



USAID
FROM THE AMERICAN PEOPLE



Introduction USAID - Pakistan Private Sector Energy Program (PPSE) implemented by PFAN

August 2021

REEEP

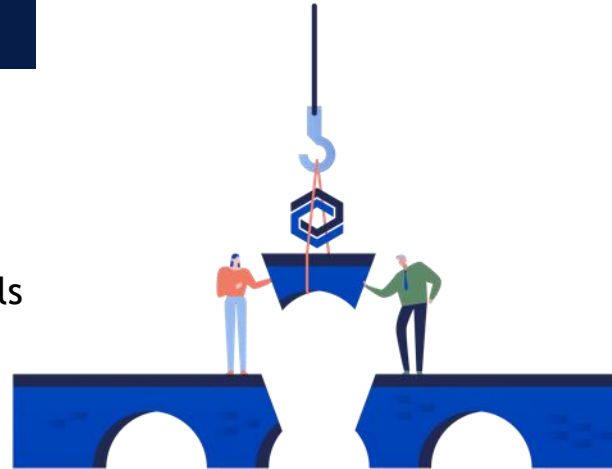


Addressing Barriers — Bridging the Gap

The “Missing Middle”

Limited supply of investor-ready projects

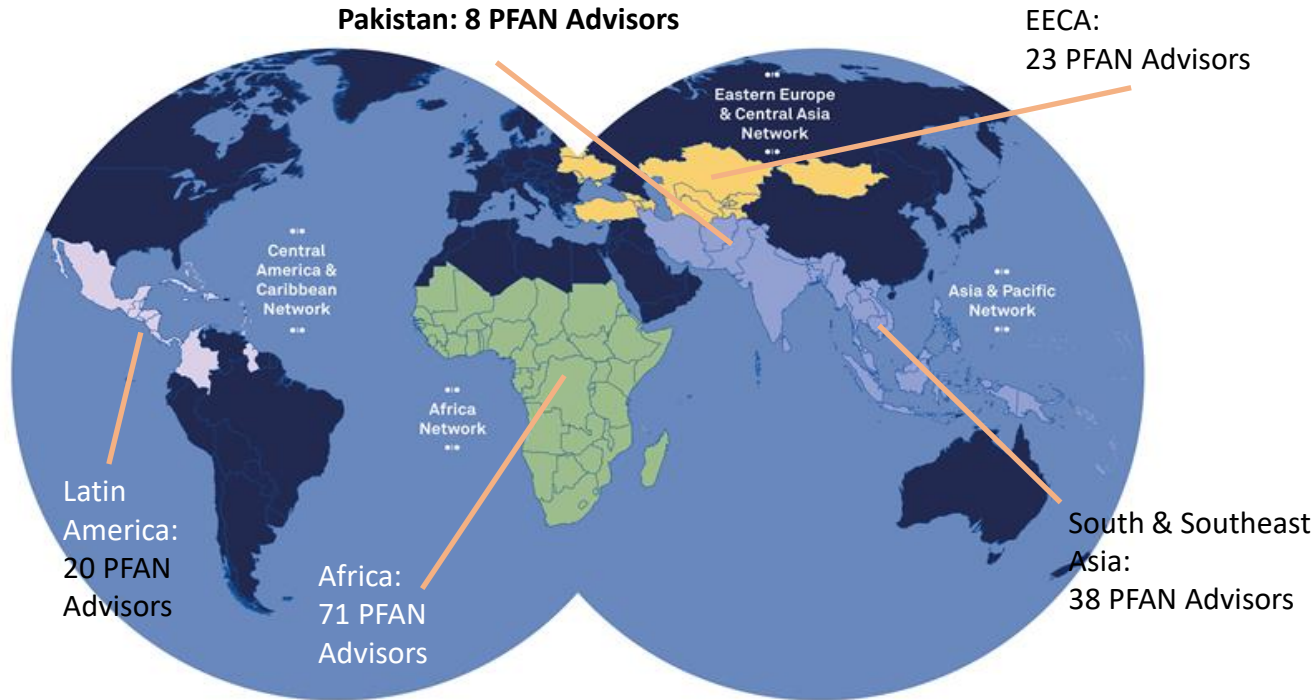
- ❖ Oversupply of poorly structured projects
- ❖ Project developers lack financial & commercial skills
- ❖ Unrealistic expectations



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

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:



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

Pakistan Private Sector Energy (PPSE)



PPSE aims to unlock more investment from low carbon, clean, climate resilient projects

- ❖ USAID-funded PPSE is a dedicated Private Financing Advisory Network (PFAN) project in Pakistan
 - PPSE project was launched in February 2021
 - Focus on Clean Energy and SME sector in Pakistan
- ❖ Dedicated 14-person team with local knowledge and expertise
 - Expansion of local capacity via advisors
- ❖ Full access to PFAN's extensive experience in frontier markets / field-proven approach / wide-ranging investors network / global structure
- ❖ 6 projects on boarded and robust upcoming pipeline
- ❖ Partnered with JS Bank; discussions with other financial institutions underway
- ❖ Explicit linkages with relevant initiatives, by Government of Pakistan, USAID, UNIDO and others
- ❖ Advisory service provided as per needs depending on development stage of the projects

PPSE Project



Project funded by



Implementing Partner




PFAN Hosting Partners



PPSE Management Team

- 6 dedicated staff 
- Project Origination
 - Advisory Services - private sector
- Relationships with Financial Institutions
 - Risk mitigation - viable business model
 - Matchmaking - investors > financiers
- SME Acceleration Services
 - Develop commercial, technical and financial know how of developers
 - Early-stage support
- Communications & Outreach

PPSE Advisors

- 8 advisors 
- Financial Experts
- Climate Experts
- Support SMEs projects to become bankable
- Investor Readiness
- Investment Facilitation

We know clean energy



PETER STOREY
Chief of Party (Acting)

Co-initiator and Global Coordinator of PFAN

More than 30 years of project and corporate finance experience with significant expertise in renewable energy and specialized in developing countries and transition economies

Main areas of expertise: business model development, deal origination and transaction management, project development, investment analysis and structuring of complex financing transactions in challenging environments



GHAZIL JABBAR
Deputy Chief of Party
Project origination

More than 20 years of experience

Worked in investment banking, private equity, energy efficiency

Main areas of expertise: Mergers & Acquisitions, Business Development, Transaction Management across E-mobility, Renewable Energy, Financial Institutions, Oil & Gas, Energy Efficiency.



AMMAR QURESHI
Lead Financial institutions relations

More than 23 years of experience

Worked in investment banking, private equity, corporate and consulting sectors

Main areas of expertise: Access to Finance, SMEs, Renewable Energy, Oil and Gas, Food and Beverage, Climate Change, Funds & Fintech.



M HAMMAD BASHIR
Lead SME Services & Public Sector relations

More than 18 years of experience

Working in UNIDO since last 6+ years
Worked for public & private institutions

Main areas of expertise: Project Development in the area Renewable Energy and Energy Efficiency, Climate Change, IT Management, Managing Startup accelerators etc.



MAVRA BARI
Communication

Over 10 years of experience

Worked in media and communications, academic research, development and social innovation sectors.

Main areas of expertise: Startup incubators and accelerators (women-led), sustainable urban development, communications and outreach, green transition, business/tech for good.



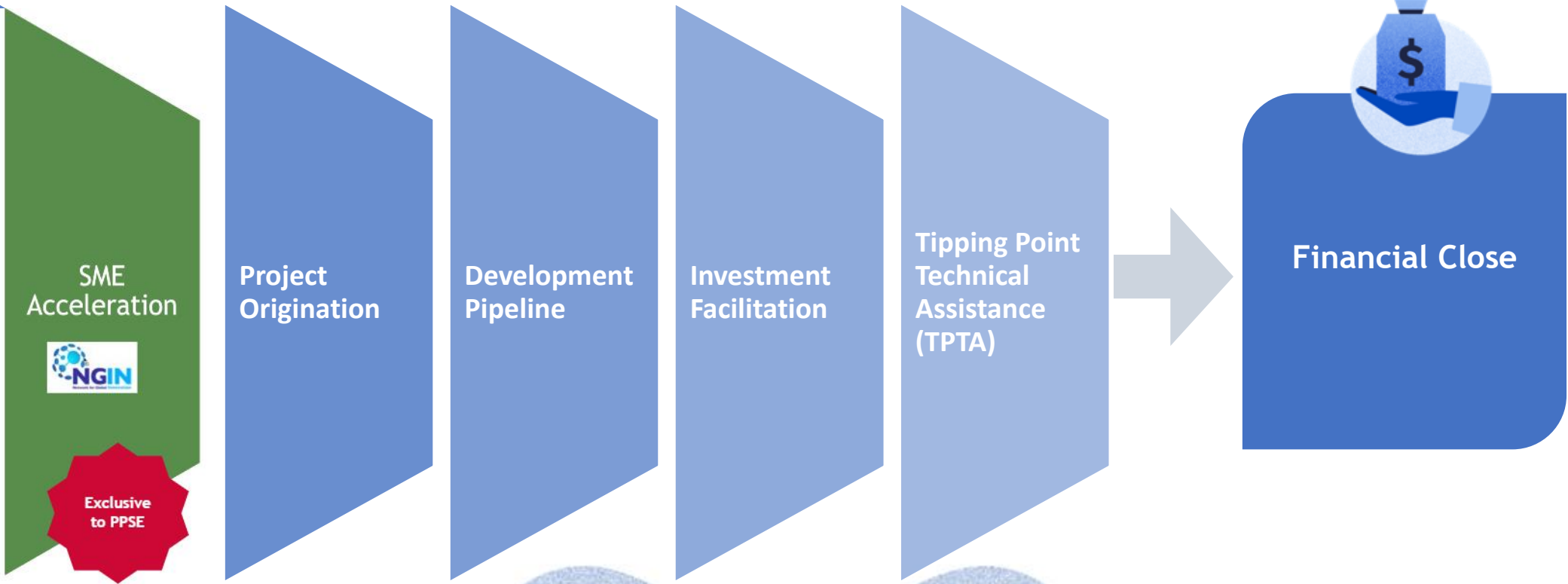
SANTIAGO NOCELLI PAC
Operations

Over 9 years of experience

Worked for UN Environment Programme (UNEP - Kenya) and Green Climate Fund (GCF - South Korea). Former government official in Argentina.

Main areas of expertise: Agriculture, international trade, private sector engagement, knowledge and change management, and climate change.

Service Offering



SME
Acceleration



Exclusive
to PPSE

Project
Origination

Development
Pipeline

Investment
Facilitation

Tipping Point
Technical
Assistance
(TPTA)

Financial Close

How the Project Pipeline Works



Project Selection Criteria and Scope



Transaction Size

- 🔹 Sweet spot USD 1-50 million

Viability

- 🔹 Projects commercially and technically viable

Project type

- 🔹 Clean Energy
- 🔹 Technology Neutral

Market Segments Prioritized

- 🔹 Projects on clean energy and from all provinces in Pakistan are eligible to receive PFAN's support
- 🔹 Preference will be given to specific market segments in clean energy

Apply today: https://climate-invest.fluxx.io/user_sessions/new

PPSE - Priority Sectors & Technologies



Priority 1

- Rural Electrification & Energy Access
- E-mobility
- B2B Captive & Distributed Generation
- Bioenergy Rural W2E (Biomass & Biogas for Agriculture)

Priority 2

- Urban Waste Management and Renewable Energy (W2E)
- Recycling & Circular Economy Projects

Priority 3

- Energy Efficiency
- Industry 4.0 – CE, Digital & Fintech Nexus

Priority 4

- Solar / Wind / Biomass IPPs on an opportunistic basis

Other PFAN Eligible Sectors

- Biodiversity & Eco-system Services
- Clean Technology
- Agriculture & Agribusiness
- Clean Cooking
- Urban Resilience
- Climate Change Adaptation
- Climate Resilience Infrastructure
- Tourism
- Water & Sanitation



USAID
FROM THE AMERICAN PEOPLE



Thank you!

Ghazil Jabbar
Deputy Chief of Party
PPSE, Pakistan
+92 301 8225534
M.JABBAR@unido.org

more information at
<http://pfan.net/pakistan-private-sector-energy-project/>

Follow us on



@PFAN_PPSE



Pakistan Private Sector Energy

REEEP

