

Work with environmental investment projects since November 2020

Работа по подготовке экологических инвестиционных проектов с ноября 2020 г.

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This project is implemented by the consortium led by Stantec, with ELLE (Estonian, Latvian & Lithuanian Environment), ACTED, and Kommunal kredit Public Consulting as the consortium partners.

WECOOP approach to provide support in developing investment projects in CA:

- Preparation and distribution of the *Questionnaire on potential projects with the main goal of reduction of air pollution (AirInvest)* (including electronic one using Google forms);
- Review of the questionnaires to find promising projects;
- Contacting project promoters;

- Open to direct approach from private companies



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WECOOP AirInvest questionnaire:

- Response from 8 cities from the Kyrgyz Republic and 23 from Kazakhstan (some are from the same city but different organisations), no responses from other CA countries;
- After the review, WECOOP team tried to contact the most promising cities (4 from the Kyrgyz Republic and 4 from Kazakhstan);
- Only the city of Bishkek came with comprehensive list of projects and followed online discussions;
- City of Uralsk did not respond immediately but recently approached WECOOP regarding the CNG buses and the discussion is ongoing



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Private companies:

Four private companies (from KZ and UZ) approached WECOOP to support their environmental projects, for two of them WECOOP provided support:

- the quick appraisal of the business plan, finding mistakes in the documentation and the conclusions in English that they plan to use in approaching potential investor;
- the outline of the documentation needed to seek investors and further discussion on environmental impact of the project;
- other two were seeking for grants. One was clearly out of WECOOP scope, the other one is working on redefined scope and expecting further development with EIB funding for industries

Some conclusions:

- Private companies are well prepared (including business plans) and seeking for potential investors however often it is difficult to them to define what they want from the investor and conditions they offer;
- Cities have a lot of ideas to improve the air quality but the investment projects are not mature at all, usually they do not have even the project concept ready;
- Cities are often seeking for the free money, debt financing is not usual approach for them;
- Some cities want investment projects by private entities while the profitability of the project depends on prices not fully controlled by the city (like FIT for renewables, bus tickets)



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Thank you!

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