Reflections on PFAN and our experience with energy efficiency projects

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What is PFAN?

- Global network of clean energy financing experts
- Housed by UNIDO and REEEP
- Matchmaking clean energy projects with finance since 2009
- 99 expert consulting members in 39 countries

Limited Supply of Investor Ready Projects

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

Low Investment Levels

- Large Financing Supplies
- Underdeveloped investment cultures and risk assessment
- Low familiarity with technologies & business models

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Support Continuum from PFAN

Selection Filters

Projects Seeking Funding

Value Proposition & Business Model • Market Insight • Operations & Implementation Plan • Financials • Environmental and Social Benefits • Risks • Capability Maturity

Investment Facilitation

Financial Close

Deal Facilitation

Investment Forums

Long Term Development

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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 SDGs:
- SDGs 7 (Energy), 9 (Industry), 13 (Climate Action), and 17 (Partnership)

Achievements since inception:

- **$1.4 bn** Total investment leveraged
- **>890 MW** Clean energy generation capacity added
- **113** Total closed projects
- **20%** Success rate – financial closures (in %) of projects that have received PFAN support
- **3.5 m t** Annual CO2 emission mitigation
- **315** Total projects in the development pipeline
**Project Development Pipeline**
Split by Type and Investment Ask

<table>
<thead>
<tr>
<th>Project Type</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brownfield</td>
<td>6%</td>
</tr>
<tr>
<td>Greenfield</td>
<td>45%</td>
</tr>
<tr>
<td>Scale-up</td>
<td>29%</td>
</tr>
<tr>
<td>Technology Development</td>
<td>8%</td>
</tr>
<tr>
<td>Merger, Acquisition or JV</td>
<td>1%</td>
</tr>
<tr>
<td>Unspecified</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

**Distribution by Investment Ask Buckets (in USD)**
Pipeline of PFAN 2.0 Projects (2017 to present)

130 active projects in PFAN 2.0 pipeline

Share of projects

REE/EE 14%
EE 15%
RE 71%

Number of projects

REE/EE 18
EE 20
RE 92
Closed PFAN 2.0 Projects (2017 – present)

25 projects achieving financial closure

Value of projects

<table>
<thead>
<tr>
<th>Technology Area</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>RE/EE</td>
<td>$5,000,000</td>
</tr>
<tr>
<td>EE</td>
<td>$27,880,199</td>
</tr>
<tr>
<td>RE</td>
<td>$176,423,846</td>
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</table>

Share of projects

<table>
<thead>
<tr>
<th>Technology Area</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>RE/EE</td>
<td>2%</td>
</tr>
<tr>
<td>EE</td>
<td>13%</td>
</tr>
<tr>
<td>RE</td>
<td>84%</td>
</tr>
</tbody>
</table>

Technology Areas

- Solar
- Energy Efficiency and Demand Reduction
- Biogas
- Biomass
- Clean Transport
- Hydro
- Biofuels
- Biomass/Solar
- Rural Electrification & Energy Access
- Waste to Energy
Thank you for your attention!

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more information at www.pfan.net