

# CTI PFAN Asia Forum for Clean Energy Financing (AFCEF-7) Business Plan Competition



Applications  
must be received by  
20<sup>th</sup> June 2016

- 1 Introduction
- 2 Competition Guidelines
- 3 Selection Criteria
- 4 Timeline
- 5 Coaches
- 6 Judging Panel
- 7 The Awards
- 8 Frequently Asked Questions
- 9 Organizers

# Sponsors and Organizers

## Funding Sponsors:



## Co-Organizers / Event Partners:



# 1. Introduction

*"Climate change can no longer be denied -or ignored.*

*Today, there's no greater threat to our planet than climate change. This is the only planet we've got. And years from now, I want to be able to look our children and grandchildren in the eye and tell them that we did everything we could to protect it." Mr. Barak Obama, the President of the United States, Washington DC, April 2015*

**W**e believe there are many who have the same passion for the environment as we do; individuals who not only possess transformational ideas that can shape the environmental future of tomorrow, but also the determination to turn these ideas into reality. That person could be you!

The CTI PFAN Asia Forum for Clean Energy Financing (AFCEF-7) Competition, promoted by the Climate Technology Initiative (CTI) and its Private Financing Advisory Network (CTI PFAN), and the International Center for Environmental Technology Transfer (ICETT), seeks to nurture entrepreneurs, start-up and existing companies, project teams and consortia with environmentally beneficial business proposals with the aim of linking them with the necessary capital and resources to make them successful.

Through the AFCEF-7 Business Plan Competition, shortlisted applicants will receive coaching support from experienced professionals in developing and refining a financially, socially and environmentally viable business plan; an indispensable document that will be an integral part of subsequent investor outreach. After the coaching phase is completed, ten Finalists will be selected from the short-listed applicants, and invited to pitch their businesses to accredited investors at the Financing Forum in Singapore, where an expert panel of judges will choose winners for the competition, leading to further follow-on support and deal making facilitation.

Through its network of private sector consultants, CTI PFAN provides targeted professional support and advice and technical assistance to selected projects on the preparation of commercially viable, sustainable and climate friendly business models for introduction to investors. To date CTI PFAN has successfully raised USD 802 million of investment and financing for clean energy projects in developing countries across Africa, Asia, the CIS and Central Asia, Latin and Central America and the Caribbean.

## 2. Competition Guidelines

### Eligibility

A FCEF-7, a business plan competition, is open to any person or company actively operating and / or registered in a South Asian or South East Asian country. Projects or companies should be located in Bangladesh, Cambodia, India, Indonesia, Laos, Malaysia, Maldives, Mongolia, Myanmar, Nepal, Philippines, Sri Lanka, Thailand, and Vietnam. Projects or companies in other countries should contact CTI PFAN for other potential support and referrals.

### Focus of Projects that will be considered

The project / business must promote or use clean energy technologies, products or services, including, but not limited to:

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

### Investment Amount

In principle, applicant should be seeking total investment in excess of US\$1 million, and up to US\$50 million, in order to be considered. While the investment may be requested or offered in tranches of less than \$1 million, the total amount should be in excess of \$1 million. However in case of energy access / clean cook stove and such projects the investment sought can be less.

### Acceptable Proposals

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

- Greenfield & brownfield utility projects, independent power producer and distributed generation projects (for both thermal and electrical energy);
- Projects which increase access to energy for remote communities including rural electrification, off-grid and mini-grid projects, thermal energy and clean cooking solutions;
- New or expanding business ventures in clean energy and related technologies, including downstream projects (focused on deployment of existing technologies) and upstream projects (focused on 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.

Proposals must demonstrate that the project is commercially and technically viable with zero or only minimal grant funding required.

We advise applicants to structure their proposals taking into consideration the selection and scoring criteria as provided in Section 3.

### **Proprietary Information and Confidentiality**

The organizers respect the confidentiality of all participants' business concepts and plans. Business concepts, overviews and plans will not be copied for any purposes other than use in the Business Plan Competition. The judges also recognize the sensitivity of the materials being presented and undertake that they are bound by the same considerations of confidentiality.

Teams may choose to include the following optional disclaimer on the cover sheet of their submissions, recognizing that it is not a legally binding agreement:

*"This business plan is confidential and is presented solely for the purpose of evaluation in the CTI PFAN Asia Forum for Clean Energy Financing (AFCEF-7) Business Plan Competition. This plan may not be reproduced or redistributed in whole or in part. By accepting a copy of this plan, the recipient agrees not to reproduce or disclose the contents of this plan to third parties without the prior written consent of its authors. "*

Prospective participants in the CTI PFAN Asia Forum for Clean Energy Financing (AFCEF-7) Business Plan Competition may also ask that confidentiality agreements be secured from coaches, organizers and / or judges. While the organizers of the AFCEF-7 appreciate the concerns behind these requests, as a matter of convention and practicality, confidentiality agreements are not signed as part of AFCEF-7.

### **Submission of Applications and Supporting Material**

All submissions are to be made in electronic format. Consideration should be given to the size of individual files to ensure ease of transmission. Project Proposal should be submitted in **MS Word format** and financial models as an annex to the Project Proposal in **Excel format**.

The Project Proposal should be accompanied by the completed Project Data Sheet/ Application Form as an **Excel sheet**.

All files should be named using the following naming convention:

ProjectName\_PDSApplicationForm\_Date

ProjectName\_Proposal\_Date

ProjectName\_Annex1\_Name of Annex(eg. CashFlow)\_Date

## 3. Selection Criteria

### Shortlist Selection: Project Proposal Submission

In the first phase of evaluation, all applications will be screened against the criteria provided below, resulting in a selection of 20 shortlisted applicants, who will receive mentorship support on further refining, structuring, and designing their business plans and investment proposals.

NO.	ASSESSMENT CRITERIA	WEIGHTING
1	<b>Value Proposition &amp; Business Model:</b> <ul style="list-style-type: none"> <li>- Is the underlying project / business rationale clearly stated?</li> <li>- Is the investment proposition clearly stated?</li> <li>- Is the project / business commercially feasible &amp; profitable?</li> <li>- Is the business / project model clearly described?</li> <li>- Is the proposition attractive to investors?</li> <li>- Is the business model scalable? To what extent?</li> <li>- Is the competitive advantage clear?</li> </ul>	15%
2	<b>Market Understanding and Analysis:</b> <ul style="list-style-type: none"> <li>- Identification of core customers</li> <li>- Identification of competitors and potential substitutes</li> <li>- Analysis and knowledge of the market size, trends, barriers and prospects</li> <li>- Description of the project's competitive strategy, strengths and weaknesses</li> </ul>	15%
3	<b>Management Team:</b> <ul style="list-style-type: none"> <li>- Experience and track record of the team</li> <li>- Is the team capable of delivering the project</li> <li>- Are solutions provided for potential management gaps</li> </ul>	15%
4	<b>Operations &amp; Implementation Plan:</b> <ul style="list-style-type: none"> <li>- Analysis of key implementation milestones and approach</li> <li>- Analysis of the activities necessary to transform the inputs / activities into the final project / product / service</li> </ul>	10%
5	<b>Financials:</b> <ul style="list-style-type: none"> <li>- Overview of capital expenditures, revenues and cost structure</li> <li>- Explanation of assumptions</li> <li>- Proposed financing structure</li> <li>- Financial projections and sensitivity analysis</li> <li>- Defined exit opportunities for investors</li> <li>- Do the financials mirror the verbal projections of the plan?</li> <li>- Funding requirements, potential sources of funds and attractiveness of such an investment to those funds</li> </ul>	10%
6	<b>Risk Mitigation:</b> <ul style="list-style-type: none"> <li>- Are the principal risks and appropriate mitigation strategies identified?</li> </ul>	10%
7	<b>Environmental &amp; Social Benefits:</b> <ul style="list-style-type: none"> <li>- Reduction of GHG</li> <li>- Other environmental &amp; social benefits (job creation, health, etc.)</li> </ul>	10%

8	<b>Professionalism and Presentation of the Proposal:</b> - Structure & presentation of document - Easy to read and comprehend	5%
9	<b>Maturity:</b> - How mature is the project / business? - How soon can it be implemented? - How close is it to investor ready?	10%
<b>TOTAL</b>		<b>100%</b>

*The initial assessment evaluates proposals based on their overall potential and likelihood of successfully raising finance, while minimizing factors related to readiness. Particular attention will be paid to identifying proposals that exhibits strong management teams, technical feasibility, and a proven business model.*

## Coaching and Business Plan Development

One representative from the senior management team of each of the selected projects will be required to attend a Project Development & Financing Workshop in Bangkok and will receive coaching at no direct cost to further develop their business plan and investment proposals. CTI PFAN will select coaches from its cadre of experienced clean energy specialists and assign them to individual projects based on fit, taking into account criteria such as relevant experience with technology, business model, and country of operation. The coaching will be designed to focus on the specific requirements of each selected project, with a view to prepare projects for Finalist Selection and possible participation in the Financing Forum in Singapore.

Finalist Selection is based upon individual participant readiness as determined by each coach, and outlined in the criteria listed in the table below. At this point, participants are categorized as either Finalists or Semi-Finalists. Finalists will be eligible to make presentations of their businesses at the Financing Forum in Singapore and continue in the competition. Semi-Finalists, while eliminated from progressing in the competition, will continue to receive coaching to develop their business plans.

NO.	ASSESSMENT CRITERIA	WEIGHTING
1	<b>Value Proposition &amp; Business Model:</b> - Is the underlying project / business rationale clearly stated? - Is the investment proposition clearly stated? - Is the project / business commercially feasible & profitable? - Is the business / project model clearly described? - Is the proposition attractive to investors? - Is the business model scalable? To what extent? - Is the competitive advantage clear?	10%
2	<b>Market Understanding and Analysis:</b> - Identification of core customers - Identification of competitors and potential substitutes - Analysis and knowledge of the market size, trends, barriers and prospects - Description of the project's competitive strategy, strengths and weaknesses	10%

3	<b>Management Team:</b> <ul style="list-style-type: none"> <li>- Experience and track record of the team</li> <li>- Is the team capable of delivering the project</li> <li>- Are solutions provided for potential management gaps</li> </ul>	10%
4	<b>Operations &amp; Implementation Plan:</b> <ul style="list-style-type: none"> <li>- Analysis of key implementation milestones and approach</li> <li>- Analysis of the activities necessary to transform the inputs / activities into the final project / product / service</li> </ul>	10%
5	<b>Financials:</b> <ul style="list-style-type: none"> <li>- Overview of capital expenditures, revenues and cost structure</li> <li>- Explanation of assumptions</li> <li>- Proposed financing structure</li> <li>- Financial projections and sensitivity analysis</li> <li>- Defined exit opportunities for investors</li> <li>- Do the financials mirror the verbal projections of the plan?</li> <li>- Funding requirements, potential sources of funds and attractiveness of such an investment to those funds</li> </ul>	10%
6	<b>Risk Mitigation:</b> <ul style="list-style-type: none"> <li>- Are the principal risks and appropriate mitigation strategies identified?</li> </ul>	10%
7	<b>Environmental &amp; Social Benefits:</b> <ul style="list-style-type: none"> <li>- Reduction of GHG</li> <li>- Other environmental &amp; social benefits (job creation, health, etc.)</li> </ul>	5%
8	<b>Professionalism and Presentation of the Proposal:</b> <ul style="list-style-type: none"> <li>- Structure &amp; presentation of document</li> <li>- Easy to read and comprehend</li> </ul>	10%
9	<b>Maturity:</b> <ul style="list-style-type: none"> <li>- How mature is the project / business?</li> <li>- How soon can it be implemented?</li> <li>- How close is it to investor ready?</li> </ul>	25%
<b>TOTAL</b>		<b>100%</b>

*This portion of assessment would judge teams based on a critical review of the business plan and an evaluation of the applicant's attractiveness and readiness to support meaningful discussions with investors.*

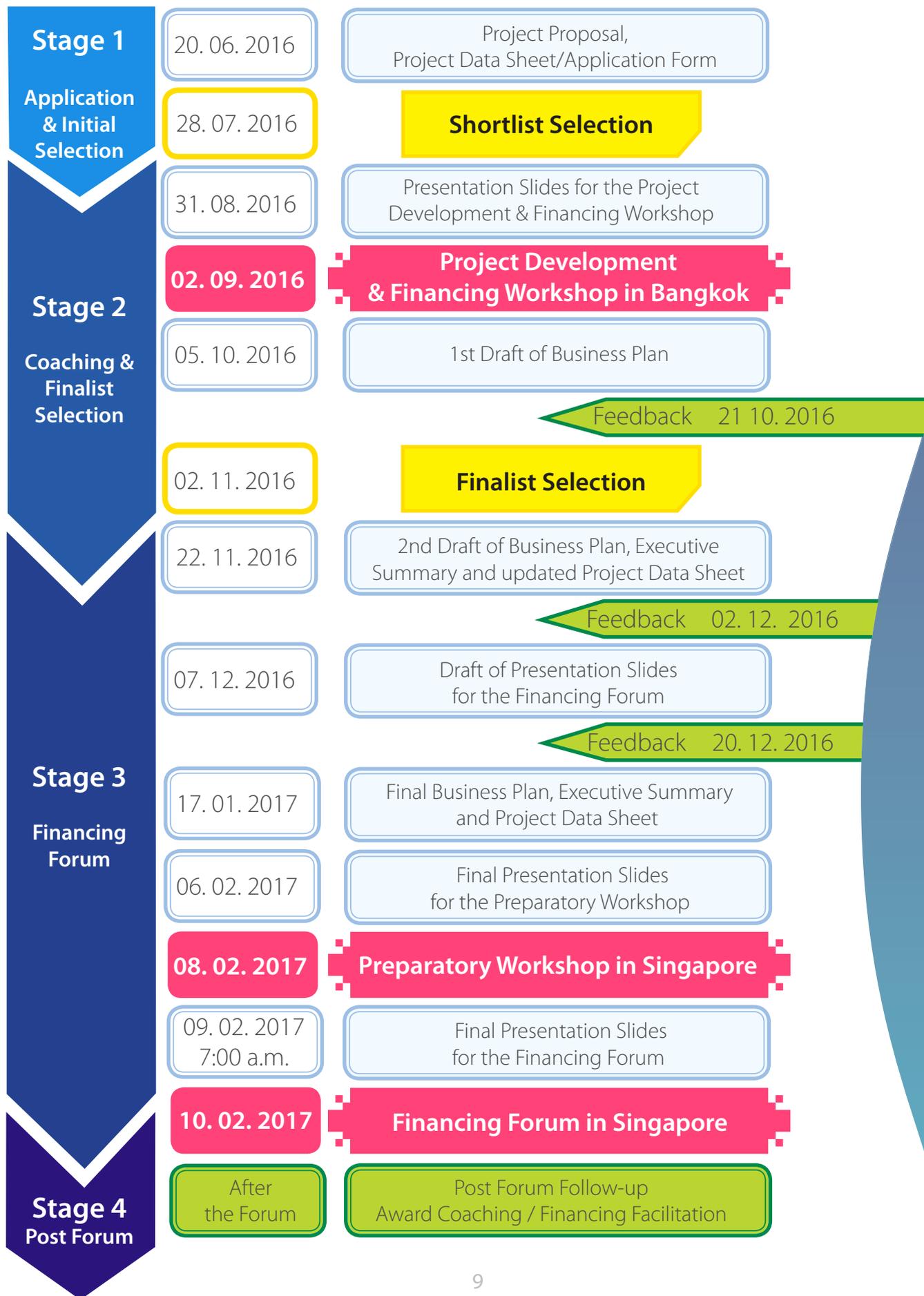
### **Financing Forum: Final Business Plan Presentations**

Up to 12 Finalists will be given the opportunity to present to investors and the judging panel at the Financing Forum. After each presentation, there will be a round of Q&A from the judges, each of which will be provided with a copy of the business plan ahead of the Forum for advanced review and preparation.

*The assessment criteria listed below will be used by the judging panel to identify the most attractive projects, and serve as the basis for final decisions in awarding winners.*

NO.	ASSESSMENT CRITERIA	WEIGHTING
1	<b>Value Proposition &amp; Business Model:</b> <ul style="list-style-type: none"> <li>- Is the underlying project / business rationale clearly stated?</li> <li>- Is the investment proposition clearly stated?</li> <li>- Is the project / business commercially feasible &amp; profitable?</li> <li>- Is the business / project model clearly described?</li> <li>- Is the proposition attractive to investors?</li> <li>- Is the business model scalable? To what extent?</li> <li>- Is the competitive advantage clear?</li> </ul>	15%
2	<b>Market Understanding and Analysis:</b> <ul style="list-style-type: none"> <li>- Identification of core customers</li> <li>- Identification of competitors and potential substitutes</li> <li>- Analysis and knowledge of the market size, trends, barriers and prospects</li> <li>- Description of the project's competitive strategy, strengths and weaknesses</li> </ul>	10%
3	<b>Management Team:</b> <ul style="list-style-type: none"> <li>- Experience and track record of the team</li> <li>- Is the team capable of delivering the project</li> <li>- Are solutions provided for potential management gaps</li> </ul>	10%
4	<b>Operations &amp; Implementation Plan:</b> <ul style="list-style-type: none"> <li>- Analysis of key implementation milestones and approach</li> <li>- Analysis of the activities necessary to transform the inputs / activities into the final project / product / service</li> </ul>	10%
5	<b>Financials:</b> <ul style="list-style-type: none"> <li>- Overview of capital expenditures, revenues and cost structure</li> <li>- Explanation of assumptions</li> <li>- Proposed financing structure</li> <li>- Financial projections and sensitivity analysis</li> <li>- Defined exit opportunities for investors</li> <li>- Do the financials mirror the verbal projections of the plan?</li> <li>- Funding requirements, potential sources of funds and attractiveness of such an investment to those funds</li> </ul>	15%
6	<b>Risk Mitigation:</b> <ul style="list-style-type: none"> <li>- Are the principal risks and appropriate mitigation strategies identified?</li> </ul>	10%
7	<b>Environmental &amp; Social Benefits:</b> <ul style="list-style-type: none"> <li>- Reduction of GHG</li> <li>- Other environmental &amp; social benefits (job creation, health, etc.)</li> </ul>	10%
8	<b>Professionalism and Presentation of the Proposal:</b> <ul style="list-style-type: none"> <li>- Structure &amp; presentation of document</li> <li>- Easy to read and comprehend</li> </ul>	10%
9	<b>Maturity:</b> <ul style="list-style-type: none"> <li>- How mature is the project / business?</li> <li>- How soon can it be implemented?</li> <li>- How close is it to investor ready?</li> </ul>	10%
<b>TOTAL</b>		<b>100%</b>

# 4. Timeline



## Stage 1: Application and Initial Selection

The submission of the Project Data Sheet / Application Form to Participate together with the Project Proposal must be made by Midnight (Japan Time) on **Monday 20<sup>th</sup> June 2016** to [afcef-7@cti-pfan.net](mailto:afcef-7@cti-pfan.net). Please note the Proposal Document should not exceed 20 pages including the cover page, contents, charts, and tables. Shorter documents are preferable to longer ones. Page setup, spacing, font size and type face are at your discretion but the document should be reader friendly. A maximum of 3 annexes may be used to provide additional information (e.g. the cash flow model) provided that these do not exceed a further 10 pages of written information or the combined data volume limit. 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 <http://cti-pfan.net/event/call-for-proposal-afcef-7/>

Participants selected to advance into the next round will be notified by **Thursday 28<sup>nd</sup> July 2016**. Immediately following this notification, organizers will work with the selected participants to arrange the agreed coaching support for the next stage of the competition.

## Stage 2: Coaching and Finalist Selection

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, the Project Development & Financing Workshop will be held on **Friday 2<sup>nd</sup> September 2016** (date to be confirmed) in Bangkok for all selected participants to provide expert input and support in a group environment. Guidelines for the presentation of the Business Plan will be made available at the Project Development & Financing Workshop.

By COB (Japan Time) on **Wednesday 5<sup>th</sup> October 2016**, the short-listed teams are expected to have developed the first draft of business plan. Based on the submitted Business Plans and recommendations by the CTI PFAN AFCEF-7 Coordinators, up to 10 teams will be selected and announced as Finalists on **Wednesday 2<sup>nd</sup> November 2016**, to proceed to the final stage - Financing Forum. The feedback from the assessment of the submitted business plans by the CTI PFAN AFCEF-7 Coordinators will be provided to all short-listed teams. Those who are selected as Finalists will be invited to present their proposals to investors and a judging panel at the Financing Forum in Singapore.

By COB (Japan Time) on **Tuesday 22<sup>nd</sup> November 2016**, the Finalists are expected to have developed the second draft of Business Plan, 2-3 pages Executive Summary as a stand-alone document, and Final Project Data Sheet, which shall be sent to the CTI PFAN AFCEF-7 Coordinators for assessment. The feedback from the Coordinators will be shared with the respective teams on **Friday 2<sup>nd</sup> December 2016**. Draft Presentation slides for the financing forum shall be submitted by **Wednesday 7<sup>th</sup> December 2016**. The feedback from Coordinators will be shared with respective Developers on **Tuesday 20<sup>th</sup> December 2016**.

The Final draft of Business Plan, stand-alone Executive Summary will be due on **Tuesday 17<sup>th</sup> January 2017**. This Business Plan and stand-alone Executive Summary shall be sent to a panel of judges for assessment on **Thursday 26<sup>th</sup> January 2017**. Final Presentation slides shall be sent to AFCEF-7 program manager on **Monday 6<sup>th</sup> February 2017**.

### Stage 3: Financing Forum

The program outline of the Financing Forum in Singapore on **8<sup>th</sup> and 10<sup>th</sup> February 2017** is as follows:

#### February 8<sup>th</sup> 2017: Preparatory Workshop

The first day will consist of a Workshop where the Finalists will be afforded an opportunity to put the finishing touches on their presentations. The workshop will be led by the CTI PFAN Coaches and investment experts and there will be the opportunity for mock presentations / dry runs in preparation for the formal presentations on the 10<sup>th</sup>.

#### February 9<sup>th</sup> 2017: After Preparatory Workshop on February 8<sup>th</sup>

Finalists will prepare for the Financing Forum on February 9<sup>th</sup> based on the feedback received by investment experts on 8<sup>th</sup> February along with the CTI PFAN Coaches. This is also an opportunity for finalists to get inputs from other coaches and PFAN organizers.

#### February 10<sup>th</sup> 2017: Financing Forum

The intention is that a number of interested investors will be invited to join the Financing Forum and each Finalist will be given the opportunity to make a 15-minute presentation. This presentation will be in front of interested investors and a panel of judges who will choose the winners of the CTI PFAN Asia Clean Energy Financing Award. The results of the deliberation will be announced and the Award will be presented at the post-Forum reception.

All teams that have taken part in the Forum will be invited to participate in the reception where Project Developers and investors can continue to network and carry on discussion.

*Note: The organizers will sponsor the full costs for travel, accommodation and participation for one participant from each team to attend the Project Development & Financing Workshop (for shortlisted projects), as well as the Financing Forum (for Finalists). Travel support can only be provided to participants originating their journey from within the Asian region.*

### Stage 4: Post Forum Follow-up

After the conclusion of the Financing Forum, the award winning teams in the Business Plan Competition will be eligible to receive additional one-on-one coaching, 'Award Coaching' to further support in refining their business plans and promoting their investments with investors, which may also include being showcased at other forums and events of CTI PFAN, the Sponsors and Co-organizers.

Further, subject to recommendation from the coaches and AFCEF-7 selection committee selected participating teams, 'the Finalists and Semi-finalists', will continue to receive CTI PFAN support with investment promotion and be included into the CTI PFAN development pipeline. This will facilitate 'Follow-up Coaching' to these projects to further enhance their chances of financial closure.

## 5. Coaches

### **Short-listed teams will be offered:**

- One-on-one coaching up to an agreed time (expected not to exceed 4 days in total) / monetary value as negotiated between the organizers and the nominated coaches.
- Coaching will be provided by industry experts, consultants, advisors, as well as other members of the CTI PFAN Network (see <http://cti-pfan.net/>). The nominated coaches have extensive experience in providing advisory services to clean energy businesses across the globe.
- Coaching input will be provided by e-mail and telephone exchange between the parties, with funding available to ensure that face to face meetings will be possible during stages 2 & 3 of the Business Plan Competition, if deemed appropriate. In addition, group coaching will be provided through the Project Development & Financing Workshop.

## 6. Judging Panel

The judging panel will consist of industry experts, investors and financiers chosen from and familiar with the local business environment of the projects. To ensure suitability and objectivity of the judges and avoid possible conflicts of interest the judging panel will only be nominated and announced after selection of the projects for the Business Plan Competition.

## 7. The Awards

The CTI PFAN Asia Clean Energy Financing Awards will be made to the 4 most promising applicants, as evaluated by judges at the Financing Forum, based on the criteria outlined in Section 3. It is anticipated that after the conclusion of the Forum, all participating teams will continue to receive CTI PFAN support with investment promotion and be inducted into the CTI PFAN development pipeline. In addition, the 4 award winners will receive additional one-on-one coaching and further support in refining their business plans and promoting their investments with investors, which may also include being showcased at other forums and events of CTI PFAN, the Sponsors and Co-organizers.

## 8. Frequently Asked Questions

### 1. How is the AFCEF-7 Business Plan Competition being organized?

- The CTI PFAN Asia Forum for Clean Energy Financing (AFCEF-7) Business Plan Competitions is funded by a number of groups including CTI, CTI PFAN, USAID, ADB E4A & ICETT.
- The evaluation of the executive summaries, business plans and other submitted documents will be supported by members of the CTI PFAN Network and others drawn from the industry within the region and internationally. A number of these individuals are expected to provide mentoring for participants in the competition. CTI/ICETT will provide final approval on the selection of applicants for each stage based on recommendations from the evaluation team.
- The Financing Forum to be held in Singapore will be organized in cooperation with Impact Investment Exchange Asia (IIX), the Sustainable Energy Association of Singapore (SEAS), Full Advantage, Dawn Consulting, Clean Energy Solutions International (CSI) and PPL International.

### 2. Are there guidelines for preparation of the Project Proposal / Business Plan / Presentation?

Yes. Please go to the link below for details:

<http://cti-pfan.net/event/call-for-proposal-afcef-7/>

### 3. How will mentoring / coaching support services be arranged and funded?

The needs of each qualifying project team will be reviewed with the organizers and an appropriate coaching package agreed. The payment for these services will be made directly by the organizers to the provider / assigned coach.

### 4. Who is responsible for the team's expenses and traveling costs?

- All costs for the preparation, submission and correspondence related to application and participation in the AFCEF-7 will be at the respective project team's own expense.
- Pre-agreed third party costs for coaching / mentoring will be supported as outlined in 3.
- Travel and accommodation costs for those invited to attend the Financing Forum and the Project Development & Financing Workshop will be arranged by the organizers. Travel support can only be provided to project team members (starting their journey) from within the Asian region.

### 5. What are the benefits of participating in the Business Plan Competition?

- All project proposals submitted to the Business Plan Competition will be considered for induction into the CTI PFAN development pipeline. Such projects may be provided ongoing support and advise on the development and presentation of their business plans, as well as promoted among the CTI PFAN investor networks.
- For those who advance to stage 2, there will be free coaching and mentoring support provided to accelerate the development of your business plan, and promote it within the CTI PFAN network.

- Those involved in the coaching and mentoring have significant experience in this market and, in particular, providing financial advisory and raising capital for both new and existing companies. All shortlisted teams will receive free expert guidance, as well as insight into the development and presentation of proposals / business plans that can capture the attention of prospective investors.
- The Financing Forum will bring together a range of investors who are active in the clean energy sector in Asia. This will provide an opportunity for one on one contact to explore possible financing for your business. Following the Financing Forum, the organizers will also facilitate follow up discussions with investors as appropriate.

#### **6. Can other modes of presentation be used to support the business plan?**

You may choose to use video or any other form of appropriate presentation media (within reason and logistical availability) to support the presentation of your business plan during stage 2. The final presentation, however, must be made in-person, in front of the judges at the Financing Forum.

## 9. Organizers

Listed are the profiles of the co-organizing committee involved in putting together this competition:

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

**Climate Technology Initiative Private Financing Advisory Network (CTI PFAN)** is a multilateral, public-private partnership initiated by the CTI in cooperation with the UNFCCC Expert Group on Technology Transfer. CTI 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. CTI 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.  
<http://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, Education and the Environment (E3) 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.  
<https://www.usaid.gov/>

**USAID Private Financing Advisory Network - Asia program (PFAN-Asia)**  
The U.S. Agency for International Development (USAID) regional Private Financing Advisory Network Asia program assists businesses, governments, and others in Asia's developing countries to mobilize and scale up investments in clean energy. A previous USAID program had achieved broad success in mobilizing more than \$275 million in new private investment for 21 clean energy projects across the region. The primary goals of the new five-year program, which will end in 2018, are to mobilize at least \$1 billion in funds for clean energy investments and avoid or reduce greenhouse gas emissions amounting to at least 40 million tons of carbon dioxide equivalent.

**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.  
<https://www.icett.or.jp/english/index.html>

The **Energy for All Program** is the **Asian Development Bank (ADB)**'s response to the growing challenge of energy poverty in Asia and the Pacific. Its objective is to mainstream energy access within ADB's Operations Department, and catalyze private sector participation by promoting proven business models and de-risking investment transactions in the energy access sector. Last 2012, the ADB was designated as the Sustainable Energy for All Regional Hub for Asia and the Pacific. In this role, ADB is expanding the services of the Energy for All Program from its core focus on energy access to the energy efficiency and renewable energy sectors.

**Impact Investment Exchange Asia (IIX)** is a Social Enterprise (SE) dedicated to creating vibrant social capital markets in Asia Pacific. IIX operates two capital-raising platforms tailored for SEs at various stages of growth --Impact Incubator™ and Impact Partners™-- and is developing a third -- Impact Exchange™. These platforms showcase Asian SEs seeking growth capital to a global audience of impact investors, giving these SEs greater opportunities to scale and expand their positive impact. IIX also works to develop the financial products and ecosystem that will facilitate the growth of the impact investment sector in Asia Pacific.

<http://www.asiائيix.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. The Association extends its focus to include Capacity Building, Technology Strengthening and Market Intelligence assisting its members in achieving Sustainable Growth locally and regionally via enterprise development, market development, training and learning platforms. SEAS plays a strategic role in aiding the realisation of Singapore's vision, to be a Global Clean Energy Hub where products and solutions are developed and exported. SEAS has also built strategic collaborative relations with regional clean energy industry organisations, multilaterals and key government institutions enabling projects for its members.

<http://www.seas.org.sg/>

**Full Advantage** is a regional Project Developer and Consulting Company in the field of Energy and Environment whose mission is to help our partners and clients harness untapped resources, creative processes and appropriate technological solutions in generating cleaner, more affordable energy, conserving it and contributing to a greener, more sustainable environment.

<http://www.full-advantage.com/>

**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. Dawn Consulting have provided service to companies throughout India and overseas in a broad range of industries; manufacturing, engineering, real estate, financial services, infrastructure and mining and service sectors like information technology, hospitality and others over the last 14 years.

<http://www.dawnconsulting.com/>

**CleanEnergy Solutions International (CSI)** is a consulting firm that specializes in market analysis, business development, financial packaging and investment facilitation. CSI has implemented projects in the Philippines, Indonesia, India, Thailand and other Asian countries in the renewable energy, energy efficiency, clean transport, and environment sector. Currently, CSI is the country coordinator of CTI PFAN in the Philippines.

<http://www.cleanenergy.com.ph/>

**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 a Global Coordinator of CTI PFAN.

<http://www.ppl-int.com/>