation



Draft & review agreements

### PPA structuring



Analyse needs from all parties to reach agreements



Negotiate term-sheets



Support & structure closing of agreement

### System design



Analyse structural costs



Design concepts and details



Prepare documentations

### Studies and assessments



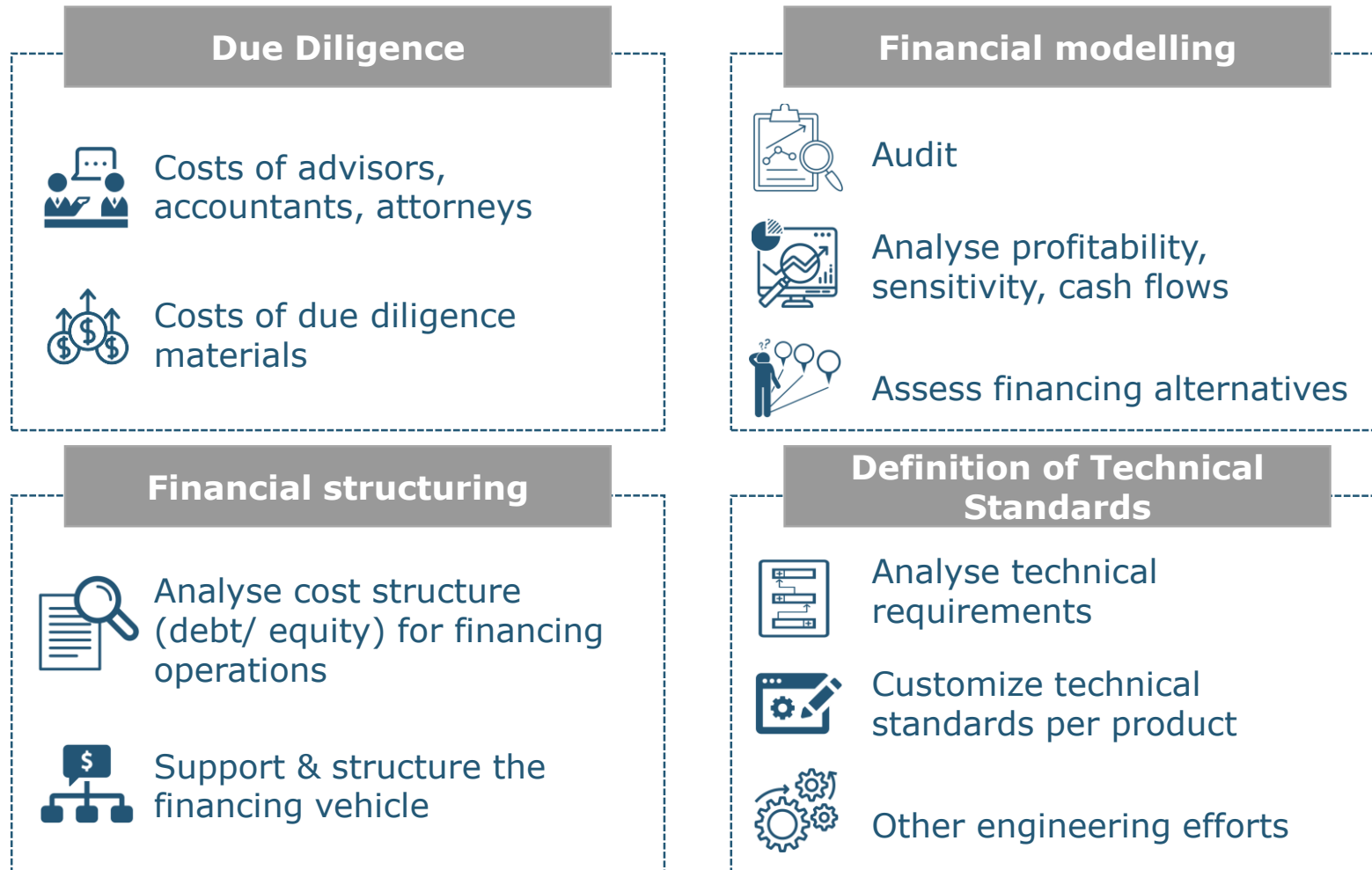
Study & assess project feasibility



Support in reviewing, structuring, etc. of business plan

# Framework document | Activities eligible for grant support

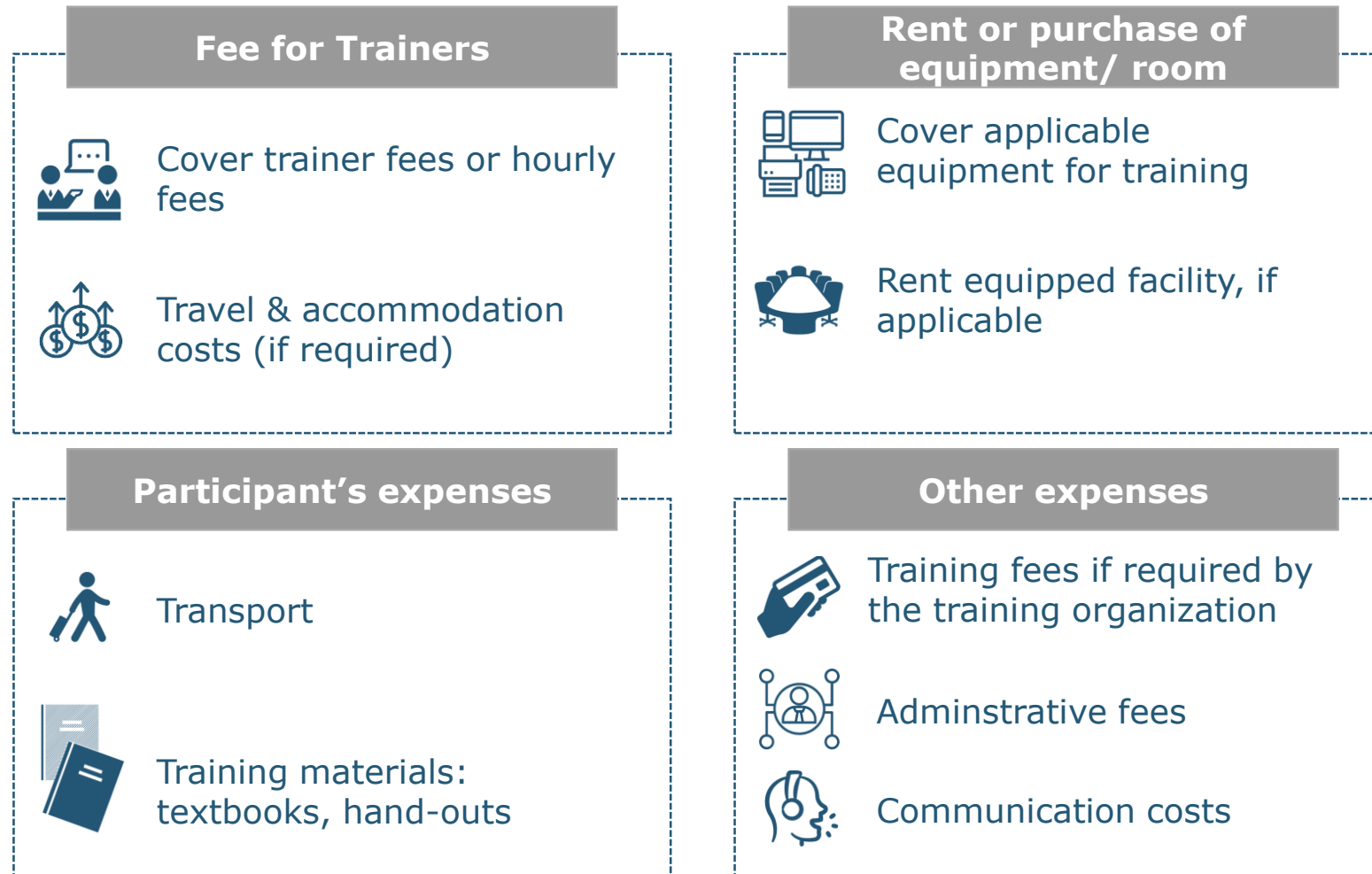
## Type 2 | Financing vehicle/instrument – sample costs





# Framework document | Activities eligible for grant support

## Type 3 | Capacity building – sample costs



# Framework document | Activities eligible for grant support

## Conditional grant support

### Type 1 | Transaction costs

#### Conditional funding support:

- Max grant amount that can be availed per project is USD 100K for transaction costs; **AND**
- At least 25% of transaction cost should be own contribution; **AND**
- Total transaction cost to not exceed 25% of equipment and installation costs

### Type 2 | Financing vehicle/instrument

#### Conditional funding support:

- Max grant amount that can be availed per project is USD 100K; **AND**
- At least 25% should be own contribution

### Type 3 | Capacity building

#### Conditional funding support:

- Max grant amount that can be availed per project is USD 100K; **AND**
- At least 25% should be own contribution; **AND**
- Applicant provides detailed plan to increase RE activity in next 5 years

# Framework document

## Application process

### How to apply



**Download** relevant application form from CCI website i.e. **Type1 or Type 2 or Type 3**



**Fill application form** in English, attach supporting docs and **submit to** [info@captiverenewables-africa.org](mailto:info@captiverenewables-africa.org)

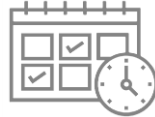


**One-step process**  
CCI team will contact lead applicant if further info. necessary

### Who can apply



**Consortium, Joint Venture or association**  
Identify lead contact applicant for comm. & grant contracting



Pilot project to be **implemented within 18 months**. *Projects that are highly time sensitive may refrain from applying*



**Agree to knowledge sharing** to disburse info. and enhance faster uptake of clean captive renewable energies

### When to apply

Applicants may reach out to project team to clarify outstanding questions throughout this period

**15 Sep 2020**

Launch of Open Call for Proposal through online Webinar

**22 Sep 2020**

CCI project team to publish Open Call for Proposal documents on website

**02 Oct 2020**

Last day for applicant to clarify questions with CCI project team

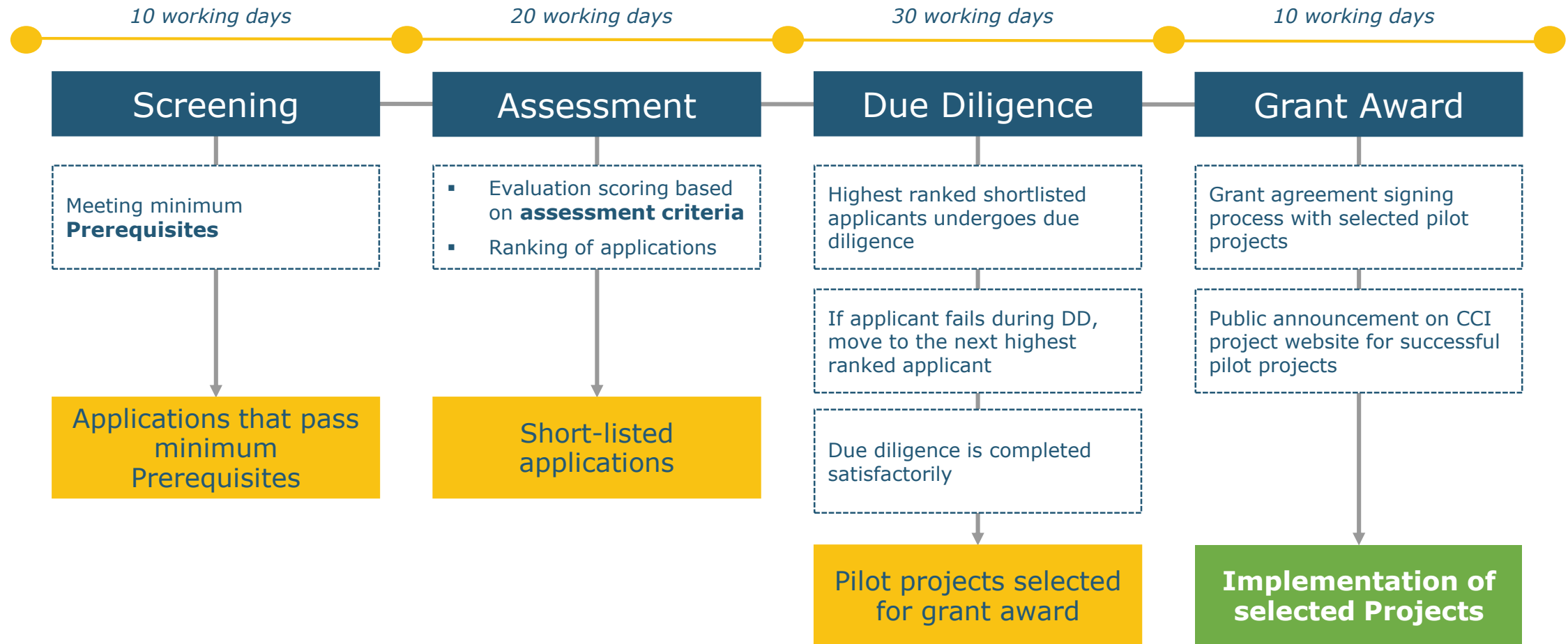
**09 Oct 2020**

Final application deadline for submission of requested documents



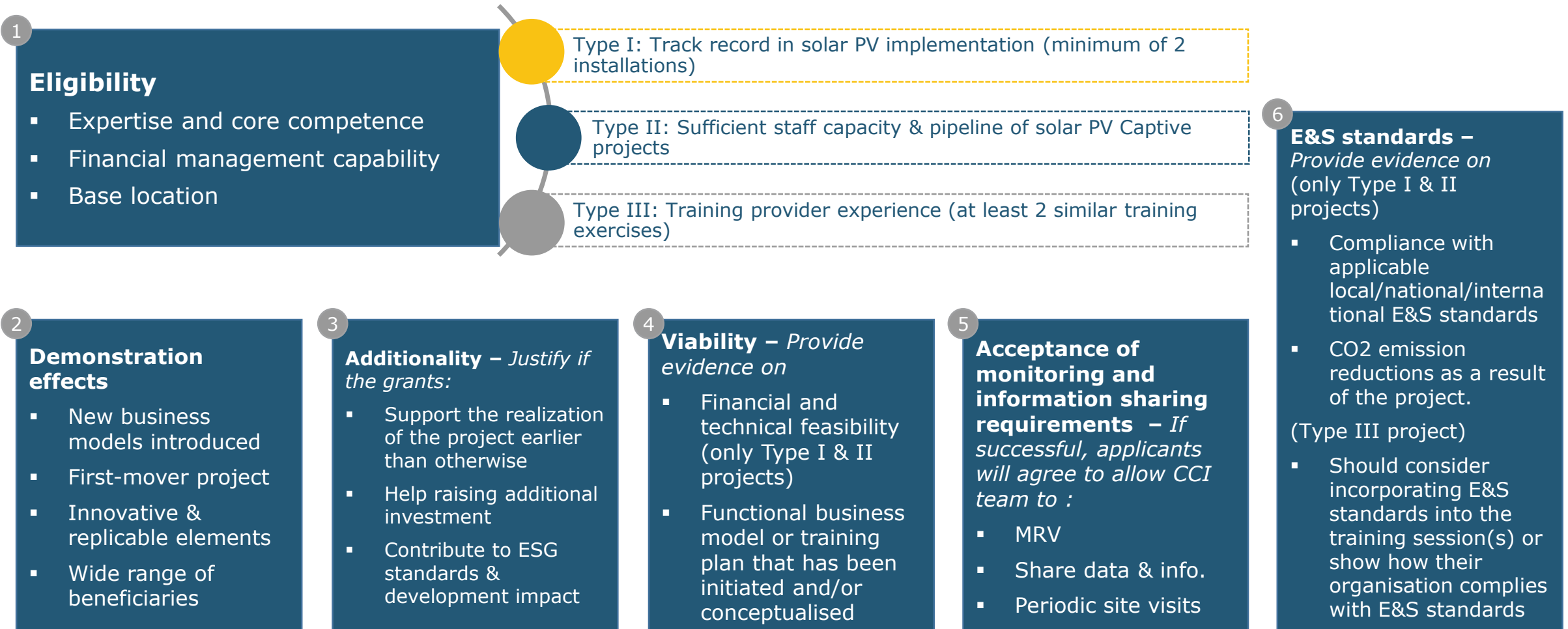
# Framework document

## Selection and implementation process



# Framework document

## Criteria for selection | Prerequisites



# Framework document

## Criteria for selection | Assessment criteria

1

### **Demonstration effects**

Applicants are scored on the basis of their description of project characteristics such as replicability/scalability, innovativeness, learning potential that result from implementing the project.

2

**Additionality** – Applicants are scored on the basis of their justification for the grant support request through their description of how the support would contribute, for instance, to increasing the project's opportunity of raising additional investment or financing, or lead to improved ESG standards, or lead to local capacity development, or quicker realisation of emissions reduction, etc.

3

### **Viability** – *Provide evidence on*

- Technical feasibility (Type I & II projects)
- Financial feasibility: profitability, metrics, financial commitment, etc. (Type I & II projects)

4

### **Monitoring Requirements & Information Sharing:**

- Consider applicants agree to sharing data and information publicly

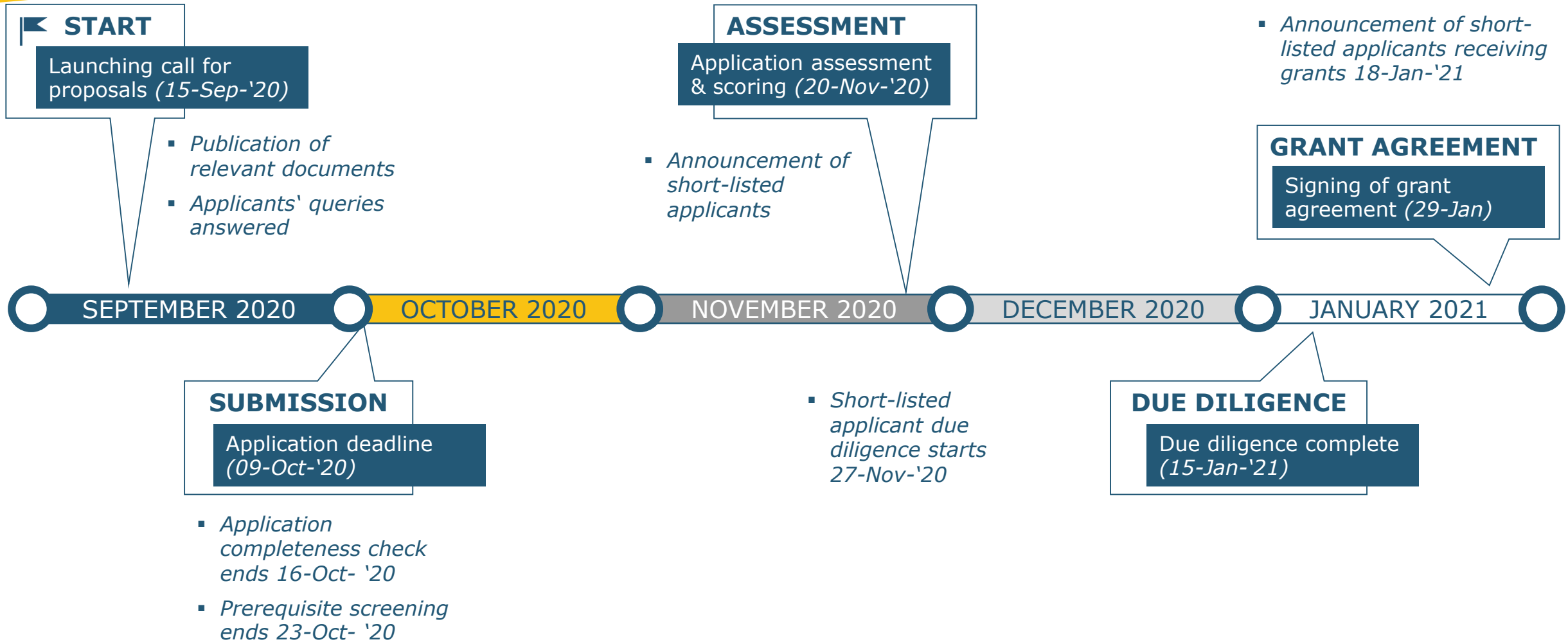
5

### **ESG standards**

- CO<sub>2</sub> Emissions reduction efficiency ratio
- Positive environmental and gender impacts
- Align with development priorities

# Framework document

## Application process | Timeline



# Application forms

## Type 1 or Type 2 or Type 3

### General Guidelines

- Application forms (for all 3 Types of Projects) are to be filled and submitted ELECTRONICALLY
- All questions are mandatory and must be answered as guided in the available spaces provided and based on the project's aspects
- All relevant documents need to be attached as indicated at the end of the application

### Main project aspects in Application Form

- **Info on Lead Applicant:** mandatory to clearly provide the contact details of the applicant
- **Info on Project Characteristics** (Type I and II): information on current situation, location, type of C&I user, proposed business model, etc.
- **Info on Capacity Building** (Type III)
- **Technical Viability** (Type I and II)
- **Financial Viability**
- **Info on Participants and Capacity Building** (Type III)
- **Monitoring, Verification, Reporting**
- **E&S and Gender Impact**

### Checklist of Attachments

- Certificates (or equivalent)
- Tax compliance, ETR registration, permits, license, etc.
- Agreements between the company and project partners (or training provider)
- Company references and/or key expert CVs (where applicable)
- Detailed cost breakdown
- Detailed implementation plan
- Audited financial statements (going back 3-5 years)
- CO<sub>2</sub> emissions reduction calculation with assumptions
- Technical assessment design, data sheet, etc.
- Others



### SESSION 2 – KENYA COUNTRY STUDY AND TOOLS

Date: **16<sup>th</sup> September 2020**

Timing: **9 AM to 12 PM EAT**




Register here: [www.captiverenewables-africa.org/cicsa-news/](http://www.captiverenewables-africa.org/cicsa-news/)

#### **Topics to be covered:**

- Key findings from the **Kenya Country Study** on clean energy installations for industrial clients
- Presenting **different tools** developed for captive solar PV solutions in the C&I sector

# Webinar | Agenda

## Session 1

START	TOPIC	PRESENTER
10 minutes	<b>WELCOME</b> Opening remarks on the progress of CCI project	<b>TOBIAS PANOFFEN</b> (FS-UNEP Collaborating Centre) 
30 minutes	<b>OPEN CALL FOR PROPOSALS</b> Introduction to the framework document, application process, selection criteria, application timelines, application forms	<b>MADHUMITHA MADHAVAN</b> (FS-UNEP Collaborating Centre) 
30 minutes	<b>Q&amp;A SESSION</b>	Open to all participants
Session will be moderated by <b>MARIA BAEZ</b> (FS-UNEP Collaborating Centre) 		

# Thank you for your patience!



## UN Environment (UNEP)



Myriem Touhami



Meseret Zemedkun



Hind Ii-Idrissi



Carolina Merighi

## FS-UNEP Collaborating Centre



Tobias Panofen



Madhumitha Madhavan



Vy Doan



Maria Baez



Sarah Moustafa




Dennis Kibara

**For further information please visit:**

[www.captiverenewables-africa.org](http://www.captiverenewables-africa.org)

**Please contact us if any queries:**

[info@captiverenewables-africa.org](mailto:info@captiverenewables-africa.org)

Supported by:  
 Federal Ministry  
for the Environment, Nature Conservation  
and Nuclear Safety  
based on a decision of the German Bundestag



Frankfurt School  
FS-UNEP Collaborating Centre  
for Climate & Sustainable Energy Finance

