

Engaging in PoAs – Experiences and Lessons Learnt.

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Brand Structure



KfW Carbon Fund

- Advice on:
 - Identification of pCDM opportunities;
 - Check with CDM requirements;
 - First economic assessment.

- Development of Project Idea Note.
 - Technical support.
 - Financial support.

- Advice during decision-making progress. Joint progression through the following steps: concept, implementation, CDM registration, marketing of CERs.

- PoA Workshops and Publication: **PoA Blueprintbook.**

PoA Pipeline - PoA Support Center



PoA Pipeline as of December 2009

Sector	Region	Operator	Type
Energetic Building Rehabilitation (3)	Eastern Europe MENA	Banks	Soft loans
Household Stoves and Domestic Biogas (6)	South Asia, Africa	NGOs public agencies MFIs	Grants, microfinance, Payment-on-delivery
Fuel switch, Energy efficiency in SMEs (2)	MENA, Asia, Latin America	Banks public agencies	Payment-on-delivery, credit lines, soft loans
Small and micro renewable energy (5)	Africa, Latin America, South Asia	Banks public agencies	Soft loans, payment on delivery + credit lines

Strong Partners

- Implementation of the CDM Programme
 - Design of incentives for participating households and companies
- Development and execution of a monitoring system
- Management of financial flows, financial transformation

Clear Business Model

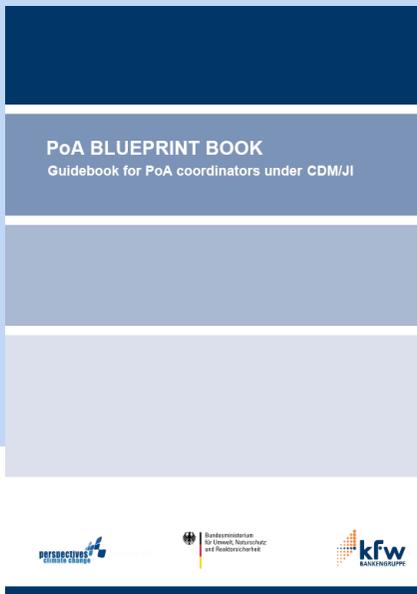
- Clear tasks and responsibilities are important
- CDM Programmes designed for the market (Target group analysis)
- Contractual agreements to be designed carefully

Financing

- Revenues are coming later, financial transformation necessary when it is no „payment- on-delivery“-Programme
- Higher risk-structure, but also higher sustainability
- Creative ways for pre-financing needed
 - « Bankable PoAs with Bankable Partners »

Thank you for your attention

Contact



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