



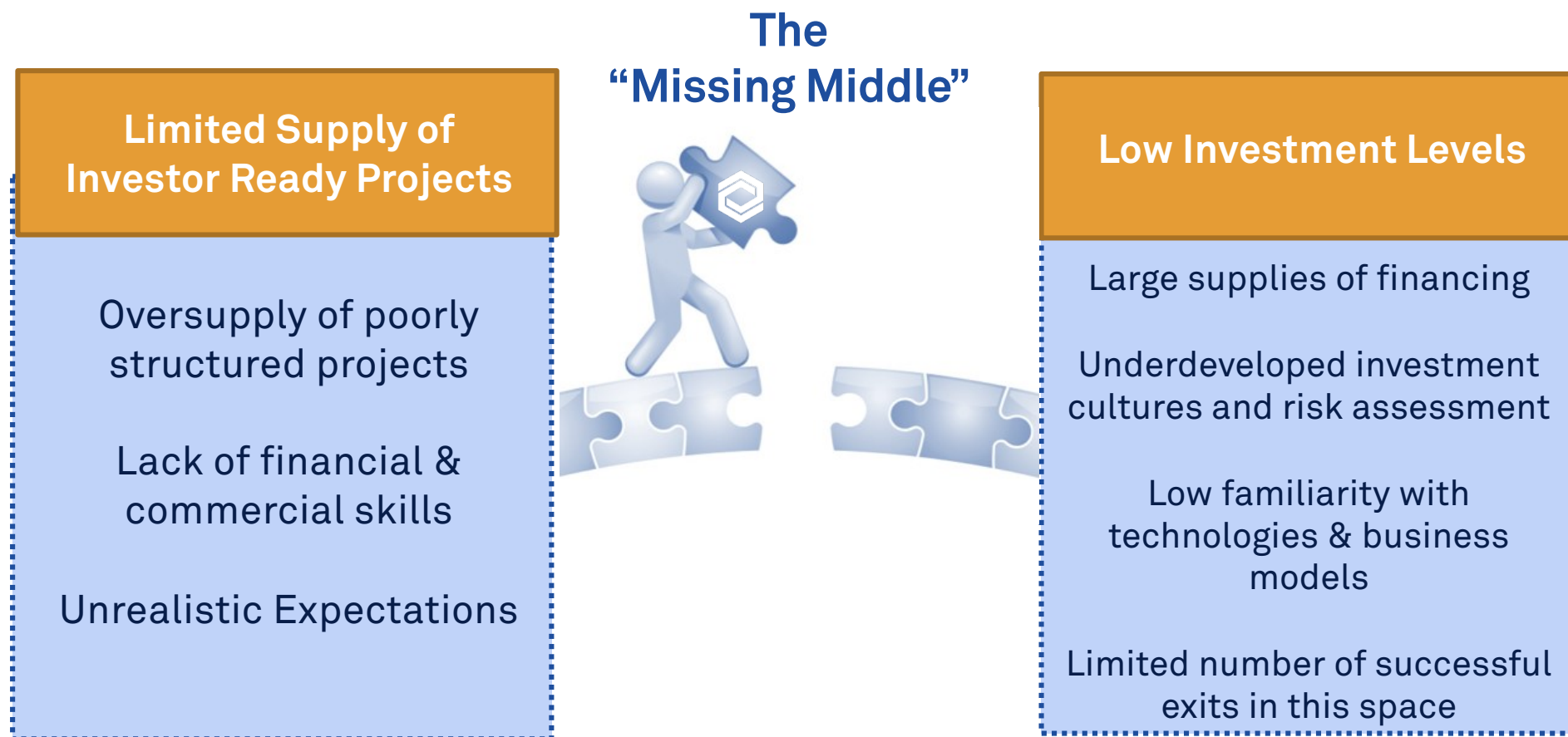
## **Private Financing Advisory Network (PFAN): What It Is, How It Works, Track Record**

David Yeo, Asia Regional Transaction Manager  
Presented at PFAN Nepal Webinar  
2 October 2020



# What is the Problem?

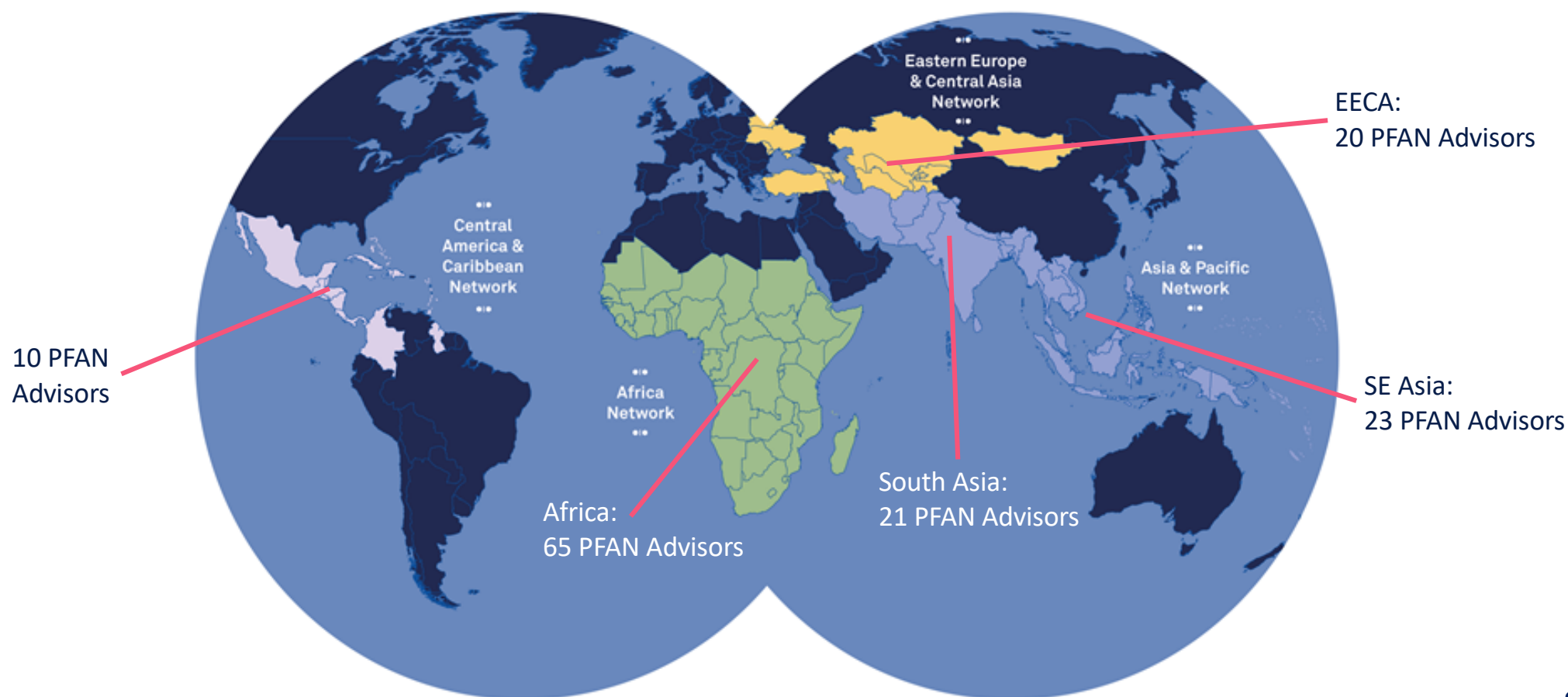
## How PFAN Addresses the Missing Middle



***PFAN advises low-carbon, climate resilient businesses in developing countries and matches projects to appropriate private financing***

# What PFAN Is: A Global Network

## More Than 130 Climate, Clean Energy, and Finance Experts



## How PFAN Works

- Network of locally based private sector advisors
- Coaching and investment facilitation in principle provided at no cost to project developers
- Fixed fee for advisors against services & deliverables + potential for success fee
- Driven by seasoned Global Coordinator, 6 Regional Coordinators and Head Investment Facilitation
- Supported by an extensive network of Investment and Network Partners
- Hosted by UNIDO and REEEP since 2016, initiated in 2006
- Funded by a Multi-Party Trust Fund supported by:



Norwegian Ministry  
of Foreign Affairs



Unique and proven low overhead networking business model

## Projects That PFAN Supports Eligibility Criteria

Renewable  
Energy



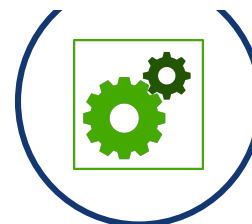
Rural Electrifications  
& Energy Access



Agricultural &  
AgriBusiness



Clean  
Technology



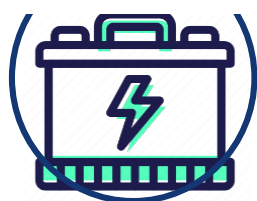
Forestry



Energy Efficiency &  
Demand Reduction



Energy Storage &  
Conservation



Water &  
Sanitation



Tourism



Climate  
Change  
Adaptation



## Projects That PFAN Supports

### Project Selection Criteria and Scope



#### Scope

##### Investment Ask

- Sweet spot USD 1-50 million
- Micro projects (< USD 1 million)

##### Maturity

- Green field and scale-up
- First round of external financing

##### Project type

- Clean Energy & Climate Adaptation
- Technology Neutral

##### Geography

- Least Developed Countries
- Middle Income Countries

## PFAN's Track Record

- 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)
- Since inception PFAN supported 675 projects, 465 projects in current development pipeline
- Main achievements since inception in 2008



**\$ 1.7 bn**

Total investment raised by  
PFAN supported projects



**126**

Total closed projects



**18%**

Success rate



**>1000 MW**

Clean energy generation  
capacity added



**4 m t**

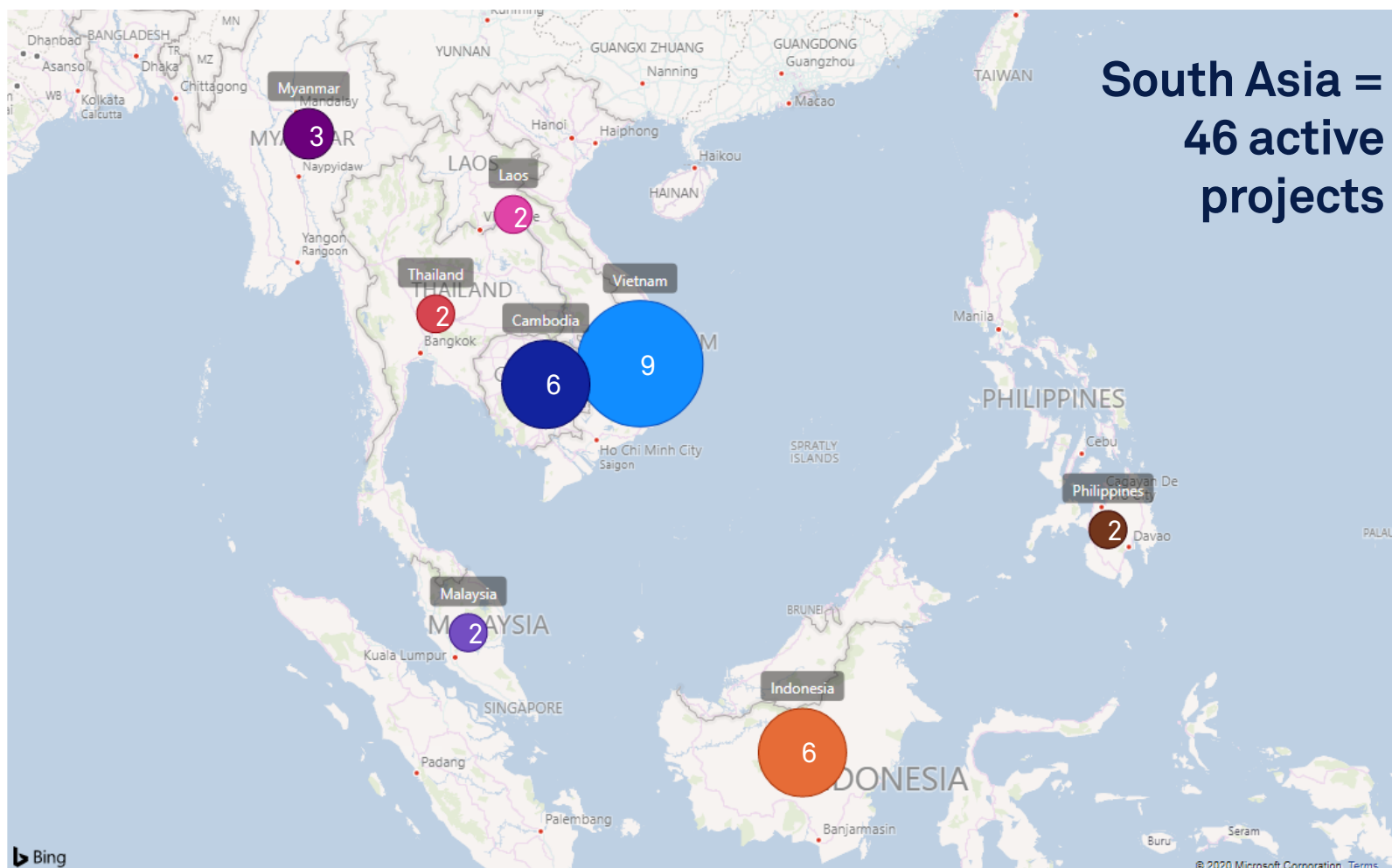
Annual CO2 emission  
mitigation

## PFAN Network and Investment Partners in Asia

- ADB Ventures
- Banpu Public Co. Ltd.
- Bangchak Public. Co.
- Beacon Ventures
- Cento Ventures
- CIMB
- Confederation of Indian Industries (CII)
- Digital Economy Promotion Agency (Thailand)
- Export-Import Bank of Thailand
- 500 Startups
- Green Arth
- Gunkul Engineering Public Company Limited
- Kasikorn Bank PCL
- Maejo University, Faculty of Agriculture
- Landprocess
- National Innovation Agency (Thailand)
- New Energy Nexus
- Nexus for development
- Philippine Export Import Credit Agency (PhilEXIM)
- Sangam Ventures
- Smart Power Myanmar
- Southeast Asia Clean Energy Facility (SEACEF)
- Sustainable Energy Association of Singapore (SEAS)
- Thai Union Group PCL
- True Digital Park
- WWF Myanmar
- USAID Green Invest Asia

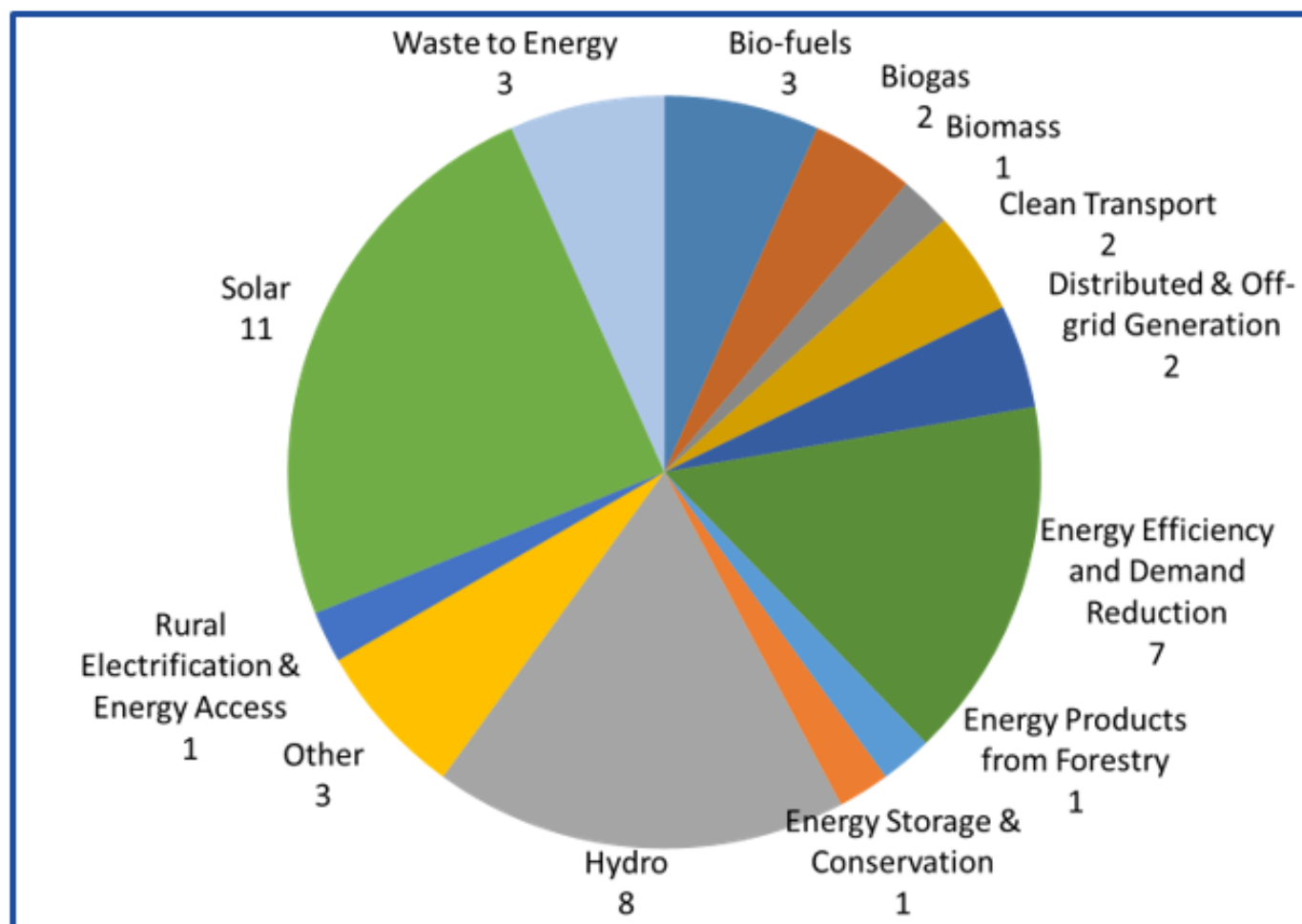


# PFAN Asia Pipeline for South Asia (by Country)



Southeast Asia = 32 projects / South Asia = 46 projects  
 Total for Southeast Asia and South Asia = 78 projects

## PFAN Asia Pipeline for South Asia (by Project Type)



**South Asia =  
46 active projects**

## How You Can Participate

### Project Developers

- Submit applications for PFAN mentoring
- “Free” coaching by expert PFAN Advisors

### Investors

- Join PFAN as a PFAN Investment Partner
- Help identify target projects; access PFAN pipeline

### Climate and Clean Energy Stakeholders

- Join PFAN as a PFAN Network Partner
- Joint outreach to develop project pipelines and build capacity

# Thank you for your attention!

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