

## First Concentrated Solar Power Dialogue

2 October 2013

Island of San Giorgio Maggiore, Venice

A meeting organized by **Climate Policy Initiative**  
in partnership with the **Climate Investment Funds Administrative Unit**

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This meeting is the first of a **series of CSP Dialogues** that will take place over the next year, aimed at **bringing together major actors in financing solar energy, to enable a global sharing of experiences and to explore emerging lessons in the quest to scale up effective CSP finance**. The Dialogue will bring together countries receiving support from the CIF for CSP projects and host countries involved in other ('non-CIF') CSP projects, donor countries, project developers & financiers, multilateral development banks, representatives of the CIF Administrative Unit and a few selected additional participants.

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8:45 - 9:15      *Registration and Light Breakfast*

### 9:15 - 9:30      **Welcome**

- **Patricia Bliss-Guest**, Program Manager, Climate Investment Funds
- **Thomas C. Heller**, Executive Director, Climate Policy Initiative

### 9:30 - 10:45 **The CSP Landscape: Setting the scene**

This session revisits the purpose and objectives of the CSP Dialogues and introduces focal themes and questions to guide our discussions. A tour de table will first introduce all participants and identify priority areas of interest of the Group. An opening presentation will then set the scene for discussing the current state of CSP based on a background paper that describes the current landscape of CSP financing, including the development of the technology, the financial models and the role of policies and public investment in driving CSP progress.

Chair: **Patricia Bliss-Guest**, Program Manager, Climate Investment Funds

Opening Presentation:

- **Martin Stadelmann**, Senior Analyst, Climate Policy Initiative

Opening Comments:

- **Shaanti Kapila**, Global Support Program Coordinator, Administrative Unit, Climate Investment Funds
- **Ming Yang**, Senior Climate Change Specialist, the Global Environment Facility

Roundtable Discussion

10:45 - 11:15      *Coffee Break*

## 11:15 - 13:00 Financing CSP: The respective roles of the public and private sector

This session discusses a case study on the **CSP Reliance Power Project in Rajasthan, India**. The Reliance 100 MW power plant is an interesting case for studying the effectiveness of CSP financing for several reasons:

- It is part of the 20 GW Indian Solar Mission, which is among the largest renewable energy policies passed by an emerging economy in the last few years - and is implemented through a competitive tender with reverse auctioning.
- It will be the first large-scale installation of the compact linear Fresnel technology, a potentially lower cost solution of CSP technology.
- The simultaneous financing of seven CSP plants under the first phase of the Indian Solar Mission allow a comparative analysis across different technology specifications and financing solutions.
- The project is financed through a unique combination of private sector resources and development bank funding on non-concessional terms.

Based on this concrete example, financiers and experts from the host country will comment on the roles of the public sector and the private sector (e.g., national policies, financing structure, risk allocation).

Chair: **Jane Wilkinson**, Director, Climate Policy Initiative

Overview Presentation:

- **Gianleo Frisari**, Analyst, Climate Policy Initiative

Opening Comments:

- **Aniruddha Patil**, Team Leader Reliance Power Project, Asian Development Bank and **Don Purka**, Principal Investment Officer, Asian Development Bank
- **Tarun Kapoor**, Joint Secretary, Ministry of New and Renewable Energy, India
- **Ashvini Kumar**, Director (Solar), Solar Energy Corporation of India
- **Wilfred van den Bos**, Investment Officer, Structured Finance Energy, FMO Entrepreneurial Bank

Roundtable Discussion

13:00 - 14:00 *Lunch*

## 14:00 - 15:30 Financing CSP: Perspectives from project developers and financiers

This session focuses on recent developments from the financing perspective, with insights from projects developers, technology providers, and both public and private investors. Panelists will share experiences and explore how existing solar energy projects can identify viable options to achieve economies of scale, reduce costs, and close the competitiveness gaps.

Chair: **Thomas C. Heller**, Executive Director, Climate Policy Initiative

Panelists:

- **Penny Herbst**, Corporate Specialist Renewables, Eskom
- **Paolo Martini**, Business Development Manager & Sales Director, Archimede Solar Energy
- **Kruskaia Sierra-Escalante**, Acting Head, Blended Finance for Climate, Climate Business Department, International Finance Corporation, The World Bank Group
- **Obaid Amrane**, Board Member, Moroccan Agency for Solar Energy
- **Alfredo Idiarte**, CIF Private Sector Focal Point, Inter-American Development Bank
- **Louis Borgo**, Senior Banker, European Bank for Reconstruction and Development

Roundtable Discussion

15:30 - 16:00 *Coffee Break*

## 16:00 - 17:00 Stocktaking Session: What have we learned?

Moderation & wrap up: **Barbara Buchner**, Senior Director, Climate Policy Initiative

The concluding session invites a broad discussion amongst participants to highlight our priorities going forward. Based on the previous sessions, the aim is to draw preliminary lessons and highlight key issues that require further attention to render CSP financing effective.

*Closing of the meeting by Thomas C. Heller, Executive Director, Climate Policy Initiative & Patricia Bliss-Guest, Program Manager, Climate Investment Funds*

19:30 *Social Dinner – Ristorante Corte Sconta*

## List of Participants

**Obaid AMRANE**

Board Member, Moroccan Agency for Solar Energy (MASEN)

**Patricia BLISS-GUEST**

Program Manager, Climate Investment Funds

**Louis BORGIO**

Senior Banker, Power and Energy Utilities, European Bank for Reconstruction and Development (EBRD)

**Rodney BOYD**

Analyst, Climate Policy Initiative

**Barbara BUCHNER**

Senior Director, Climate Policy Initiative

**Angela FALCONER**

Fellow, Climate Policy Initiative

**Gianleo FRISARI**

Fellow, Climate Policy Initiative

**Norbert GORIßEN**

Head of International Climate Finance, International Climate Initiative Division, Federal Ministry for the Environment, Nature Conservation and Nuclear Safety

**Thomas C. HELLER**

Executive Director, Climate Policy Initiative

**Penny HERBST**

Corporate Specialist Renewables, Eskom

**Alfredo IDIARTE**

CIF Private Sector Focal Point, Inter-American Development Bank (IDB)

**Shaanti KAPILA**

Global Support Program Coordinator, Administrative Unit, Climate Investment Funds

**Tarun KAPOOR**

Joint Secretary, Ministry of New and Renewable Energy, India

**Ashvini KUMAR**

Director (Solar), Solar Energy Corporation of India

**Paolo MARTINI**

Business Development Manager & Sales Director, Archimede Solar Energy

**Tatiana MOLINA**

Advisor, Ministry of Energy, Chile

**Aniruddha PATIL**

Senior Investment Specialist, Asian Development Bank (ADB)

**Don PURKA**

Principal Investment Specialist, Asian Development Bank (ADB)

**Anja ROSENBERG**

Senior Analyst, Climate Policy Initiative

**Kruskaia SIERRA-ESCALANTE**

Acting Head, Blended Finance for Climate, Climate Business Department, International Finance Corporation (IFC), The World Bank Group

**Martin STADELMANN**

Senior Analyst, Climate Policy Initiative

**Chiara TRABACCHI**

Analyst, Climate Policy Initiative

**Wilfred VAN DEN BOS**

Investment Officer, Structured Finance Energy, FMO Entrepreneurial Development Bank

**Vikram WIDGE**

Head, Climate Finance and Policy, Climate Business Department, International Finance Corporation (IFC), The World Bank Group

**Jane WILKINSON**

Director, Climate Policy Initiative

**Ming YANG**

Senior Climate Change Specialist, the Global Environment Facility (GEF)