

The Private Financing Advisory Network
welcomes you and your business to the
PFAN Journey





The PFAN Journey

A 3-stage process

Welcome to PFAN

- ❖ With PFAN, you join a programme that has supported over 1320 projects/businesses since 2006, from which more than 240 have raised over USD 3 billion in financing to date.
- ❖ This presentation covers:
 - The services provided by PFAN
 - Pro bono support & Role of the bilateral Success Fee
 - Contact details & Useful Links
 - Frequently Asked Questions (FAQs)
- ❖ If you are not receiving PFAN support yet, please check our [eligibility criteria](#) and [apply](#).





The PFAN Journey

A time-bound,
3-stage process:

Action Plan

Up to 1 month

Project Development

3 to 6 months

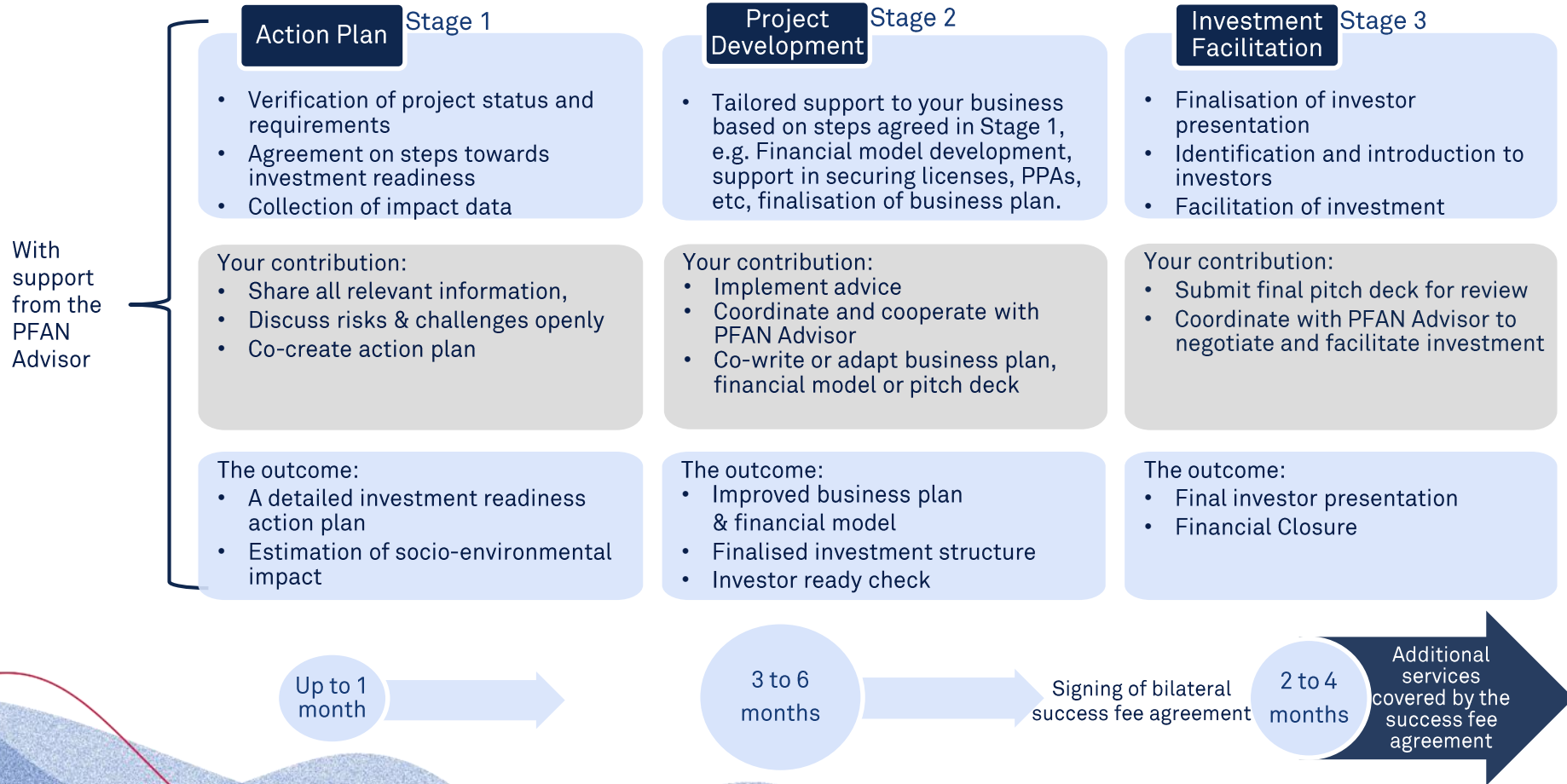
Investment Facilitation

2 to 4 months

- ❖ Aims to **get you ready to meet investors**, and once ready, **enables targeted investor introductions**.
- ❖ You will benefit from one-on-one support, or in some cases two-on-one, from a PFAN Advisor(s) assigned to your project/business.
- ❖ Time-bound, but **with flexibility**
 - ❖ **To adjust the speed to the needs of mature projects/businesses**, so you benefit from investment facilitation as soon as you are ready, or
 - ❖ **To provide you and your team with the time you need** before continuing to the next stage
 - ❖ **At the end of every stage**, if your project/business is not ready to progress to the next, you will be provided with guidance on the steps for you and your team to pursue. An update will be scheduled, so that you may progress into the next stage when you are ready.
- ❖ You also participate in various capacity building events organised by PFAN or by our partners such as **thematic webinars**, **project development workshops** and **investor forums**, or **other activities in the sector** and **with investors**.



The PFAN Journey





Services under Stage 2 – Project Development

The following services can be conducted by your PFAN Advisor as required by your project as identified in Stage 1 (Action Plan). Here a secondary advisor with a complementary skillset to the initial advisor can be allocated to support your project.

TOR Item	Deliverable	Expected Timeline (months)
Supporting the PD to secure PPA	PPA / Lol for PPA / Draft PPA / MoU Document	6
Supporting the PD to secure license/permits	License / Permit Document	3
Guide & Coordinate Feasibility Study	Feasibility Study	4
Identify land and negotiate land acquisition	Contract Document	3
Developing Financial Model from ground up	Financial Model	3
Financial Model refinement	Financial Model	2
Business Plan refinement	Business Plan	3
Draft & finalize Investor Teasers	Teaser & Teaser Data	1
Draft Pitch Deck	Pitch Deck	2
Supporting recruitment of C-level staff	Gap Analysis & ToR/JD of Role	3
SOP development	SOP Document	2
Governance Structure development	Structure Proposal	2
Rollout Strategy development	Rollout Strategy	2



Capacity Building Events

As a PFAN project you will be invited to various Capacity Building events to increase your chances of securing investment:

Overview	Timing
Onboarding and introduction to your PFAN Journey	Stage 1
Recorded Sessions: Key Elements of a Successful Business Plan & Raising Finance	Stage 1
Financing Workshop and Discussion Session	Stage 1
Project Presentation Practice Session	Stage 2
“Say it in a Minute” - Investor Dialogue Practice Session	Stage 2
Investment Screening Presentation	Stage 3
Investors Panel Discussions	All Stages



PFAN Support

PFAN is generously supported by our donors, so we can provide business coaching and investment facilitation support to projects and businesses like yours.



Norwegian Ministry
of Foreign Affairs



Australian Government
Department of Foreign Affairs and Trade



While all upfront PFAN services are pro bono, projects and PFAN Advisors have the option of agreeing on success fees to cover additional and continuous services following the PFAN Journey.



The Bilateral Success Fee Agreement

PFAN's aim is also to contribute so that members of the local financial ecosystem develop **sustainable commercial relationships**.



We encourage projects and PFAN Advisors to agree on success fees, which shall cover **additional and continuous services taking place after the last stage of the PFAN Journey**, and only become due and payable when the investment is raised.

The terms are to be agreed between you and your Advisor (such as services covered, rate and tenor). PFAN shall be consulted as needed.



Further Information

- PFAN through UNIDO, REEEP and your PFAN Advisor, support strict anti-fraud and anti-corruption standards, and we encourage you to read about it (<https://pfan.net/wp-content/uploads/2020/07/PFAN-anti-fraud-and-anti-corruption-guidelines.pdf>).
- You are free to use other financial advisors during the process. Please keep your PFAN Advisor informed, so we avoid duplication of work or conflicting advice.



Contact information

Your PFAN Advisor will be your main contact, and if you need support in specific matters, please consider reaching out to:

About the coaching process, your respective Regional Coordinator:

- Regional Coordinator Sub-Saharan Africa: Wilfred Mworio (wilfred.mworio@pfan.net)
- Regional Coordinator Southeast Asia: Peter du Pont (peter.dupont@pfan.net)
- Regional Coordinator South Asia: Pamli Deka (pamli.deka@pfan.net)
- Regional Coordinator Latin Central America & the Caribbean (LAC): Federico Fische (federico.fische@pfan.net)
- Regional Coordinator Eastern Europe and Central Asia (EECA): Rostyslav Maraikin (rostyslav.maraikin@pfan.net)
- Regional Coordinator Pacific: David Eyre (david.eyre@pfan.net)
- Chief of Party, PFAN Pakistan: Ahmed Ammar Yasser (ammar.yasser@pfan.net)

About administrative topics, your respective Execution Manager:

- Execution Manager, EECA and LAC: Lukas Baumhauer (lukas.baumhauer@reeep.org)
- Execution Manager, Asia & Pacific: Colin Brouillard (colin.brouillard@reeep.org)
- Execution Manager, Sub-Saharan Africa: Teresa Oberascher (teresa.oberascher@reeep.org)

Any other question:

- info@pfan.net for general matters
- support@pfan.net for system support

Thank You!

