



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

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Asia Clean Energy Forum 2015

Asian Development Bank

15-19 June 2015

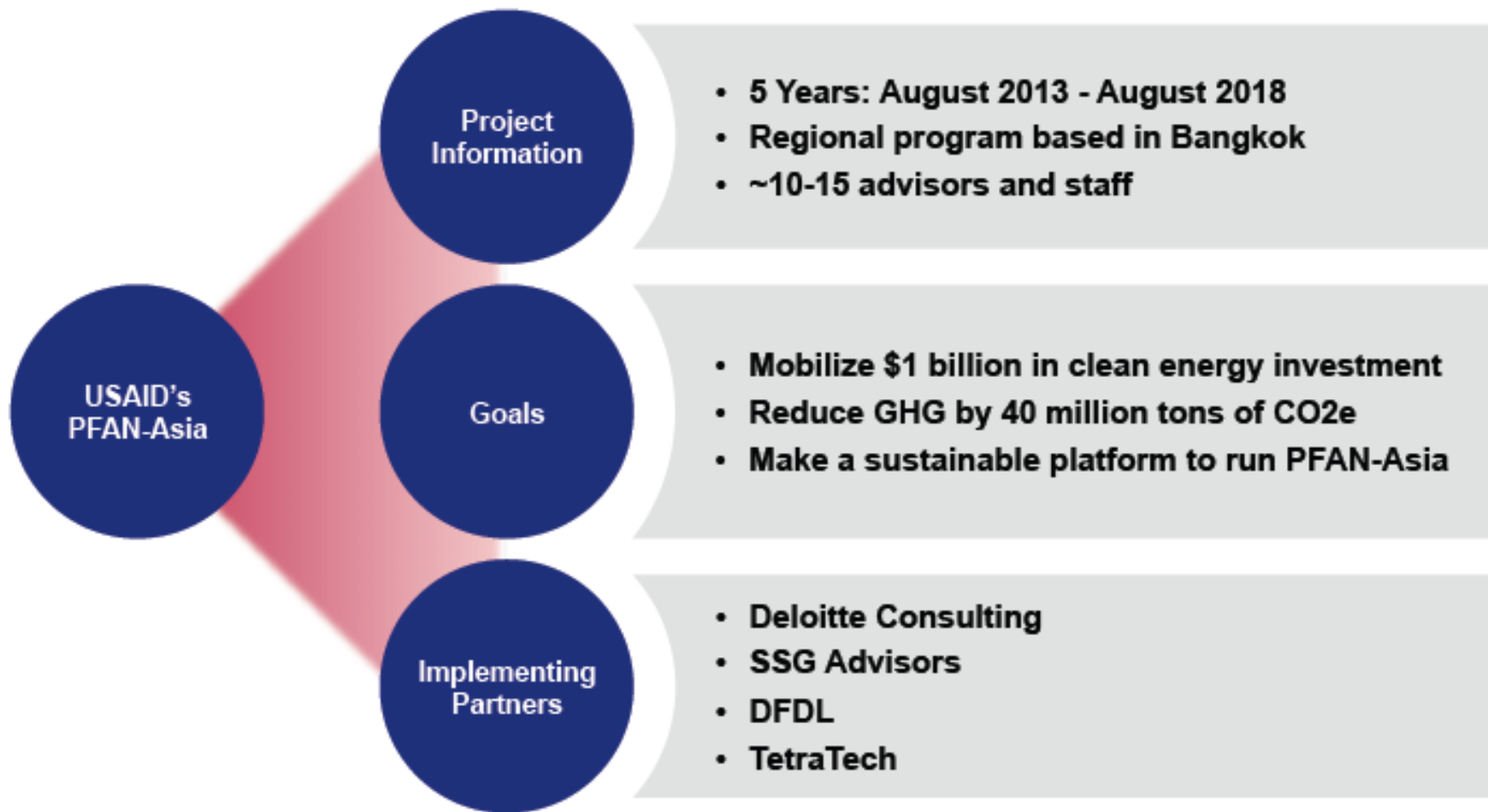


Private Financing Advisory Network (PFAN)

– 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



PFAN – Asia:

12 Southeast and South Asian Countries

Southeast Asia

- Cambodia
- Indonesia
- Laos
- Malaysia
- Philippines
- Thailand
- Vietnam

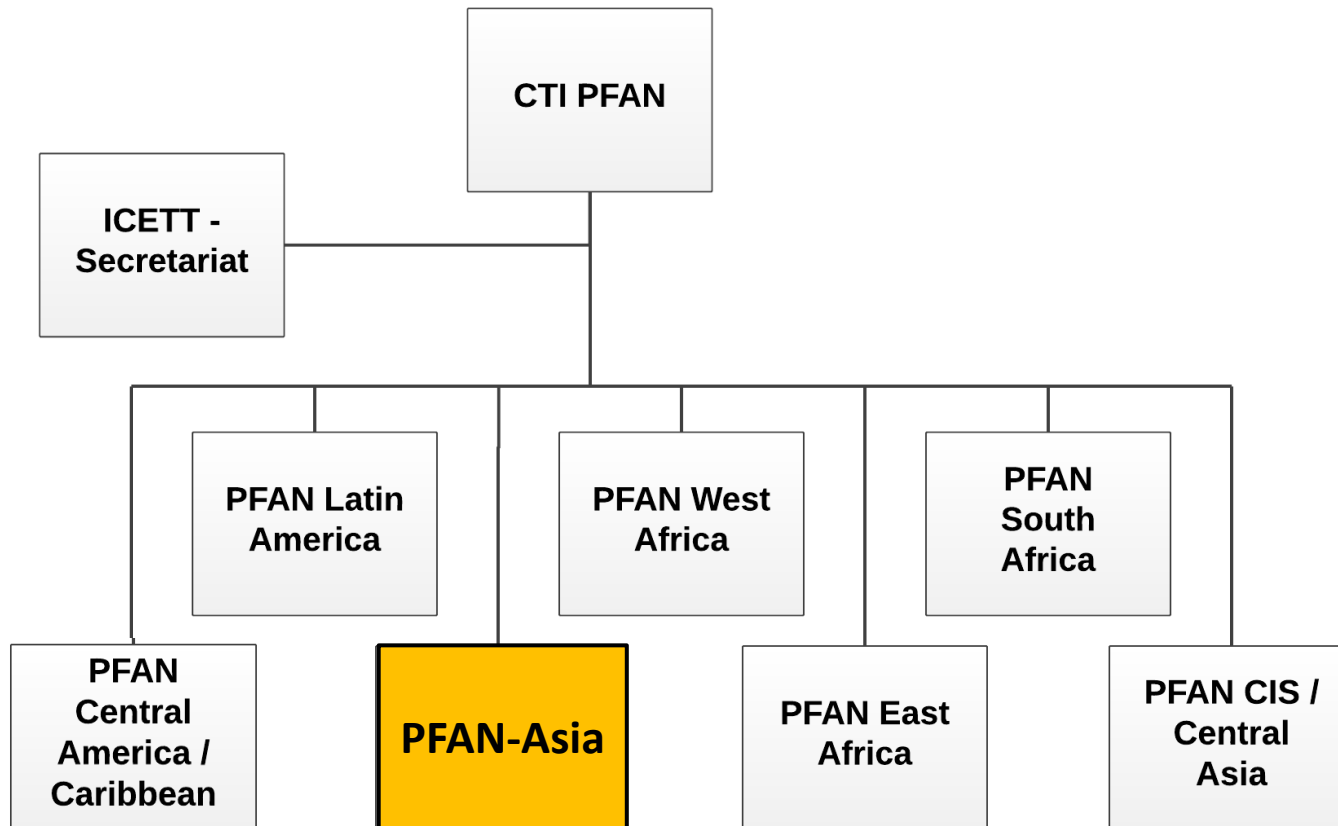
South Asia

- Bangladesh
- India
- Maldives
- Nepal
- Sri Lanka

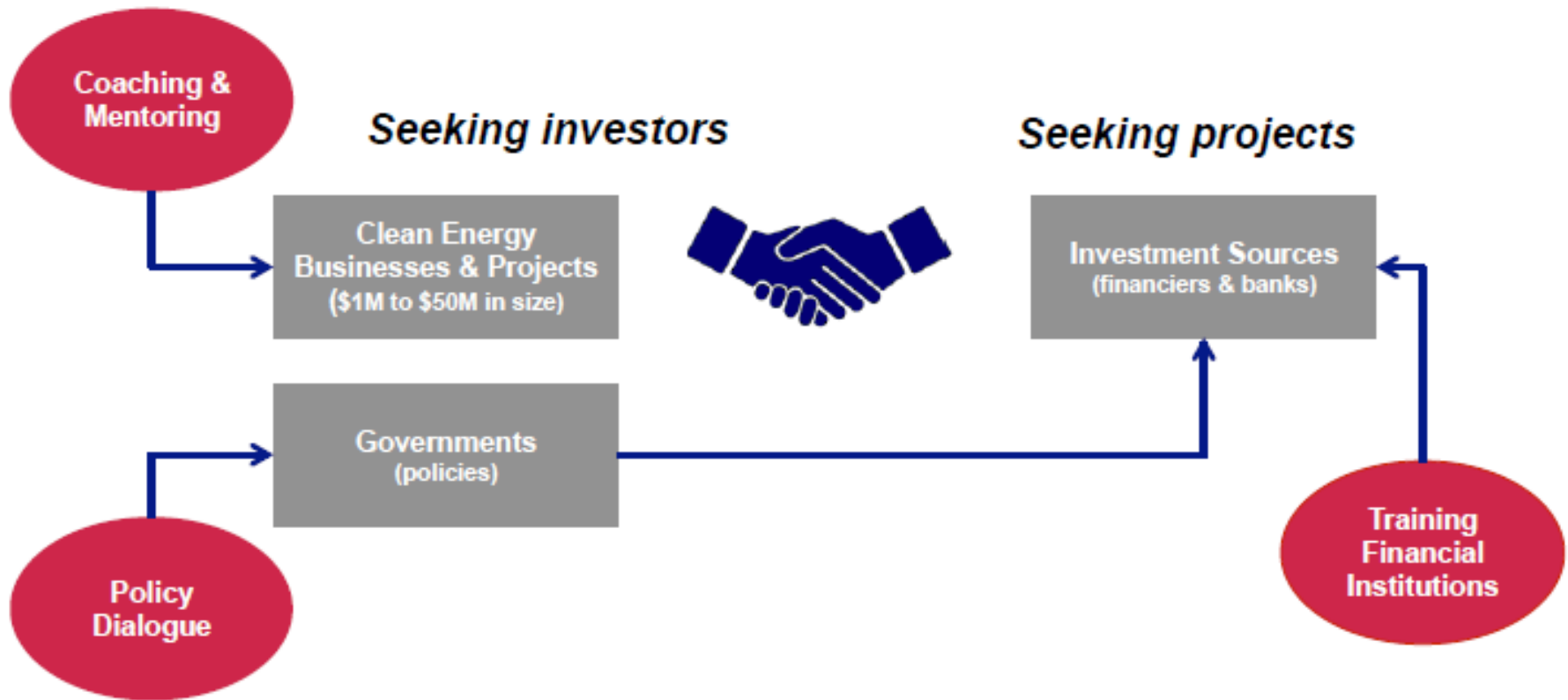


**We are PFAN-Asia.
There is also PFAN-
Global, PFAN Latin
America and Caribbean,
PFAN- Africa.**

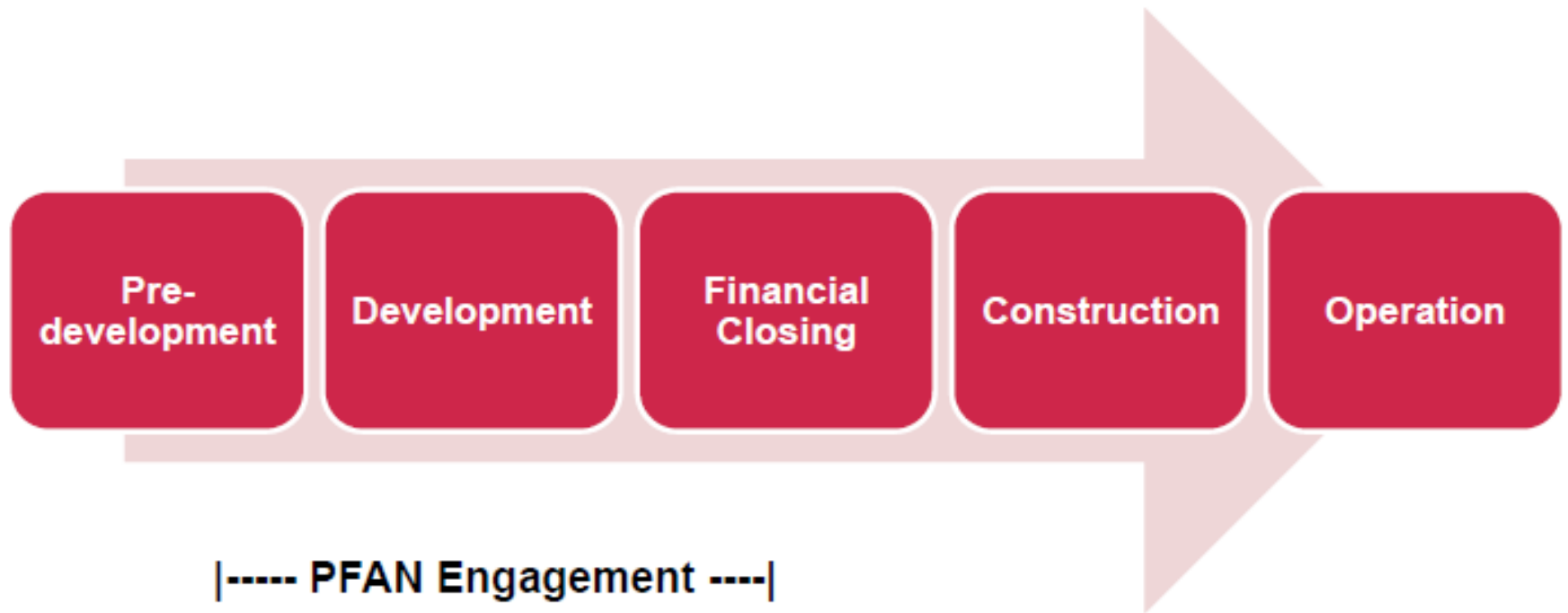
Structure of CTI-PFAN and Regional Networks



The condition: In between willing investors and good projects, there is a “Missing Middle”



PFAN Engagement in Project Stages

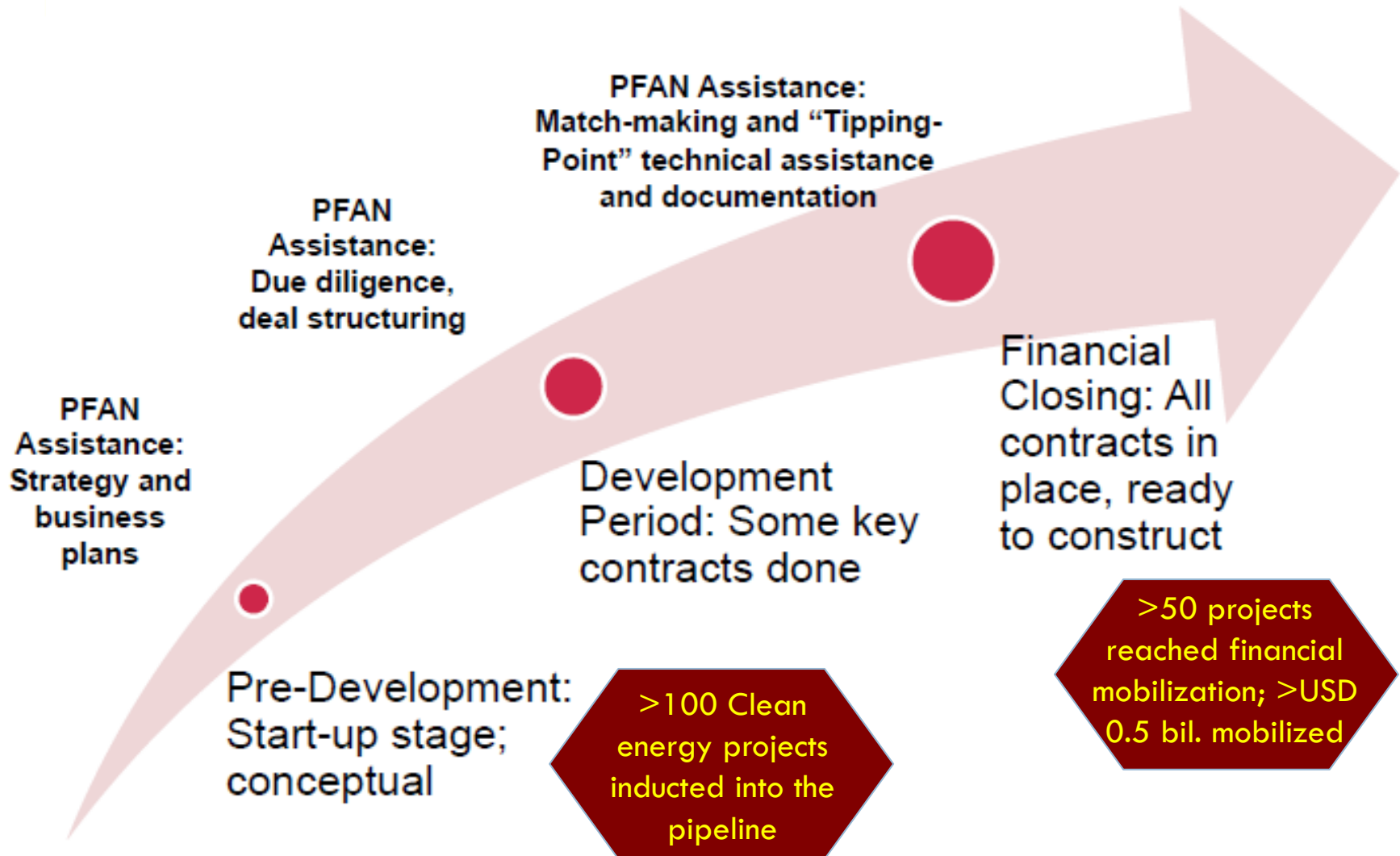


PFAN – Asia provides match-making, mentoring, and transaction-level support



- ♦ **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



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

The Consortium

(Lead: Full Advantage, Thailand)



South Asia

Southeast Asia

Nepal:
Clean Energy Development Bank Ltd (CEDBL)

Vietnam:
Spark Center for Social Entrepreneurship Development



Laos



India:
IT Power India



Thailand:
Full Advantage Co., Ltd
World Alliance for Thai Decentralized Energy



Cambodia

Bangladesh:
Maks Group



Philippines:
Clean Air Asia
Full Advantage Phils, Inc.



Malaysia

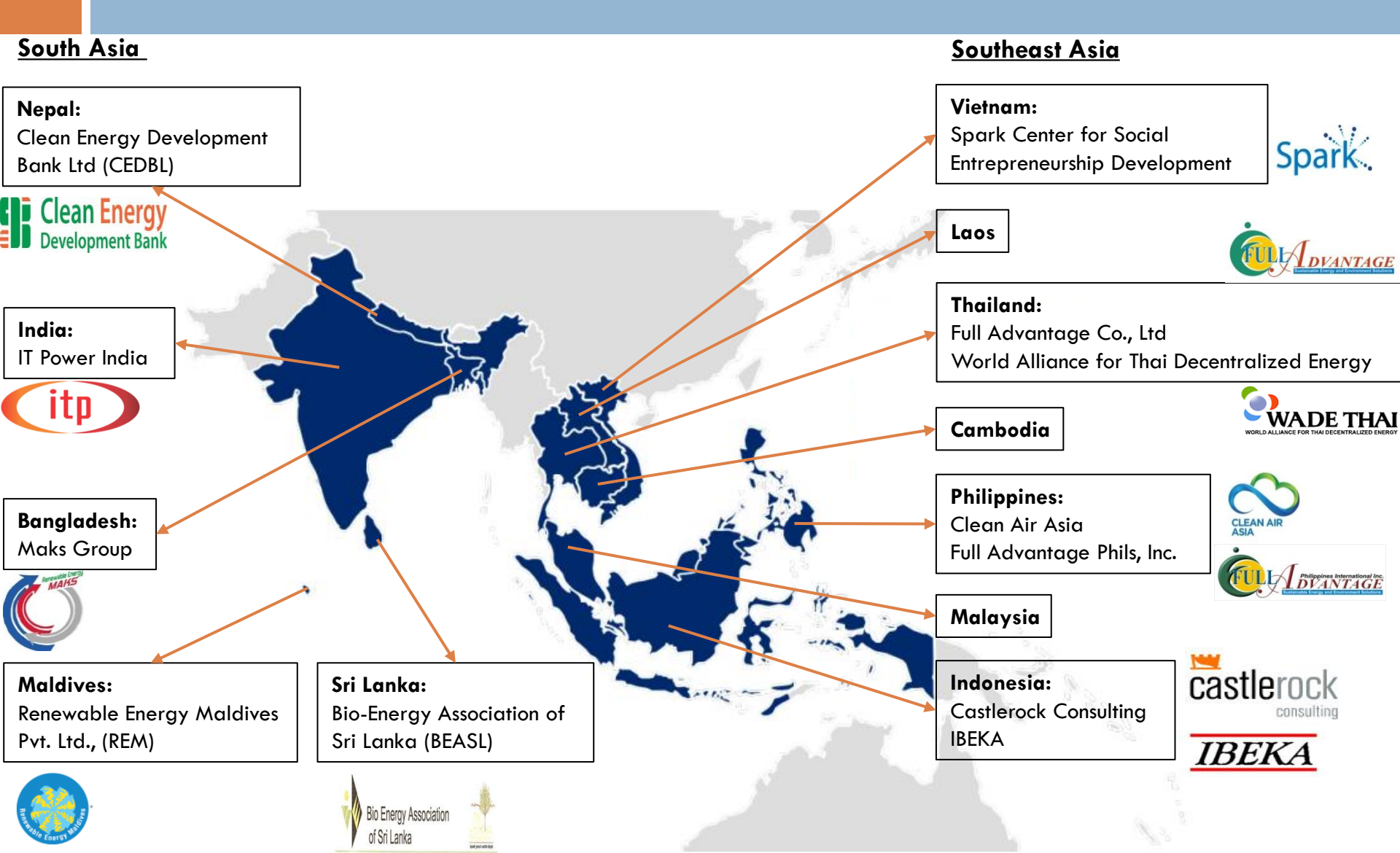
Maldives:
Renewable Energy Maldives Pvt. Ltd., (REM)



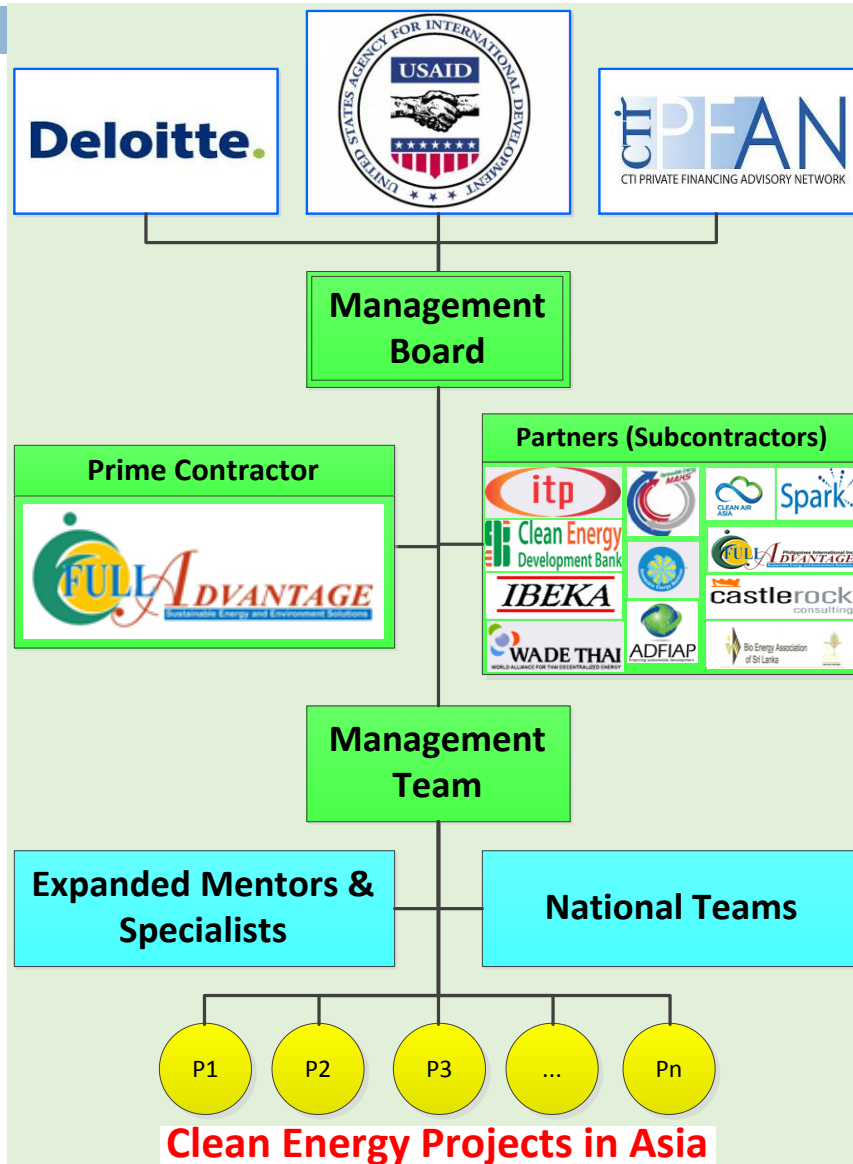
Sri Lanka:
Bio-Energy Association of Sri Lanka (BEASL)



Indonesia:
Castlerock Consulting
IBEKA



Proposed PPP Implementation and Management Structure



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