



# Challenges for ASEAN's Energy Sector in the Time of COVID-19: Perspectives from Clean Energy Business Owners

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Presented at JGSEE webinar: *Impact of COVID-19 Pandemic on ASEAN Energy Sector*

20 May 2020

# Impact of COVID on the US Clean Energy Sector

- 600,000 lost jobs (EE, RE, clean vehicles, clean fuels)
  - 500,000 lost in April 2020 alone
- Expectation if no targeted action
  - 850,000 lost jobs overall by July
  - 25% of the US clean energy work force
- This would be 2X clean energy job growth over the past 3 years

# Prospects for US Clean Energy Industry

“I don’t think our industry has been decimated, and I think you will find our industry is a model industry that will come roaring back once the company says it’s open for business.”

— Jigar Shah, Co-founder and President, Generate Capital



# Impact of COVID in ASEAN (1 of 2)

(based on survey by ASEAN Center for Energy)

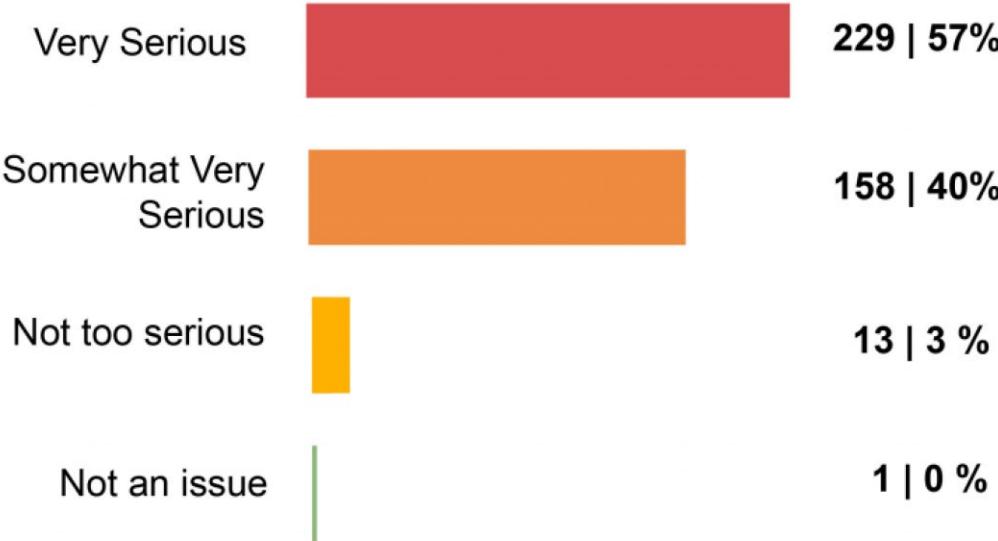


Figure 1: How Serious COVID-19 in Your Country?

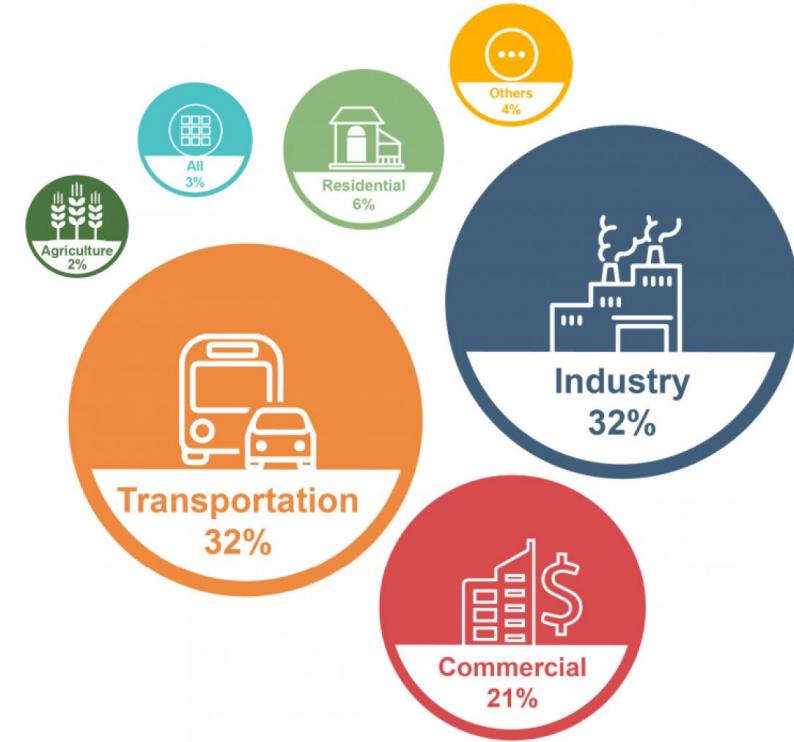


Figure 3: Industry and transportation are the two most energy-intensive sectors, and the most impacted

# Impact of COVID in ASEAN (2 of 2)

(based on survey by ASEAN Center for Energy)

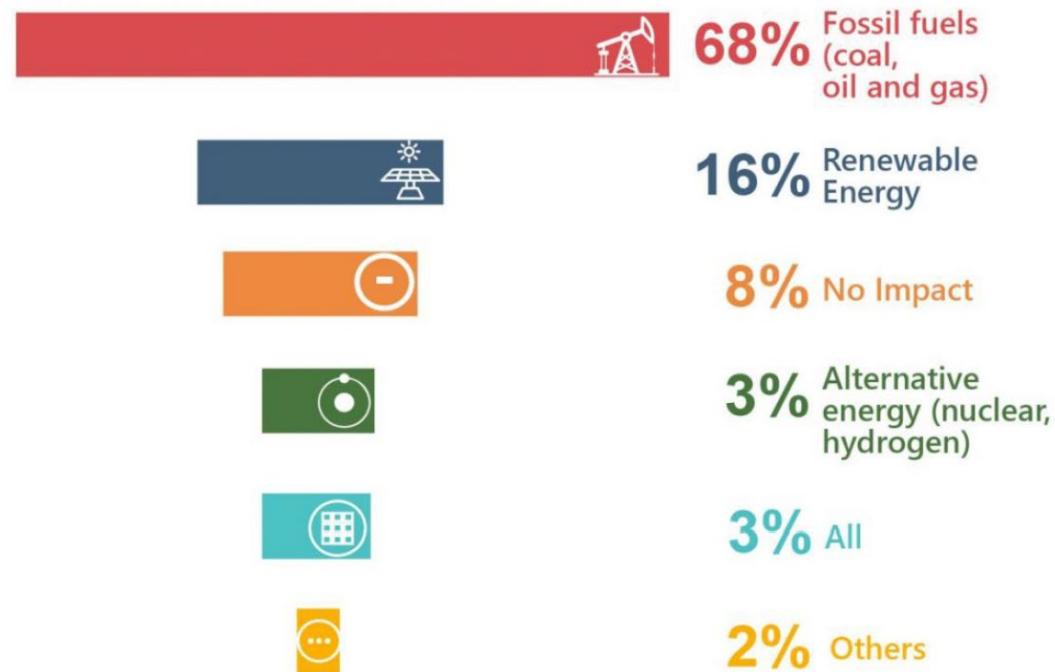
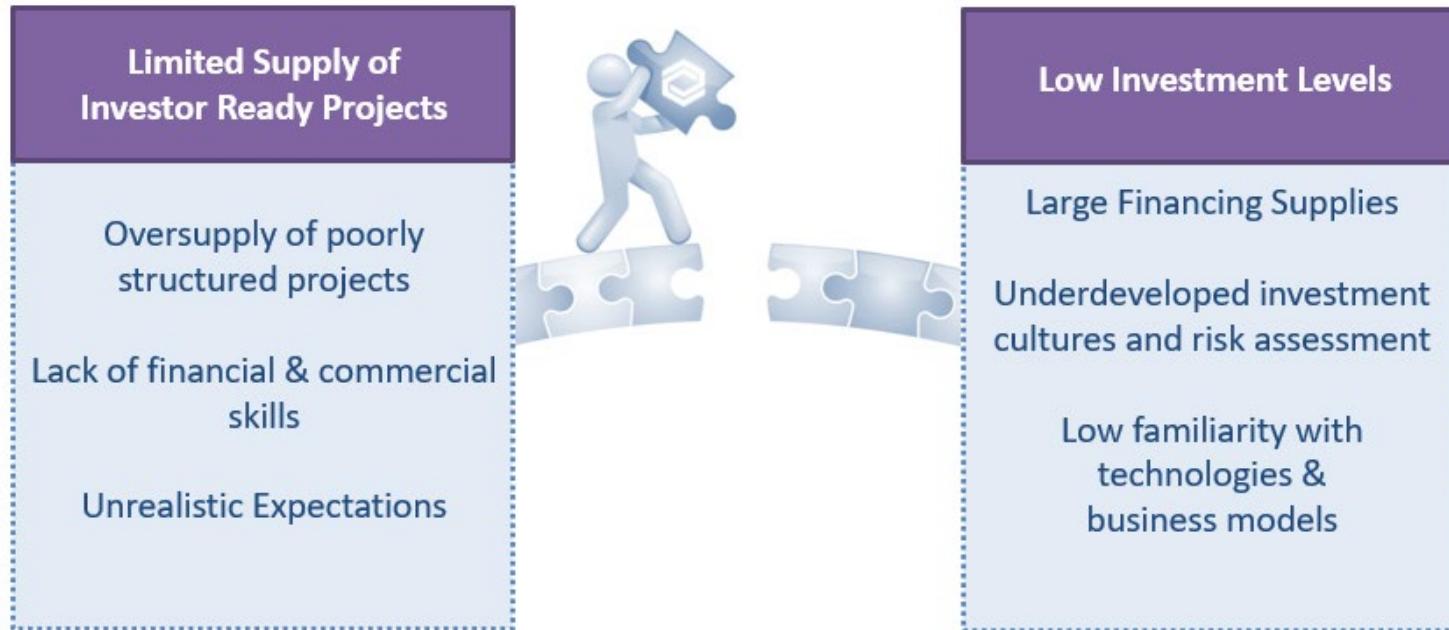


Figure 4: Fossil fuels get impact most, but RE is not immune either

# About PFAN (1 of 2)



# About PFAN (2 of 2)

 **US\$ 1.7 BN** for  **127** projects in  **27** countries

Investment raised by PFAN supported projects & businesses

 **>1000 MW** enough to supply  **2,475,000** average Indian households for one year

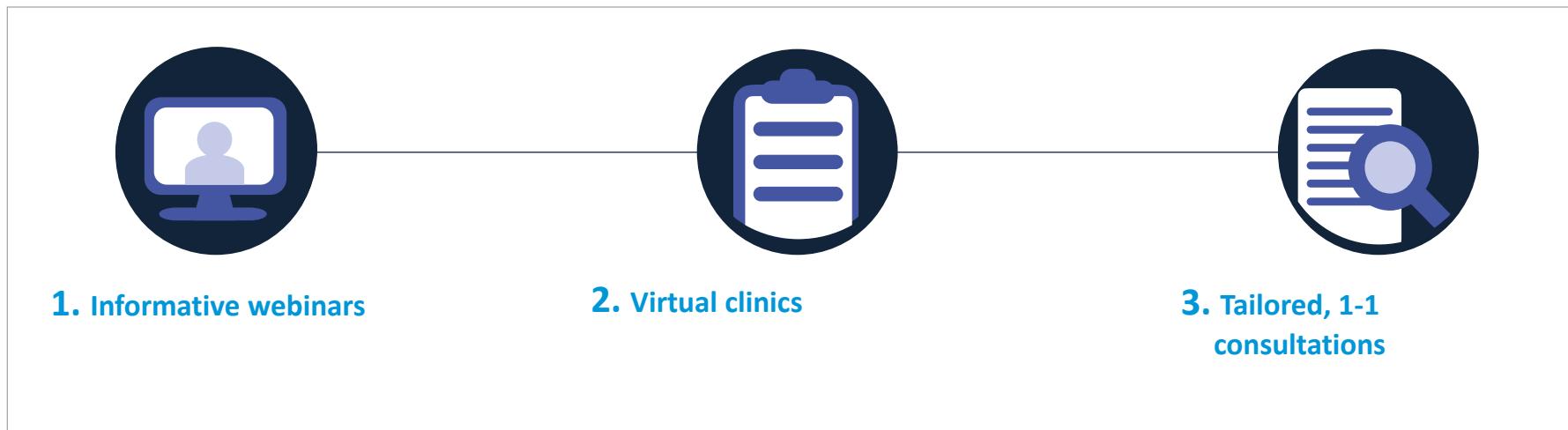
Clean energy generation capacity added

 **4 MT** equivalent to taking  **850,000** cars off the road

Potential annual CO<sub>2</sub>e emissions mitigated

# PFAN's Response to COVID-19

A 3- step approach to enable quick yet customized support to project developers and business owners from PFAN Network



# Key Issues for Business Sustainability

1. Working capital needs
2. Business continuity planning
3. Renegotiating agreements with current investors
4. Communication (internal and external)
5. Legal and Accounting
6. Human Resources needs and impacts on workforce
7. Technical Assistance for new investment rounds

# Feedback from initial market soundings (Southeast Asia and South Asia)

## Companies interviewed

- Small and medium sized energy companies
- solar PV, biomass, energy access, heating and cooling, clean cooking, solar drying

## Key insights

- Theme: “Business Continuity planning
- Focus on working capital and cash flow
- Preserve staff (HR is key)
- Focus on essential businesses
- Find the opportunities
- Look 2 steps ahead: what will the market look like in 6, 12 months?
- Which investors have dry powder?
- Importance of companies in the field identifying solutions

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# Thank you!

# COVID-19 RESPONSE

Ensuring Business Continuity  
In Turbulent Times



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION

REEEP

**Registration for PFAN's Covid-19 Virtual Clinics is open until 31st May. The Clinics target project developers complying with PFAN eligibility criteria. It is an advisory service to be provided free of charge, and participants will be identified through a selection process.**

**Please visit here for more information and to sign up.**

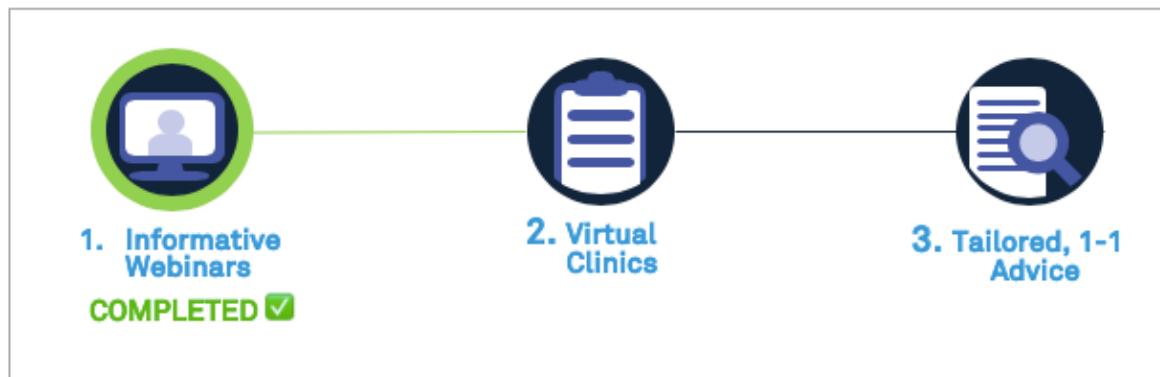
**PFAN and GET.Invest have jointly compiled a number of Covid-19 response initiatives (relief funds, useful information, and other resources) which might help supporting your business through these uncertain times. Please visit our up-to-date list here.**

### PFAN'S 3 Step Covid-19 Response

As the global network of climate and clean energy financing advisors, we would like to offer our expertise in helping climate entrepreneurs towards ensuring business continuity in these turbulent times. While we give our priority attention and support to project developers from the PFAN network (past and present), we are also open to new applications especially if introduced through our investor and donor partners.

The scope of support to be provided is in line with PFAN's core expertise around the areas of developing bankable projects and enabling access to finance. In this specific case, the focus of the mentoring will be on business continuity and enabling access to special Covid-19 Relief Funds and financing facilities from investors and donors as well as supporting rescheduling and renegotiation of existing facilities.

We have already completed Step 1 (Webinars) of our 3-Step approach. We have verified the market and the applicability of our approach and are now ready to invite applications from project developers and business owners to participate in Step 2 – the Virtual Clinics – and have the chance to be selected for further tailored, 1-1 advice.



The Covid-19 response has been designed as a modular approach to ensure that all steps will have specific outcomes and benefits for the project developer / business owner, so even if the project / business is not selected for the last step, they will still benefit from the support offered by the Virtual Clinics.

## Step 2: The Virtual Clinics

### What is the scope of the Virtual Clinics?

PFAN Virtual Clinics deliver expert help to project developers in evaluating the current status of their business and identifying steps to address the increased challenges faced due to the pandemic. The Clinics will be a combination of individual consultations with a dedicated expert from the PFAN Network and thematic learning sessions in groups.

As an outcome of the Virtual Clinics, each project developer will receive a personalized diagnostic report on their project/business' resilience and vulnerability to the effects of the Covid-19 crisis, and a set of related suggestions which will help them formulate and implement a coherent and considered response.



### Who are the target beneficiaries?

The Virtual Clinics target project developers and business owners compliant with the PFAN [eligibility criteria](#).

Target beneficiaries include:

- Projects and businesses currently receiving or that have received PFAN support in the past;
- Clean energy & climate adaptation projects and businesses already in operation that have been affected by Covid-19 (new to PFAN);
- Late stage development projects whose investment and launch plans have been affected by Covid-19.

PFAN especially encourages female project developers and entrepreneurs to apply for PFAN's Covid-19 Clinic. PFAN recognises not only its responsibility but also the opportunity to contribute towards the overarching goal of gender equality and the empowerment of women within both its internal operations and market facing activities.

### What are the selection criteria for the Virtual Clinics?

Registrations to participate in the Clinics will be assessed based on the following selection criteria and respective scoring weighting:

Assessment Criteria	Weighting
Vulnerability to Covid-19 effects	40%
Level of maturity of the project/business	20%
Management team	20%
Impact (employees, customers, community)	10%
Clean energy /climate adaptation impact	10%
Total	100%

## How to apply?

[Please click here](#) to register for the Virtual Clinics. The deadline is 31st May.

Upon registration:

- 1) You will receive an automated email confirming your information has been received;
- 2) After the registration deadline, PFAN will contact those selected for the Virtual Clinics

### Step 3: Tailored, 1-1 Advice

After the Virtual Clinics, another selection will take place to short list businesses to progress to Tailored 1-1 Advice.

In this step, a dedicated Covid-19 team of PFAN Advisors will provide intensive technical assistance, business planning and financial advisory support on the following:

- Development of a Covid-19 Adaptation Plan (e.g. on pivoting and testing the business model adapted for the pandemic);
- Practical advice on implementation of the Plan;
- Support in new funding and investment applications including introduction to appropriate investors and other finance providers;
- Restructuring negotiations with existing lenders and shareholders.