Developing a Sustainable PPP Platform for the Private Financing Advisory Network (PFAN) in Asia

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Private Financing Advisory Network (PFAN) – Asia

- PFAN-Asia is a network of investors, entrepreneurs, and advisors who are active in developing and financing clean energy projects and companies.
- PFAN is a global program network that began in 2006.
- PFAN was created by the Climate Technology Initiative (CTI) in cooperation with the UN Framework Convention on Climate Change (UNFCCC).
- PFAN-Asia has funding from USAID.
PFAN – Asia Program

**Project Information**
- 5 Years: August 2013 - August 2018
- Regional program based in Bangkok
- ~10-15 advisors and staff

**Goals**
- Mobilize $1 billion in clean energy investment
- Reduce GHG by 40 million tons of CO2e
- Make a sustainable platform to run PFAN-Asia

**USAID’s PFAN-Asia**

**Implementing Partners**
- Deloitte Consulting
- SSG Advisors
- DFDDL
- TetraTech
PFAN – Asia:
12 Southeast and South Asian Countries

**Southeast Asia**
- Cambodia
- Indonesia
- Laos
- Malaysia
- Philippines
- Thailand
- Vietnam

**South Asia**
- Bangladesh
- India
- Maldives
- Nepal
- Sri Lanka

We are PFAN-Asia. There is also PFAN-Global, PFAN Latin America and Caribbean, PFAN-Africa.
Structure of CTI-PFAN and Regional Networks
The condition: In between willing investors and good projects, there is a “Missing Middle”
PFAN Engagement in Project Stages

Pre-development | Development | Financial Closing | Construction | Operation

|----- PFAN Engagement ----|
PFAN – Asia provides match-making, mentoring, and transaction-level support

- **Match-making services** through mentor-led investor introductions, investor forums and web-based platforms
- **Strengthen the capacity of project developers and advisors** to develop high-quality projects, helping with strategy, business plans and due diligence and “tipping-point” technical assistance
- **Strengthen the capacity of financial institutions** and investors to evaluate investment opportunities
PFAN Assistance and Accomplishments

- >100 Clean energy projects inducted into the pipeline
- >50 projects reached financial mobilization; >USD 0.5 bil. mobilized
PFAN-Asia Operator: The Proposed Sustainable PPP Platform

- Serves as the regional coordinator for CTI-PFAN Global across the Asia region
- To take over operations of PFAN-Asia on a sustainable basis
- To develop its internal capacity to serve as the PFAN-Asia Operator with technical assistance and capacity building support provided by PFAN-Asia Project Team
- To operate as a one-stop shop for financing of clean energy projects - provide value added services to project developers and funders
Proposed PPP Implementation and Management Structure

- Management Board
  - Prime Contractor
    - Full Advantage Co. Ltd.
  - Partners (Subcontractors)
    - Deloitte
    - USAID
    - EPPAN
- Management Team
- Expanded Mentors & Specialists
- National Teams
  - P1
  - P2
  - P3
  - ...
  - Pn
- Clean Energy Projects in Asia
PFAN-Asia Operator: Key Activities, Services and Sources of Revenues

- Project identification and origination
- PFAN network of Mentors and National Teams
- Mentoring of project developers
- Business plan competition
- Investment forums and one-on-one discussions
- Structuring of deals and raising of funds
PFAN-Asia Operator: Key Activities, Services and Sources of Revenues

- Post-deal support
- Project development and technical assistance to projects
- Development of PFAN-Asia Database
- Web-based digital investor-investee matchmaking platform
- Training and capacity building activities for financing institutions and project developers
Benefits of Becoming Part of PFAN

- Access to PFAN network of investors in the clean energy space
- Access to the PFAN deal flow pipeline—a database of promising projects that have been pre-screened and mentored by investment and energy experts
- Corporate Social Responsibility (CSR) goals and environmental mandates—the businesses mentored by CTI PFAN partners yield significant reductions in fossil fuel use and associated greenhouse gas emissions along with a range of development benefits
- Network of consultants, financial advisors, mentors, investors, companies and project developers