Expression of Interest (Eoi) for companies interested in joining ISA’s Solar Investors Delegation to Africa between 20.08.2018 to 27.08.2018

Concept Note on ISA Solar Investors Delegations (ISA-SIDs)

Brief background:

Article II.2 Guiding Principles, states that ISA Members cooperate closely and strive for establishing mutually beneficial relationship with relevant organisations, public & private stakeholders and with non-member countries.

International Solar Alliance, presently having 65 countries as signatories and 37 countries that have ratified its Framework Agreement, has launched four programmes namely Scaling Solar Applications for Agricultural Use, Affordable Finance at Scale, Scaling Solar Mini Grids and Scaling Solar Rooftop. ISA is also working towards launching three other programmes in near future namely “Scaling up Solar E-Mobility and Storage” and “Scaling Solar Parks/Utility Scale Solar Projects.”

In accordance with the Article 2.2 of the Framework Agreement, ISA has also been participating in conferences, exhibitions and seminars such as 52nd meeting of the Board of Governors of African Development Bank during 22nd -26th May, 2017 at Gandhinagar, Gujarat; ISA Forum at World Future Energy Summit (WFES) 2018, Abu Dhabi and ISA Pavilion at ELECRAMA 2018, World Environment Day of UNEP & GoI in Delhi in June 2018, ISA Pavilion in Intersolar Munich (Germany), among others for sharing ISA objectives & and creating awareness about ISA Programmes.

ISA has been organizing monthly get-togethers i.e. SUN MEETS and networking on every third Wednesday of the month with Embassies and High Commissions of various countries in India to sensitize the distinguished participants about latest developments in the solar-related fields, best industry practices and innovative business models that could be deployed in ISA member countries. These initiatives and efforts have resulted in generating lot of interest among ISA member countries
about the prospect of implementing various solar applications and projects and has also created interest among project developers, investors and financial institutions to seize solar business opportunities.

ISA has also organized three Action to Transaction Meets and has advised National Focal Points (NFPs) to do the same in their respective countries. ISA plans to organize ISA Solar Expos in Kenya, Peru & Indonesia in future. Further, through a Common Expression of Interest, ISA has mobilized 227 potential projects and plans to launch the 2nd Common Expression Interest in near future.

As a sequel to the above initiatives, to maintain momentum and to convert these business initiatives into commercial transactions thus resulting into development of solar projects on ground, it would be essential to have a structured bankable programmes/schemes to facilitate meetings of Policy makers and Investors either by sending Investors Delegations to various ISA member countries or by bringing them together in suitable venues.

**Objectives of the scheme:**

- To bring policy makers, Investors, Banks & Industries together.
- To speed up investments in solar projects of ISA Member countries.
- To attract the investors who are interested in exploring investment opportunities in ISA Member countries.
- To explore potential commercial activities in the solar space, and understand policies, incentives and tariff structure of the countries. They will also promote establishing solar parks, mini-grids and solar rooftop systems etc. through Power Purchasing Agreement (PPA) under CAPEX/OPEX models.
- To enable member countries avoid taking loans & attract private capital.
- To give an option to ISA Member Countries that PPA model, done transparently, is a good alternative option to CAPEX based projects.
• To encourage its Members to avoid taking sovereign loans whenever investments from corporate sector can be brought in via an appropriate ecosystem of minimized risks.
• To maximize investment in Solar energy projects in its member countries
• To play a coordinating role in bringing together potential large investors, policymakers and financiers in order to shorten the time taken from project commissioning.
• To focus ISA’s efforts on the member countries who have ratified, and within those, particularly focus on the African member countries in order to deliver a value proposition to them for having made their national efforts to support ISA

**Projects to be covered:** All activities and projects covered under ISA’s Programme launched and related activities.

**Composition:** To begin with the visit would be restricted to African countries who have signed or ratified the Framework Agreement. Selection of companies will be based on response to EoI / a notification on ISA website, letter to NFPs and Contact Points. The size of the delegation will be limited to 15 companies/corporates who express interest and respond to advertisement in ISA webpage, on first come first serve basis and relevance to ISA Programmes.

ISA will also take help of Contact Points of member countries, based in New Delhi, to coordinate with the NFPs, Department of Energy, Industry and Finance, of the member countries in order to make the ISA investors Delegation’s visits meaningful.

**Cost:** ISA will bear the travel cost of officers from ISA and Contact Points (not more than one from each Ratified/Signatory ISA Member Countries) who would be willing to volunteer to help in coordinating the activities of the ISA Investors Delegations in target countries. Cost of other members will be met by their respective organizations.
Scope: Delegations will visit and make presentations before the Ministers in the Member Country or at regional Centres or at Africa Union Head Quarters to showcase how they can bring in investments in both areas, off-grid and on-grid, under OPEX model. There will be zero upfront investment from Member countries, but they may have to sign the Power Purchasing Agreements. The Delegation would also facilitate discovery of tariff for PPAs through transparent procedures and as per national rules & regulations of the Member Country in force. Detailed itinerary would be worked out and put on the ISA website for the interested investors by ISA or its event manager. ISA may take help of the African Renewable Energy Initiative (AREI), AfDB, AU, Multilateral Banks, Partners and its 5 Task Forces appointed so far, in order to organize these events.

Notice

Companies who are interested may kindly send their willingness by 18th July 2018 to pesharma@isolaralliance.org to join the Investors Delegation between 20.08.2018 to 27.08.2018

(Anand Rao)