

Background for session on ISA's Private Sector Engagement Strategy

The private sector has led exponential growth in global solar but a lot more needs to be done. The global solar market has growth ten-fold over the last decade alone. Private sector has contributed to nearly 90% of solar investments in ISA member countries. However, the private sector must be supported to increase investment activity in line with ambitious climate goals on NetZero emissions and ISA's 2030 goal of mobilizing USD 1 trillion. Recognizing the critical role played by the private sector, ISA has embarked on a journey of supporting the private sector and has now developed a focused private sector engagement (PSE) strategy to deliver on this global agenda.

ISA's PSE strategy aims to respond to private sector needs associated with country needs, occupy whitespaces in solar development efforts, and leverage core organizational competencies. Across solar technologies, the need is evident for clearer and more favourable policies, greater financing and risk-mitigation support for solar firms and solar investors respectively, and targeted efforts to address risks around market information and commercial viability. ISA is uniquely positioned to address these whitespaces through its exclusive focus on solar and global membership base of national policymakers.

ISA envisions a thriving solar industry that grows in line with SDG 7 and 2050 NetZero targets by supporting the development of enabling policy frameworks and catalysing investments. To realize this vision, ISA's PSE strategy prioritizes six targeted interventions across two thematic pillars to reduce barriers to industry growth. The first pillar involves supporting the development of policy frameworks to grow private-sector participation. The second focuses on driving investment to industry actors and increasing access to finance for projects at critical junctures. The Policy Enablement pillar of this strategy will provide policymakers with the platform to solicit private sector inputs, and the capacity to turn inputs into robust, relevant, and clear policies. The Investment Enablement pillar will coordinate funder action, aggregate demand, and build a strong pipeline of bankable projects.

The intended scale of this strategy in 5 years is enormous. On the Policy side, ISA will host over 20 multi-region and 100+ region-focused public-private convenings and build capacities of ~10,000 policymakers globally. On the investment side, ISA will aggregate an additional 6.5 GW of demand across solar parks, mini-grids, rooftops, and water pumps, help deploy 850 MW of PV capacity, reach 90,000 underserved customers, and build capabilities amongst 200 commercial financial institutions. To support both pillars, ISA will additionally produce 100-150 proprietary knowledge documents with a particular focus on plugging critical data gaps.

This PSE discussion, organized as part of the fourth ISA assembly, will delve into this strategy in greater detail and deliberate upon readiness support required by the private sector in Solar.

Agenda for the Session

October 18th, 2021 (1100 HRS – 1200 HRS IST)

Session Brief:

This discussion will feature stakeholders from leading private sector organizations, who will share their views on ISA's private sector engagement strategy.

3 Mins	Welcome Address and Context Setting	H.E. Dr Ajay Mathur, Director General, ISA
15 Mins	Presentation on ISA's Private Sector Engagement	Dalberg
40 Mins	Panel Discussion on "Readiness Support to Private Sector"; moderated by representative from ISA	Dr Donal Cannon, Regional Representative for South Asia, European Investment Bank Mr. Manish Chourasia, MD, Tata Cleantech Capital Ltd Mr. Koen Peters, Executive Director, GOGLA Mr. Nate Heller, COO, PEG Africa
2 Mins	Concluding Remarks and Vote of Thanks	Amit Kaushik, Chief of Unit, ISA

Points of Panel Discussion:

1. Critical needs of various private sector stakeholders in solar (investors, utility-scale companies, off-grid companies, industry associations)
2. Modalities of easing policy/regulatory challenges to encourage private sector participation
3. Modalities of catalyzing private sector investment especially in Least Developed Countries
4. Unique role of ISA in supporting the private sector

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