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DAI AND ENERGY

Expanding access to sustainable, reliable, and affordable energy is at the very foundation of human and economic development. Renewable energy and energy efficiency increase economic security and productivity, while contributing to the fight against climate change. DAI uses a market-driven approach to promoting renewable energy, energy efficiency, and access. Our support has contributed to improving enabling environments, developing investment strategies, and increasing financing.

DAI
Shaping a more livable world.

Our Range of Services



FINANCE

Financial barriers can limit deployment of advanced energy technologies. DAI develops innovative financing models for sustainable energy, and manages energy finance facilities that increase investment in renewable energy and energy efficiency while reducing transaction costs and developing sustainable energy markets. We incentivize banks and microfinance institutions to lend to the clean energy sector. This assistance includes transaction support, capacity building, and risk reduction. DAI helps donors leverage private capital by engaging transaction advisors that match energy firms with investors and facilitate transactions by supporting due diligence, financials and pitch materials, reviewing terms sheets, procurement documents, and other types of support while also identifying blended finance mechanisms when required.



STRATEGY AND POLICY

DAI helps governments develop plans and policies to ensure that current and future energy service needs can be met in the most cost effective, efficient, sustainable and socially just manner. We use political economy analysis and develop interventions based on our knowledge and understanding of the political and economic drivers. DAI provides technical advice, strategic guidance, and support to public institutions, elected bodies, business associations, and citizens.



SECTOR DEVELOPMENT AND SUPPORT

Emerging enterprises often need basic training in business management, from accounting to supply chains to marketing. Businesses value support and guidance on energy transition—ensuring that skills, value chains, and technologies are available as economies move towards renewable and cleaner energy. DAI provides enterprise support as well as broader market system development to grow the sustainable energy sector.



TECHNOLOGY INNOVATION

DAI uses innovative mechanisms such as challenges and prize funds, as well as open-source tools and data to help technology innovators, entrepreneurs, and investors develop context-specific solutions with the potential for scaling up. We help businesses identify markets for clean technology and build the business skills that enable them to reach those markets and create jobs.





Nepal—Renewable Energy Programme is helping government institutions and the private sector to increase investments in distributed renewable energy technologies in industries, businesses, schools, health centres, communities, and homes across Nepal.



FINANCE

DAI manages investment funds for the clean energy sector.

Polish Residential Energy Efficiency Financing Facility (PoIREFF)

- Created a €200 million credit facility to build the market for investments in sustainable energy in the residential sector in Poland.
- Familiarized financial institutions with renewable energy and energy efficiency to expand these investments.
- Developed an online List of Eligible Materials and Equipment (LEME) of pre-approved technologies that reduced transaction costs. Materials' suppliers were allowed to register their businesses on the LEME, which helped them link with potential clients seeking energy-efficient products and materials.
- Won "Deal of the Year" at the Central and Eastern European Clean Energy Awards.

Poland 2016–2022

Client: European Bank for Reconstruction and Development (EBRD)

Poland SME Sustainable Energy Financing Facility (PoISEFF I, II)

- Established partnerships with five major financial institutions, which financed 2,012 efficient-energy projects from more than 1,900 small firms.
- Trained 200 staff of financial institutions on how to finance projects responsibly.
- Developed a website with a database of more than 700 registered companies and 7,000 eligible products.
- Honored with the Financing Deal of the Year award at the 2016 Central and Eastern European Clean Energy Awards.
- Developed LEME, an online searchable catalogue of pre-approved energy-efficient products. The LEME continues to be widely used by lenders and borrowers, with more than 70 percent of products purchased and leased under PoISEFF coming from the catalogue.
- Trained 840 staff at five financial institutions.

Poland 2010–2018

Client: EBRD

Morocco Green Economy Financing Facility II (GEFF II)

- Provide regular interaction, maintenance, and monitoring of the Green Technology Selector, the main tool used to communicate to the market a set of the best performing, affordable, and available technologies.
- Assist with the onboarding of participating financial institutions that wish to join the facility.
- Train participating financial institutions to develop marketing strategies and activities to build customer awareness and fill the pipeline with clean energy projects.
- Support participating financial institutions in the development of loan products that specifically target the client base.
- Support the sub-project lifecycle by contributing to the origination, preparation, and financing of building-level energy efficiency sub-projects, including conducting eligibility assessments.
- Implement a Gender Action Plan based on the country-level Gender Baseline Assessment on the awareness of climate change risk, differentiated needs, and coping strategies, as well as obstacles to access finance for green technologies for women and men.

Morocco 2021–2025

Client: EBRD

PoIREFF won "Deal of the Year" at the Central and Eastern European Clean Energy Awards.



INVEST: Children benefit from improved solar power in Kenya.
Photo: Azuri

INVEST

INVEST is a flexible, efficient buy-in mechanism that helps the U.S. Agency for International Development (USAID) mobilize private capital. That includes support for assessments, structuring funds, and providing transaction advisory services. INVEST is working with Power Africa in Kenya and Uganda to mobilize investment for solar home and mini-grid companies to expand electricity for hundreds of thousands of East Africans. INVEST has engaged transactions advisors CrossBoundary and Open Capital Advisors to identify, engage, and support investment in these energy firms and work with lenders and investors to increase the flow of finance into the sector. It is also working with the Government of Haiti to implement a public private partnership for the Caracol Power Utility North-East Region Grid. To date, INVEST has:

- Mobilized \$274 million in capital and supported 90 transactions, including 71 closed deals. An additional \$1.15 billion in transactions are projected based on current capital raise efforts.
- Completed a rapid assessment of Gender Lens Investing opportunities in five countries in sub-Saharan Africa, identifying 25 opportunities and recommendations for USAID's GenDev programming. Provided catalytic capital for gender-lens investing funds, including Women's World Banking's Capital Partners Fund II.
- Conducted a market assessment and designed a blended finance funding platform for USAID in India to mobilize resources and invest in water, sanitation, and hygiene (WASH), environmental, energy, and health sectors.
- Provided transaction advisory support to Power Africa for solar energy and mini-grid expansion in Kenya, raising more than \$60.5 million in equity transactions.
- Grown the USAID Finance and Investment Network from 26 in 2017 to more than 459 members in 2022. This diverse network has expertise in a wide range of sectors and works in 195 countries.

2017–2024

Client: U.S. Agency for International Development (USAID)

Tunisia Green Economy Financing Facility (Tunisia GEFF)

- Build the capacity of partner banks to develop loan products and assess applications for financing efficient energy projects.
- Assist small and medium businesses to identify cost-efficient energy upgrades.
- Implement strategic marketing to promote Tunisia GEFF to banks, businesses, and business associations.
- Work with suppliers of energy-efficient equipment and maintain a mechanism to promote uptake of energy-efficient technology in Tunisia.
- Ensure transfer of skills to financial institutions, local engineers, and businesses to sustain Tunisia's efficient energy market.

Tunisia 2019–2023

Client: EBRD

Morocco Green Value Chains (Morocco GVC)

- Supported four financial institutions to on-lend €5.3 million to 19 approved energy efficiency projects.
- Conducted eligibility checks of potential projects within the pipeline, having conducted more than 60 assessments to date.
- Provided support to more than 190 potential sub-borrowers in meeting investment requirements.
- Trained staff in more than 450 loan offices in financial institutions on green economy investments, climate adaptation investments, and facility requirements.
- Raised awareness of energy efficiency in the small and midsize business sector by supporting the financial institutions in marketing through industry workshops and events, having reached more than 14,000 companies.

Morocco 2018–2022

Client: EBRD



STRATEGY AND POLICY

DAI draws from many years of experience building government capacity in strategic planning and policy, and uses tools such as political economy analysis.

Support the Secretariat of the Global Covenant of Mayors for Climate and Energy

The idea of changing how we plan, build, manage, and power our cities and towns paved the way for the development of the Global Covenant of Mayors (GCoM) for Climate and Energy initiative. In 2020, more than 10,000 cities from 138 countries across six continents—representing 21 percent of the global urban population—were signatories of the GCoM. Their participation reflects their pledge to implement policies and undertake measures to reduce or limit greenhouse gas emissions, prepare for the impacts of climate change, increase access to sustainable energy, and track progress toward these objectives.

DAI's support for the Secretariat project develops, monitors, and leads climate and sustainable energy action and global diplomacy through the local level, supporting the implementation of the Paris Agreement, the 2030 Agenda and the Sustainable Development Goals, and other United Nations' initiatives on cities and climate change.

Worldwide 2020–2024
Client: European Union (EU)

Global Covenant of Mayors (GCoM) for Climate and Energy

- Support the national and regional covenants in prioritized countries by providing funding in line with the approved Strategies of the EU Support to the GCoM and all relevant procedural, administrative, and quality control criteria.
- Support the secretariats in Asia through the provision of dedicated resources, technical assistance, and methodological guidance and supervision, including help desk services.
- Enhance synergies between national and regional covenants, the GCoM Asia framework and global secretariat, and other geographical GCoM contracts, ensuring effective knowledge capitalization, exchange, and networking.
- Support select cities in the GCoM Asia region in implementing ambitious climate and energy commitments, focusing on “translating” these commitments into actions through the target and priority setting process, based on their Sustainable Energy and Climate Action Plans.
- Link municipalities with businesses and promote EU business, innovation, and technologies, as well as international value chains.

Asia 2021–2024
Client: EU

Turkey Technical Assistance for Establishment of Boosting Effective and Sustainable Transformation for Energy (BEST for Energy)

- Prepare a development strategy and action plan for Izmir's renewable energy services and equipment cluster.
- Promote the renewable energy service and equipment cluster.
- Create capacity building activities for cluster organizations, the Izmir Development Agency, and stakeholders.

Turkey 2020–2023
Client: EU





SPEED: Created a comprehensive guide for implementing Mozambique's land legislation and trained Ministry of Agriculture staff in its use.

Acting for Climate in South Mediterranean (Clima-Med)

- Helped create a Donors Coordination Group to create synergy with international finance institutions and donors' initiatives in the Middle East and North Africa, that have the potential to support finance of projects identified in municipal Sustainable Energy Access and Climate Action Plans.
- Approximately 70 municipalities from all seven countries covered by the project—Algeria, Egypt, Israel, Jordan, Lebanon, Morocco, Palestine, and Tunisia—have been supported in preparing their plans.
- Provided Help Desk Services on a regular basis to local authorities from the Maghreb and Mashreq project offices, to respond to the demand for coaching cities along with the preparation of their climate plans.

South Mediterranean 2018–2025

Client: EU

Mozambique Supporting the Policy Environment for Economic Development (SPEED, SPEED+, SPEED III)

Originally known as SPEED, the first project helped develop legislation for an independent energy regulator. The follow-on project, SPEED+, helped establish the agency and trains regulators. The third iteration of SPEED, started in 2021, is improving Mozambique's business enabling environment and enhancing governance in agriculture, trade facilitation, energy, biodiversity conservation, and health. Achievements to date include:

- Assisted in reviewing the National Commercial Code for the Mozambique Council of Ministers, which will simplify the process of registering and starting a business in Mozambique.
- Developed a decree to establish the National Trade Facilitation Committee, which coordinates and monitors implementation of the World Trade Organization Trade Facilitation Agreement.
- Created a comprehensive guide for implementing Mozambique's land legislation and trained Ministry of Agriculture staff in its use.
- Collaborated with USAID's Power Africa initiative to help Mozambique create a new independent energy regulator, the Energy Regulatory Authority.

Mozambique 2010–2026

Client: USAID

Egypt Technical Assistance Improving Access to Finance by Facilitating Business Expansion of Promising and Growing Small and Medium Enterprises

DAI's technical assistance to the European Investment Bank works to expand sustainable lending to SMEs in Egypt. This contributes to the broadening and deepening of the financial sector and promotes the development of the private sector. It also creates and secures employment and income in strategic sectors of Egypt including in the energy sector.

- Assist the Bank of Alexandria's lending and advising activities in the sector.
- Design and roll out a tailor-made programme, the "Advanced Support Programme for Growing SMEs," aiming to bring dynamic, growing SMEs to "listing ready" status in the Nile Stock Exchange and thus overcoming constraints limiting their further expansion.

Egypt 2021–2022

Client: European Investment Bank

Vietnam Urban Energy Security (VUES)

- Supported the Vietnam Electricity Corporation (EVN) to conduct a utility technical and financial impact analysis of various rooftop solar deployment scenarios, evaluate rooftop solar systems in its electricity distribution network, and build EVN's capacity to mitigate adverse impacts to the grid.
- Organized a workshop, with the National Renewable Energy Laboratory (NREL), for more than 145 participants from the Ho Chi Minh City and Da Nang Departments of Industry and Trade, Electricity of Vietnam, the cities' agencies, and grid operators to study the financial impact of rooftop photovoltaic development to utilities.
- Hosted a workshop with the U.S. Development Finance Corporation (DFC) to orient more than 50 clean-energy project developers to the DFC, and connect them with financing opportunities.
- Launched its first Innovation Challenge Fund request for proposals in June 2021. This round selected four innovative, clean distributed energy solutions, suitable for application in industrial plants and commercial buildings, and one innovative mobile application that helps households to monitor and save on electricity bills.

Vietnam 2019–2023

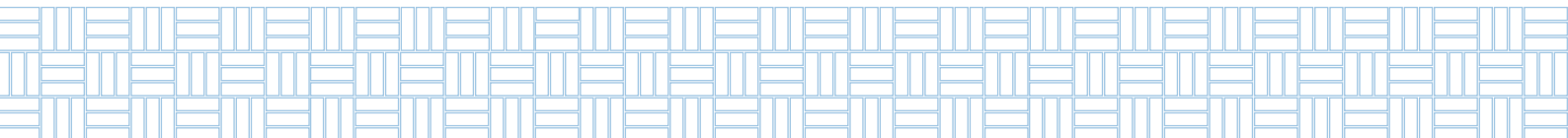
Client: USAID

EU Global Support Facility for Nationally Determined Contributions (NDCs)

- Provide technical support to partner countries, helping them plan climate in the context of the Paris Agreement, the Sendai Framework, and the 2030 Agenda.
- Support the design and implementation of public economic policies contributing to climate mitigation and adaptation objectives.
- Support partner countries' review and enhancement of monitoring, reporting, and verification frameworks related to NDCs and climate strategies.
- Train stakeholders on the implementation of the Paris Agreement, the Sendai Framework, and the 2030 Agenda.
- Produce communication and visibility products including videos, webpages, and banners/posters around the NDCs.

Worldwide 2021–2026

Client: EU





DEVELOPMENT AND SUPPORT

DAI provides support for energy transition and creating an enabling environment for clean energy investment, as well as broader market systems development and job creation.

Palestine Finance for Jobs (F4J)

- Implemented on behalf of the Palestinian Ministry of Finance, F4J addresses constraints to job growth in the West Bank and Gaza by developing innovative financing instruments to promote business investment.
- Introduced the Entrepreneurship Ecosystem Matching Grant (EE-MG) cost-sharing mechanism targeting early-stage investment funds for startup and early-stage enterprises.
- Introduced the Investment Co-Financing Facility (ICF), a risk-sharing grant mechanism providing private sector investments that may otherwise not be considered viable.
- Won an award from the United Nations Framework Convention on Climate Change Secretariat in the category, "Financing for Climate Friendly Investment." The award acknowledged support for a solar-powered industrial park in Gaza and 500 solar-powered public schools, which were praised for their "innovative financing structure."
- Introduced the World Bank's first Development Impact Bond (DIB) to be implemented worldwide. The DIB catalyzes the role of the private sector by crowding in both private sector capital and expertise to better incentivize employment outcomes.

Palestine 2016–2025

Client: World Bank

Jordan Competitiveness Project (JCP)

- Streamlined the process for participating in the Jordan-EU Trade Agreement, which designated 18 development zones to participate in the trade-facilitation program.
- Supported iPARK in creating a national network of incubators in Amman, Irbid, and Aqaba, incubating 77 new companies and creating 327 new jobs.
- Supported the electric vehicle industry with regulations to capture and sell solar-generated electricity at charging stations, and helped enable investment in those stations.
- Supported Jordan Education for Employment to place 750 college graduates, 53 percent of whom were women.

Jordan 2013–2019

Client: USAID

Nepal Renewable Energy Program (NREP)

- Built a Sustainable Energy Challenge Fund Application Portal that accepts applications for needs-based public sector financial assistance to de-risk and catalyzes private sector investments in distributed renewable energy, primarily in the commercial and industrial markets.
- Brought to a financial close NREP's first distributed renewable energy project.
- Launched the Sustainable Energy Challenge Fund to create an investment climate to catalyze private sector investments, help diversify Nepal's non-hydro energy generation mix, enable year-round renewable energy generation, and support the zero emissions by 2050 aim through a long-term, low-carbon economic development strategy.

Nepal 2019–2023

Client: U.K. Foreign, Commonwealth & Development Office (FCDO)

Finance for Jobs (F4J):

Won an award from the United Nations Framework Convention on Climate Change Secretariat in the category, "Financing for Climate Friendly Investment."

**Jordan Competitiveness Project:**

Supported Jordan Education for Employment to place 750 college graduates, 53 percent of whom were women.

Ukraine Economic Resilience Activity (ERA)

ERA empowers eastern Ukrainians to establish and develop SMEs to innovate and enter new markets in Ukraine, the European Union, and elsewhere.

- Facilitated inward investment of Danish engineering firm BIR in Rubizhne, a city in the Luhansk Oblast in eastern Ukraine. To date, BIR has procured \$25,000 worth of computers and software and weighed in on curriculum requirements to launch the Rubizhne training of trainers' program at Dahl University with the plan to hire the trained graduates.
- Assisted 935 vulnerable and hard-to-reach beneficiaries—of whom 61 percent were female—in the first year with training and technical assistance.
- Supported grantee Ukrainian Leadership Academy to host a youth forum called "Every Tomorrow Starts Today." More than 400 young leaders from all 24 oblasts of Ukraine helped develop a vision for "Ukraine 2030."

Ukraine 2018–2024 (Paused effective February 2022)

Client: USAID

Mexico Clean Energy Programme

- Works to reduce poverty, generate socially inclusive growth, and help facilitate Mexico's transition from a hydrocarbon to clean energy economy by addressing key market failures in the Mexican energy sector.
- Creates three enterprise development centers to lead programs geared at workforce development, assistance to small firms, and regulator capacity development. The headquarters will be in Mexico City, an oil and gas hub in Tabasco, and a clean energy hub in Jalisco.

Mexico 2019–2022

Client: FCDO

TECHNOLOGY INNOVATION



DAI advises private energy companies on tapping into the local labor force and supply chain to demonstrate their long-term commitment to a country's development using our proprietary Local Content Optimization Model (LCOM).

Nigeria Value Chain Analysis of Energy Sector

- Provided technical and project advisory support to attract investment in small-scale power generation and energy access solutions.
- Conducted a value chain analysis of the Nigerian electricity sector to understand the potential for electricity distribution projects in underserved and off-grid areas.
- Identified three sites for prospective investment using political economy, cost, and economic analyses, and developed detailed investor briefings for each of the three identified sites.
- Outlined the business case for well-defined, small-scale projects, and helped investors understand the current landscape for distributed power investments in Nigeria.

Nigeria 2014–2016

Client: Niger Delta Partnership Initiative Foundation

Canada Marine Renewables Supply Chain Assessment 2018

Marine Renewables Canada commissioned DAI to identify the size of the market for Nova Scotian firms interested in exporting their services in the renewables sector.

- Assessed the capacity of Nova Scotian suppliers to meet the requirements of export markets and identified market opportunities and barriers.
- Developed a framework to quantify opportunities in the marine renewables industry by supply chain category. The framework included a review of standard requirements for offshore wind and tidal goods and services and projected spending profiles.
- Identified most competitive Nova Scotian supply chains for offshore wind and tidal procurements. The findings were presented to local marine services businesses to aid decision making when bidding on procurements in offshore wind and tidal energy.

Canada 2018

Client: Marine Renewables Canada

EcoMicro—IPED Green Finance for Renewable Energy and Energy Efficiency for MSMEs in Guyana

The Institute of Private Enterprise Development (IPED)'s EcoMicro Guyana project is part of the Inter-American Development Bank (IDB)'s green energy portfolio in Latin America and the Caribbean. The IDB provided IPED with funds for financing green loans.

- Assisted IPED, a Guyanese microfinance bank, to develop green loan products that enable businesses to finance the purchase of renewable energy and energy-efficient technologies.
- Designed a digital tool for IPED's loan officers to screen climate risk as part of their loan underwriting process and assisting IPED in developing an institutional greening policy.

Guyana 2019–2021

Client: Inter-American Development Bank

Green Hydrogen Local Content and Economic Impact Modelling Assessment

A public sector client in the Middle East commissioned DAI to assess the economic impact—including local content opportunities—of a national energy transition from fossil fuels toward clean hydrogen-based solutions.

- Demonstrated the total economic impact of the client's transition to clean hydrogen energy use by 2040, assuming the presence of a global carbon tax.
- Provided scenario-based economic estimates of real economic impact; quantified the value of societal benefits due to emission abatements using computable general equilibrium analysis.

Middle East 2021

SHAPING A MORE LIVABLE WORLD.



OUR OFFICES

- **Abuja**, Nigeria
- **Amman**, Jordan
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- **Apsley**, United Kingdom
- **Belgrade**, Serbia
- **Bethesda**, Maryland, United States
- **Bogota**, Colombia
- **Brussels**, Belgium
- **Georgetown**, Guyana
- **Islamabad**, Pakistan
- **Lagos**, Nigeria
- **London**, United Kingdom
- **Muscat**, Oman
- **Ramallah**, Palestine
- **Sofia**, Bulgaria
- **Vienna**, Austria

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