

## EUDEL Zambia

### Finance Catalyst Training for developers

Overcoming barriers to a successful pitch to access funding

27 and 28 Nov 2019 | Radisson Hotel Lusaka | Lusaka, Zambia

#### **GET.invest and EUDEL call for applications to participate in the Finance Catalyst Training for developers**

The 2 full-day training will cover in-demand topics related to access to finance and will be moderated by advisors from the GET.invest Finance Catalyst. The training is open to Renewable Energy Development companies/developers from Zambia and beyond, with proven track record and demonstrated potential for growth. The training is delivered in English language.

The training covers the basics of **how to successfully pitch to access funding**. Examples of topics include:

- How to build your business proposal for accessing funding:
- Formats, language, necessary elements and mistakes to avoid.
- Tailored one-on-one coaching sessions to provide project specific advice
- Guidance to prepare technical and financial proposals

#### **About the organisers:**

- **GET.invest** is a European programme supporting investments in decentralised renewable energy projects. The programme's [Finance Catalyst](#) helps businesses achieve readiness for and access to financing. GET.invest is supported by the European Union, Germany, Sweden, the Netherlands, and Austria. More information at [www.get-invest.eu](http://www.get-invest.eu)

#### **Guidelines:**

Please fill this form and send it to [zambia@get-invest.eu](mailto:zambia@get-invest.eu) before the indicated deadline in the email invitation.

The advisors will review all applications and select attendees accordingly. The selected companies will be notified within a week of the application deadline. Please note that selection implies that a place is reserved for you at the training. This however does not have any further implication such as having access to the full services of GET.invest Finance Catalyst, which can be accessed separately [here](#).

#### **Data protection:**

Your data will be treated responsibly according to the European Union's General Data Protection Regulation (GDPR). On receipt, your data may be shared amongst the partners organising this programme; mainly GET.invest and EUDEL to facilitate the logistics of participation and share relevant announcements. The details provided by you in the application form will be deleted two weeks after the training. You can request to delete your information at any time by emailing [alexander.huppertz@get-invest.eu](mailto:alexander.huppertz@get-invest.eu).

Pictures and videos will be taken during the training. They will be used for communication and reporting purposes by EUDEL, GET.invest and possibly other relevant partners. Pictures will not contain or disclose confidential data such as names of applicants, company names, or similar. If you are selected and you object to your picture being taken, please mention this in your e-mail to [zambia@get-invest.eu](mailto:zambia@get-invest.eu) prior to the date of the training.

**By filling and returning this form you agree to your data being used as mentioned above**

**Contact Information**

Name of applicant

Name of company/business

Company headquarters location

Is your business registered?  Yes  No

What is your role / function within the company?  Owner  CEO  Managing Director  CFO  Other:

Email address

Mobile (phone) number

**Business Model**

Which option best describes your business model and / or main source of revenue (multiple answers possible)

- Commercial & Industrial Renewable Energy Developer
- Solar Home systems
- Minigrids
- Fuel distributor/retailer
- Distribution company
- Other:

What is your estimated <u>annual</u> revenue?	2017	2018
<input type="checkbox"/> EUR 0 – 250,000	<input type="checkbox"/> EUR 0 - 250000	<input type="checkbox"/> EUR 0 - 250000
<input type="checkbox"/> EUR 250,000 – 1,000,000	<input type="checkbox"/> EUR 250,000 – 1,000,000	<input type="checkbox"/> EUR 250,000 – 1,000,000
<input type="checkbox"/> more than EUR 1,000,000	<input type="checkbox"/> more than EUR 1,000,000	<input type="checkbox"/> more than EUR 1,000,000

Is your business a start-up / at preliminary stage (i.e. pre-pilot or conducting first pilots) , at growth stage (i.e. market testing completed, sales volume increasing) or at scale up stage (i.e. stable baseline sales volume attained, considering regional/international expansion)?

- Start up
- Growth stage
- Scale up stage

Have you completed a business proposal/plan for your company/project?  Yes  No

## Access to Finance

What is the main challenge for you on your way towards being financed? (several answers possible)

- Writing my business plan
- Setting up my financial model
- Knowing what to prepare for a good pitch
- Knowing what to prepare for a good data room
- Understanding the different types of finance and what suits my situation best
- Knowing the right financiers
- Understanding how (not) to talk and negotiate to financiers
- Understanding the general vocabulary of finance deals (reading term sheets etc)
- Actual building up of my organisation; HR, distribution, sales, finance, management, etc
- other

## Others

Please provide any other comments:

Thank you for your application. If selected, you will be notified within one week of the application deadline.

**Please return the filled application to [zambia@get-invest.eu](mailto:zambia@get-invest.eu)**