

A Candid View of Business-to-Business Platforms in Cleantech

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Overview

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 Sustainable Development Goals.

PFAN operates on a low-risk, low overhead networking model based on fixed-fee project development and transaction advisory services

Assisted 87 projects to raise about US \$ 1.2 bn . 358 projects are in pipeline.

B2B platforms in Cleantech Acceleration

- Sustainability of revenue model
- Evaluation criteria
- Availability of resources
- Attracting deal flow
- Curating viable projects
- Competitive edge



B2B platforms in Cleantech Acceleration

- Credibility of the platform
- Data security/ Restricted access
- Liability against misrepresentation/Disclaimer
- Inactive members
- Constant updating of content
- Ensuring high level of due diligence

Suggestions on ADB's support

□ Project Identification

- Sponsoring outreach events
- Coverage in Publications and Newsletters
- Conducting incubation competitions
- Organizing thematic events on specific technology or geography

Suggestions on ADB's support

□ Capacity Building

- Early stage companies require mentoring and incubation support
- Evaluation and feedback on technology.
- Initiate constructive dialogue with host Governments in support of regulatory reforms
- Instituting best practices
- Legal and Intellectual property related support

Suggestions on ADB's support

❑ Investment Facilitation

- Setting up of regional funds
- Investing in funds of funds
- Access to Green Climate Fund
- Capacity building
 - Local banks
 - Micro finance institutions
 - Non Banking Finance Corporations (NBFCs)

Contact

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Thank You