



Financed by the European Commission through the  
EC – ASEAN Energy Facility



## ASEAN – EU Energy cooperation networking for private sector

Setting up of a Business Council for  
sustainable Energy –  
Stakeholder Consultation Meeting

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FINANCIAL SUSTAINABILITY  
SHORT AND LONG TERM VIABILITY

Anjali Shanker – IED Director



## SOURCES OF FUNDS

1. Annual membership fees : need to provide valued services
2. In kind contributions from members: time to steer a committee, logistics, ...
3. Cofinancing from public or private organisations
4. Revenues from services and events





## Immediate funding needs

Personnel/payroll (see section 9.2 for staff)	94,800
External consultants, lawyers, auditors	50,000
Office costs	72,000
Transport and representation	28,600
<b>Total:</b>	<b>245,400 – 260,000€ high / Sing first year</b>

### ↳ Personnel:

↳ Senior Director,

↳ Energy specialist incl communications

↳ Book keeper / assistant



## Fees structure proposed – full members with voting rights

### Range of the latest published turn over for corporations

	Fee (\$)
> 30 million EUR	3,500
15 – 30 million EUR	2,000
3 – 15 million	1,000
< 3 million EUR	500

### Number of members or annual turn over for associations

	Fee (\$)
> 500 members or > 1 million EUR	2,000
51 – 500 members or 100,000 - 1 million EUR	1,000
< 50 members or < 100,000 EUR	500





## Associate membership – no vote

- ASEAN
  - Organisations (universities,...): 500 €
  - Individuals : 200 €

- INTERNATIONAL

### Range of the latest published turn over for corporations

> 50 million EUR	5,000 € / year
10 – 50 million EUR	2,500 € / year
5 – 10 million EUR	1,500 € / year
< 5 million EUR	500 € / year

### nNumber of members or annual turn over for associations

> 500 members or > 1 million EUR	3,000 € / year
51 – 500 members or 100,000 - 1 million EUR	1,500 € / year
< 50 members or < 100,000 EUR	1000 € / year



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## Simulation and target for membership mobilisation

- Page 25 of Master Plan
- Discuss concrete targets for the PRO TEM:
  - 5 members per country for some?
  - 10 for others?
  - 15 international?



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## **Possibility of cofunding from ASIA Invest (EU)**

- Very appropriate:
  - Capacity building of intermediary organisations
  - Business and matchmaking events for EU and ASEAN SMEs
- Deadline is in March
- Implies that:
  - ABCDE is incorporated
  - Accreditation by July
  - Steps for ACE governing council and AMEM endorsement are taken
  - Minimum number of corporate membership is secured
- Details to be elaborated tomorrow



**Thank you for your attention**

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