

PFAN Services



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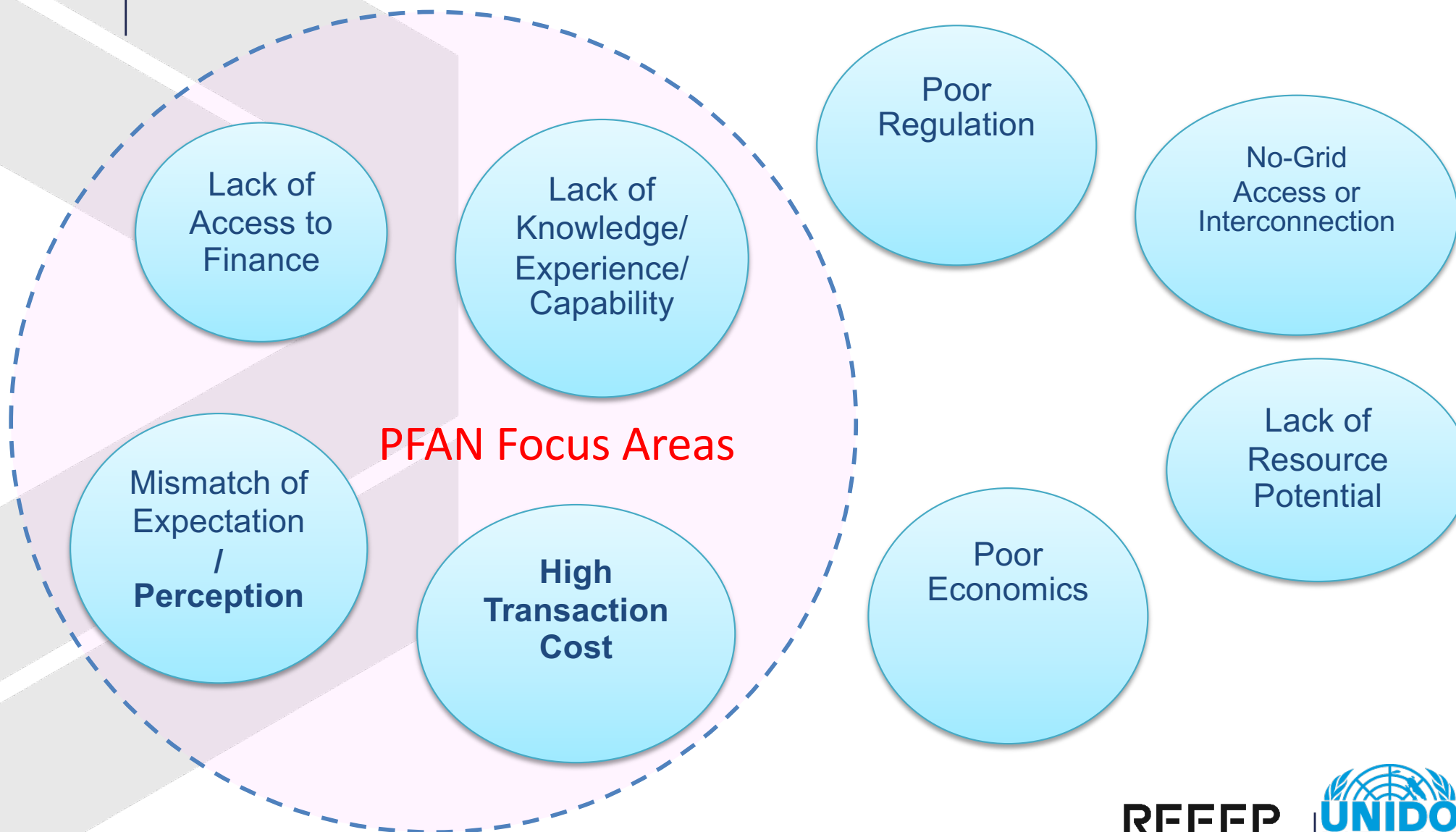
Overview

- **Private Financing Advisory Network (PFAN)** works with project developers on climate and clean energy to find investors.
- PFAN provides *free business coaching* and investor matchmaking for selected projects.
- ***Clean Energy Investment Accelerator***: 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:

PFAN operates to bridge the gap between
INVESTMENT and **CLEAN ENERGY BUSINESS**



PFAN Addresses a Subset of the Many Obstacles



PFAN Offers Four Primary Modalities of Support

PFAN Service	Service Offering Description	Key Outputs / Deliverables
1) Project Verification	A thorough review of the existing business plan and related documents by a suitable expert, identified by PFAN and mutually agreed upon, in an effort to uncover key gaps and other necessary actions that need to be undertaken in order to initiate/advance discussions with potential investors.	<ul style="list-style-type: none"> Completed investment readiness assessment Action plan and timeline
2) Strategic Advisory and Mentoring	Through the support of a PFAN-assigned mentor, participants will receive strategic advisory and guidance on the preparation and refinement of key documents necessary for effective investor outreach. This may also include introductions to outside resources, partners, and other individuals and organizations that might be beneficial in accelerating and supporting business development.	<ul style="list-style-type: none"> Revised Business Plan Revised Executive Summary Revised Teaser sheet
3) Investment Promotion and Outreach	Once the key documentation has reached a ready-state, PFAN will leverage its resources to promote the investment opportunity through its own investor network, as well as identify other potential investors outside of it.	<ul style="list-style-type: none"> List of potential investors Introductions to investors Term sheet
4) Tipping Point Assistance	Targeted assistance that can meaningfully address obstacles that are preventing a stage or tranche of financing to occur, which may include co-financing: feasibility studies, scalable proof-of-concepts, ESIA, impact assessments, etc.	<ul style="list-style-type: none"> Variable, depending on needs and situation

Added Value of PFAN

- Early stage development tools like PFAN are important
- Access to Deal Pipeline for Investors
- Direct Access to Investors for Developers
- Credibility
- Network Benefits
 - On the ground Local Knowledge / We know what works
 - Global Leverage
- Risk Reduction through targeting of key risk points
- Reduction of Transaction Costs for all parties
- Resource Optimization
- Accelerated Development Progress

PFAN Climate Adaptation – Definition & Sectors

In order to qualify for PFAN support projects need to demonstrate that they contribute to a **decrease in climate vulnerability** and / or an **increase in climate resilience**.

Against this background the following sectors have been identified and targeted for PFAN intervention in the Climate Change Adaptation space

- Ecosystem Services
- Forestry
- Agriculture
- Urban Development
- Energy & Access to Energy
- Water
- Waste
- Micro-Finance / -Insurance
- Tourism
- Adaptation Products & Services

What Are We Looking For?

- USD 1–50 million total investment in low carbon, climate resilient projects
- Micro projects (< USD 1 million)
- Wind/ Solar / W2E Biogas / Hydro / Energy Efficiency / Biomass / Biofuels / Geothermal / Rural Electrification / Clean Transport / Mitigation / Adaptation
- Technology Neutral



Selection Criteria

No.	Assessment Criteria	Weighting
1	Value Proposition & Business Model	15%
2	Market Understanding and Analysis	15%
3	Management Team	20%
4	Operations & Implementation Plan	10%
5	Financials	10%
6	Risk Mitigation	10%
7	Gender Benefits, Environmental & Social Benefits	10%
8	Professionalism and Presentation of the Proposal	5%
9	Maturity	5%
	Total	100%

How to Apply

- **Register at climate-invest.fluxx.io**
- After registration, you will receive a mail from PFAN with the link to upload the project proposal
- Please upload the project proposal along with financial spreadsheet and other supporting documents
- If the project is selected, PFAN will establish contact

Open Call for Proposals

Deadline 1 November 2020

PFAN is accepting applications for climate or clean energy projects in South and Southeast Asia.

Thank you!



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