

# CTI PFAN AFCEF-3 Call for Proposals for Business Plan Competition



The CTI PFAN Asia Forum for Clean Energy Financing (AFCEF-3) Business Plan Competition to be held in Singapore on 22nd February 2013, will showcase promising clean energy projects from around the region in front of Asia'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 AFCEF-3 Award.

In addition, up to four projects may be selected for presentation at the Sustainable Energy Association of Singapore's (SEAS) Renewable

Energy Investor Forum on 23 October 2012 held under the Asia Future Energy Forum 2012.

The Forum is sponsored in Asia by the Climate Technology Initiative (CTI), the CTI Private Financing Advisory Network (CTI PFAN), the U.S. Agency for International Development (USAID) and the Energy for All Program of the Asian Development Bank (ADB) with support from the International Center for Environmental Technology Transfer (ICETT).

It will be organized in cooperation with Dawn Consulting, CleanEnergy Solutions International (CSI), PPL International, the Sustainable Energy Association of Singapore (SEAS) and ReEx Capital Asia.

## Eligibility

Any person or company resident or actively operating and / or registered in any Asian country may participate in the Business Plan Competition. Foreign persons or companies with projects in Asian countries are also eligible.

## Focus of Projects that will be considered

The project / business must promote or use clean energy technologies, products or services; these include for example:

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

Adaptation related projects are also considered as target projects; these include for example:

- Agriculture (agri-business & agri-processing)
- Micro-Finance & Micro-Insurance
- Water & Sanitation
- Adaptation Products & Services
- Urban Development
- Energy & Energy Access
- Tourism

For more information on adaptation related projects, please refer to [http://www.cti-pfan.net/events\\_detail.php?eventsid=39](http://www.cti-pfan.net/events_detail.php?eventsid=39).

## Competition Categories

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

## 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
- 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, including Application Form, Project Proposal and Project Datasheet, are to be made in electronic format. Around 15 projects will be shortlisted based on the Assessment Criteria set by CTI PFAN.

The highest-quality projects will be selected as potential finalists and semi-finalists in the Competition. Less mature projects will be selected for ongoing mentoring and potential inclusion in subsequent forums. A fourth category – adaptation projects – will be considered for inclusion into the new adaptation stream of PFAN in 2013 and beyond.

## 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 (Japan Time) on Monday 8th October 2012 to [info@cti-pfan.net](mailto:info@cti-pfan.net) and [sasaki@icett.or.jp](mailto:sasaki@icett.or.jp). Application Forms, templates for the Project Proposal and Project Data Sheet as well as Project Proposal Guidelines are available at [http://www.cti-pfan.net/events\\_detail.php?eventsid=44](http://www.cti-pfan.net/events_detail.php?eventsid=44).

Participants selected to advance into the next round will be notified by 12th October, 2012.

### 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 project teams. Additionally project development & financing workshop will be held in Singapore on 9th November 2012 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, including a final preparatory workshop on the day before the Forum. 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 Singapore including accommodation and travel cost for one team member. Guidelines for the presentation of the Business Plan will be made available at the Project Development & Financing Workshops.

### 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. More information is available at [www.climatetech.net](http://www.climatetech.net)

**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. For more information, go to [www.cti-pfan.net](http://www.cti-pfan.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, Agriculture, and Trade (EGAT) in Washington, DC, as well as its Regional Development Mission for Asia (RDMA) based in Bangkok, Thailand. RDMA acts as the Regional Coordinator for CTI PFAN in Asia. More information is available at [www.usaid.gov](http://www.usaid.gov)

The **Asian Development Bank (ADB)** established the **Energy for All Program** to respond to the growing challenge of energy poverty in Asia and the Pacific. Its objective is to provide modern energy access to 100 million people by 2015. This is achieved by incorporating energy

access and economic development components in the projects being implemented by the ADB Operations Department in ADB-member countries. Additionally, Energy for All also provides project development assistance and investment facilitation for clean energy enterprises that have measurable and sustainable energy access impact. For more information, go to [www.adb.org/sectors/energy/programs/energy-for-all-initiative](http://www.adb.org/sectors/energy/programs/energy-for-all-initiative) and the partnership website [www.energyforall.info](http://www.energyforall.info)

**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. Further information at [www.icett.or.jp](http://www.icett.or.jp)

### Co-Organizers / Event Partners

**Dawn Consulting** is a boutique firm specialising in Corporate Financial Consulting. It is in the space of Venture Capital, Private equity, Project funding, Working capital funding, foreign direct investment, external commercial borrowings, due diligence, transaction structuring, mentoring and in corporate strategy consulting. Further information at [www.consultdawn.com](http://www.consultdawn.com)

**CleanEnergy Solutions International (CSI)** is an energy and environment consulting firm based in Manila, Philippines. Formerly known as International Resources Group – Philippines, CSI started its operation in 2000. CSI provides technical and management advice to project developers in the Philippines and its neighbours in the Asian region on the fields of clean energy – renewable energy, energy efficiency and clean transportation; and environment. Further information at [www.cleanenergy.com.ph](http://www.cleanenergy.com.ph)

**PPL International** is a consultancy specialised in raising investment and financing for Clean Energy projects in Developing Countries and is also the Global Coordinator for CTI PFAN. More information at [www.ppl-int.com](http://www.ppl-int.com)

**The Sustainable Energy Association of Singapore (SEAS)** represents the interests and provides a common platform for companies in Renewable Energy, Energy Efficiency, Carbon Development and Trading, and Financial Institutions to meet, discuss, collaborate and undertake viable projects together. For more information, go to [www.seas.org.sg](http://www.seas.org.sg)

**ReEx Capital Asia** is a Clean Energy Investment Banking and Consulting Boutique specializing in the Asia Pacific region. Its focus is on Capital raising for renewable energy and energy efficiency projects, cleantech start-ups & services companies providing strategic planning, financial structuring, due diligence, valuation, business modelling, feasibility studies and comprehensive market analysis. [www.reexasia.com](http://www.reexasia.com)



## CTI PFAN Asia Forum for Clean Energy Financing (AFCEF-3)

# FINANCING FORUM

22 February 2013  
InterContinental Singapore  
Ballroom I & II, 2<sup>nd</sup> Level

TIME	ACTIVITY	
8:30 – 9:00	Registration @ Ballroom Foyer	
Opening Address		<i>Master of Ceremony: ICETT</i>
9:00 – 9:10	Welcome Address	<b>Mr. Elmer Holt</b> <i>CTI PFAN Manager, CTI Executive Committee Chair</i>
9:10 – 9:25	Keynote Address	<b>Mr. Kei Miyaji</b> <i>Ministry of Economy Trade and Industries, Japan</i>
9:25 – 9:40	Keynote Address	<b>Mr. Jiwon Acharya</b> <i>Energy for All Program, Asian Development Bank</i>
9:40 – 9:55	Keynote Address	<b>Mr. Edwin Khew</b> <i>Chairman, Sustainable Energy Association of Singapore</i>
9:55 – 10:15	Coffee Break @ Ballroom Foyer	
Business Plan Competition		<i>Judges: Experts on clean energy financing, technology, and business management</i>
10:15 – 10:20	Opening Remark	<b>Mr. Peter Storey</b> <i>CTI PFAN Global Coordinator</i>
10:20 – 10:45	P23 PT Tinamitra Mandiri	
10:45– 11:10	P36 Emergence BioEnergy Inc.	
11:10 – 11:35	P41 Sun-eee Pte Ltd.	
11:35 – 12:00	P28 Dawner Energy Pvt. Ltd.	
12:00 – 13:25	Networking Lunch @ Ballroom Foyer	
13:25 – 13:50	P16 Radix Lifespaces P Ltd.	
13:50 – 14:15	P01 Cleanopolis Energy Systems India Pvt. Ltd.	
14:15 – 14:40	P11 Kyoritsu Co., Ltd.	
14:40 – 15:05	P34 Italpinas Euroasian Design and Eco-development Corp.	
15:05 – 15:25	Coffee Break @ Ballroom Foyer	
15:25 – 15:50	P21 Shri Shakti Alternative Energy Pvt. Ltd.	
15:50 – 16:15	P08 RiverGen (PT. Reservasi Generasi)	
16:15 – 17:00	Q&A Session – Open to all participants	

Awards / Valedictory Session / Networking Reception @ Malacca & Sunda, 3 <sup>rd</sup> Level		
17:30 – 17:40	Opening Remark	<b>Mr. Elmer Holt</b> <i>CTI PFAN Manager, CTI Executive Committee Chair</i>
17:40 – 18:05	Comments from the judges	<i>Judges: Experts on clean energy financing, technology, and business management</i>
18:05 – 18:35	Awards	<p><b>Mr. Elmer Holt</b> <i>CTI PFAN Manager, CTI Executive Committee Chair</i></p> <p><b>Mr. Kei Miyaji</b> <i>Ministry of Economy Trade and Industries, Japan</i></p> <p><b>Mr. Jiwan Acharya</b> <i>Energy for All Program, Asian Development Bank</i></p> <p><b>Mr. Edwin Khew</b> <i>Chairman, Sustainable Energy Association of Singapore</i></p>
18:35 – 18:45	Concluding Remark and Wrap-up	<b>Mr. Elmer Holt</b> <i>CTI PFAN Manager, CTI Executive Committee Chair</i>
18:45 – 20:15	Networking Reception @ Malacca & Sunda, 3 <sup>rd</sup> Level	

\*The agenda may change without notice.

