

# Progress Report on ISA's Programmes, Projects and Activities


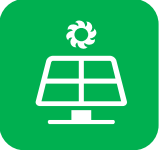


Mr. Jagjeet Sareen, Director, Finance

27<sup>th</sup> ISA SunMeet  
17<sup>th</sup> June 2020



# ISA Project Pipeline

**13 GW of aggregated solar capacity leading to USD 5.5 Billion**

	No of participating member countries	Demand Aggregated (in GW)	Project Pipeline (USD Billion)
 <b>Solar Applications for Agriculture Use</b>	<b>22</b>	<b>1</b>	<b>0.4</b>
 <b>Solar Rooftop</b>	<b>11</b>	<b>1</b>	<b>0.4</b>
 <b>Solar Mini-Grids</b>	<b>9</b>	<b>10</b>	<b>4.3</b>
 <b>Solar Parks</b>	<b>5</b>	<b>1</b>	<b>0.4</b>

# Financial and technical support for effective implementation of solar projects (1/2)

## Innovative Financing Instruments

- **Solar Risk Mitigation Initiative (SRMI)** operationalized in partnership with World Bank and AFD to support development of bankable projects by leveraging private sector investments
- **ISA facilitated USD 2 Billion from EXIM Bank India and EUR 1.5 Billion from AFD** for investments in solar; ISA empaneled entities, like EESL, NTPC, and others, have agreed to support projects in member countries
- **Solar Credits**, developed with Gold Standard, to tap into carbon finance markets are being explored for ISA initiated solar projects

## ISA support for COVID response

- **The ISA CARES INITIATIVE** aims to mobilize financial support for **solarizing at least one PHCS** in each districts/administrative unit of SIDS and LDCs member countries
- **Solar Grand Challenge** focused on solar and health sector will be launched at the **Health Innovation Exchange Annual Summit** on 2 July, in collaboration with UNAID
- A Report was launched on **Impacts of COVID on Global Solar Markets**

## Technical & Financial Assistance for demonstration project implementation

- ISA secretariat providing **pre-feasibility report preparation support** for projects identified through demand aggregation
- The third SC approved modalities for providing **financial support to SIDS and LDCs members for project preparation support**
- Based on the guidance received from the third SC, ISA secretariat is preparing modalities to provide technical and financial support to LDCs and SIDS members for implementing demonstration projects
- **Training for bankers and entrepreneurs** is being launched soon
- A joint study with UNEP on **Solar waste management guidelines and circular economy**.

# Financial and technical support for effective implementation of solar projects (2/2)

## Advocacy for mobilizing USD 1 Trillion in solar by 2030

- ISA is working with WRI to develop a **financing roadmap** for mobilizing more than **USD1000 billion** by 2030
- **Country Profiles and Ease of Doing Solar analysis** prepared for all ISA countries to highlight prevailing ecosystem in each member countries
- **Technical feasibility of World Solar Bank** is being explored
- RFP has been launched to conduct **technical feasibility** to realize the **OSOWOG Vision**

## STARC Project

- ISA is working closely with UNIDO to fully operationalize STARC project.
- Solar focused webinars, **SOLINARS**, are being conducted under STARC project

## Financial sustainability of the ISA

- The third SC approved **ISA's Theory of Change and a Resource Mobilization Strategy** to raise 100 million USD. These funds will support operations of ISA and implementation of projects for the next three years. A **pledging dinner is planned on 14th Oct**, the eve of the third Assembly
- **Three million USD received for ISA 's Corpus Fund** from State Bank of India; Energy Efficiency Services Limited; and National Hydro Power Corporation.
- **A Coalition for Responsible Climate Action** will be launched to mobilize public and private sector companies to support ISA's objectives.

# ISA's THEORY OF CHANGE

## CLIMATE CHANGE ADAPTATION AND MITIGATION



### KEY ENERGY ISSUES



Energy Access



Energy Security



Energy Transition



### OUR RESPONSE/ STRATEGIC GOALS



Reduce cost of technology



Reduce cost of finance



Mobilize USD 1000 billion of investments for solar by 2030



### PROGRAMMES



Solar Applications for Agriculture Use



Solar Rooftop



Solar Mini-Grids



Solar e-mobility and storage



Solar Parks



Affordable financing at scale



### VALUE CHAIN

Coming together of Member Countries & Political Commitment

Setting up of Standards & Benchmarks

Investment Mobilization Targets

### SECRETARIAT TO SUPPORT



Origination



Aggregation



Price Discovery



Project Preparation



Investment Mobilization

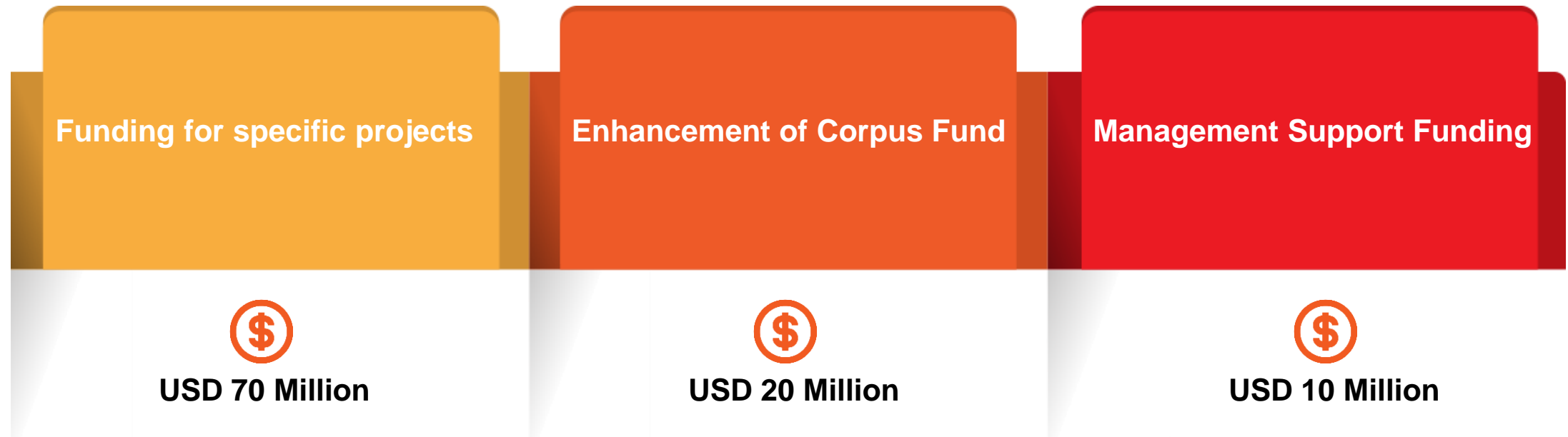
Advocacy

Policy & Regulatory Support

Institutional & Capacity Building

De-risking of Investments

## THE GOAL: TO RAISE USD 100 MILLION AS PER THE CHALLENGE POSTED BY PRESIDENT AND CO-PRESIDENT



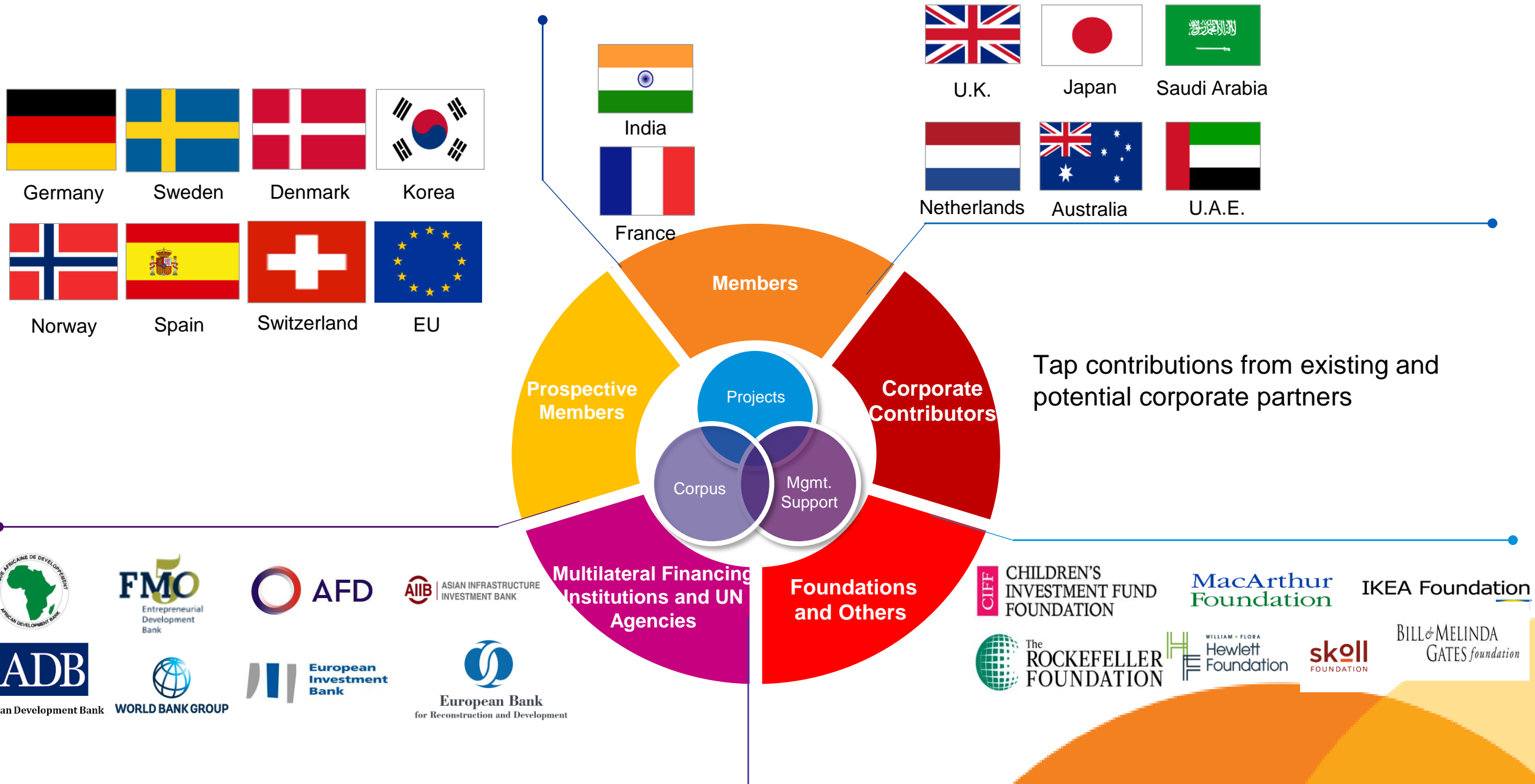
Mobilize **USD 100 Million to be utilized** in next 3 years by ISA to ensure financial sustainability

# PROPOSED PROJECT PROPOSALS

USD 70 Million for implementation of 12 projects across 8 themes in next three years  
(avg. project size of USD 5-7 Million)

Theme		Project Proposals	
1	Energy Access	Solar Mini Grid	Off grid solar solutions (Solar Home Lighting Systems)
2	Climate change adaptation and resilience	Solar Parks	Solar Rooftop
3	Deforestation and sustainable land management	Clean cooking	
4	Agriculture	Solar Pump sets	Solar Cooling
5	Transportation	Storage & e-mobility	
6	Healthcare	Solar for Health	
7	Financing	Advocacy for mobilizing \$ 1 Trillion	
8	Capacity Building and Knowledge Dissemination	I-Star Center + Infopedia	Policy Advocacy

# OUR KEY FINANCIAL TARGETS: BREAKDOWN PER TYPE OF POTENTIAL CONTRIBUTOR





# ISA BUSINESS MODEL NEEDS TO BE “BETTER THAN THE REST”: THIS NEEDS STRONG TECHNICAL CAPABILITIES AS WELL AS GOVERNANCE STRENGTHENING

## Efforts for building strong technical capabilities

- Exploring potential to charge **Project Management Fees for managing third party donor funds** for specific projects/ programmes
- **Establishment of PPAU** to support Member Countries in developing bankable solar projects and access finance
- Analysis of the potential to **generate revenue through CER and VER**
- **Define implementation models** for ISA's programmes and projects
- Development of **global ISA standards, benchmarks and guidelines** for various solar products and solutions

## Governance Strengthening Initiatives

- Fast-forward the **amendment ratification process to make membership universal**
- Enhance ISA's value proposition for **different categories of ISA membership and Partners, showing benefits**
- **Recruitment of international staff (16)**
- Finalize an **approach to delivery partnerships**
- Strengthen internal systems and processes through **ERP**



The success of any resource mobilization effort depends as much – if not more – on the quality of what is being “sold” as the quality of the resource mobilization effort



**THANK YOU**