

Thank you to the Energy Efficiency Investment Forum Sponsors



**renewable
energy
& energy
efficiency
partnership**

REEEP is a Public-Private partnership launched by the UK along with other partners at the Johannesburg World Summit on Sustainable Development (WSSD) in August 2002. The partnership structures policy initiatives for clean energy markets and facilitates financing mechanisms for sustainable energy projects. By providing opportunities for concerted collaboration among its partners, REEEP aims to accelerate the marketplace for renewable energy and energy efficiency.



The U.S. Government (USG) supports sustainable energy programs internationally, primarily through its U.S. foreign assistance efforts. Principal agencies involved in this work include the U.S. Department of State, the U.S. Agency for International Development, the U.S. Department of Energy, and the U.S. Environmental Protection Agency. Since WSSD, USG efforts have resulted in the development of numerous partnerships and initiatives worldwide to promote a wide range of sustainable energy programs. The USG views the adoption of energy efficiency as a critical element to achieve sustainable economic growth, to promote competitive business environments and to increase energy security globally.



SEFI is the UNEP Sustainable Energy Finance Initiative. SEFI's mission is to pave the way for a global scale-up of investment in energy efficiency and renewable energy. It is a platform providing financiers with the tools, support, and global network needed to conceive and manage investments in the complex and rapidly changing marketplace for clean energy technologies.



The Energy Sector Management Assistance Programme (ESMAP) promotes the role of energy in poverty reduction and economic growth in an environmentally responsible manner. It was established in 1983 under the joint sponsorship of the World Bank and UNDP and as a response to global energy crises. ESMAP is focused on pre-investment issues that have clear potential for key policy formulation and energy investment.



**THE
WORLD
BANK**

The World Bank Group's work in energy focuses on renewable energy and energy efficiency development, regional energy integration, energy access, rural and peri-urban electrification, and climate management. The World Bank supports sector reform design and implementation and capacity building for well-regulated and competitive energy markets, facilitating the transfer of knowledge and catalyzing private investment.

Bag and
Reception
Sponsor



Eaga Group is a successful, fast growing and ambitious organisation driven by firmly rooted social and environmental principles, a commitment to employee ownership and a track record of delivering lasting social and environmental change, both throughout the UK and internationally. The Group is a family of companies that provide services, products and solutions that address the social, environmental and energy efficiency objectives of Government and the private sector.

Conference Support Organizations Include:



Yale School of Forestry and
Environmental Studies;
Yale School of Management



Welcome

Welcome to the Energy Efficiency Investment Forum. This Forum is conducted in association with the 14th Meeting of the Commission on Sustainable Development (CSD 14), which will focus on energy for sustainable development, industrial development, climate change, and atmospheric/air pollution. Energy efficiency's potential impact on these issues is larger, at least in the short- and medium-term, than any other energy alternative. Energy efficiency offers win-win opportunities for lowering production costs and risk, and reducing air pollution and climate change simultaneously.

However, affordability remains a challenge for poorer developing countries, and ensuring technology transfer to these countries is often problematic. In addition, many developing nations are highly dependent on foreign energy supplies, and are subject to high costs and availability issues. For economic growth to occur, reliable and affordable power must be available. Energy efficiency measures are low risk, and can be implemented quickly and cheaply. For businesses, energy efficiency can make an immediate impact on bottom line costs and improve competitiveness. Energy efficiency solutions have the added benefit of being highly distributed. By reducing loads on stressed supply networks, including at peak load times, energy efficiency improves energy security and reliability. A key to implementation issue is access to finance.

From the perspective of CSD, policies must consider both demand and supply aspects to ensure reliability of global energy supplies on a fair and stabilized energy market. The outcomes of this Forum will be included in the overall CSD 14 report. We hope that this becomes a fruitful exchange to raise awareness of market opportunities for energy efficiency investment.

The Energy Efficiency Investment Forum is designed to attract investors, financiers, private firms, end users, and development agencies to showcase and expand profitable, energy efficiency business opportunities in the developing world. Objectives are to: increase investor awareness of the significant market opportunities for energy efficiency investments in developing countries; enhance corporate understanding of investor issues and options; identify investment players and prospective partners; share successful business and financing model structures for such projects; and feature sound, bankable energy efficiency project opportunities.

Where and When?

The Energy Efficiency Investment Forum will be held May 8 – 9, 2006, at the Millennium UN Plaza Hotel in New York City, New York, to complement the 14th Session of the United Nation's Commission on Sustainable Development (CSD), which will focus on energy.

Why Should You Participate?

Global energy demand is projected to increase by 60 percent in the next 25 years; in the developing world, demand is projected to increase by more than 160 percent. Under current practices, fossil fuel will continue to dominate the global energy mix, with enormous trade, environmental, and security consequences.

In response, countries around the world are seeking cleaner, locally based energy alternatives. Today, energy efficiency offers enormous potential to reduce demand and offset fossil fuel consumption. Improving energy efficiency throughout the economy reduces infrastructure bottlenecks and future investment requirements and reduces the need for fuel imports thereby enhancing energy security. Enhanced energy efficiency frees up capital for other social and economic development needs, increases a company's and country's competitiveness through more sustainable industrial production, and reduces both local air pollution and greenhouse gas emissions.

Despite profitable business opportunities for energy efficiency projects in a number of developing countries worldwide and the growing market potential, actual investments in the energy efficiency sector, both by private and public entities have been slow. Recent surges in fossil fuel prices, combined with growing energy demand and increased awareness of the need to reduce greenhouse gas emissions in many countries is opening the markets for these services and providing significant opportunity for investment. Further, rapid technology advances are leading to new approaches for power production and distribution and have made energy efficiency a more commercially attractive option. Combine the possible sale of carbon credits, and a strong business case can be made for investments in energy efficiency.

Expected Outcomes

- Sharing of experiences of bankers and entrepreneurs on energy efficiency opportunities;
- Improved understanding of the risks/rewards of investing in energy efficiency ventures;
- Enhanced awareness of financial institution requirements for investment;
- Increased awareness of the conditions for building a profitable energy efficiency portfolio;
- Sharing of successful business models and financial structuring of deals in developing countries that could be replicated;
- Identification of co-investment and risk mitigation instruments from local/international sources; and
- Increased exposure to specific efficiency projects and business opportunities for commercial and public-sector end users.

The outcomes of the Forum will be reported at the CSD-14 meeting.

Who Should Attend?

- Private Developers
- Utility Representatives
- Energy Service Companies (ESCOs), Energy Efficiency Equipment and Service Vendors
- Financial Institutions
- International Banks
- Bilateral and Multilateral Organizations
- Venture Capital Firms
- Senior Policy Makers
- End Users

**THE ENERGY EFFICIENCY INVESTMENT FORUM:
SCALING UP FINANCING IN THE DEVELOPING WORLD**

**MAY 8 – 9, 2006; MILLENNIUM UN PLAZA HOTEL
NEW YORK CITY, NEW YORK**

May 8, 2006

07:30 Registration

08:30 – 10:00 I. Energy Efficiency: Key Issues and Opportunities

*Session Chair: Ms. Marianne Osterkorn, International Director,
Renewable Energy and Energy Efficiency Partnership (REEEP)*

Economic Incentives, Drivers, and Barriers to Advancing Energy Efficiency

- *Mr. Yusupha Crookes, Senior Director for Infrastructure in South Asia, The World Bank*

Energy Efficiency and Its Role in Increasing Energy Access

- *Mr. Valli Moosa, Chairman, ESKOM*

Energy Efficiency and the Developing World: What is it and Why is it Important?

- *Ms. Yu Cong, Director for Energy Efficiency, Energy Research Institute, China National Development and Reform Commission (NDRC) and Director of Beijing Energy Efficiency Center (BECON)*

Questions and Answers

10:00 – 10:20 Coffee Break

10:20 – 12:00 II. Country Experiences in Promoting Energy Efficiency

Session Chair: Dr. Morgan Bazilian, Department Head—Energy Policy Development, Sustainable Energy Authority of Ireland

ASEAN Country Experience in Energy Efficiency

- *Dr. Weerawat Chantanakome, Executive Director, ASEAN Center for Energy*

Global Perspectives on Energy Efficiency in Developing Countries

- *Mr. Martin Lowery, Executive Vice President, National Rural Electric Cooperative Association*

Energy Efficiency Policies and Activities in Japan

- *Mr. Junichi Noka, General Manager, The Energy Conservation Center*

Energy Efficiency in the United Kingdom

- *Mr. Mitesh Dhanak, Associate Director, Group Strategic Development, Eaga Group*

Policies and Measures for Energy Efficiency Promotion in Korea

- *Mr. Jong-Whan Noh, General Manager Planning and Strategy Division, KEMCO*

Promoting Energy Efficiency Standards in Developing Countries

- *Ms. Christine Egan, Director, Collaborative Labeling and Appliance Standards Program (CLASP)*

Questions and Answers

12:00 – 13:30 Lunch

**13:30 – 15:00 III. Market-Based Approaches to Energy Efficiency-
Opportunities, Barriers, and Solutions
3 Parallel Sessions**

a. Utility Sector

Moderator: Mr. Barry Worthington, Executive Director, US Energy Association

Overview of Energy Efficiency Opportunities in the Utility and Power Sector

- *Mr. Hans Nilsson, Chairman, IEA DSM Programme/Four Fact*

Case Studies

- *Dr. Diego Arjona Argüelles, Executive Secretary, Mexican National Commission for Energy Savings (CONAE)*
- *Mr. Gene Rodrigues, Director of Energy Efficiency, Southern California Edison Company*
- *Mr. Antonio Pinhel, Commercial Superintendent, COELBA*

Questions and Answers

b. Buildings Sector

Moderator and overview of Energy Efficiency in the Buildings Sector: Mr. Greg Kats, Capital E

Case Studies

- Green Buildings in India, *Mr. S. Raghupathy, Senior Advisor, Confederation of Indian Industries-Sohrabji Godrej Green Business Center*
- EE for Local and Municipal Applications, *Mr. Phil Jessup, Executive Director, Toronto Atmospheric Fund*
- Partnership with Local Authorities for Better Energy Efficiency in Building, *Mr. Michel Hamelin, Deputy Director of International Affairs, ADEME*
- Health Impacts of Energy Efficiency in the Building Sector, *Dr. Wayne Thomann, Duke University Medical Center*
- Motivating for efficiency investments, *Mr. Justus von Widekind, CO2online*

Questions and Answers

c. Industry Sector

Moderator: Mr. Michael Ayoub, Senior IO of General Manufacturing and Services and Member of the Primary Metals Team, International Finance Corporation

Overview of Energy Efficiency Opportunities in the Industrial Sector

Case Studies

- Moroccan Agro-Industrial Sector, *Mr. Yvan Gravel, Project Director, IED*
- Energy Efficiency and Industry Development, *Mr. Huang Ming, Himin Solar Co. Ltd*
- Customer Perspective from AMD, *Mr. George Warren, Government and Education Markets, Advanced Micro Devices*

Questions and Answers

15:00 – 15:30

Coffee Break

15:30 – 16:15 IV. Sector Reports on Market-Based Approaches to Energy Efficiency

Moderators from Session III report on key issues/themes discussed in their group

- *Mr. Barry Worthington, Utility Sector Moderator*
- *Mr. Greg Kats, Buildings Sector Moderator*
- *Mr. Michael Ayoub, Industry Sector Moderator*

16:15 – 18:00 V. Energy Efficiency Financing and Mobilizing Local Capital Markets

Session Chair: Ms. Linda Conlin, Member of the Board of Directors, Export-Import Bank of the United States

Challenges and Solutions: A Private Sector Perspective

- *Mr. Thomas K. Dreessen, Chief Executive Officer, Energy Performance Services*

Public Finance Mechanisms to Increase Investment in Energy Efficiency

- *Ms. Virginia Sonntag-O'Brien, Director, BASE and Co-Coordinator, UNEP Sustainable Energy Finance Initiative (SEFI)*

Energy Efficiency Finance Program Business Models & Strategies for their Replication

- *Mr. John MacLean, President, Energy Efficiency Finance Corporation*

Investing in Energy Efficiency in Central and Eastern Europe

- *Mr. Frederic Romig, Division for Sustainable Energy, United Nations Economic Commission for Europe (UNECE)*

The Overseas Private Investment Corporation (OPIC) Financing Options

- *Ms. Nancy Rivera, Director, Structured Finance, OPIC*

Energy Efficiency Financing and Development of Local Commercial Infrastructure: The APEC Experience

- *Ms. Larisa Dobriansky, Deputy Assistant Secretary, Office of National Energy Policy, US Department of Energy*

18:00 VI. Wrap Up

May 9

09:00 – 11:30 VII. Multi-Stakeholder Roundtable on Energy Efficiency Financing and Mobilizing Local Capital Markets

Session Chair: *Ms. Kateri Callahan, President, Alliance to Save Energy*

Financial and Institutional Investor Perspectives (10 minutes each)

- *Mr. R. Prabha, General Manager, Canara Bank*
- *Ms. Pornpilai Burasai, Vice President, Business Development, Bankthai Public Company Limited*
- *Mr. Lewis Milford, Executive Director, Clean Energy States Alliance (CESA)*
- *Mr. Troy Rillo, Managing Director, Cornell Capital Partners*
- ***Energy Service Provider Response: Mr. Victor Pocius, Johnson Controls, Inc.***

Question, Answer, and Group Discussion

10:00 – 10:30 Coffee Break

Multilateral and Bilateral Institution Perspectives (10 minutes each)

- *Mr. Russell Sturm, Principal Projects Officer, Sustainable Energy Team Leader, Environmental Finance Group, International Finance Corporation (IFC)*
- *Mr. Gordon Weynand, Energy Team Leader, Office of Infrastructure & Engineering, Bureau for Economic Growth, Agriculture, & Trade, US Agency for International Development (USAID)*
- *Mr. Robert Taylor, Lead Energy Specialist, The World Bank*
- *Mr. Takashi Hongo, Director General and Special Advisor for Kyoto Mechanisms in Tokyo Head Office, Japan Bank for International Cooperation*
- *Mr. Samuel Tumiwa, Senior Energy Sector Specialist, Regional and Sustainable Development Department, Asian Development Bank*
- ***Energy Service Provider Response: Mr. Bob Dixon, Senior Vice President, Siemens Global ESCO Services***

11:30 – 13:00 VIII. Breakout Groups to Enable More In-Depth Discussion and Problem Resolution on Advancing Energy Efficiency in Developing Countries

Session Chair: Ms. Judy Siegel, President, Energy and Security Group

A set of 3 breakout groups (2 for finance, 1 for policy/market transformation) will be organized to answer the following set of questions.

- Provide 3 – 5 elements of a successful Energy Efficiency program
- What critical gaps remain in your countries that prevent large-scale Energy Efficiency investment
- Please provide 3 – 5 policy measures that have been most effective in scaling-up the use of Energy Efficiency
- Provide examples of successful public-private partnerships in advancing the use of Energy Efficiency
- Identify 3 – 5 key issues associated with Energy Efficiency market transformation (e.g., labels, standards, and certification)

Session moderators include:

- *Mr. Ashok Sarkar, Senior Energy Specialist, World Bank*
- *Mr. Jas Singh, Energy Team Planning, Policy, and Coordination Advisor, US Agency for International Development*
- *Mr. Griffin Thompson, Senior Energy Advisor, US Department of State*

Rapporteurs will be assigned to each Breakout Group. Breakout Group will be reported out in the next session and will be provided as input at CSD 14 and in the associated CSD 14 matrix

13:00 – 14:30 Lunch

14:30 – 15:30 IX. Breakout Group Reports

Session Chair: Ms. Judy Siegel, President, Energy and Security Group

Rapporteurs from each of the prior Breakout Groups report on key issues, findings, and recommendations from their session.

15:30 – 16:00 Coffee Break

16:00 – 18:00 X. Scaling Up Energy Efficiency in the Developing World: Dignitary Panel

*Ms. Paula Dobriansky, Under Secretary, US Department of State,
Session Chair*

Country Experiences in Energy Efficiency Applications:

- *Mr. Carlos Dominguez Ahedo, Director General, National Commission for Energy Efficiency*
- *Mr. Andy Karsner, Assistant Secretary for Energy Efficiency and Renewable Energy, US Department of Energy*
- *Global Environment Facility Perspectives on Energy Efficiency—Experience of \$1 Billion in Investments, Mr. Richard Hosier, Team Leader for Climate and Chemicals, the Global Environment Facility*
- *Mr. Kevin Nassiep, Department of Minerals and Energy, South Africa*
- *Mr. Maher Aziz Bedrous, Egyptian Electricity Holding Company*

Questions and Answers

18:00 XI. Meeting Wrap Up

18:30 – 20:00 Farewell Reception