

Capability Statement & Profile

Introduction

This capability statement is prepared for general readership to introduce the services and expertise of PPL International.

Overview of PPL & Services

PPL International (PPL) is an Investment Advisory Boutique and Consultancy specialised in delivering complex transactions and consultancy solutions to the Clean Energy and Sustainable Development Sectors. We advise clean energy (CE) entrepreneurs and project developers on capital raising and we provide a range of consultancy and capacity building services to governments, development finance institutions, donor agencies international organisations and activities, corporates and small and medium enterprises (SMEs). PPL is focussed exclusively on developing countries, especially in Sub-Saharan Africa.

PPL provides the following investment advisory and green consultancy services:

Investment & Financing Advisory: PPL advises Clean Energy projects and entrepreneurs on their capital raising requirements for both equity and debt, helps structure and develop business models and investment structures and procures financing for early stage development, project implementation and growth and expansion capital. PPL also provides buy-side advisory services to CE companies looking to grow or expand their businesses through acquisitions and or new technologies.

PPL specialises in smaller and medium sized transactions usually with a total investment volume of between USD 1 – 75 million. Smaller and larger transactions are however considered. PPL has raised over USD 400 million for its clients which are typically SME's and clean energy entrepreneurs and projects looking to develop and implement clean energy projects in developing countries. In addition PPL provides financing advisory services to DFIs and donor activities including CTI & CTI PFAN, USAID and IDRC on an ongoing basis (see below) and has also worked for the Finnish Ministry of Foreign Affairs and EU in this area.

Green Intelligence & Consultancy: PPL provides bespoke consulting and advisory services to clients needing market intelligence and research on a range of green investment activities, including clean energy, climate change, sustainable development, and environmental services (water, waste treatment etc). PPL's unique advantage is first hand access to grass root market information and contacts through our ongoing investment and financing advisory activities with projects across our regions of activity, and especially Sub-Saharan Africa, and our network coordination and project work with

CTI PFAN (see below). Specifically we perform market research, scoping studies, surveys, conduct programme and project reviews and assessments, design and implement development programme and project activities.

PPL has recently completed a background paper for CTI and USAID on mobilising private sector financing for adaptation related projects and in 2011 performed a market analysis and scoping study for AFD and Bank of Mozambique on the opportunity for green investments in Mozambique.

Clients for this activity are typically governments, DFIs and international organisations and include AFD, Bank of Mozambique, CTI, CTI PFAN, USAID and UNFCCC.

Project Development: For selected clients PPL provides project development services which range from project development and structuring advice, financial and cash-flow modelling, identification of project partners, capital raising, negotiation of key project and financing agreements, deal facilitation, project and commercial management. PPL's other activities and exposure to the large number of projects it sees through the CTI PFAN activity inform and provide unique insight to and expertise in the project development process. A number of PPL's staff have also had direct personal project development experience.

Core Competences

PPL specialises in the following four main areas of core competence and expertise:

Clean Energy (including Renewables and Energy Efficiency): PPL's professionals have deep understanding and experience of all the main clean technologies which are currently in commercialisation and deployment phases including wind, hydro, biogas, biomass, waste to energy, biofuels, solar, geothermal, wave and tidal. PPL is familiar with both on-grid and off-grid projects and has a depth of experience in energy access and rural electrification issues.

Climate Change: through its association with the Climate Technology Initiative (CTI – www.climatetech.net) PPL is intimately familiar with the main issues around climate change and climate change projects. We have been involved in various ways in the UNFCCC negotiations since 2004 and have advised on both mitigation and adaptation programmes and projects. PPL is currently leading a 3 year initiative for CTI PFAN (Private Financing Advisory Network) to help mainstream private sector financing in climate change adaptation projects.

Green Investments: PPL has experience in project development and mobilising investment for sustainable development in a range of other green sectors including water, waste and sewage treatment, forestry, agriculture and agri-business, eco-systems services, bio-diversity, desertification, coastal and marine protection.

Infrastructure Development: PPL's consultants have proven track records in the origination and transaction of structured and project financing for infrastructure projects in power and energy, transportation, logistics and the natural resources and mining sectors.

CTI PFAN

PPL is a founder member and initiator of the Climate Technology Initiative Private Financing Advisory Network (CTI PFAN – www.cti-pfan.net) which was set up as dedicated programme activity of the CTI and is now transitioning to become a UN project hosted by UNIDO and REEEP. PFAN is structured as a multilateral, public-private partnership. PFAN connects selected CE projects in developing countries with financing and investment. Through its country based networks of consultants PFAN provides investment banking advice on the structuring of commercially feasible business models and the preparation of bankable business plans. PFAN consultants guide selected projects to investor maturity and then introduce them to investors and financiers from its global and regional investor networks.

PPL helped conceive and establish CTI PFAN in 2006 and is currently the Global Coordinator for the programme, which operates in the developing countries of Latin America, Central America and the Caribbean, Asia, West Africa, East Africa and Southern Africa. In this function PPL manages an annual budget in the region of USD 2 million and is responsible for the design and implementation of programme and network activities, which include project identification, evaluation and development, financing facilitation, event organisation, network establishment and build-out, network coordination, financing facilitation, reporting and controlling. PPL also provides the Regional Coordinators for the 3 African sub-regions West Africa, East Africa and Southern Africa and the Adaptation Coordinator and often provides consultants to the network activities for project development and financing facilitation assignments.

PFAN currently has a development pipeline of over 334 projects with a total investment volume of over 8 billion and has raised over USD 802 million of investment for clean energy projects in Latin America, Asia and Africa, representing some 530 MW of clean generation capacity and just over 2,6 million tonnes of CO₂ e avoided GHG emissions per annum.

Personnel

PPL maintains a core staff of 5 senior professionals and 4 more junior administrative and back-up. In addition through its networks and in country activities PPL has ready access to a roster of consultants and advisors which are all active in the Clean Energy and Green Investment Markets and which can be sub-contracted in for specific assignments.

Organisation & Ownership / Geographic Reach

PPL is a Cyprus based private limited company, registered as Pan Pet Ltd. It is owned by Peter Storey and Panos Orros who are both active as directors in the company. The company is headquartered in Larnaca, Cyprus and has subsidiaries / international representations in the following locations:

- Johannesburg & Durban, RSA: Southern African Hub
- Kampala, Uganda: East Africa Hub

- Nairobi, Kenya
- Accra, Ghana: West Africa Hub
- Kiev, Ukraine: CIS & Central Asia Hub
- Helsinki, Finland: Europe Hub
- Bangalore, Asia Affiliate & Hub

In addition through dedicated in-country networks PPL can serve the following markets with on the ground local consultants:

- Southern Africa: - Botswana, Mozambique, Zambia
- East Africa: Rwanda, Ethiopia, South Sudan, Tanzania
- West Africa: Nigeria, Senegal, Togo
- SE Asia: Thailand, Philippines, Cambodia, Vietnam
- S Asia: India, Sri Lanka, Nepal

Track Record & References

- PPL's clients include: CTI, CTI PFAN, UNFCCC, USAID, METI, Finnish Ministry of Foreign Affairs, AFD, REEEP, IDRC, Bank of Mozambique, EU, IRG, Nexant, Barefoot Power, Sun-eee, Greenewus, Green Fuel Zimbabwe, Eco Energia.
- PPL has raised over USD 400 million of investment and financing for its clients in Africa and Asia with most of this (65%) in Africa. PPL is currently advising some 40 projects and has a pipeline of over 100 projects mostly in Sub-Saharan Africa.
- PPL has direct working and project experience in the following countries: Mozambique, Botswana, South Africa, Zambia, Zimbabwe, Tanzania, Kenya, Uganda, Ethiopia, Rwanda, South Sudan, DRC, Togo, Nigeria, Senegal, Ivory Coast, Mali, Cameroon, Philippines, Thailand, Laos, Cambodia, Indonesia, Vietnam, India, China, Nepal, Sri Lanka, Brazil and Chile.
- Since 2006 PPL is the Global Coordinator for CTI PFAN and also provides the regional coordinators for West Africa, East Africa and Southern Africa as well as the Adaptation Coordinator. During this time PPL has overseen the scale up of the activity from a pilot programme to a global activity with operations across Latin America, Central America, Caribbean, Asia, CIS & Central Asia and Africa and a total network membership of consultants, investors and resource partners of well over 200. The programme has leveraged over USD 800 million of private sector investment, organised 18 regional investor fora and currently has a development pipeline of some 334 projects with a total investment requirement of 8 billion. Dedicated CTI PFAN activities are ongoing currently in Southern & East Africa, West Africa, Central America, CIS and Central Asia, SE Asia, India and the Philippines.
- In 2011, together with Verde Azul Lda, PPL performed a markets needs assessment study for Bank of Mozambique and Agence Française de Développement on "Green Investments in Mozambique – a market needs analysis on Sustainable Energy and Environmental Performance projects in Mozambique". This involved identifying and categorising a pipeline of projects in the country, analysing policy and making recommendations for financing instruments and options.

- In 2012 / 13 performed a market scoping study and survey for Nexant Inc and USAID to determine the suitability of East Africa for further expansion of CTI PFAN activities. This involved market research of policy and regulation across 5 east African Countries and an interview based survey of key stakeholders in each country.
- In 2011 / 12 PPL led a major study for CTI and USAID on Private Financing of Adaptation Related Project. This included market and desk top research, interviews with stakeholders in Sub-Saharan Africa and a series of workshops held in Nairobi involving stakeholders from the public and privates sectors and civil society and led to the establishment of a dedicated CTI PFAN activity stream to pilot and mainstream private sector financing for adaptation related projects in Sub-Saharan Africa.

Summary

We trust that the above information provides a useful introduction to PPL and lays out our credentials.

We would be pleased to receive your enquiries and discuss how we may be able to help you develop your clean energy project, raise financing or implement your climate change development programme.

For further information please contact us via the web site:

<http://www.ppl-int.com/contact-us/>