

Select European climate funds accessible to Canadian companies

Most European contributions to climate finance are made through multilateral funds, such as the [Green Climate Fund](#), the [Climate Investment Funds](#), the [Global Environment Facility](#) and the [Least Developed Countries Fund](#). That said, other contributions are funnelled through funds that the private sector can access directly (e.g. [European Development Finance Institutions](#) (DFIs), pension funds). The table below presents examples of European climate funds available to Canadian companies for projects that support developing countries to mitigate and adapt to climate change.

Overview of select European climate funds

Fund	Overview	Canadian experience
Access to Energy Fund (Netherlands)	Jointly initiated by the Dutch government and development bank FMO in 2003 to support private sector projects aimed at providing long-term access to energy services in sub-Saharan Africa.	Yes
Climate Investor One (Netherlands)	The facility offers an innovative, complete life-cycle financing solution, providing different financing windows to both public and private sector investors for investments in renewable energy.	Yes
Norfund (Norway)	Mandated to support the building of sustainable businesses in poor countries so as to contribute to economic and social development. Its approach is that of an active minority investor. In addition to its headquarters in Oslo, Norfund has regional offices in Nairobi, Maputo, Bangkok and San José.	Yes
Nordic Environment Finance Corporation (Nordic countries)	Established by the Nordic governments (Sweden, Denmark, Norway, Iceland and Finland) in 1990. All of the corporation's activities focus on generating positive environmental results, and all projects have to comply with its strict environmental guidelines.	No
Stichting Pensioenfonds ABP (Netherlands)	ABP is the pension fund for government and education employees in the Netherlands. It is the largest pension fund in the Netherlands and among the largest in the world. It has a responsible investment policy that includes ambitious targets in terms of sustainable development.	Yes
Interact Climate Change Facility (European DFIs)	The facility promotes the use of renewable energy, clean technology and energy efficiency in developing countries through long-term financing. It is financed mainly by the French Development Agency, through PROPARCO, and the	No

Currently, the majority of these funds target projects to mitigate climate change, specifically renewable energy and energy efficiency, as this field and its related technologies are increasingly well-established and have demonstrated strong potential for financially sustainable investments. When it comes to projects to adapt to climate change, private sector and DFI involvement is still limited.

How to access funds

Accessing European climate funds may present some challenges for Canadian companies, as processes to access many of these funds are not always publicly disclosed, and they can tend to favour European or national companies. However, Canadian companies have a few options to access these funds.

Some DFIs and funds have public email addresses that can be used to get in touch directly with fund managers to discuss project opportunities and submit proposals. This may be a rapid and efficient way to access funding, especially if a business plan has already been developed. Chances of success are, however, uncertain due to limited information in the final decision-making process.

The alternative to this option is more demanding, in terms of time and financial resources, but has the possibility to yield lasting results. It consists of making the company known to potential investors and building a project proposal tailored to their expectations. This would involve the following steps:

1. Identify networking opportunities where representatives from desired funds will be present, either in Europe or in the country of implementation of the project.
2. Participate in these events and become acquainted with representatives of the funds.
3. Follow up by email and organize an informal meeting, ideally at the fund's headquarters. If needed, ask to be put in contact with the most relevant contacts for the project and meet with them.
4. Bring the project ideas into the discussion and receive feedback on expectations and priorities from the fund manager, in addition to any general advice.
5. When the timing is appropriate (receptiveness from the fund), submit the proposal.

Generally, it will be important for Canadian companies to become known and build a reputation in Europe to open doors for these investments. In addition to the suggestions above, another way to achieve this may be to associate with well-established European firms on smaller contracts. To access some funds (e.g. [Nordic Climate Facility](#)), European partners may even be a requirement. To this end, participating in relevant events can help to build a network of European partners. A physical/legal presence could also be an advantage, in terms of building trust with potential partners, but it is not a necessity.

For more information on the funds highlighted above and other funds available in Europe, in addition to strategies for accessing these funds, please contact:

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Please also visit the Trade Commissioner Services' [Climate finance business development](#) to learn more about international climate finance sources and opportunities.