



Private Financing Advisory Network-Asia

INTRODUCTION

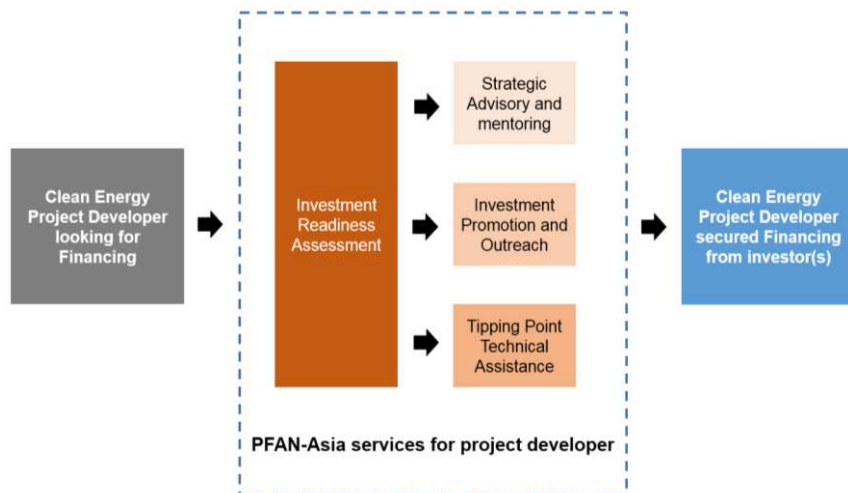
The U.S. Agency for International Development (USAID) regional Private Financing Advisory Network-Asia program (PFAN-Asia) assists businesses, governments, and others in Asia's developing countries to mobilize and scale up investments in clean energy. PFAN-Asia serves as the regional operation of CTI-PFAN in Asia. The primary goals of the program are to mobilize at least \$1 billion in funds for clean energy investments and avoid or reduce greenhouse gas emissions amounting to at least 40 million tons of carbon dioxide equivalent. For more information, please visit us online at <http://www.cti-pfan.net>.

HOW PFAN-ASIA SUPPORTS CLEAN ENERGY COMPANIES

PFAN-Asia supports promising clean energy projects and businesses in their capital raising efforts.

As the first step in effectively supporting participants, PFAN-Asia initially performs an Investment Readiness Assessment (IRA). The purpose of the IRA is to evaluate whether the proposal's underlying fundamentals are attractive to investors and

identify areas of weakness that demand additional attention. Based on the findings of the IRA, further support from PFAN-Asia may include one or more of the three services below:



1. **Strategic Advisory and Mentoring:** PFAN-Asia provides strategic advisory and mentoring on the preparation and refinement of the business plan and other related documentation necessary for investor outreach. In general, mentoring includes one-on-one advisory that takes place through a combination of e-mail, telephone, and/or face-to-face meetings. PFAN-Asia Mentors are highly experienced and qualified individuals that have an extensive track record of successfully raising capital for clean energy companies.

2. **Investment Promotion and Outreach:** PFAN-Asia promotes and matches investment ready proposals with suitable investor(s). These activities include directly facilitating introductions between entrepreneurs and investors in PFAN-Asia's network, as well as organizing investor forums and other promotional events.

3. **Tipping Point Technical Assistance:** Tipping point technical assistance refers to late-stage technical assistance that pushes projects up and over the tipping point so that an investor decides to move forward with the investment. Activities covered by this type of assistance might

include a legal opinion, land title, or technical review of a wind study or engineering feasibility report. PFAN-Asia provides this type of assistance on an *extremely limited* basis, and only for exceptional applicants that have advanced to very late-stage discussions with potential investors.

ELIGIBILITY CRITERIA FOR PARTICIPATION

In order to be eligible for PFAN-Asia support, applications must meet the following criteria:

- **Geographic Scope:** Must be in one of the following 12 countries that is currently covered by PFAN-Asia, including: Cambodia, Thailand, Laos, Vietnam, Indonesia, Malaysia, the Philippines, Bangladesh, India, Nepal, Sri Lanka and Maldives.
- **Investment Size:** Must be seeking a total investment in the range of \$1 to \$50 million, in general. On a case-by-case basis, applications with smaller or larger investments may also be considered.
- **GHG Reduction:** Must be able to clearly demonstrate that their project or business will result in GHG reductions.
- **Technology:** Must use clean energy. PFAN-Asia is technology-neutral, and supports clean energy projects and businesses across a wide range of technologies, including but not limited to: biomass, wind, waste-to-energy, geothermal, hydropower, energy efficiency, tidal, solar, clean transport, and distributed generation.
- **Other Factors:** Applications may also be evaluated on: (1) Environmental and development impact (and avoidance of adverse environmental impacts); (2) Commercial viability; (3) Experience and background of Applicant(s) and management team; (4) Potential for scalability and replicability; and (5) Unique characteristics and intangibles.

PFAN-ASIA CONTACTS

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APPLICATION SUBMISSION

Interested parties can submit their applications – consisting of a business plan or project executive summary – in electronic format to asia@cti-pfan.net. While there is no set format for the application itself, all applicants should make a concerted effort to submit comprehensive details to allow for a thorough review.

The application review process occurs on a continuous, ongoing basis throughout the course of the year. Applicants can expect a response from PFAN-Asia within 15 business days of submission.

For further details on PFAN-Asia, please connect with us using the provided contact information.