

The Private Financing Advisory Network

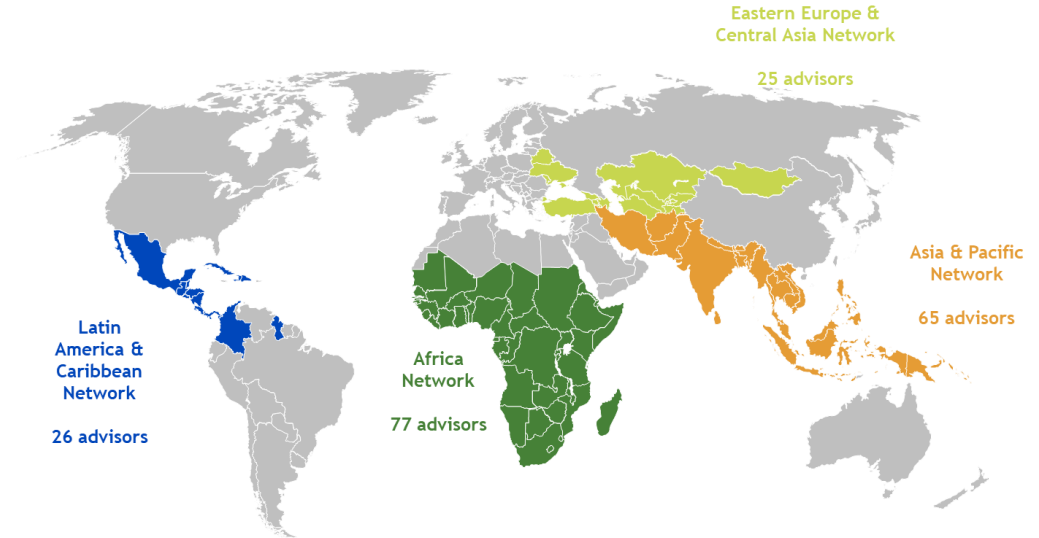
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What We Are and Do

- ❖ The Private Financing Advisory Network is a **global network of climate and clean energy financing experts**, which offers **free business coaching and investment facilitation** to entrepreneurs developing climate and clean energy projects in emerging markets
- ❖ PFAN is promoting **mainstreaming of gender** by applying a gender lens to its operations and advisory services
- ❖ Hosted by UNIDO in cooperation with REEEP and donor funded



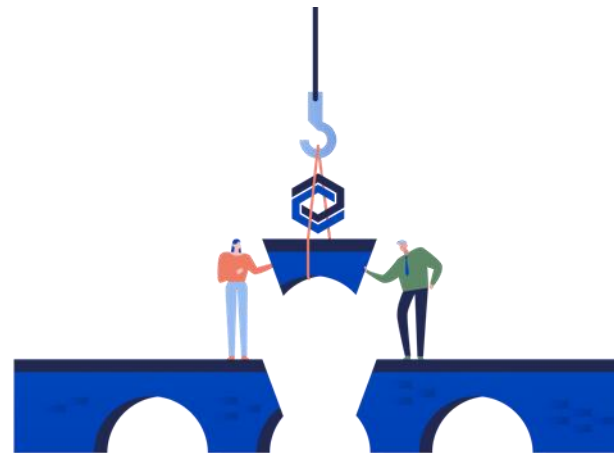
What's the Problem?

How PFAN Addresses the Missing Middle

Climate entrepreneurs

- ❖ Oversupply of poorly structured projects
- ❖ Lack of financial & commercial skills
- ❖ Unrealistic expectations
- ❖ Innovative solutions and business models

The “Missing Middle”



Investors

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



Market Positioning - Vital Part in Value Chain

Filling the Gap for Transition to Scale



Stages of Maturity

The Type Projects We Support



Project type

- ⊞ Clean Energy & Climate Adaptation/Mitigation
- ⊞ Technology Neutral

Geography

- ⊞ Least Developed Countries
- ⊞ Middle Income Countries

Maturity

- ⊞ Green field and scale-up
- ⊞ First round of external financing

Investment Ask

- ⊞ Sweet spot USD 1-50 million
- ⊞ Micro projects (< USD 1 million)



Results and Impacts - Value Proposition



\$ 3.1 BN

Total investment leveraged by PFAN-supported projects



260

Number of projects that raised financing



>1847 MW

Clean energy generation capacity added



5.12 MT

Annual CO2 emissions mitigated



17%

Success rate

661

Number of projects in PFAN development pipeline



Build capacity of business and SMEs

How we foster innovation

Bespoke 1 on 1 advisory

Taxonomy agnostic

Sustainable business models

Innovation not capital driven

Blended financing

Track Record



Ubuntu Towers

Investment raised: USD 100,000

Country: Uganda

Industry: Telecommunications



Bio Innovations - Uganda

Investment raised: USD 100,000

Country: Uganda

Industry: Biomass



Regid Carbon

Status: Pre-revenue startup

Country: Kenya

Industry: Climate Tech

Thank you!

Diana Gichaga
PFAN Advisor
Managing Partner Private Equity Support

More information at www.pfan.net

