CTCN TECHNICAL ASSISTANCE

TECHNOLOGY DESIGN & PRIVATE SECTOR FINANCING FOR CLIMATE RESILIENT CROP PRODUCTIVITY IN MALI
GAMA IN PICTURES
 CONTENTS

• About PFAN
• Project Background
• Technical Assistance
• Approach
• Results
• Challenges
• Lessons Learnt
• Recommendations
About PFAN

• PFAN is a network member of CTCN and an affiliate of UNIDO. PFAN matches private financing with innovative low carbon, climate resilient projects in developing countries and emerging economies.

PFAN serves three functions:
• Capacitate entrepreneurs and businesses to develop bankable projects
• Mitigate investor risk
• Facilitate project funding to increase and mainstream investments in low carbon, climate resilient projects for sustainable development
PFAN cont’d

• Over 10 years operational experience in origination, preparation, development and finance facilitation.

• PFAN has raised over USD 850 million of private sector investment for clean energy and climate change projects

• The investments equate to 590 MW of clean generation capacity and an annual mitigation potential of 2.6 million tons of CO2 equivalent

• A little over 300 projects in pipeline with a total investment volume of $6.9B
BACKGROUND

PROJECT

• Construction of a semi industrial storage and processing facility drawing its entire power needs from the installation of an 80KW capacity Solar PV plant
• Targets 3 fruit crops namely mango, okra and potatoes
• Stalled Development
  • partly due to money (owner resources)
• No Financing
  • business readiness
TECHNICAL ASSISTANCE

- Review and update the *business plan* and supporting documentation accordingly;
- Develop a *cash flow* model and investment needs to reflect the project business;
- Conduct and produce an *independent feasibility audit* of the business plan to support investment decisions;
- *Facilitate financing*;
- Formulate *recommendations* and *best practices*. 
APPROACH

• Information Interviews and Desktop Review

• Coaching and Promoter Preparation

• Information Feedback and Incorporation (Stakeholders)

• Project Introduction
RESULTS

• Project Documents Readiness
  - exist in the **form** acceptable to investing community
  - reflect **current** information
• Promoter’s Capacity Enhanced
  - Promoter is able to pitch project with confidence
• Project Introduced to Investor(s)
  - ISM-E
  - Injaro
  - Others
CHALLENGES

• Data Validation
  • Source and credibility

• Finance Facilitation
  • Investor identification/Aligned Interest
  • Location concerns

• Technology Options
  • Design and Cost Information
LESSONS LEARNT

• Importance of Physical Presence
  - Faster progress achieved with in country visits
• Promoter Commitment & Signaling
  - Promoter investment was an attraction to potential investment
• Stakeholder Engagement (NDEs)
  - Facilitates access to information
RECOMMENDATIONS

- Technology Design Assistance
  - Should precede business development and finance facilitation
- Monitoring & Tracking
  - Can be part of the TA and monitoring period should be longer than TA
- Co-Financing
  - Consider having proponents contribute to TA esp. those in a position to do so
- Follow on Assistance
  - Implementation phase or residual activities
THANK YOU

• Contact Information

Albert Boateng
albert.boateng@ppl-int.com
albertboatengppl (skype)
+223-275960468