

GET.invest Results Deck

GET.invest is supported by



The Access to Finance Challenge

Renewable energy plays a key role in reaching climate and development objectives. It is crucial for climate change mitigation and adaptation, large scale reliable, clean, and affordable energy access, economic development and jobs, inclusion and gender equality.

Financing for renewable energy does not happen at the scale and pace required, nor does it reach those who need it most. This is a key barrier towards progress on the Sustainable Development Goals.

USD 41 billion
are needed annually to
achieve universal
electrification by 2030*

USD 4.4 billion
are needed annually to
achieve universal
access to clean
cooking by 2030*



Closing the Gap



The GET.invest mission

Increasing the number of viable renewable energy companies and projects and accelerating their progress, thereby contributing to climate and development objectives and driving access to clean, reliable, affordable energy for all.

— A European flagship programme that mobilises investment in sustainable energy in sub-Saharan Africa, the Caribbean and the Pacific.

.....

— A leading solutions provider for access to finance, embedded in a large partnership and cooperation network.

.....

— An instrument supported by the European Union, Germany, Sweden, the Netherlands, and Austria, implemented by GIZ and hosted on the multi-donor platform GET.pro.

Our Engine: The GET.invest Finance Catalyst

Many clean energy project developers and companies struggle to raise capital in an increasingly complex financing landscape. In turn, financiers are constantly looking for viable investees. To bridge this gap, GET.invest has established the GET.invest Finance Catalyst - an open financial advisory facility that provides on-demand support to get projects and businesses ready for finance and link them with financiers.

The facility acts as an 'honest broker' in the market, leveraging competence, credibility and a strong network to ensure that services are best tailored to the needs of projects and companies.

Levels of support

Investment Strategy



Birds'-eye view and advice on the necessary steps of project development

Structuring Support



Advising on business & financing models to meet financiers' requirements

Finance Access Support



Identifying and linking to suitable financing sources

Transaction Support



Supporting contractual negotiations

25+

expert advisors
coach towards
investment
readiness



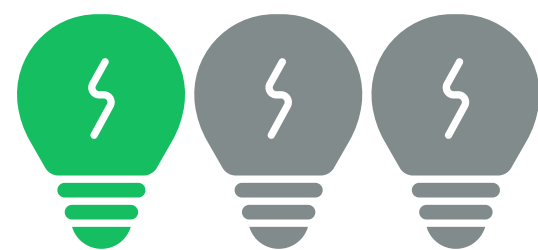
6 year track record of supporting
projects & businesses in
successfully raising finance

1 - click
[online application](#),
easy to complete &
open 24/7

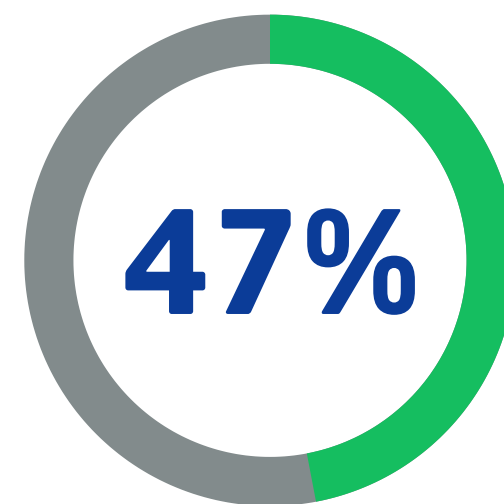
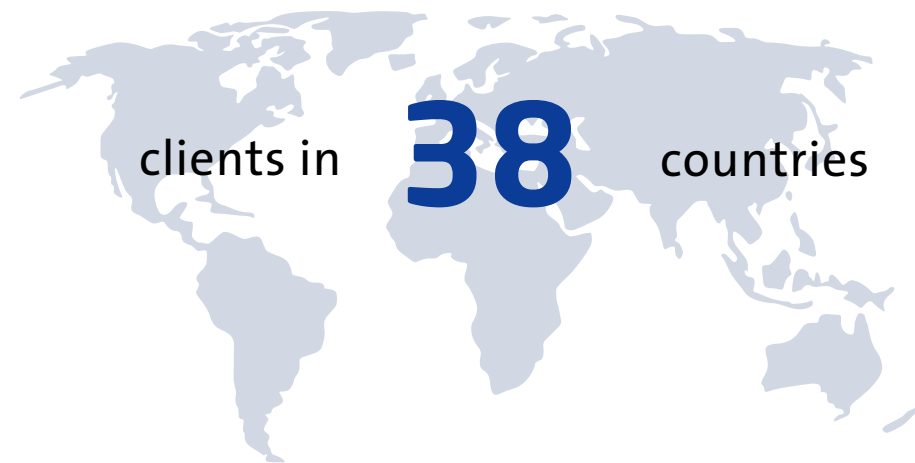


Leveraging Strong Results

927 applications for support
230 projects and companies supported
106 clients in current portfolio
73 accepted by financier
40 financial close



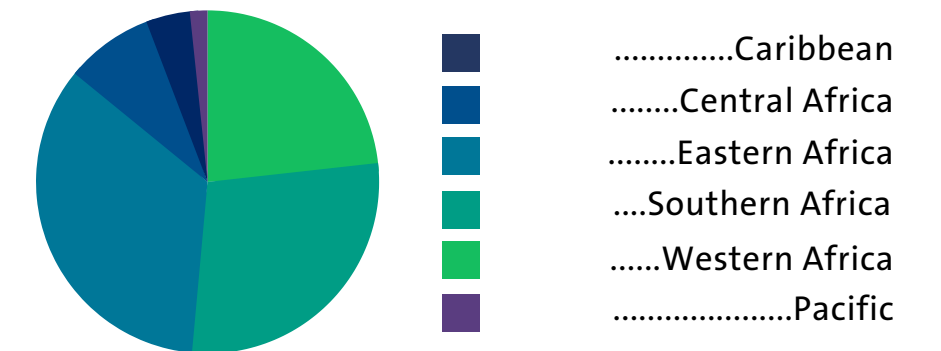
almost 1 in 3 projects supported
has been accepted by a financier



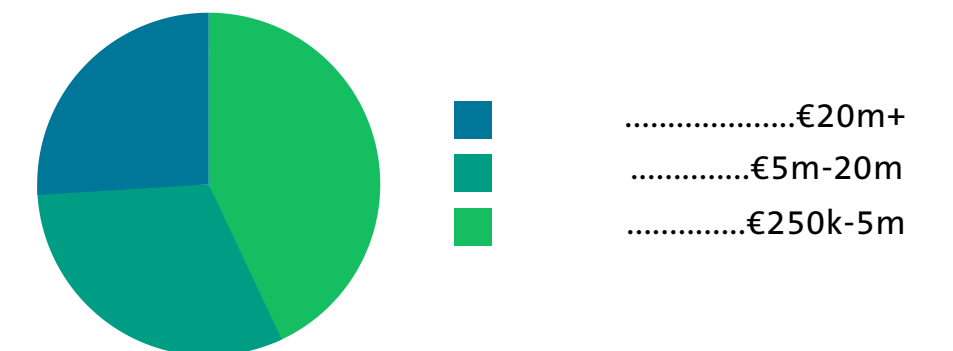
of projects are located in least
developed countries

Our portfolio

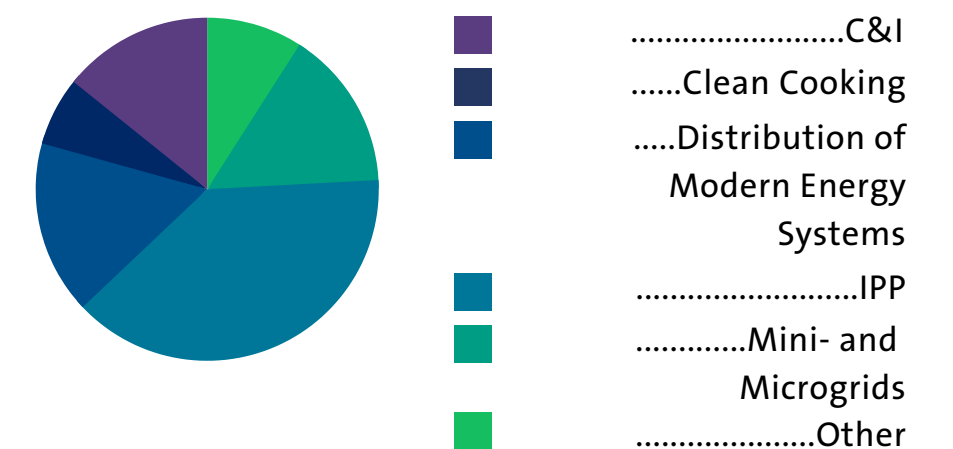
Breakdown by region



Breakdown by ticket size



Breakdown by business model



Enabling Impact at Scale

Projected
Investment Volume **1.2 billion euro**

Greenhouse Gas
Abatement Potential **1.1 million tCO₂e
per year**

Energy Access Potential **14.6 million people**



Stories from our portfolio

Gigawatt Global
Burundi's first non-diesel IPP
Investment volume: €12.7 million



Scan to learn more

Stories from our portfolio

OnePower Lesotho

Pioneering efforts to electrify remote villages

Investment volume: €10 million

OnePower's flagship initiative is a bundled mini-grid portfolio to bring electricity to 11 of Lesotho's mountain villages. Our Finance Catalyst advisors supported the company in successfully negotiating a concession agreement for a pilot project with the Ministry of Energy and Meteorology and helped OnePower and its investors EDFI ElectriFI and REPP negotiate investment terms in order to successfully raise debt and equity capital. To date, OnePower Lesotho is the only mini-grid concessionaire in the country approved by the regulator to sell electricity at a negotiated, affordable tariff, connecting roughly 20,500 people to modern energy services.

"GET.invest's advisors performed a detailed analysis of the project and significantly improved our financial model. This helped us to make the project bankable, to attract letters of interest from equity investors, and to secure funding for feasibility studies."

MATT OROSZ, CEO OF
ONEPOWER



Scan to learn more

Stories from our portfolio

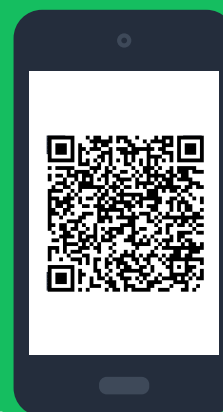
African Clean Energy (ACE) Enabling Clean Energy Access with Smart Cooking & Solar Electricity.

Investment volume: €1.5 million

A developer and distributor of hybrid solar-biomass energy systems operating in Lesotho and Uganda, ACE was looking to further develop the solar electricity component of their business model and attract financiers. GET.invest, through the Finance Catalyst, supported the company in a detailed review of the business model and business planning documentation and successfully introduced ACE to financiers. The support has helped the company in further developing a network of much needed energy services for rural and last mile customers.

“GET.invest has provided us with the technical and financial support to position ACE well for securing future investment, so that we can make clean energy accessible to more people.”

BAPTISTE ROUSSEL, ACE
GLOBAL FINANCIAL CONTROLLER



Scan to learn more

Stories from our portfolio

CleanPower Generation

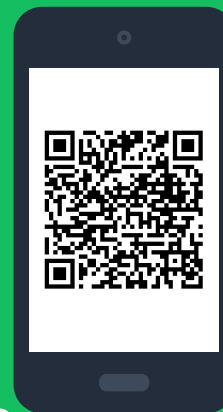
82 MW Solar Project for Guinea

Projected investment volume: €66 million

GET.invest is supporting German developer CleanPower Generation in getting one of the largest independent solar power production projects in the West African region ready for finance. Our Finance Catalyst advisors focused on connecting the company with public and private financiers, as well as designing a financial model which could meet their expectations and speak the language of all parties. Translated into household equivalents, the 82 MW project could support more than 360,000 families.

“The advisors and I have been working closely on this project. Their input, the professional financial model and their ‘finance speak’ during conference calls has helped a great deal. In addition, being a GET.invest-supported project built reputation with potential financiers.”

MARCUS MILLER, CEO
CLEANPOWER GENERATION



Scan to learn more

Pilot

The GET.invest Finance Readiness Support

Unlocking Financing for Local Energy Companies

Building on broad stakeholder consultations, GET.invest has launched a new pilot service to bridge the access-to-finance gap for local, earlier stage companies in sub-Saharan Africa, the Caribbean, and the Pacific.

The GET.invest Finance Readiness Support



A new modality

The GET.invest Finance Readiness Support is implemented in an innovative, scalable delivery set-up, drawing on the expertise of eight leading advisory firms - a new framework contract modality developed by GET.invest.



Sector collaboration and partnerships

The service is implemented with and shaped through close partnership with ARE, the Clean Cooking Alliance, GDC, GOGLA and ENERGIA, in collaboration with national RE associations.

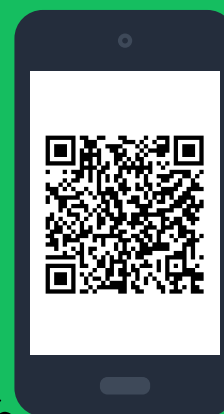


Targeted support

In its pilot phase, the GET.invest Finance Readiness Support is foreseen to support 30 impact-driven local clean energy enterprises. Technical assistance to the first cohort of 14 locally owned companies from Eastern, Western and Southern Africa has started.

“A just and equitable energy transition can only happen with increased investment in local energy access enterprises, including those serving the last mile. The GET.invest Finance Readiness Support will be key in mobilising much needed capital for these companies.”

RUCHI SONI, PROGRAMME MANAGER AT SEFORALL



Scan to learn more

Mobilising the Private Sector

Through industry events organised in collaboration with our partners, we bring together key players in the sector to discuss trends and developments, and to forge new partnerships. Matchmaking sessions are attached to major events and provide participants with an opportunity to connect.

68

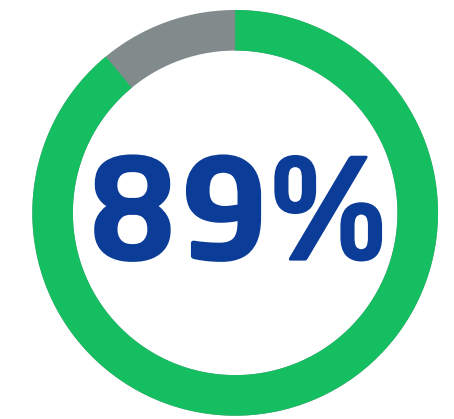
events

16k

participants

7k+

matchmaking meetings



of participants are
satisfied with our events



~1 in 3 meetings turns into a longer-
term collaboration

Figures up until 12/2021, including GET.invest predecessor programme RECP.



"Participating at the matchmaking and connecting with colleagues from all regions of Africa created personal bonds and reinforced the potential of market and technology synergy with future partners."

PARTICIPANT AT A GET.INVEST MATCHMAKING SESSION

Empowering Associations

Renewable energy associations play a key role in scaling up investment: they are the voice of the private sector and create a direct link to project developers and companies. GET.invest therefore partners closely with international associations and strengthens business associations in partner countries.

9

association partners

1000+

partner association
members

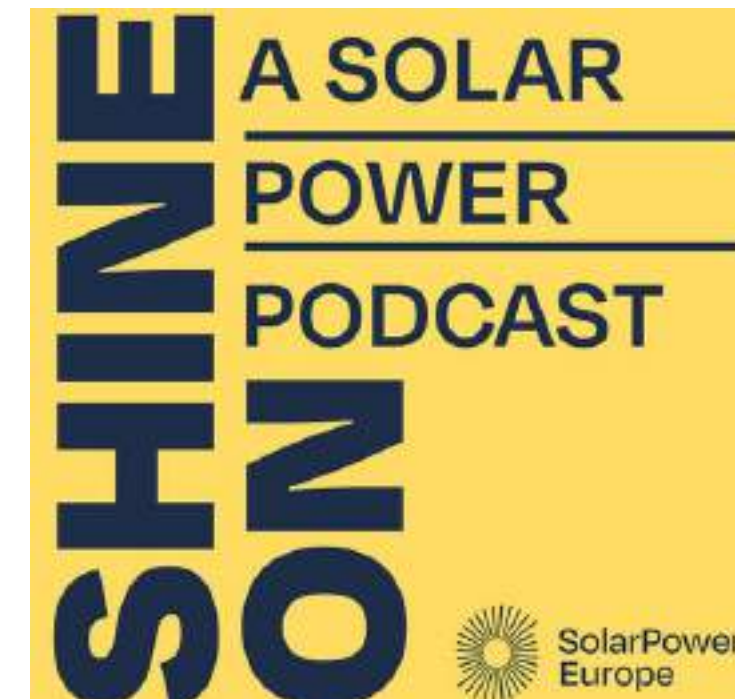
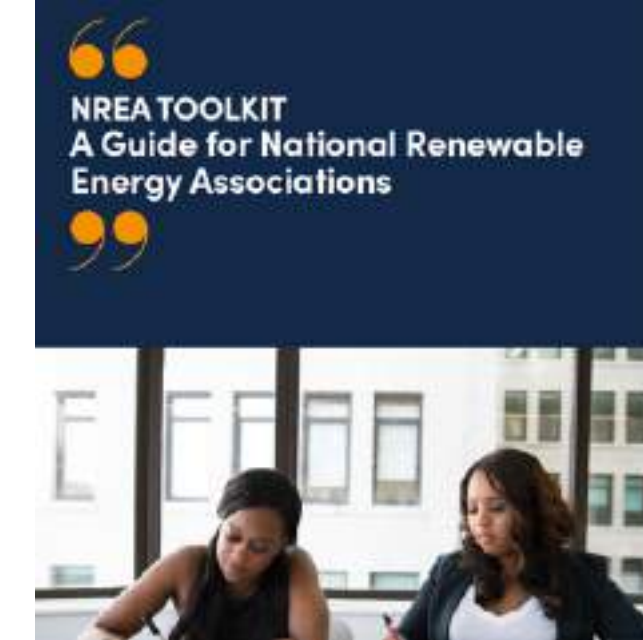
45+

capacity building &
outreach activities

Highlights

- ARE Investment Academies: A series of virtual investment academies for local, earlier stage SMEs in the renewable energy sector, providing training and capacity building on access to finance with inputs given by the GET.invest Finance Catalyst and others
- SolarPower Europe's ShineOn Podcast: A podcast series sharing first-hand experiences from solar developers operating in sub-Saharan Africa
- GOGLA LEAN: A peer-mentoring network that connects off-grid solar industry C-level leaders with peers and other industry specialists
- Global Distributors Collective (GDC) Fundraising Journeys of Last Mile Distributors (LMDs): A research exploring the growth and fundraising journeys of 21 high-performing LMDs
- NREA Toolkit: A comprehensive and practical resource to help strengthen NREAs in areas such as membership development, communications, good governance and financial management

Figures since GET.invest inception in 2019 up until 12/2021, including ongoing activities.



Strengthening Renewable Energy Markets

GET.invest supports key stakeholders with targeted capacity development measures. The objective is to tackle specific barriers to investment, thereby increasing the scale and speed of financing on the supply and demand side.

50

trainings*

320+

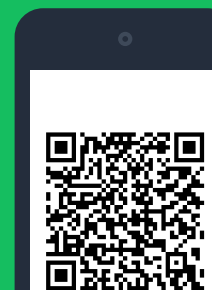
people trained*

89%

satisfaction rate

Highlight: The Clean Cooking Masterclass

In 2021, GET.invest and EnDev jointly organised the Clean Cooking Masterclass for the second time. 10 competitively selected clean cooking companies from sub-Saharan Africa - 4 of which are led by women - participated in the interactive 2-day training. The Class provided insights into the mindset of investors during appraisal and the process to secure funding from pitching to closing a deal.



Scan to learn more

"The Clean Cooking Masterclass was packed full with information and experiences from various entrepreneurs across the continent. The aspect that stood out the most was (...) that the class was delivered by someone who has been on the same journey and achieved success."

HANNAH MAX-MACARTHY, MANAGING DIRECTOR,
WESTWIND ENERGY SL LIMITED



Capacity Development for Domestic Financiers

In Mozambique and Rwanda, GET.invest has been supporting domestic financiers in developing and offering dedicated finance products for renewable energy projects and businesses through tailored training and coaching. The activity, kicked off in March 2021, will help to address one of the missing links in scaling up investment in renewables: local currency financing.

6

banks

130+

participants

41

workshops & coaching sessions

Besides learning about fundamentals of investing in renewable energy technologies, practical tools to assess renewable energy projects were developed, tested and trained with the participants. Banks also learned to screen their portfolios for prospective clients and can assist them in preparing for finance access by linking them to GET.invest advisory services.

Figures up until 11/2021.



Scan to learn more

"At Bank of Africa, (...) we see renewable energy as a viable and profitable investment opportunity (...). [T]he Bank capitalises on available capacity building programmes that will vest the Bank's business teams with required technical knowledge in driving investment in renewable energy (...)"

STATEMENT FROM BANK OF AFRICA, RWANDA

Information & Knowledge Sharing

GET.invest provides developers with the data needed to inform their market entry. This includes general market information, detailed business guides for national renewable energy market segments and a comprehensive database of financing opportunities.

GET.invest also captures market insights and develops knowledge products to share with policymakers, partners and peers.

The GET.invest Funding Database

An up-to-date list of 100+ financing instruments for renewable energy



167k+

people have accessed GET.invest market and funding information

Visibility & Reach

As a leading solutions provider in the renewable energy sector, integrated into a large partner network, GET.invest leverages convening power and reach to achieve visibility at scale for the programme and its contributors.

Strategic communication is at the heart of our work. We bring our content in front of key actors via a variety of channels and reach a continuously growing audience in both EU and partner countries.

Our visibility

68 events with **16k** participants

115+ mentions in national & sector media

170+ mentions in external newsletters



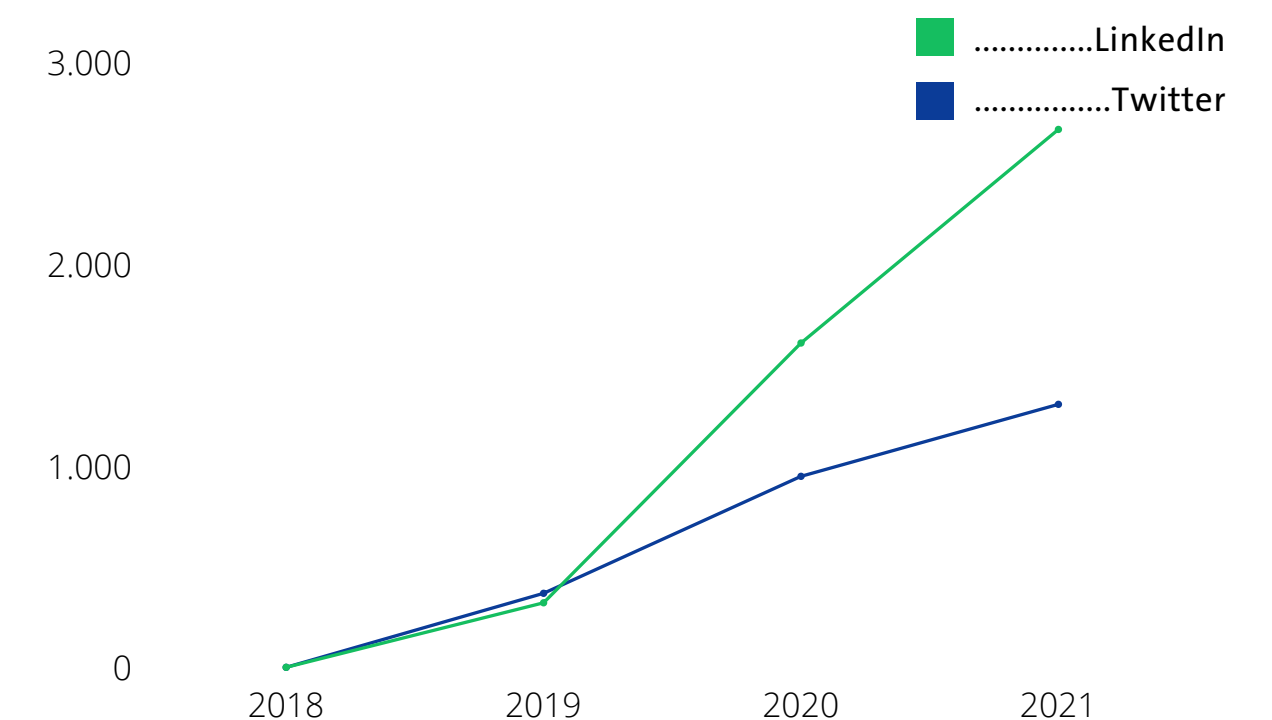
Our reach

360k
website visits



225k
website visitors

4.5k+
social media followers



Building on Partnerships & Synergies

We implement hand in hand with our partners, in particular international and national business associations. In doing so, we contribute to strengthening key actors and building sustainable energy markets.



We also work closely with partners who provide similar or related services to the market. Such partnerships help us build synergies, learn from each other and avoid duplication.



30+

strategic partnerships and
cooperations

Responding to the Needs of National Markets

GET.invest has to date established two country windows, building on the GET.invest toolbox and targeting services to selected national energy markets and needs. These windows are implemented on demand, in close coordination with delegations, national donor programmes and partners.



GET.invest Mozambique (launched in 2019)

- Development of a pipeline of bankable renewable energy projects (5 projects accepted for financier intake to date)
- Dedicated efforts to increase on-site RE generation for C&I facilities (10 leads are receiving assistance to develop investment cases)
- Market information targeted to the national context
- Events and Matchmaking to mobilise the country's private sector
- Close partnership with and support to the Mozambican RE Association AMER



GET.invest Burundi (launched in 2021)

- Developing a pipeline of bankable renewable energy projects
- Targeted support to Burundian RE Association BUREA
- Development of Market Insights
- Preparation of deepened support to increase on-site RE generation for C&I facilities



GET.invest Eswatini (launch planned for early 2022)



Scan to learn more

“With the law on the liberalisation of the energy sector, Burundi has established a legal framework favorable to private sector investments. The EDFI ElectriFI window and the technical assistance provided by GET.invest have the mission to further support these investments. (...)”

H.E. CLAUDE BOCHU, AMBASSADOR OF THE EUROPEAN UNION
TO BURUNDI

... and Island Regions

In the Caribbean and the Pacific islands, GET.invest deploys existing modalities adapted to the unique challenges and needs of private sector developers looking to implement projects in these regions. Services are implemented in close coordination with EU delegations and regional partners.

GET.invest in the Caribbean

- Support to the set up of the Project Preparation Facility (PPF) of the Caribbean Centre for Renewable Energy and Energy Efficiency (CCREEE) in partnership with the Private Financing Advisory Network (PFAN) - a central point for projects looking for support in accessing finance
- GET.invest has supported 9 projects, 6 of which have been accepted for financiers' intake - representing a projected investment volume of €120 million
- Private sector mobilisation via events organised with partners such as CCREEE and the Organisation of Eastern Caribbean States (OECS)

GET.invest in the Pacific

- Flexible approach to pipeline development with proactive scouting for projects in sectors such as agriculture, construction, tourism and smart mobility
- 2 projects have to date been accepted for support by the GET.invest Finance Catalyst
- Efforts are being coordinated with European and regional partners such as EDFI ElectriFI, GGGI, PFAN and the Pacific Centre for Renewable Energy and Energy Efficiency (PCREEE)

Stories from our portfolio

Solife
Decarbonising St. Vincent
 Investment volume: €6 million



Scan to learn more

"The future that we want is a future where electricity from renewable energy provides opportunities for an inclusive growth and job creation to the people without damaging the planet, preserving it for our future generations (...)"

CARLA MONTESI, DIRECTOR FOR GREEN DEAL AND DIGITAL AGENDA
AT DG INTPA, EUROPEAN COMMISSION AT THE 2021 ARE ENERGY
ACCESS INVESTMENT FORUM



Striving for Cross-Cutting Development Impacts

Energy has a nexus role and drives social, economic and human development across different impact areas. Through our work, we contribute to this by helping impact-driven projects and companies access finance, by supporting associations and by creating partnerships with thought leaders in the sector.

Our work is strongly tied to...



and interlinks with...



Bidhaa Sasa

Modern Energy Solutions by Women for Women

Projected investment volume: €800 thousand

Direct selling techniques – by women for women – to deliver goods directly to clients' doorsteps, allow the company to leverage women's social networks, thereby overcoming typical distribution barriers (...).

EXCERPT, BIDHAA SASA SUPPORT STORY

Powering Inclusive Growth

To meet global climate and development goals, we need to deliver on both scale as well as inclusivity of energy access. At GET.invest, we are proud to go an extra mile to support many innovative approaches at the intersection of gender equality, clean and affordable energy access and sustainable economic development, with the aim of “leaving no one behind” and powering inclusive growth.

Delivering on inclusivity



Mainstreaming gender across our activities and set-up

We aim to integrate a gender perspective in the preparation, design, implementation and monitoring of all our activities - from event panels and mobilisation to our advisory staff and team composition.



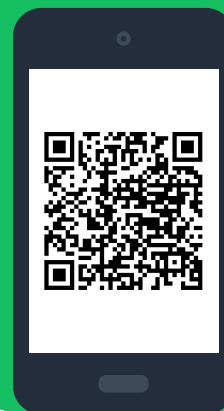
Supporting high-impact business models

We support impact-driven entrepreneurs with inclusive business models, focusing on improving livelihoods and resilience through productive use, creating jobs in rural communities and empowering women.



Working with experienced partners

We collaborate with experienced partners like the Alliance for Rural Electrification, GDC, ENERGIA and GOGLA to raise the visibility and strengthen the knowledge base on issues related to gender and energy sector development.



Scan to learn more

The Energy Access-Covid-19 Relief Summit

Participants: 1200+ from 104 countries



"This crisis is a unique moment of risk and opportunity; we need to strengthen our evidence base and raise our voices together to steer economic recovery towards building back better"(...).

FRANK VAN DER VLEUTEN, POLICY COORDINATOR FOR CLIMATE FINANCE AND ENERGY, MINISTRY OF FOREIGN AFFAIRS OF THE NETHERLANDS

Responding to Covid-19

The Covid-19 pandemic had a significant impact on the sustainable energy sector. For GET.invest, it meant further extending 'digital by default' modes of delivery, adapting services where required and teaming up with partners and peers to develop a comprehensive Covid-19 response.

The GET.invest Covid-19 response



Covid-19 window

Fast-tracked advisory support window for projects and companies with critical finance-related problems.



Tools and support resources

Business Continuity Checklist and Cashflow Scenario Modelling Tool for Projects and Companies; Database of Covid-19 support offers in partnership with PFAN.



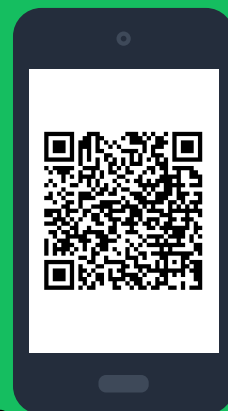
Sector collaboration and partnerships

New collaborations to mobilise capital for the sector, for instance with the Energy Access Relief Fund (EARF) managed by SIMA.



Events and webinars

Facilitation of peer-to-peer exchanges such as the Covid-19 Relief Summit and 6+ webinars on topics related to Covid-19 recovery.



Scan to learn more

Driving a Green Recovery

Beyond 'business as usual' and with dedicated resources, GET.invest implements additional activities that aim to increase resilience, retain jobs and drive impact across gender, healthcare and productive use, supporting a green recovery from the Covid-19 crisis across the clean energy sector.



Related activities

Alliance for Rural Electrification

- DRE Green Recovery Campaign and Covid-19 Response Campaign
- Support to members and investors

Access to Energy Institute (A2EI)

- Development of off-grid solar electricity solutions for rural health centers in Benin

AMDA

- Country support and capacity building in Nigeria and Tanzania

ENERGIA

- Research on Covid-19 impacts and access to finance needs of women energy entrepreneurs
- Development of a micro-site and documentation of women entrepreneurs stories
- Toolkit for more gender-sensitive and inclusive financing

EST (Efficiency for Access)

- Support to off-grid appliance companies
- Needs assessment and provision of technical assistance
- Development of a report on off-grid refrigeration local assembly and supply chain

GDC

- Business Software Solutions Catalogue
- GDC Member Success Stories
- Series of Webinars for Last Mile Distributors

GOGLA

- Global Off-Grid Solar Finance Summit
- 'Elevate' Investment Readiness Support Programme

RENAC

- Capacity building for the domestic financial sector in Burundi and Nigeria to contribute to a lasting improvement of financing options for RE and EE
- 12-week online training for 160 participants
- Train-the-Trainer seminar and development of new training modules for a long-term rollout

Stiftung Solarenergie

- Information about available support instruments via the Sun-Connect Newsletter
- Capacity building for local SMEs from the RE sector via Startup Camps in East Africa

How We Deliver on Our Objectives

Responsively

By tailoring services according to input from industry & market leaders.

With industry for industry

By partnering with those who are closest to the market.

Demand-driven

With a simple and 'level playing field' access.

Globally & in country windows

Allowing the programme to transfer market learnings and tailor services to national market needs.

In a lean & flexible set-up

Via framework contracts with top consultancies, managed by an experienced team of global & in-country staff.

Digital by default

From information and networking events to tailored advisory - all our services can be accessed online.



Contact Us



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AUSTRIAN
DEVELOPMENT
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