



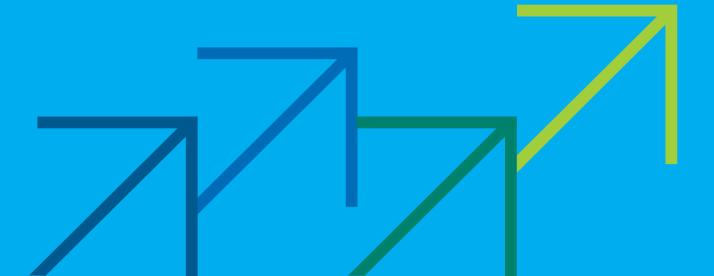






From TA to Investment: KEITI's Path to Scalable Green Impact

Kim Kihwan, General Manager of KEITI Colombia, KEITI

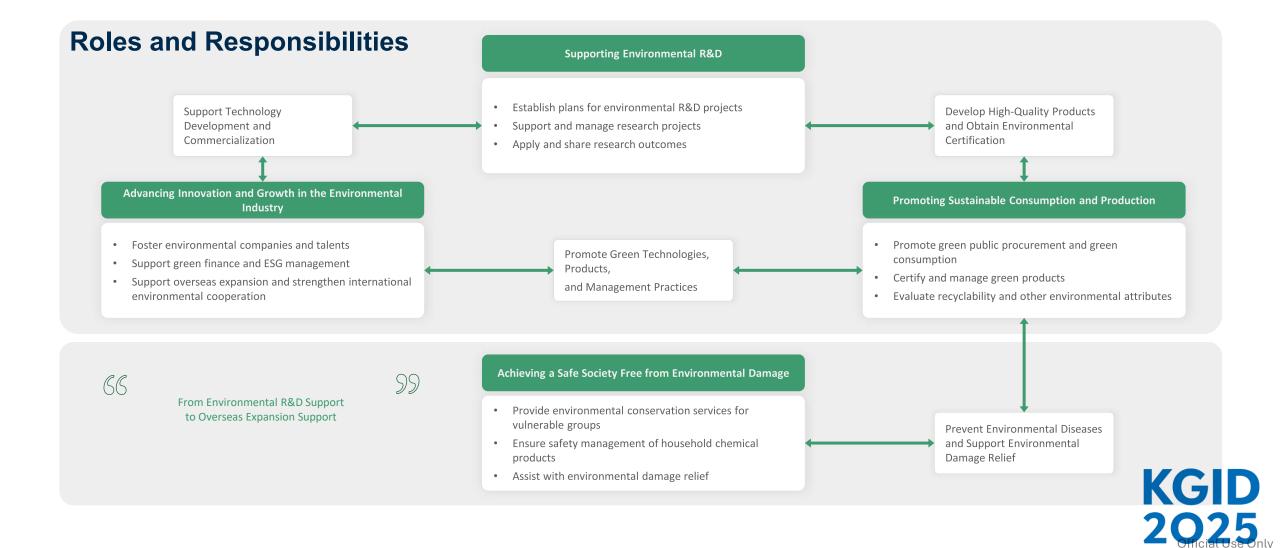


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Introduction & History of KEITI



Introduction & History of KEITI

Historic Milestones in Global Cooperation Projects





International joint cooperation – on-site demonstration



2007

Master-planning for environmental improvement

Establishment and management of an export support TF (Korea Environmental Industry Promotion Institute)



2008

Preliminary feasibility study for overseas projects



2009

Establishment of the Korea Environmental Industry & Technology Institute (KEITI)

Enhancement of KEITI's international environmental cooperation capabilities (Export Support Office, Overseas Business Office)



2023

Launch of grant-funded Green ODA projects



2020

Initiation of MDB-partnered projects

Commencement of full-scale feasibility study projects



2017

Launch of partnerships with multilateral development banks (MDBs)



2016

Commencement of the Green Climate Fund (GCF) project



2014

Opening of overseas offices in Colombia and Algeria* * Relocation to Ghana

in 2024



2011

Opening of overseas offices in China,

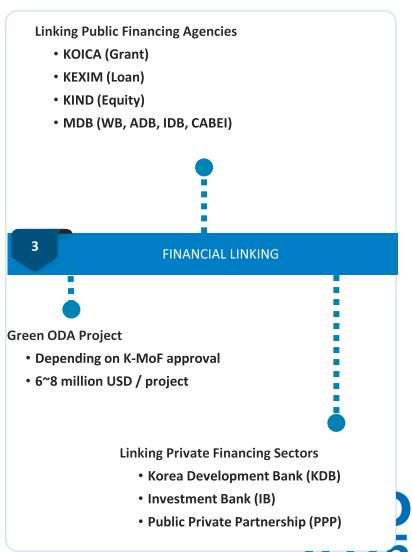
Vietnam and Indonesia



KEITI's International Cooperation Program







KEITI's International Cooperation Program(TA)

FS\$180K(Pre-FS) \$880K(FS)10~12 MSupport Korea-led overseas environmental project developmentPrivate-sector demand-drivenPre-FS, FSMP\$600K10~12 MMid- to long-term master plans & partnership pipeline buildingPartner-country (ODA recipient) demand-drivenMP, Pipeline PJ, Pre-FSMDB\$250K10~12 MProject development leveraging MDB financingMDB TTL demand-drivenPre-FS, FSGTI\$180K(Policy) \$500K(Project)10~12 MStrengthen Korea's climate initiatives via TA & capacity buildingGTI Member country/institution demand-drivenPolicy Recommendation, Pre-FS, FSGCF\$100K10~12 MCatalyze (scale up) climate financeGCF stakeholder demand-drivenFunding Proposal, SAP, FS	Program	Budget	Duration	Objective	Features	Outputs
MP\$600K10~12 Mplans & partnership pipeline building(ODA recipient) demand—drivenMP, Pipeline PJ, Pre-FSMDB\$250K10~12 MProject development leveraging MDB financingMDB TTL demand—drivenPre-FS, FSGTI\$180K(Policy) \$500K(Project)10~12 MStrengthen Korea's climate initiatives via TA & capacity buildingGTI Member country/institution demand—drivenPolicy Recommendation, Pre-FS, FSGCF\$100K10~12 MCatalyze (scale up)GCF stakeholderFunding Proposal,	FS	` ,	10~12 M	overseas environmental		Pre-FS, FS
MDB \$250K 10~12 M leveraging MDB financing Strengthen Korea's climate initiatives via TA & capacity building GCF \$100K 10~12 M Catalyze (scale up) MDB TIL demand–driven Pre-FS, FS Pre-FS, FS Catalyze (scale up) GCF stakeholder Funding Proposal,	MP	\$600K	10~12 M	plans & partnership	(ODA recipient)	-
STI \$180K(Policy) \$10~12 M climate initiatives via TA country/institution Recommendation, & capacity building demand–driven Pre-FS, FS Catalyze (scale up) GCF stakeholder Funding Proposal,	MDB	\$250K	10~12 M	leveraging MDB		Pre-FS, FS
GCE \$100K 10~12 M	GTI	` ,	10~12 M	climate initiatives via TA	country/institution	Recommendation,
	GCF	\$100K	10~12 M	• • • • • • • • • • • • • • • • • • • •		•

KEITI's Pathway for Collaboration with WB

WB WSP South Asia KE

Bangladesh, Pakistan Seoul / May, 2016

Korea-WB OLC Environmental Workshop

Mexico, Philippine, Brazil, Mozambique, Malawi, Zambia, India Seoul / June, 2016

> 2016 2018 United State of America

Korea-WB Comprehensive Waste Management Technology Workshop

Philippine, Vietnam, Indonesia, Cambodia, Myanmar, Pakistan, Lebanon, Tanzania, Cameroon, etc. Seoul, March 2018

Korea-WB Environmental Workshop

Kazakhstan, Honduras, Bangladesh, Afghanistan Seoul / September 2018

Multilateral Development Bank Cooperation Group Dispatch

Washington D.C. / December, 2018



Korea-WB Environmental Quality Policy and Technology Workshop

Peru, Bolivia Seoul / March, 2017

Korea-WB Environmental Quality Policy and Technology Workshop

Peru. Bolivia Seoul / May, 2017

Korea-WB Conference to Reduce Carbon Emission

Seoul / Oct, 2019

KEITI-WB Green Seminar

(KGID side session)

Seoul / February, 2020 Webinar / April, 2021 Webinar / May, 2022

KEITI-WB KE Seminar focused on Circular Economy and Waste Management

Seoul / Nov. 2022

Bangladesh

Pre-FS for Industrial Wastewater Pollution Management in Narayangani District

Mongolia

Pre-FS for Wastewater Treatment and Reuse Options of Bayanzurkh District, Ulaanbaatar

Indonesia

PROJECT DEVELOPMENT(KEITI-WB Joint TA)

Update and Review of Pre-feasibility for **Balikpapan Sanitation**



Bangladesh

2024

Indonesia

Pre-feasibility Study for Establishing of Circular Economy and Integrated Solid Waste Management

Philippine

Technical Assistance for Metro Manila Flood Management Project

Argentina

Pre-feasibility Study of a Waste Management Facility

2023

2025

Pre-feasibility Study for Integrated Air

Quality Management in Jakarta

Lao PDR

Cambodia

Myanmar

Solid Waste Management TA

Pollution Management TA

2018

Solid Waste Management TA

2019

Turkev

Development of a Basic Implementation Plan for Improving NRW leakage in Fatsa District of Ordu Province in Bolzman Basin

2021

Indonesia

FS for the Development of Sewage System with Citywide Inclusive Sanitation in Bogor City

Bangladesh

2022

Pre-feasibility Study for Circular Economy through Integrated Solid Waste Management in the Coastal Region

Philippine



From TA to Financing: How We Scale Impact

Project Development

(GtoG) Master-planning for environmental improvement in developing countries - Identifying follow-up projects

(**BtoG/B**) Preliminary feasibility study for overseas environmental projects

Bidding Support

(BtoG/B) Feasibility study on overseas environmental projects (assistance with in-depth F/S review)

(BtoG/B) Support project specific to global supply chain (assistance with vendor registration and bidding process)

Funding Alignment

Cooperation with international financial institutions for funding alignment (WB, ADB, CABEI)

Coordination of Korean grants and loan funding (KEXIM, KOICA)

Alignment with investment and development projects (KDB, KIND, KEXIM, etc.)



Collaboration Case 1: TA-TA Grant

Industry & Technology Institute

KEITI-WB KGGTF Joint TA Project Cooperation

Wastewater Treatment and Reuse Infrastructure TA in Mongolia

PROJECT BUDGET | KRW 400,000 (fully funded by KEITI)

PROJECT PERIOD | Dec. 2020 ~ Aug. 2021

WORK SCOPE

- Activity 1: General assessment of wastewater generation and management in Ulaanbaatar
- Activity 2: Development of the concept-level plan for the design
- Activity 3: Pre-feasibility study for the wastewater treatment and reuse infrastructure
- Activity 4: Knowledge-sharing

Support to the Ulaanbaatar Flood Protection and Sewer **Rehabilitation Project**

PROJECT BUDGET | USD 500,000

GRANT YEAR | Year 12 (from 2024) SUMMARY |





Municipality of Ulaanbaatar City (MUB) in developing and implementing projects to mitigate flood risks and improve sanitation services, which will contribute to resilient and sustainable urban development.

Circular Economy for Waste Management in Province of **Buenos Aires**

PROJECT BUDGET | USD 600,000

GRANT YEAR | Year 10 (from 2022)





The overall development objective of the proposed APL program supports the Government's Integrated Basin Clean up while simultaneously improving sanitary conditions along the banks of La Plata River and providing a long-term and cost-effective solution for the safe disposal of wastewater from the Buenos Aires Metropolitan Area.

Waste Management Facility TA in Buenos Aires, Argentina

PROJECT BUDGET | KRW 450,000 (fully funded by KEITI)

PROJECT PERIOD | Mar. 2023 ~ Mar. 2024

WORK SCOPE

Activity 1: Baseline assessment of the waste management system in Buenos Aires

Activity 2: Pre-feasibility study of the regional circular economy center

Activity 3: Knowledge-sharing





Collaboration Case 2: Loan-Grant (Blend)

Citywide resilience: fewer floods, fewer losses, faster recovery

Flood Risk Reduction

WB
(~\$80M, Loan)

• River dikes
• Flood protection channel
• Sediment control basin

Impact

Flood Damage Reduction

MoCEE-KEITI-KECO
(~\$10M, Grant)

• Rainwater pump station
• Capacity building (infrastructure management)
• Sanitation upgrade(Pit Latrine →

Development of an integrated approach can yield a greater impact on flood resilience in Ulaanbaatar

Sanitary Toilet (CBS)) in Ger

Areas

Funding MoCEE

PJ Implementation KECO

KGID 2025

PJ Development KEITI

Intake conduit

^{*} This collaboration is under discussion; details are subject to change

KEITI's TA Investment Priorities: What's Next

Proactive Expansion in Climate & Energy

With the launch of MoCEE (Oct 1), expand into climate adaptation, mitigation, and energy.

Linked/package projects to scale impact

TA–TA collaboration, TA→Loan linkage, Grant–Loan blended packages.

Project Pipeline Development in AI & Climate Tech

Provide mini-grants and field access for data collection and AI modeling pilots



THANK YOU FOR YOUR ATTENTION



