



Clean Tech Investments

Asia Clean Energy Forum - 2018

REEEP®



Overview

PFAN has been actively operating in Asia since 2009, with the first two phases of the program being funded by USAID and hence administered through USAID's implementation partners.

2009-2011 : IRG Resources

2013-2018 : Deloitte Consulting LLC

During this period, Asia has contributed to nearly US \$ 900 m, in nearly 60 projects across 10 countries in the region and continues to be promising.

There are 57 mentors in the current PFAN network in Asia and intends to grow this further

PFAN has held 8 successful editions of the Asian Forum for Clean Energy and Climate Finance, its flagship event in the region.

Additionally PFAN also works closely with partners such Commercial banks and several categories of equity investors, debt and grant providers.

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- ❖ Global Clean Energy Investment
- ❖ Understanding the Funding Cycle

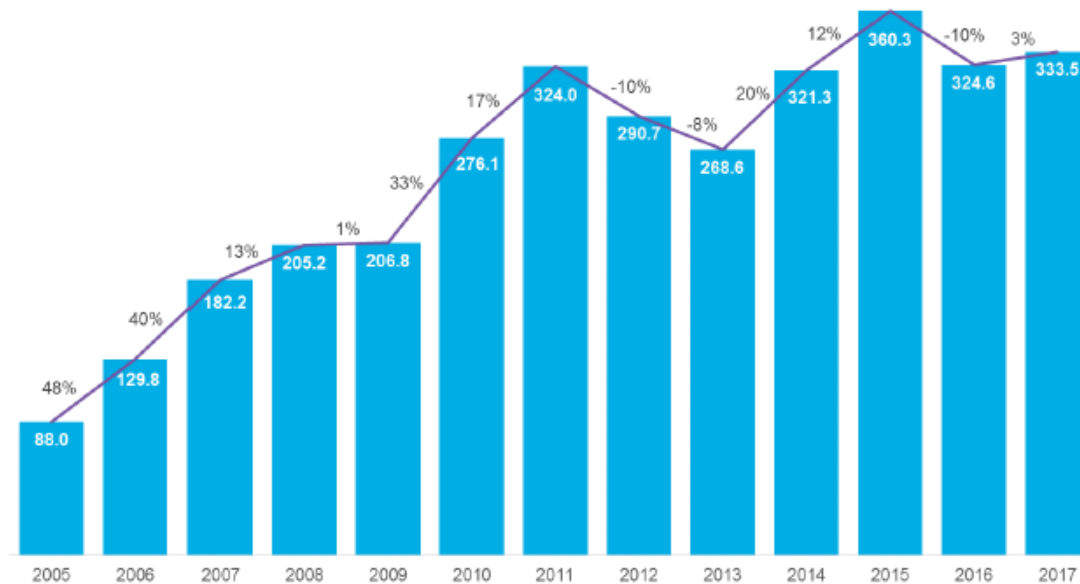
Global Cleantech Investment

Annual Trends, New Investment

Global New Investment in Clean Energy

2005 – 2017

\$bn



Version WF18.04
All values nominal

Source:
Bloomberg New Energy Finance

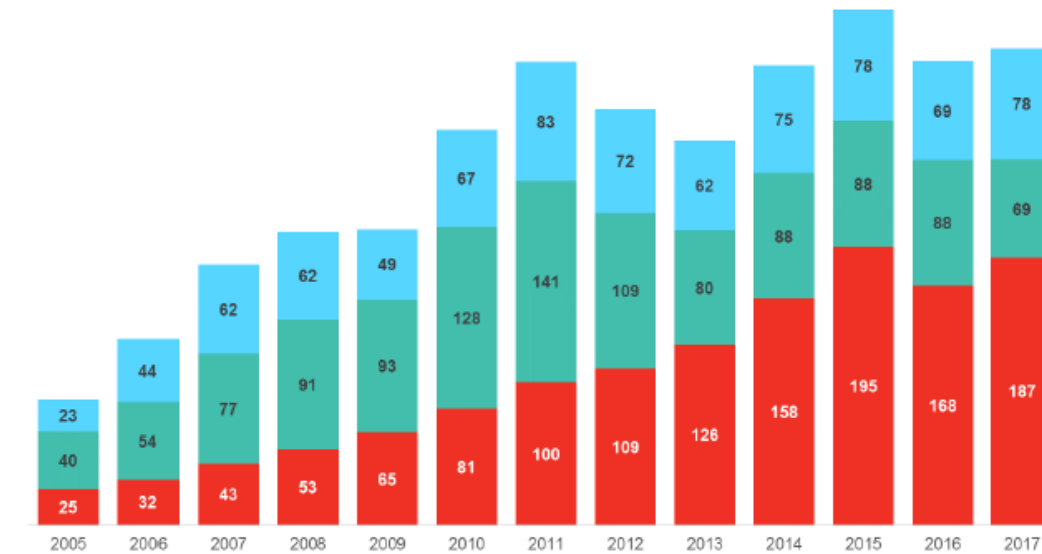
Global Clean Energy Investment – By Region

Annual Trends, New Investment

Global New Investment in Clean Energy by Region

2005 – 2017

\$bn



Version WF 18.04
All values nominal

■ APAC ■ EMEA ■ AMER

Source:
Bloomberg New Energy Finance

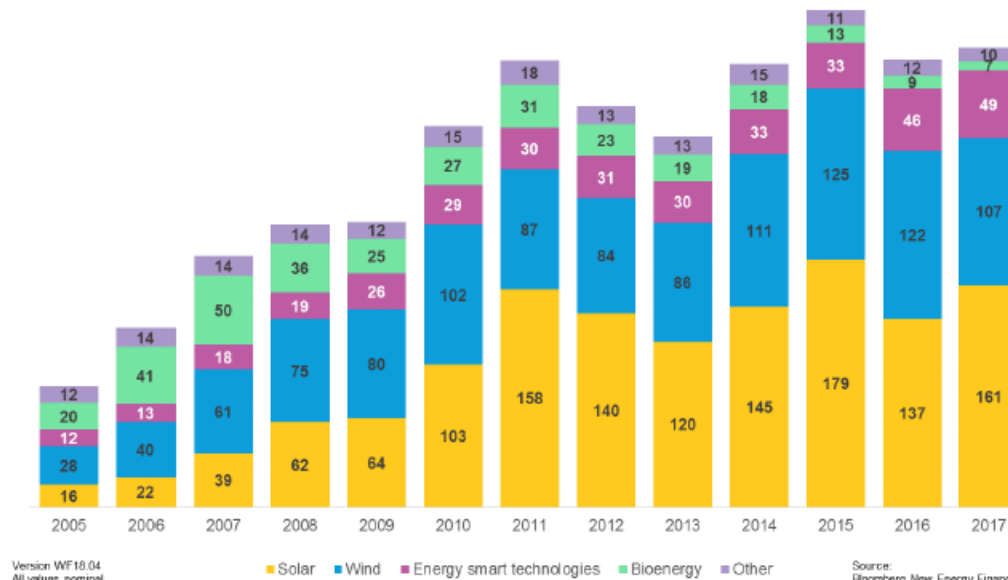
Global Clean Energy Investment – By Sector

Annual Trends, New Investment

Global New Investment in Clean Energy by Sector

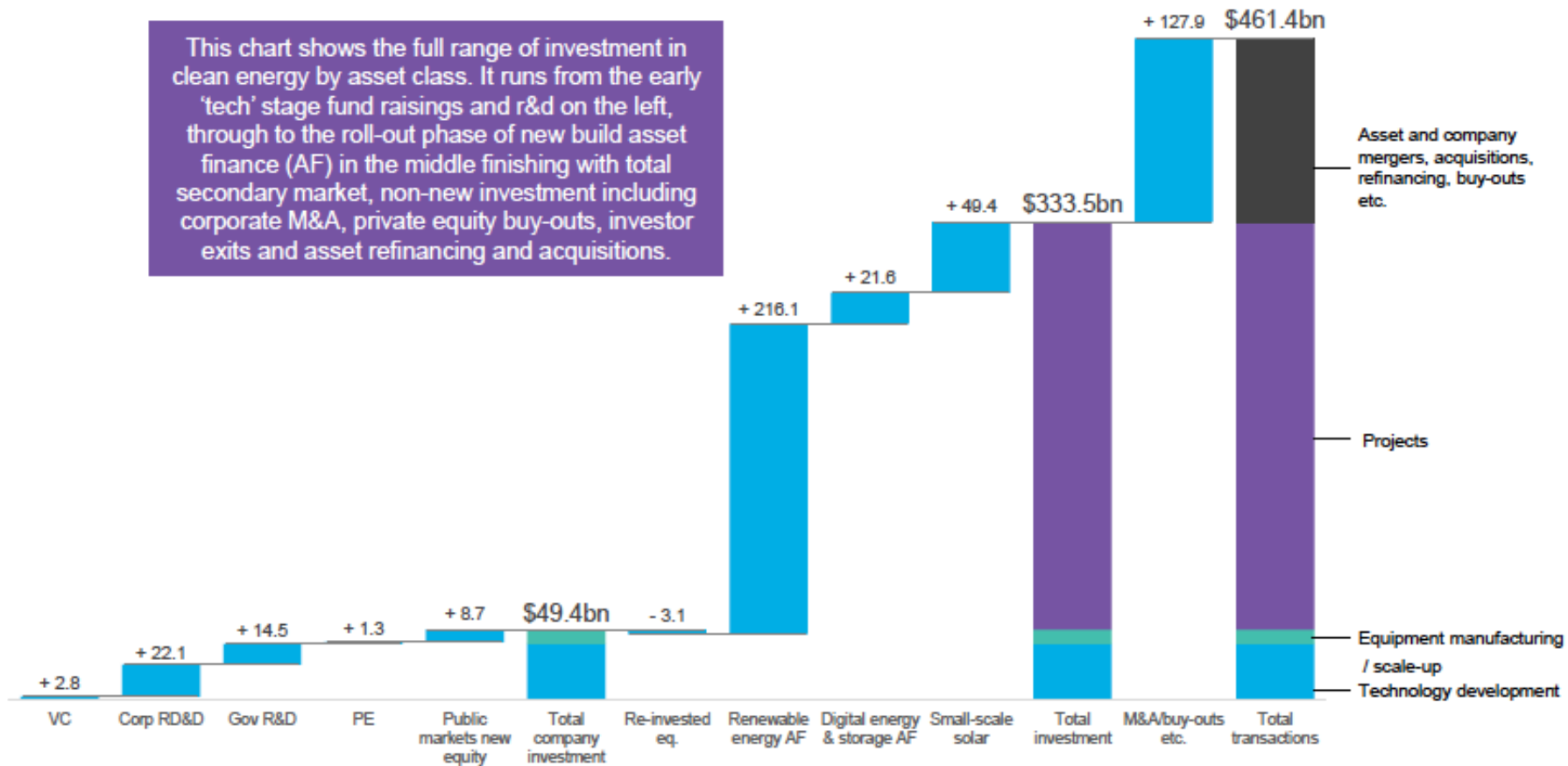
2005 – 2017

\$bn



Global Clean Energy Investment – Types of fund flows

This chart shows the full range of investment in clean energy by asset class. It runs from the early 'tech' stage fund raisings and r&d on the left, through to the roll-out phase of new build asset finance (AF) in the middle finishing with total secondary market, non-new investment including corporate M&A, private equity buy-outs, investor exits and asset refinancing and acquisitions.



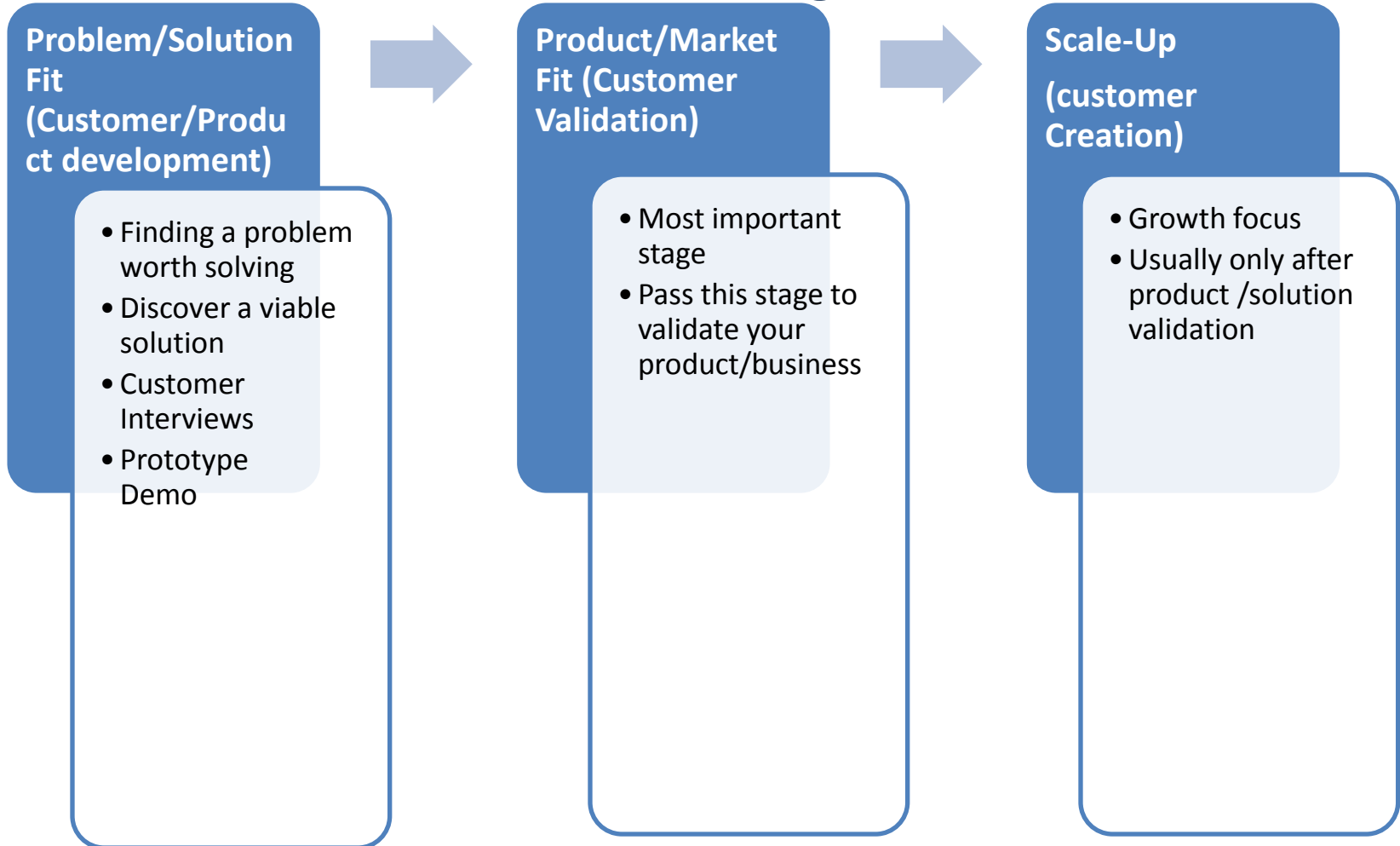
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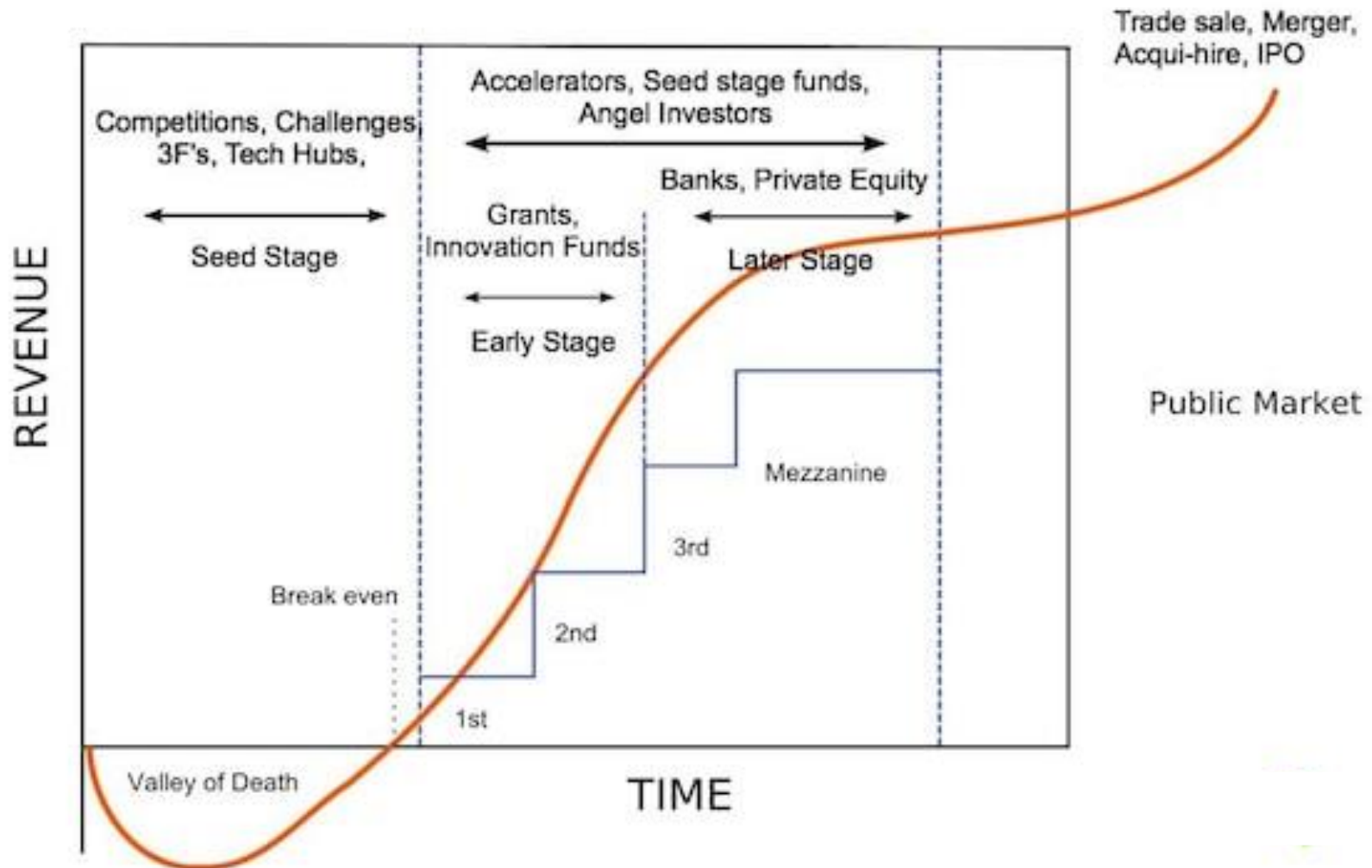
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- ❖ Understanding the Funding Cycle

Understanding the Funding Cycle – Start Up Stages



Understanding the Funding Cycle – Exploring Funding Fit



Understanding the Funding Cycle – Understanding the Give & Take

STAGES OF FUNDING

Note: The figures below are used for illustration purposes only.



IDEA STAGE

Conceptualization,
idea development
(no paperwork)

Company Valuation:
\$0

Founder Equity:
\$0

CO-FOUNDER

Individual partner(s)
invest(s) in idea
(no formal agreement),
a.k.a. napkin stage

Company Valuation:
\$2,000

Founder Equity:
\$1,200

SEED FUNDING

Family & friends, angel
investors, govt. incubators,
employees (sweat equity),
HNWIs, Micro VCs, etc.

Company Valuation:
\$50,000

Founder Equity:
\$15,000

SERIES A,B,C,D

VCs, Employees (ESOPs),
professional managers,
crowdfunding,
mezzanine financing

Company Valuation:
\$500,000

Founder Equity:
\$75,000

IPO STAGE

Institutional & retail investors,
investment bankers,
alternatively, management
buyout (MBO) or trade sale

Company Valuation:
\$50,000,000

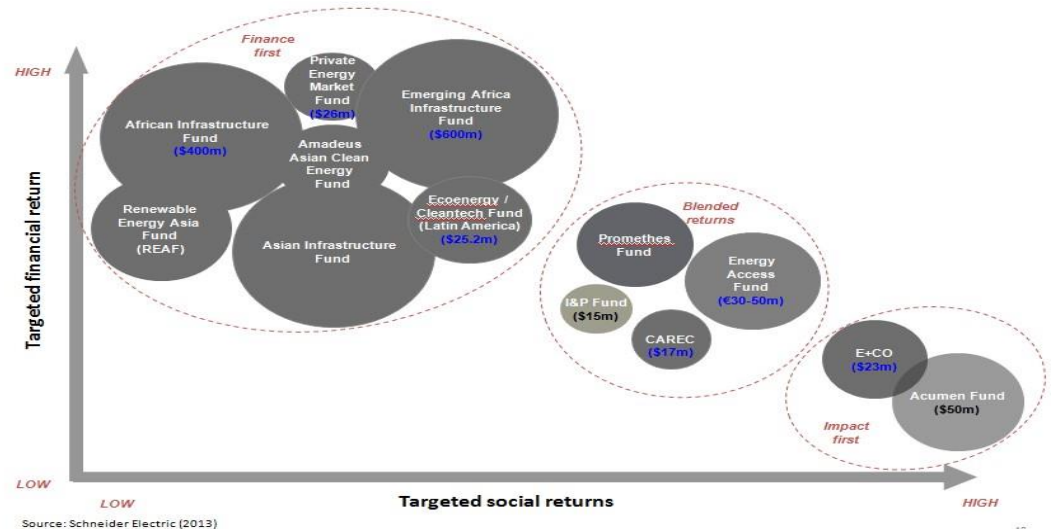
Founder Equity:
\$4,000,000

Understanding the Funding Cycle – Incubator or Accelerator

	INCUBATOR	ACCELERATOR
Type of Organization	Normally non-profits	For Profit
Who can apply	SMEs/Individuals	Companies with potential for rapid and scalable growth
Requirement	Business plan	Business model
Leadership	Technologists	Enterpreneuers
Support	Traditional model of consultants	Mentoring
Investment	Philanthropic/public funds	Private investment
Support time	Long	Short

Understanding the Funding Cycle – Positioning Your Company

1. Your Stage
2. What are the key returns (Financial/Social etc)
3. Selecting the funding source
4. Tailoring your pitch
5. Prepare your give-take
6. Seek professional help



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Thank You!