



USAID
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Investment Mobilization for Clean Energy in Pakistan

The Pakistan Private Sector Energy Project (PPSE)



REEEP



Overview of Results to date

- PFAN has supported over 1200 projects/businesses since 2006, from which more than 244 have raised over USD 3 billion in financing to date.



\$ 3.0_{BN}

Total investment leveraged
by PFAN-supported projects



244

Number of projects
that raised financing



18%

Success rate



1803 MW

Clean energy generation
capacity added



4.9 MT

Annual CO2 emissions
mitigated



PFAN Value Proposition

How PFAN Addresses the Missing Middle

Limited supply of investor-ready projects

- ❖ Oversupply of poorly structured projects
- ❖ Lack of financial & commercial skills
- ❖ Unrealistic expectations

The “Missing Middle”



Low investment levels

- ❖ Large supplies of financing
- ❖ Underdeveloped investment cultures and risk assessment
- ❖ Low familiarity with technologies & business model
- ❖ Limited number of successful exits in this space

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



How PFAN Works

- ❖ Coaching and investment facilitation provided at no cost to entrepreneurs
- ❖ Fixed fee for advisors + potential for success fee
- ❖ Supported by an extensive network of Investment and Network Partners
- ❖ Hosted by UNIDO and REEEP since 2016, initiated in 2006
- ❖ Unique and proven low overhead networking business model

- ❖ Funded by a Multi-Party Trust Fund supported by:



Norwegian Ministry
of Foreign Affairs





PFAN's Service Offering

Project Origination

- ◆ Roadshows & Outreach
- ◆ Investment Potential Assessment (IPA)

Development Pipeline

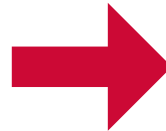
- ◆ Business coaching / De-risking Bus. Model
- ◆ Preparation of Business Plan
- ◆ Investment Structure & Ask
- ◆ Preparation of Investment Pitch & Teaser
- ◆ Financial Structuring & Matchmaking
- ◆ Investment Forum Stream
- ◆ Supplementary Coaching

Investment Facilitation

- ◆ Valuation
- ◆ Investor Identification & Introductions
- ◆ Transaction Advisory
- ◆ Negotiation & Closing

Project Development Fund

- ◆ To address specific investor requirements
- ◆ Financial Advisory
- ◆ DD / CPs / Audit / Legals / Study Updates



PFAN Investor Outreach

- ◆ Investor database and active partnership management
- ◆ Investor roadshows
- ◆ 1-1 investor introductions
- ◆ Project referrals
- ◆ Origination and engineering of customised portfolios
- ◆ Build investor capacity

The Pakistan Private Sector Energy (PPSE) Project

An Overview

- ❖ Dedicated country programme in Pakistan funded by USAID.
- ❖ Duration: 4 years (Oct 2020 - Sep 2024).
- ❖ Dedicated country team in Islamabad.
- ❖ In addition to PFAN's traditional services, it also includes:

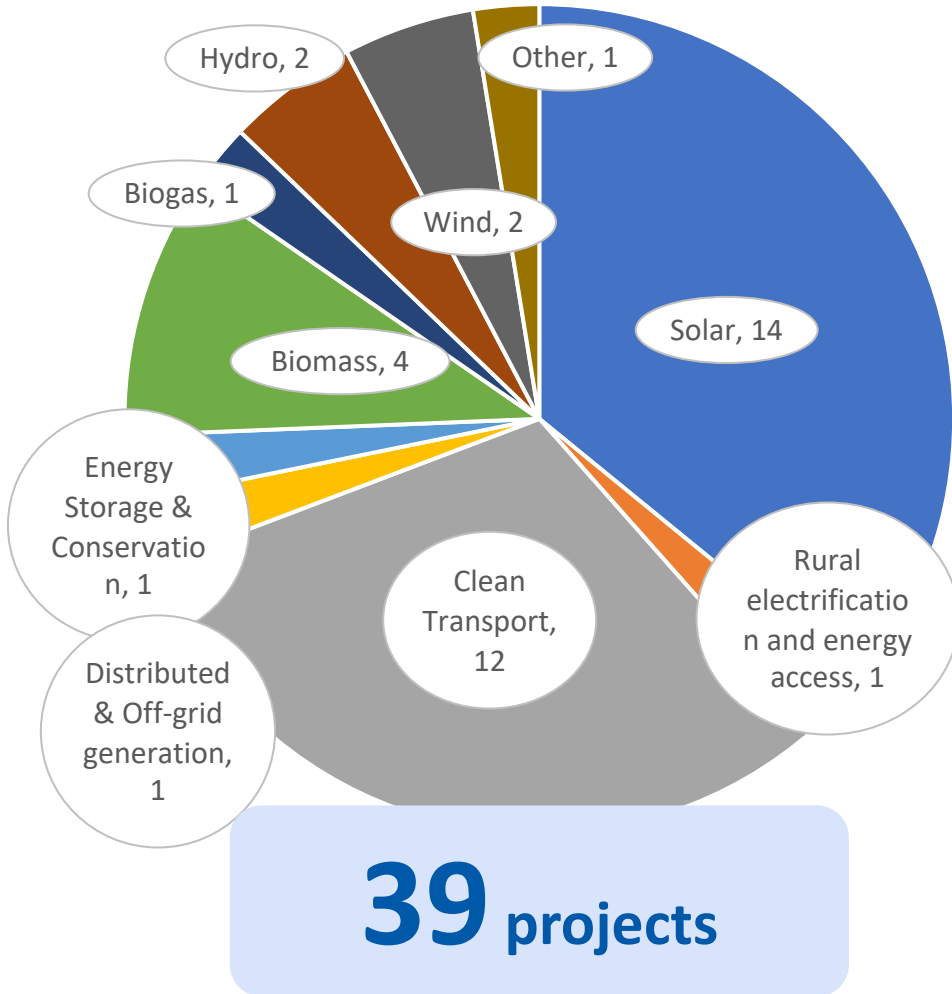


- ❖ Linkages with other initiatives and government activities

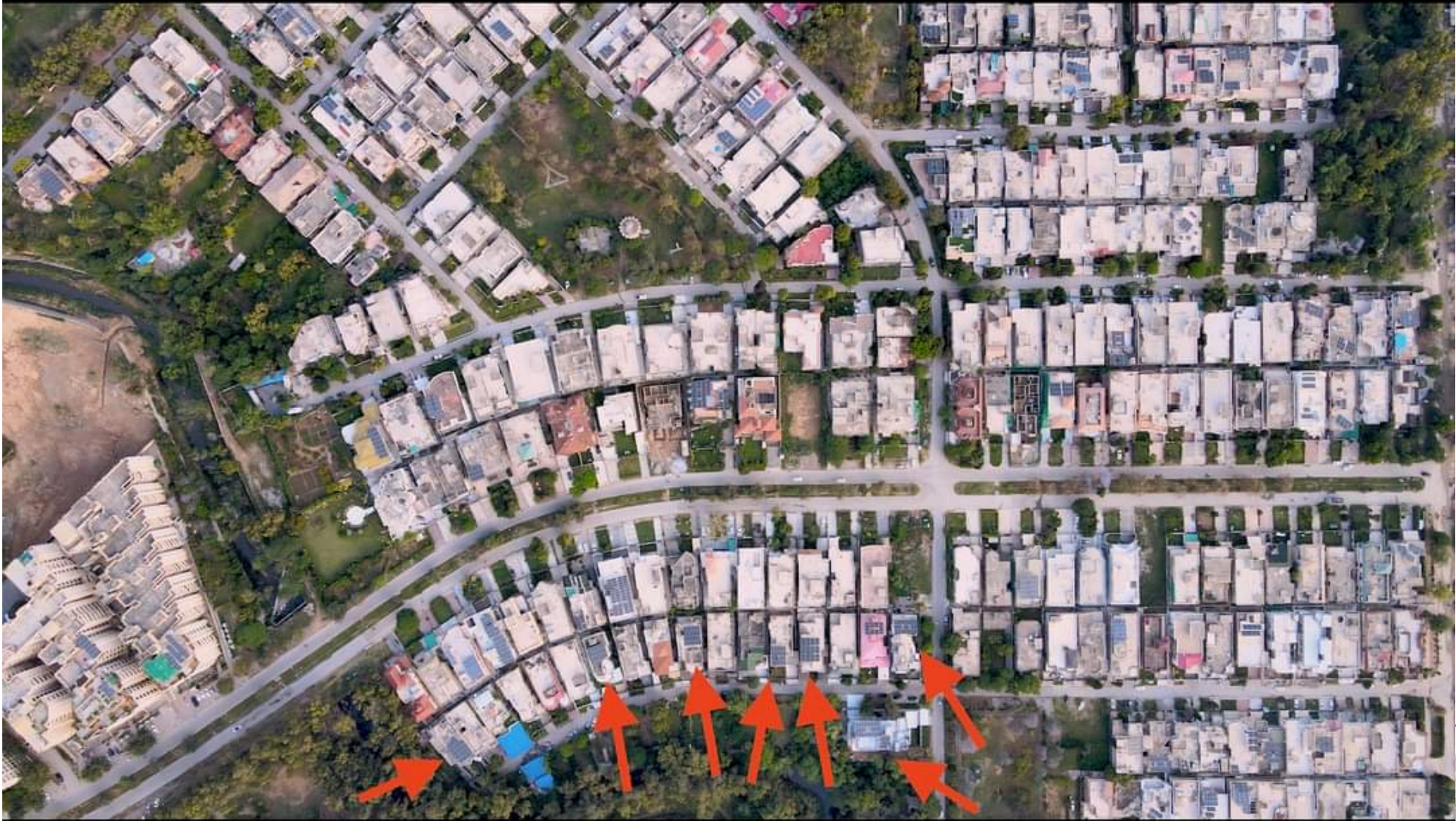
PPSE – Priority Sectors & Technologies



PPSE Pipeline: An Overview



Pipeline Current Total Investment Ask (M US\$)		
	Total Ask	Average Deal Size
Aggregate Investment Ask	353	9
Aggregate Equity Ask	198.6	
Aggregate Debt Ask	150.2	





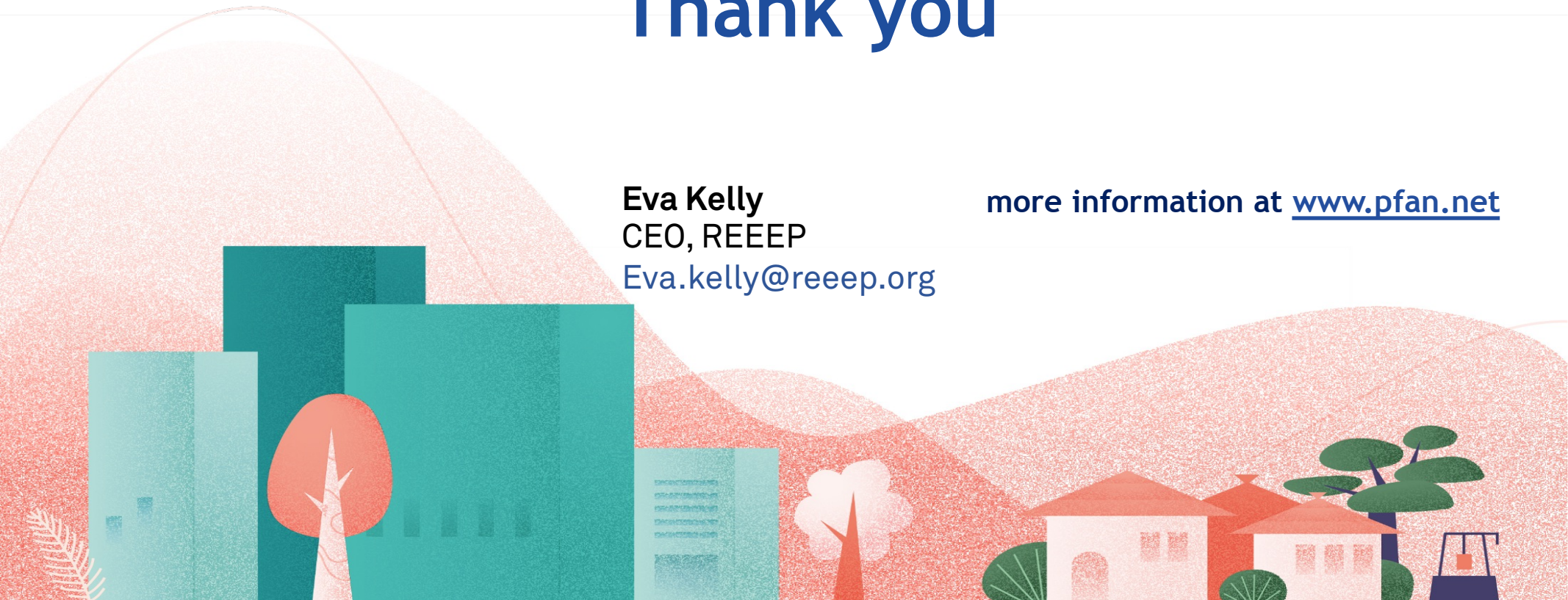
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Thank you

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more information at www.pfan.net



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