



Virtual Acceleration Workshops on E-Mobility & Green Industrial Parks

(Organized as part of Korea 7th Green Roundtable events)

<i>BUSINESS MODEL DESCRIPTION</i>
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Pre-events Online Forum: 15-26 June 2020

Main events: 29-30 June 2020

Post-events Online Forum: 1-7 July 2020



Business Model Name: Clean Energy Investment Accelerator

<https://p4gpartnerships.org/partnership/clean-energy-investment-accelerator>

Expanding Clean Energy Access with Multinational Companies in Developing Markets

Lead (Organization/Company): National Renewable Energy Laboratory

Main contact point: Bethany Speer, Senior Researcher

Status: **Scale-up**

Partnership Name:

Clean Energy Investment Accelerator Partnership

SDG Target:

SDG 7: Affordable and Clean Energy for All

Opportunity:

Most Fortune 100 companies have renewable energy procurement goals, but for multinational corporations with global supply chains, successfully securing clean energy is a serious challenge. In emerging economies such as Colombia, Indonesia and Vietnam the legal and market structures do not yet enable widespread on-grid procurement of dedicated renewable energy.

Description of the Solution:

A growing number of companies have set renewable energy (RE) procurement goals, representing a \$100 billion investment opportunity, but for multinational companies with supply chains across the world, successful pursuit of clean energy deployment in emerging markets is a serious challenge. The Clean Energy Investment Accelerator (CEIA), through the leadership of the U.S. National Renewable Energy Laboratory (NREL), Allotrope Partners, and the World Resources Institute (WRI), has developed an innovative model focusing on three pillars for mobilizing clean energy at scale: purchasers, pipeline and policies. Our partnership supports commercial and industrial power purchasers to send a demand signal and explore innovative solutions, demonstrates aggregated business models to grow the clean energy project pipeline, and engages with the public sector to address barriers and strengthen policies to unlock clean energy investment. Through our work in emerging markets, our team has witnessed the need for green energy procurement solutions that can be applied across industrial zones. Piloting clean energy models that can be cost-effective for both industrial park owners and tenant companies is an increasing area of focus for the CEIA and our partners..

Goals:



The CEIA supports progress toward SDG7 (affordable and clean energy) by enabling commercial and industrial (C&I) energy users to achieve sustainability and clean energy targets in key geographies, bringing down RE costs and transforming markets. The CEIA advances implementation of partner governments' efforts to meet their development goals.

By 2025, the CEIA seeks to achieve the following outcomes together with our partners:

- Cost-effective solutions and new technologies are able to **scale: C&I procurement unlocks the transition** to more than 40% RE in SE Asia and 50% RE in Latin America
- **All** energy users have **meaningful access to RE options**: New business models and robust procurement options are widely **available** and being **replicated** commercially across industrial parks and other sectors
- **Aligned policies and regulations are in place** to support replication and scaling: Public sector promotes and procures RE and supports businesses of all sizes to pursue clean energy
- Open, transparent, modernized **utilities and markets** allow RE to **compete**
- Investment mix shifts - RE investment overtakes fossils - Coal buildout is curtailed.

By 2025, the CEIA intends to expand to a \$25 million program, providing deep-dive support in 10 countries and advisory support to an additional 20, with the overall intent of mobilizing \$500 million in C&I clean energy investment.

Geographical areas of Impact:

Deep-dive markets currently include Vietnam, Colombia, Indonesia, Philippines, and Mexico, with regional engagement and lesson sharing across other emerging markets.

Partners:

- National Renewable Energy Laboratory
- Allotrope Partners
- World Resources Institute