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PFAN SME ACCELERATOR PAKISTAN

HOSTED BY



ABOUT THE PFAN SME ACCELERATOR

The PFAN SME Accelerator in Pakistan is a unique opportunity to receive advanced entrepreneurship training, business coaching and customized support from international and local clean energy experts. The accelerator program is delivered by the Network for Global Innovation (NGIN), an international organization with experience in supporting thousands of clean energy entrepreneurs in over 22 countries, including Pakistan.

The accelerator program consists of 4 months of intensive online training and group mentoring followed by 6 months of customized support and 1:1 coaching by clean energy experts for selected ventures. Accelerator graduates with the greatest potential may be eligible for international investment facilitation support from PFAN. Since 2006, PFAN has leveraged over \$2Bn of investment for 155 clean energy projects and ventures.

The accelerator is entirely free of any financial (or equity) cost for the participating entrepreneurs.

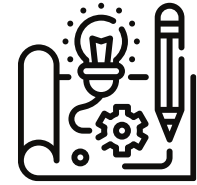


WHO CAN APPLY?



Location

Your business needs to be based in Pakistan.



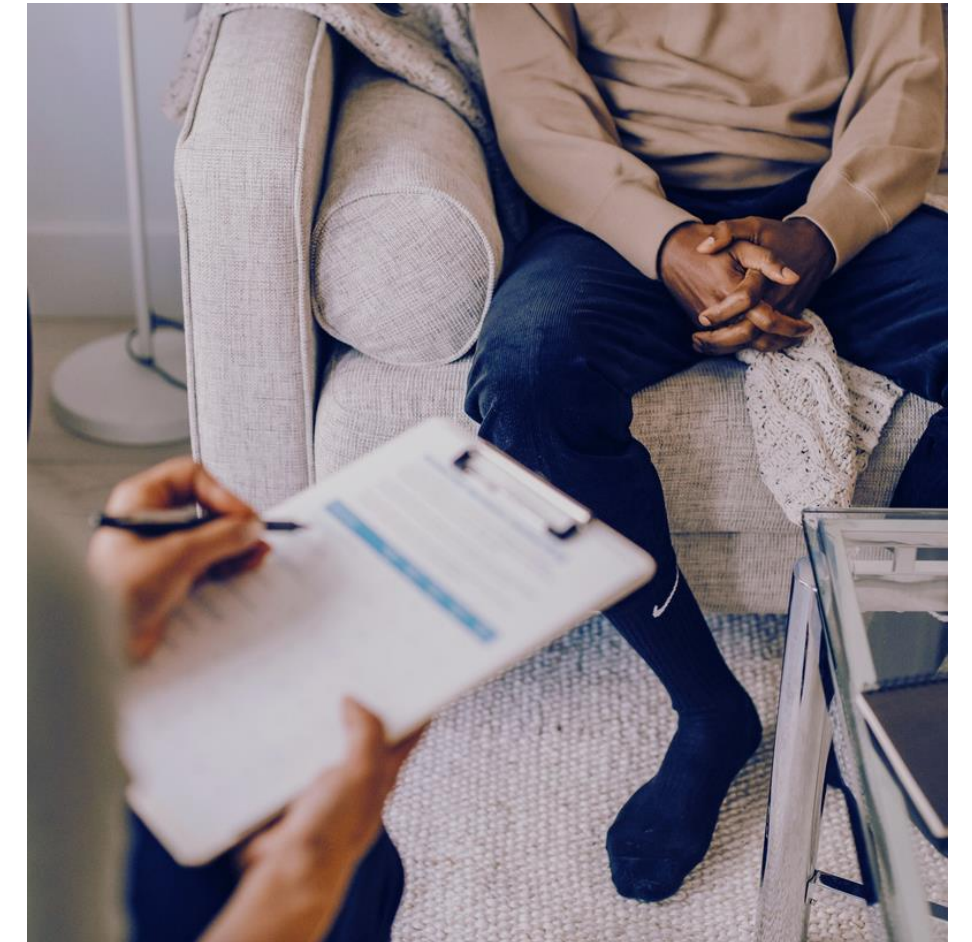
Maturity

You have a prototype in the market.

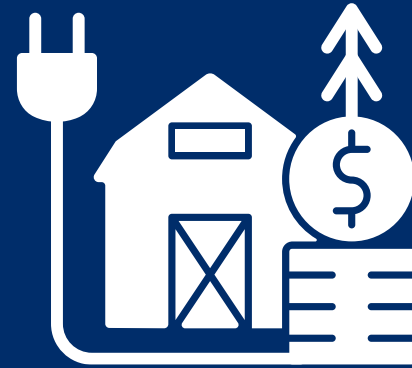


Clients

You have proof of traction.



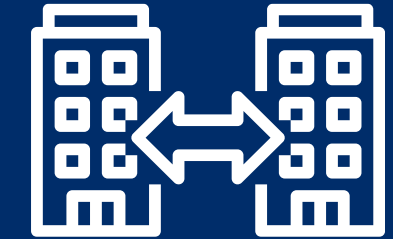
SECTORS WE SUPPORT



Rural Electrification & Energy Access



E-mobility



B2B Captive & Distributed Generation



Bioenergy Rural W2E (Biomass & Biogas for Agriculture)



Energy Efficiency



Urban Waste Management and RE



Supporting Pakistan's
Clean Energy Businesses



Recycling & Circular Economy
Projects (energy)



Solar / Wind / Biomass IPPs



Industry 4.0 – Circular Economy,
Digital & Fintech Nexus

WHO ARE WE?



FUNDING AGENCY

USAID leads international development and humanitarian efforts of the US government to save lives, reduce poverty, strengthen democratic governance and help people progress beyond assistance.

EXECUTING ORGANIZATION

The Private Financing Advisory Network is a global network of climate and clean energy financing experts, hosted by UNIDO (UN agency) & REEEP (NGO).

PROJECT

The USAID funded project provides financial advisory and investment facilitation support to clean energy SMEs in Pakistan. It focuses on expanding the portfolio of commercially viable projects by enabling them to access financing and reach financial close.

IMPLEMENTING PARTNER

NGIN is an international organization with experience in supporting thousands of clean energy entrepreneurs in over 22 countries, including Pakistan, via accelerator programs, incubators, innovation challenges and member networks.



HOW DOES IT WORK?

Scaling up Clean Energy Business in Pakistan

PHASE #1

INDUCTION TRAINING

20 modules

4 months

20 ventures



Ventures will progress through a series of in-depth online training webinars and modules focused on key topics and themes based on NGIN's work to date, supporting thousands of entrepreneurs, in both developed and emerging economies, including Pakistan and across SE Asia.

Phase 1 will be preparation training to gather data and understand the individual ventures, identify training needs for Phase 2.

While the training will be conducted in groups, an individual approach will be applied.

PHASE #2

INTENSIVE TAILORED

SUPPORT

Following the in-depth review and assessment of the cohort, ventures that have met specific targets for growth, revenue, impact etc. will receive more intensive support through a virtual team of local and international expert mentors and growth-focused workshops over a period of 6 months.

It is expected that up to 10 ventures will be selected for this intensive business-building support.

24 sessions

6 months

10 ventures

OUR VALUE PROPOSITION

BESIDES ACCESSING ACCELERATION, 5 VENTURES WILL BE ELIGIBLE FOR PFAN SUPPORT, FOR AN ESTIMATED VALUE OF USD 35,000:

Project Origination

Roadshows & Outreach

Investment Potential
Assessment (IPA)

Development Pipeline

Business Advisors / De-
risking Bus. Model

Preparation of Business Plan

Investment Structure & Ask

Preparation of Investment
Pitch & Teaser

Financial Structuring &
Matchmaking

Investment Forum

Supplementary Coaching

Investment Facilitation

Valuation

Investor Identification &
Introductions

Transaction Advisory

Negotiation & Closing

Tipping Point Technical Assistance (TPTA)

To address specific investor
requirements

Due Diligence / Conditions
Precedent / Audit / Legals /
Study Updates

PFAN Investor Outreach

Investor Database & Active
Partnership Management

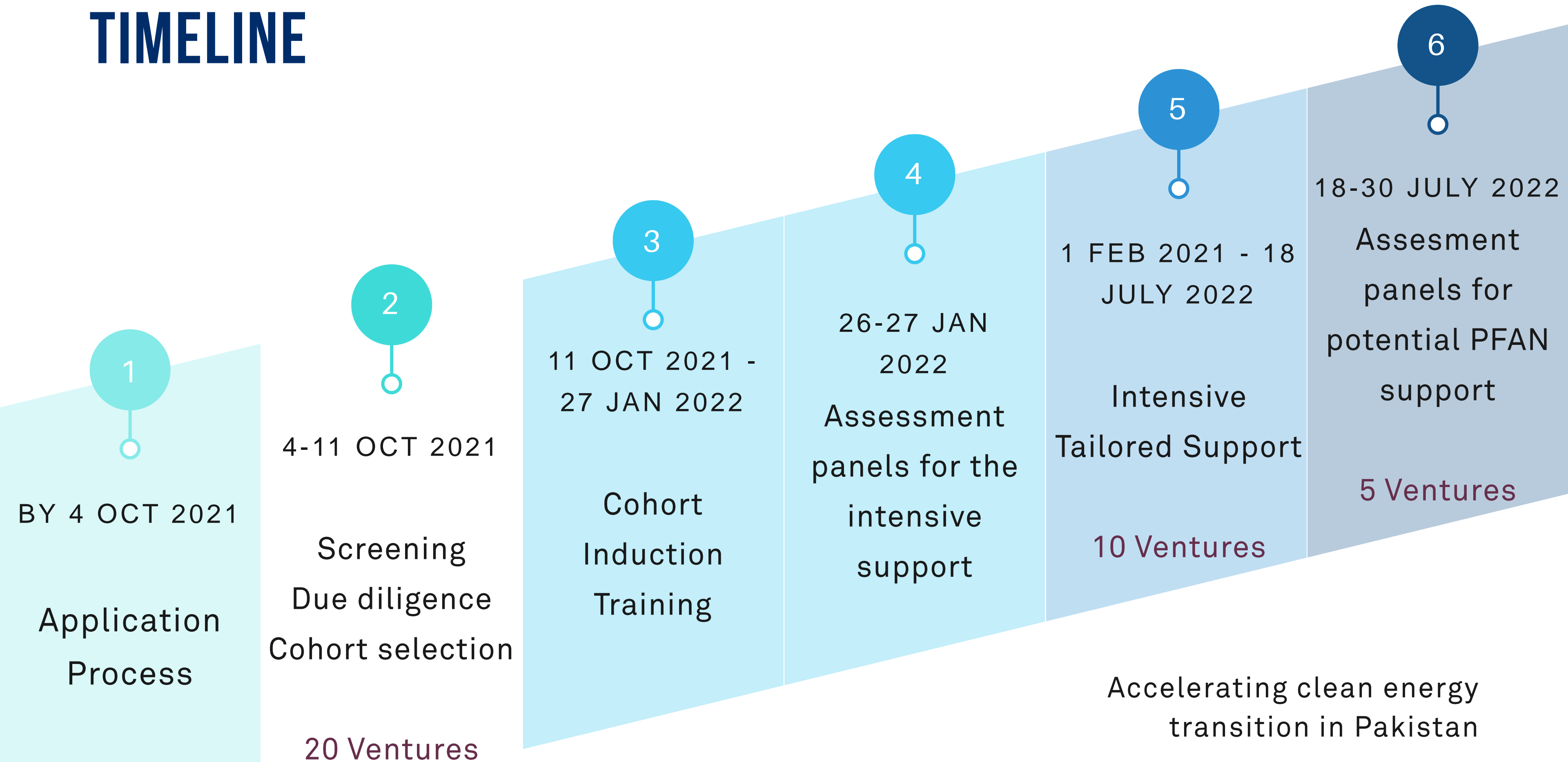
Build Investor Capacity

Investor Roadshows

1-1 Investor Introductions

Project Referrals

TIMELINE





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PFAN

Pakistan Private Sector
Energy Project (PPSE)

**EXPONENTIAL GROWTH AWAITS YOU,
APPLY NOW!**

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Deadline
4 October 2021