

INFOCUS

The Sustainable Energy Marketplace

SUSTAINABLE ENERGY MARKETPLACE

The 'Marketplace' is an online platform designed to enhance the development and financing of renewable energy projects by pairing project owners with investors and service providers.

WHAT IS THE PLATFORM DESIGNED TO DO?

- » Facilitate project initiation;
- » Support project development activities by matching projects with the right types of development funding, service providers and technical assistance;
- » Link bankable projects to financing sources; and
- » Provide access to financial and risk mitigation instruments, advisory services, and other resources from various support programmes.

Initially, the Marketplace's focus is on Africa, the Caribbean and Latin America. Eventually, it is expected to expand to other developing countries around the globe.

FILLING THE GAP

Rapid economic growth in the developing world over the last decade has led to increasing energy demand and the need to significantly expand the electricity supply infrastructure. For example, current power demand consistently surpasses supply in Africa, leaving more than 600 million people on the continent without access to electricity. Meeting rising energy needs requires a significant scaling-up of investment globally.

However, in many developing countries, energy investments are highly dependent on public sector financing. Private sector project investment typically lags behind due to an insufficient enabling environment and an inadequate pipeline of well-prepared bankable projects. The Marketplace seeks to address these challenges head-on.

HOW DOES THE MARKETPLACE OPERATE?

The Marketplace is targeted specifically at new and foreign private sector investors seeking to enter the renewable energy investment market in developing countries by helping them in project origination and evaluation, in identification of service providers, technical assistance and co-financiers, as well as in providing country-level market and regulatory information in an easily accessible way. The Marketplace actively includes private sector experts, advisors and service providers, and supports their efforts to engage in renewable energy projects.

IRENA conducts assessments of individual projects on a selective basis to gain a better understanding of specific projects' needs. These assessments are followed by an active matchmaking process undertaken by the Agency and its partners, depending on the project's specifications. The users of the Marketplace can play an active role in prioritising these facilitation



activities. For example, investors and advisors can flag projects that are of particular interest to them.

FREQUENTLY ASKED QUESTIONS

» **How can market players register and access the Marketplace?**

Market players – project owners, financing entities, service providers or technology suppliers – can access the Marketplace [here](#).

» **What is the level of detail required for a project to be posted on the site?**

The Marketplace is inclusive and accepts projects at various stages of development. At a minimum, a project owner should have begun to explore initial parameters, such as: the potential site, the renewable energy type of the project, the approximate size of the project, land use rights, grid connection possibilities and an initial estimate of investment costs based on these factors.

» **How large are the projects posted to the Marketplace?**

There are no specific requirements regarding project size, it is however assumed that projects benefiting most from the Marketplace will be in the range of 1 to 50 MW, and valued from USD 1 to 100 million. The smallest projects in the Marketplace are valued at less

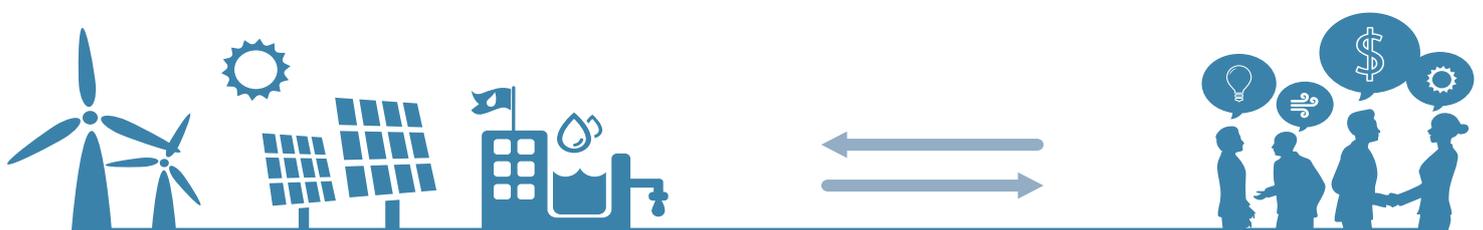
than USD 500,000, while the largest ones have an investment cost of several hundred million USD.

HOW CAN IRENA MEMBERS USE THE MARKETPLACE?

Member State representatives, in particular those that are project hosts in Africa, Latin America or the Caribbean, are encouraged to visit the Marketplace and register with an ‘Incognito Profile’.

This profile type enables users that are not market players to access the system without creating a visible profile. By using this type of access, Member State representatives will be able to anonymously review projects registered in their country, work together with IRENA to promote specific initiatives or project pipelines, or bring new projects to the platform.

These users can also review information provided on domestic policies and regulations, work closely with the Secretariat to keep this information up-to-date, and disseminate it widely among the users of the platform, for example by hosting webinars.





Initially, the Marketplace's focus is on Africa, the Caribbean and Latin America. Eventually, it is expected to expand to other developing countries around the globe.

To set up an 'Incognito Profile', Members are invited to contact Aleksi Lumijarvi (ALumijarvi@irena.org) and Alberto Bernardini (ABernardini@irena.org).

HOW DOES THE MARKETPLACE LINK TO OTHER IRENA TOOLS?

The Marketplace is closely linked to IRENA's tools and databases, such as the [Project Navigator](#), which provides applications and templates to develop bankable renewable energy project proposals. IRENA's [Global Atlas](#) can also be accessed by all users interested in identifying suitable sites for renewable energy project development. The Atlas provides information on the availability of renewable energy resources in different regions, and shows where these areas are located in relation to available power and other infrastructure, environmentally-protected areas, load centers, etc.

The Marketplace provides its users with regularly-updated information on country-level policies and regulations through the joint [IEA/IRENA Policies and Measures Database](#), and in the future also through third-party information services. It also makes

available updated information on existing capacities and generation costs of renewable energy technologies in countries and regions registered in the Marketplace.

The platform supports IRENA's regional initiatives, such as the Clean Energy Corridors implemented in countries of the [Eastern and Southern Africa power pools](#), [West Africa](#) and [Central America](#), as well as the Lighthouses Initiative for Small Island Developing States ([SIDS](#)).

The Marketplace also links closely with the [IRENA/Abu Dhabi Fund for Development \(ADFD\) Project Facility](#), a partnership to provide and facilitate finance for renewable energy projects in developing countries. Projects evaluated and shortlisted in the context of the Project Facility's selection process, as well as projects submitted that do not fulfill the Project Facility's criteria, are invited to register to the Marketplace.

LEARNING MORE ABOUT THE MARKETPLACE

- » Webinar: [Introduction to the Marketplace](#)
- » Webinar: [Investing in renewables for public and private investors and financiers](#)

CONTACT DETAILS

Alexsi Lumijarvi: ALumijarvi@irena.org

Alberto Bernardini: ABernardini@irena.org

www.irena.org/marketplace