



PFAN

Accelerating Investment
for Climate and Clean Energy

Private Sector Network to Accelerate Financial Closure

Presented at the Deep Dive Workshop at the Asia Clean Energy Forum (ACEF) 2019, *Accelerating Clean Energy Technology Transformation with the Private Sector*

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Profile and Track Record

- PFAN advises low-carbon, climate resilient businesses in developing countries, and matches projects to appropriate private financing.
- PFAN mobilizes private financing to reduce GHG emissions and build climate resilience – contributing to Paris Agreement and SDGs:
 - SDGs 7 (Energy), 9 (Industry), 13 (Climate Action), and 17 (Partnership)
- Achievements since inception:



\$ 1.4 bn

Total investment leveraged



> 890 MW

Clean energy generation capacity added



113

Total closed projects



20%

Success rate – financial closures (in %) of projects that have received PFAN support



3.5 m t

Annual CO2 emission mitigation

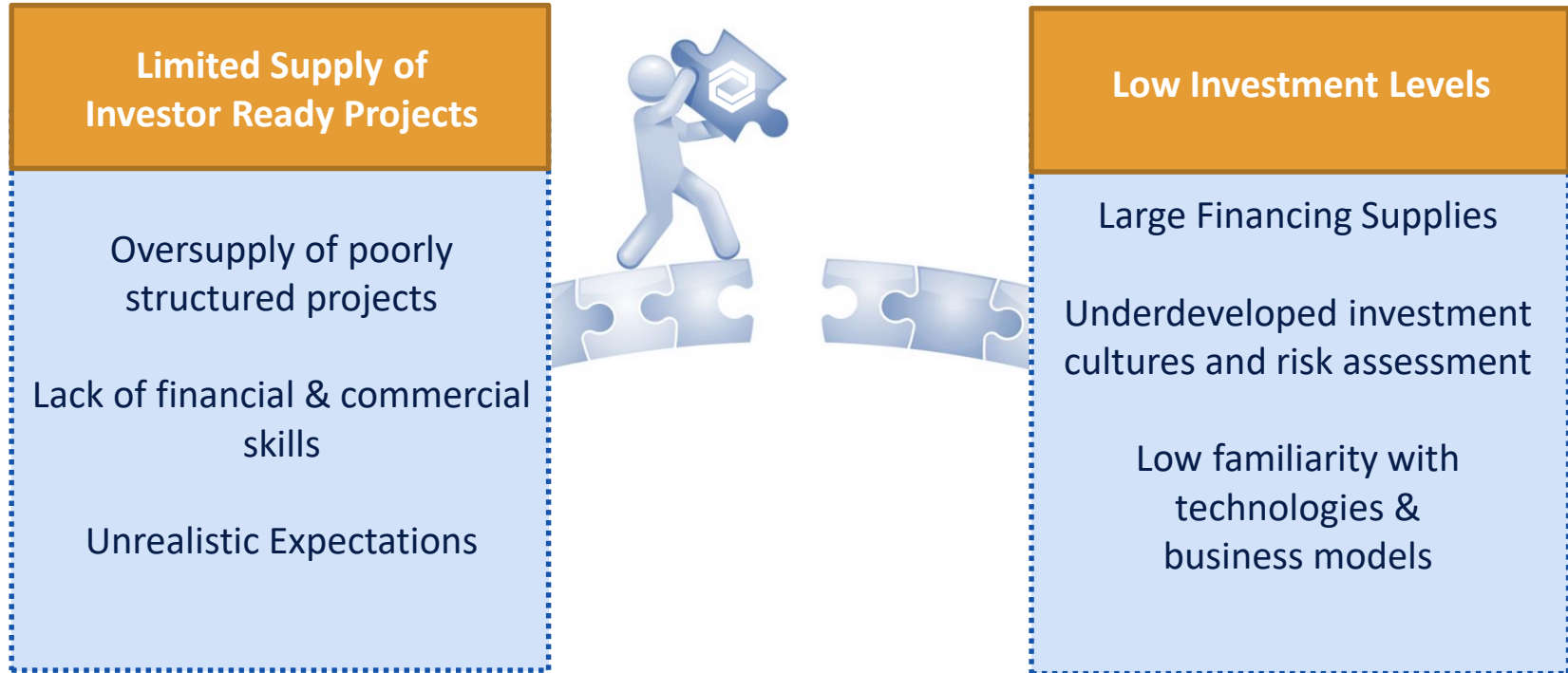


315

Total projects in the development pipeline

Value Proposition

Addressing Barriers and Bridging Gaps



Support Continuum from PFAN



PFAN's Business Model

- Investment advisory services by consultants paid a fixed fee
- Free coaching and investment facilitation for project developers
- Network of locally based private sector consultants
- Supported by network partners
- Driven by the Global and Regional Coordinators, Head Investment Facilitation and Gender Ambassador

- Funded by the donor backed Multi-Party Trust Fund
- Hosted by UNIDO and REEEP



99

Expert Consultant
Members in



39

Countries



45

Resource Partners, including
commercial banks, development
banks and investment banks,
government agencies, clean
energy sector associations and
private sector partners

Unique and proven low overhead networking business model

Key People – Background Credentials



Peter Storey

Nagaraja Rao

Albert Boateng

Sabera Khan

Thaven Naidoo

Peter du Pont

PFAN function

Global Coordinator

Head Investment
Facilitation

RC West Africa

Gender Ambassador

RC Southern Africa

RC Asia

with PFAN since

2008

2008

2014

2014

2008

2009

*professional
experience*

30 yrs

25 yrs

15 yrs

20 yrs

11 yrs

30 yrs

expertise

business model
development

corporate finance and
funding methods

deal origination and
transaction

clean technology
project development
support

project
conceptualisation

energy policy and
regulation, program
design, management,
and evaluation

expertise

deal origination

enterprise valuation

due diligence,
valuation

climate change
engagements

project management

climate and clean
energy finance

expertise

investment analysis and
structuring

capital
structuring

private equity,
venture capital

investment
advisory

strategic
management

climate change
programs

PFAN Scale-up Strategy

3x by 2022

Scaling and Refining the Proven Model

- Origination
Development & Coaching
Deal Facilitation
- Wider & Deeper Networks
- Network Specialisations
Investment Facilitation Team

Access Wholesale Capital Markets

- Bundling & Securitisation
- Develop Secondary Markets
& Liquidity
- Tailor Project Origination &
Development to Wholesale
Requirements

Strategic Partnerships for Origination, Structuring, Investment & Distribution



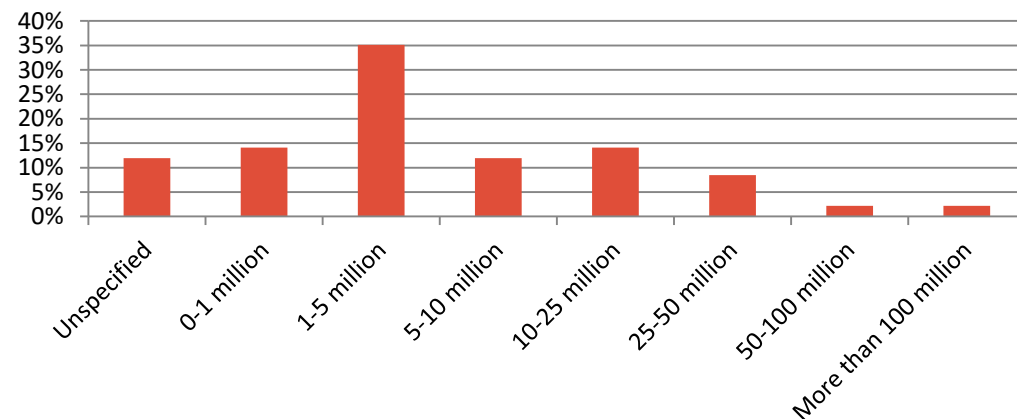
300 – 350 Projects / 30 – 70 Financial Closures / USD 250 – 700 mln pa

Project Development Pipeline

Split by Type and Investment Ask

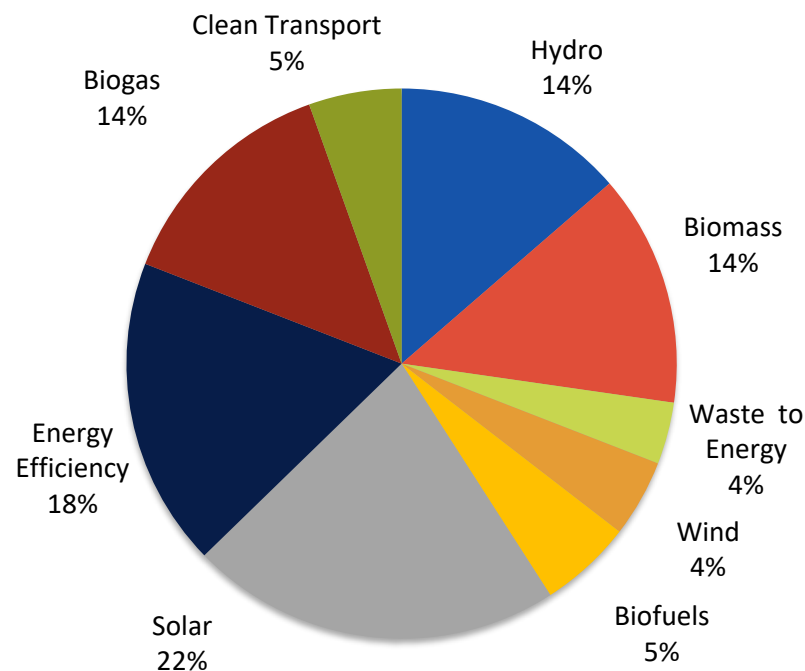
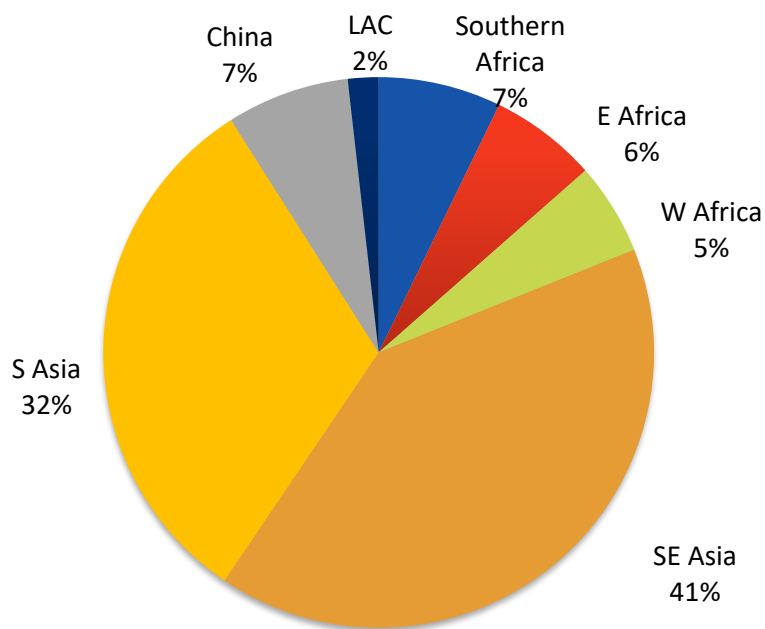
Project Type	Percentage
Brownfield	6%
Greenfield	45%
Scale-up	29%
Technology Development	8%
Merger, Acquisition or JV	1%
Unspecified	11%
Total	100%

Distribution by Investment Ask Buckets (in USD)



Project Pipeline – Closed Projects

Split by Region and Technology



Thank you for your attention!

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more information at www.pfan.net