



Introduction to PFAN

REEEP®



The Need for Private Finance

- How to finance the Sustainable Development Goals?
 - Global total overseas development assistance (ODA): \$168 billion (2013)
 - UNCTAD: Annual investment gap for the SDGs in low- and middle-income countries: \$2.5 trillion
- How to fill this gap?
- Impact Investing: “investments made into companies, organizations, and funds with the intention to generate social and environmental impact alongside a financial return.” (Global Impact Investing Network)
 - Estimated volume (2017): \$114 billion, and growing rapidly

Why PFAN?

Access to finance is the greatest obstacle to large-scale deployment of clean energy

- Investment is available and projects exist; however, **lack of communication and understanding** on new technologies, business models, risk profiles, investment vehicles, etc. lead to inaction.
- Mobilizing larger and lower-cost capital flows through private funding and public-private partnerships is necessary to drive this process

PFAN **bridges the gap** between investors and entrepreneurs.

Since 2012, PFAN works with **adaptation** as well as **mitigation** projects

PFAN Structure

- PFAN is a network of independent consultants (coaches), investors, and other interested stakeholders.
- In May 2017, PFAN was relaunched under hosting by UNIDO and REEEP in Vienna
- PFAN is funded by the governments of Australia, Japan, Norway and the United States

For Project Developers

- ▶ Apply for PFAN's pro-bono mentoring and deal facilitation program
- ▶ Network with investors, technology providers and fellow project developers
- ▶ Learn more about the market for clean energy financing



For Investors

- ▶ Access a select pool of mentored projects that are investment-ready
- ▶ Connect, one-on-one, with selected clean energy entrepreneurs and project developers
- ▶ Learn more about the market for clean energy financing

PFAN Core Functions

**Unlock
frontier
markets for
climate
technologies**

**Build financial
service
ecosystems**

**Help
businesses
develop
investor-ready
proposals**

**Mitigate
investor risk**

**Facilitate
project-to-
finance match-
making**

**Build Project
Pipeline &
Portfolios for
large-scale
investment**

**Best practice
application for
scale and
replication**

What Do PFAN Projects Look Like?

- PFAN looks for projects:
 - That are commercially and technically viable
 - That have an experienced management team
 - That have growth potential
 - That contribute to the achievement of the SDGs and Paris climate goals
- Investment amounts: \$1-50 million
 - Micro-projects of less than \$1 million possible in some sectors
- PFAN is technology neutral

How Does the PFAN Process Work?

- Call for Proposals
- Selected projects receive coaching to develop a business plan
 - Also to address capacity gaps identified in the project proposal evaluation stage
- Project Developer Workshop
- PFAN Investment Forum
- Investor Matchmaking

PFAN Gender Mainstreaming

- Gender is mainstreamed throughout PFAN on three levels:
 - The PFAN Pipeline
 - PFAN Financing Forums
 - PFAN Network
- Calls for Proposals with gender focus:
 - Integration of donor requirements and local/regional gender policies in selection criteria
 - Gender Analysis Framework for project developers

PFAN, ECREEE and CTCN Call for Proposals for Women-Led Sustainable Energy Enterprises in West Africa

- To be considered eligible, projects and / or businesses must be operating in the ECOWAS region and **satisfy at least two of the following criteria (in addition to mandatory sustainable energy solution)**:
 - Female entrepreneurs;
 - Significant proportion of female ownership;
 - Significant female representation in senior management;
 - Significant female representation throughout the workforce;
 - Significant benefits to women in economic, social and climate change resilience terms.
- This call is still open until **November 20th, 2017** – contact info@pfan.net for more information

Regional Partnerships to Address Capacity Gaps

Partners for Innovation – implementers of CTCN Technical Assistance project focused on capacity building in West Africa

Capacity gaps identified by PFAN will be addressed in training sessions to be held in mid-February – NGOs to be trained to help other (government) organisations mainstream gender in energy practices

Expressions of interest for training to Partners for Innovation by December 1, 2017: **Francisca van Dusseldorp (fdu@mdf.nl)**

PFAN Track Record

