



# The Private Financing Advisory Network

An Introduction

Vanuatu Sustainable Energy Investment Forum

Melanesian Hotel, Port Vila, Vanuatu

2<sup>nd</sup> September 2021





# What is PFAN: A Global Network



- More than 160 climate, clean energy & finance experts
- Hosted by UNIDO and REEEP since 2016, initiated in 2006
- Unique and proven public-private partnership business model
- Funded by a Multi-Party Trust Fund supported by:





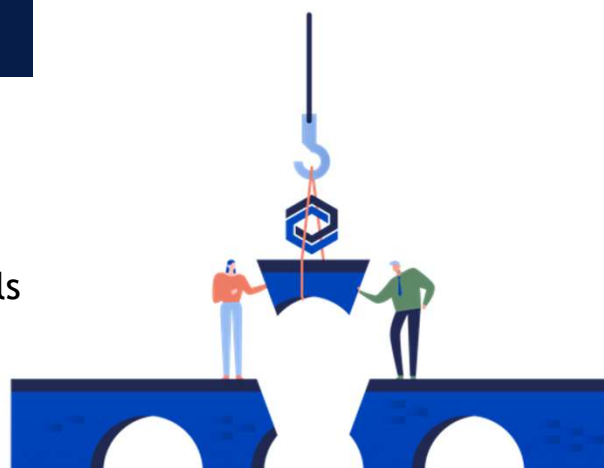
# Value Proposition

## Addressing Barriers — Bridging the Gap

### The “Missing Middle”

#### Limited supply of investor-ready projects

- ❖ Oversupply of poorly structured projects
- ❖ Project developers lack financial & commercial skills
- ❖ Unrealistic expectations



#### Low investment levels

- ❖ Large supplies of capital
- ❖ Lack of formal financing products for SMEs
- ❖ Low familiarity with technologies & business model
- ❖ Underdeveloped investment cultures and risk assessment





## PFAN's Track Record

- PFAN has supported nearly 1,000 projects with more than 300 projects in the current pipeline
- PFAN mobilizes financing to reduce GHG emissions and contributes to the Paris Agreement and Sustainable Development Goals (SDGs):
- SDGs 7 (Energy), 9 (Industry), 13 (Climate Action), and 17 (Partnership)
- Main achievements since inception in 2008:



**\$ 2.0 BN**

Total investment leveraged  
by PFAN-supported projects



**173**

Number of projects  
that raised capital



**17%**

Success rate



**2046 MW**

Clean energy generation  
capacity added



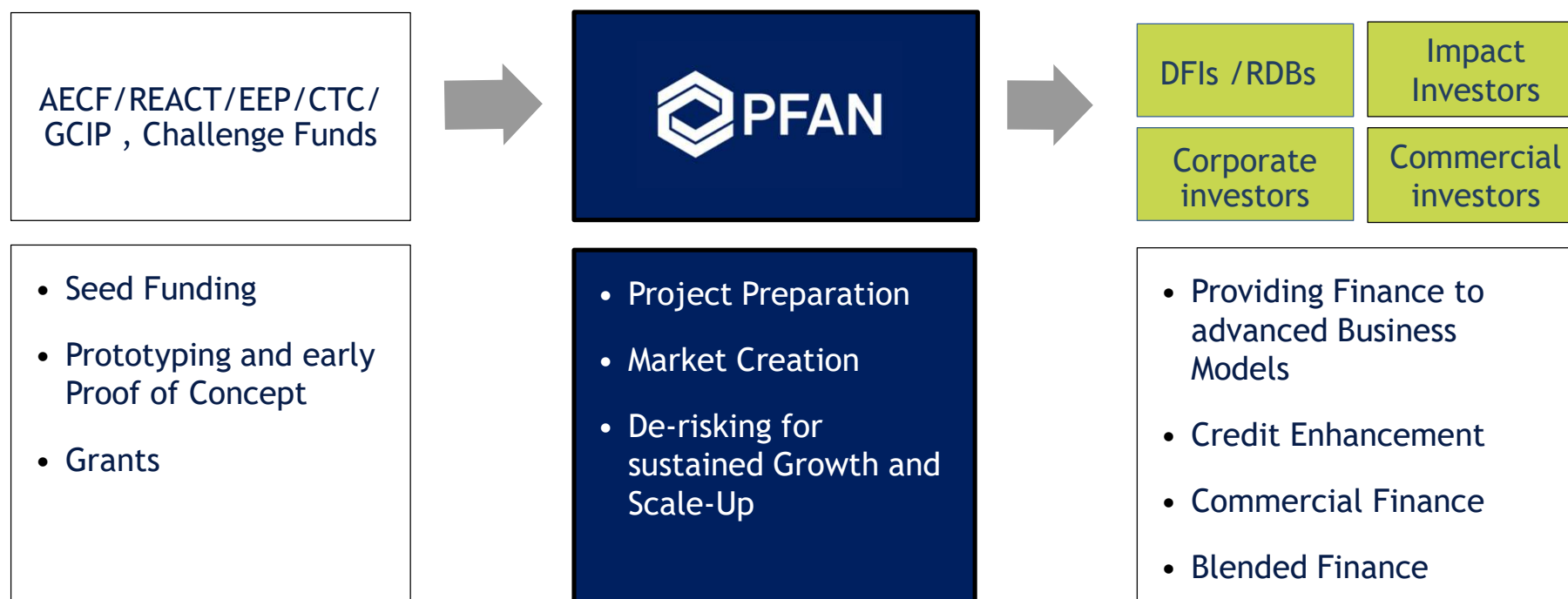
**4.3 MT**

Annual CO2 emissions  
mitigated



# PFAN Market Positioning

## Filling the Gap for Transition to Scale



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Stages of Maturity



# Project Selection Criteria & Scope



## Transaction Size

- ⬢ Sweet spot USD 1-50 million
- ⬢ Micro Projects (<USD1 million)

## Viability

- ⬢ Projects commercially and technically viable

## Project type

- ⬢ Clean Energy & Climate Adaptation
- ⬢ Technology Neutral

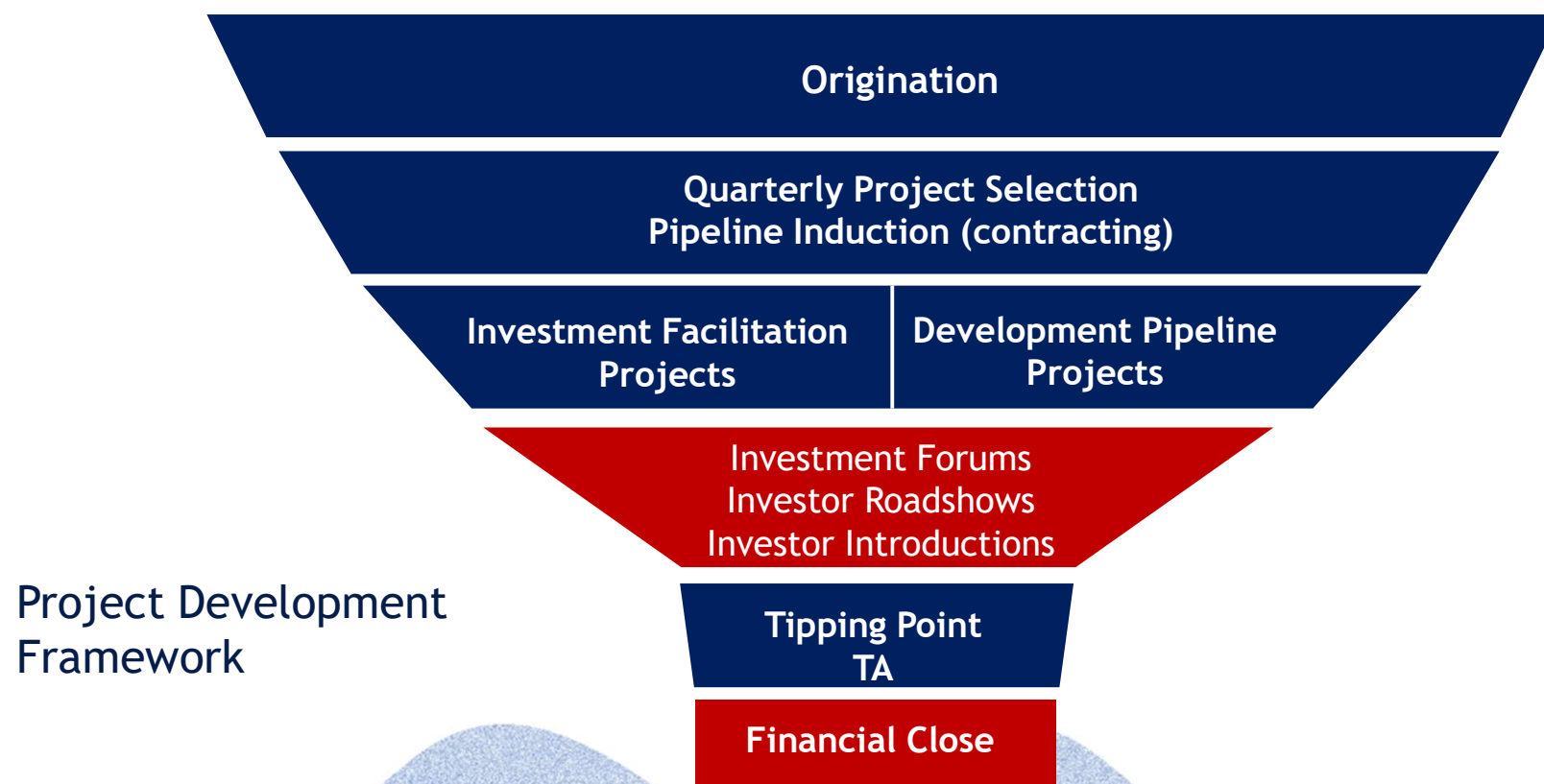
## Market Segments Prioritized

- ⬢ Projects on clean energy and energy access
- ⬢ Preference will be given to specific market segments in clean energy

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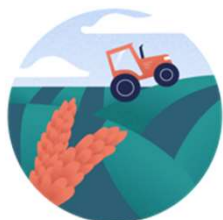


## How the Pipeline Works





## Sectors & Technologies supported by PFAN



Agriculture &  
Agribusiness



Biodiversity &  
Eco-system Services



Clean Cooking



Clean Technology



Climate Change  
Adaptation



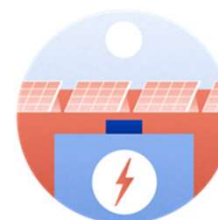
Climate Resilience  
Infrastructure



Cooling



Energy Efficiency &  
Demand Reduction



Energy Storage  
& Conservation



Renewable Energy



Rural Electrification  
& Energy Access



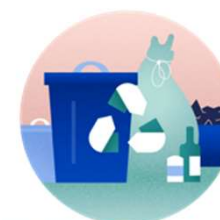
Tourism



E-mobility



Water & Sanitation



Waste Treatment





## PFAN in the Pacific - Areas of Focus

### Clean Energy

- Energy Access / Rural Electrification
- B2B distributed & captive generation
- Maritime mobility (EVs & green hydrogen)
- W2E
- Selective IPPs especially with partners

### Climate Change Adaptation

- Waste treatment & marine waste
- Coastal defences & marine ecosystems
- Fishing & aquaculture
- Up & downstream agriculture
- Water;
- Tourism

### Focus on working with and through partners (eg FDB / FREF).

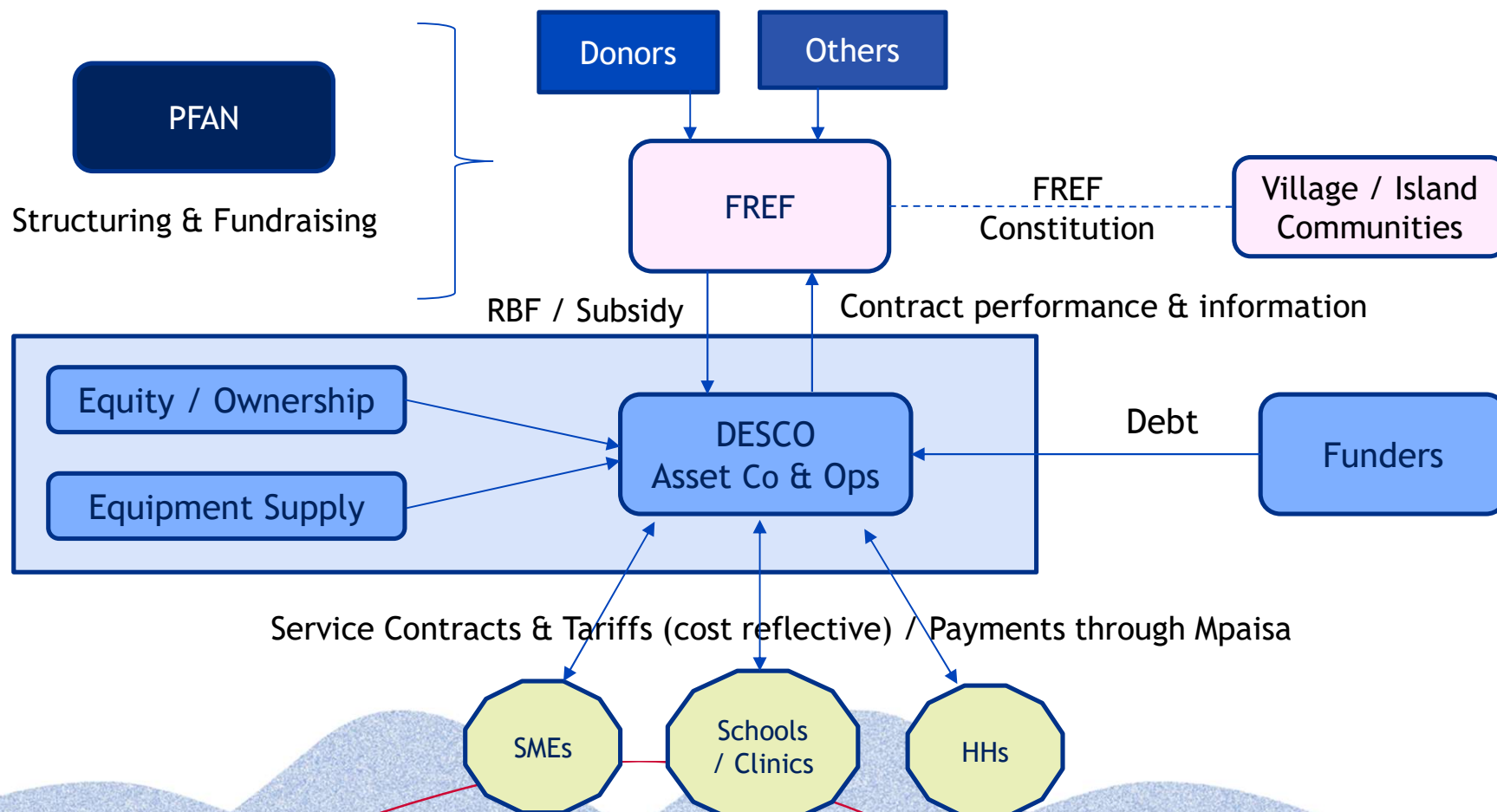


## PFAN: Fiji Rural Electrification Fund (Fiji Outer Island Program)

- ❖ The Programme targets Fiji's remote maritime islands which are either completely without existing access or have existing low quality, intermittent and expensive fossil fuel powered systems / grids
- ❖ 110 Islands / 8.848 Households
- ❖ The Programme is likely to be rolled-out in a number of phases taking into consideration logistical, technical and financing parameters. Feasibility work and private sector consultation will determine optimal clustering approaches
- ❖ There may be opportunities to extend the scope to other off-grid communities in Fiji which are currently served by diesel fired gensets (ca 400 possible communities)
- ❖ If successful the Programme is likely to be rolled-out to other Pacific nations



## PFAN: Fiji Outer Island Program





## PFAN Partners



- We work together in these markets - Africa, Caribbean and the Pacific
- Coordination of applications & service delivery
- Project referrals





REEEP



# Thank you!

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