

GET.invest Results Deck

GET.invest is supported by



Ministry of Foreign Affairs of the
Netherlands



12-2022

The Access to Finance Challenge

Sustainable energy is key for our present and our future. It is crucial for reliable, clean, and affordable energy, for economic development and jobs, for climate change mitigation and adaptation, and for inclusion and gender equality.

Private investment is needed, and yet, financing is not readily available and does not deploy at the scale and pace required. All too often, those who need and those who have capital do not meet, or it takes too much time and resources. There is no one-fits-all solution; in most cases, financing has to be tailored to needs and circumstances.

This is a systemic barrier - **across countries and markets** - towards sustainable energy for all.



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

USD 4.5 billion
are needed annually to
achieve universal
access to clean
cooking by 2030*

Our Mission & Set-up



The GET.invest mission

At GET.invest, we are closing the gap between finance offer and need.

We aim to increase the number of viable sustainable energy companies, enabling and accelerating their access to finance and thereby **increasing the scale and pace of investments**.

This way, we are contributing to climate and development objectives and to advancing access to clean, reliable and affordable universal energy access.

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

A **leading facility** for access to finance, embedded in a large partnership and cooperation network.

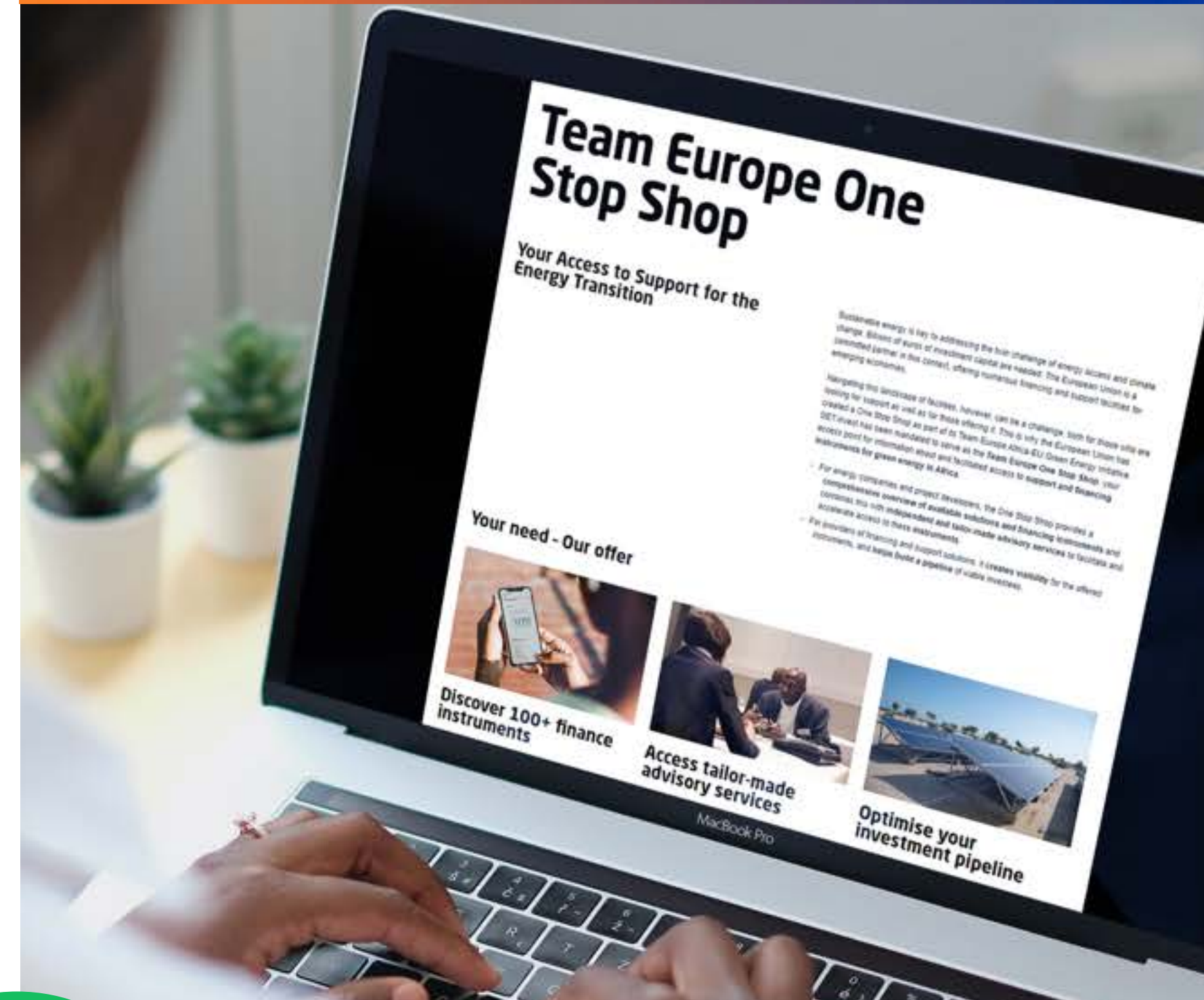
Supported by the **European Union, Germany, Sweden, the Netherlands, and Austria**, implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH and hosted on the multi-donor platform GET.pro.

A One Stop Shop for Sustainable Energy Investments

Since early 2022, GET.invest serves as the **Team Europe One Stop Shop** within the Africa-EU Green Energy Initiative, contributing to the European Green Deal for a Just Energy Transition and the Global Gateway.

The One Stop Shop was launched in response to **private sector demand**. It assists in navigating an increasingly complex financing landscape through a single access point for information about and facilitated access to support and financing instruments for sustainable energy in Africa. Furthermore, it provides visibility for financiers and helps them to build and grow their pipeline.

While the One Stop Shop is a European offer, it is open for and supports all stakeholders. It builds on and leverages **GET.invest's tried and tested approach and track record as an 'honest broker'**.



"The European Union has been backing and boosting private investments in the energy sector for the past years. Through the European programme GET.invest, Team Europe is stepping up its support to the private sector in order to help sustainable energy projects reach bankability stage."

STEFANO SIGNORE, HEAD OF UNIT AT THE EUROPEAN COMMISSION'S DIRECTORATE-GENERAL FOR INTERNATIONAL PARTNERSHIPS

Our Engine: The GET.invest Finance Catalyst

To bridge the access to finance gap, GET.invest has established an open financial advisory facility, the Finance Catalyst. It provides on-demand, flexible and if need be long-term support to get projects and businesses ready for finance and link them with financiers.

The Finance Catalyst has been fine-tuned and scaled up over the last 7 years. It acts as an 'honest broker', leveraging high-profile financing expertise, credibility and a strong network to deliver quality support tailored to the needs of our clients across all countries, market segments and ticket sizes.

Portfolio of Services

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
working as an
integrated deal
team



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

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



The New GET.invest Finance Readiness Support

Many high-potential companies are not ready yet for external financing, and are left behind in the race for funds. This is often the case for young, innovative and especially locally owned and managed companies. At the same time, they are usually closer to end-users, with particularly strong impacts on energy access as well as gender and inclusion.

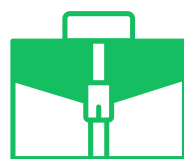
GET.invest has piloted and is now scaling up a dedicated service to address this. The Finance Readiness Support is delivered in a scalable set-up, drawing on the expertise of eight leading advisory firms: a new framework contract modality developed by GET.invest.

Portfolio of Services

The Finance Readiness Support offers advisory towards accessing finance. In doing so, it emphasises additional business development tailored to the needs of locally owned and managed companies embarking on their first formal fundraising journey, such as:



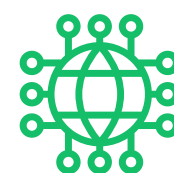
Business Strategy



Operational Management



Human Capital Advisory



Digitalisation & Data

8

leading consulting
firms delivering
support



34

clients supported in the pilot phase



In close cooperation with
industry associations
ARE, CCA, GDC, GOGLA,
ENERGIA



Leveraging Strong Results

Our advisory facilities deliver tangible results across many countries, market segments and ticket sizes. Most of these stem from the Finance Catalyst, with the newer Finance Readiness Support now being scaled up.

In most cases, the capital mobilised is highly catalytic and will enable our clients to achieve a growth trajectory in difficult market contexts.

1228

applications for support

350

projects and companies supported

172

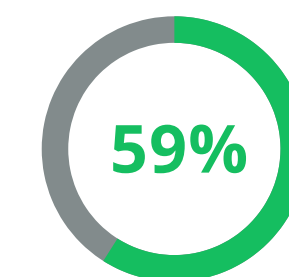
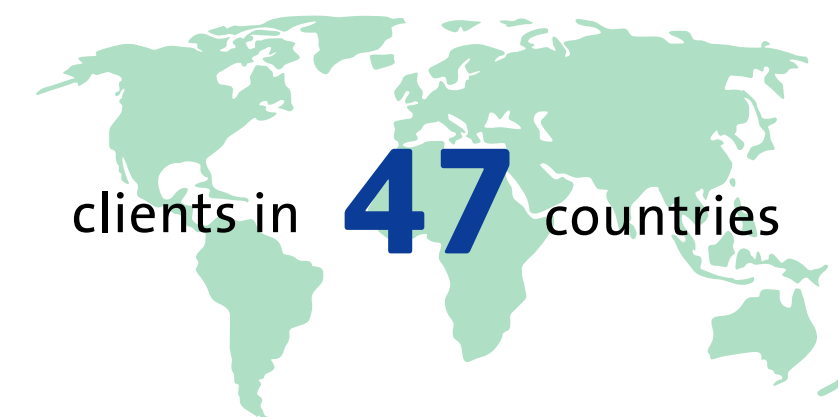
clients in current portfolio

132

accepted by financier

66

financial close

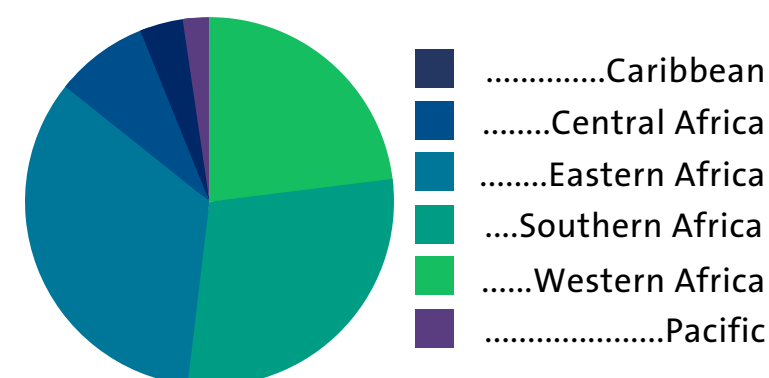


thereof least developed countries

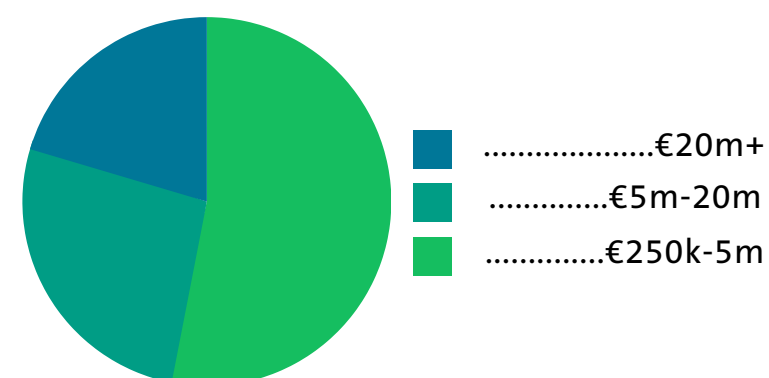
>25%

of our portfolio is women-owned/women-led*

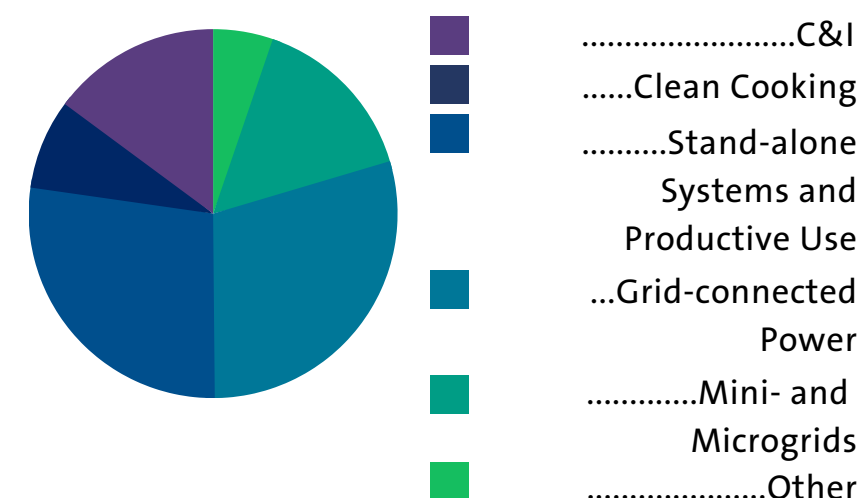
Breakdown by region



Breakdown by ticket size



Breakdown by market segment



Figures comprise Finance Catalyst and Finance Readiness Support from 2016 up until 01/2023, including GET.invest predecessor programme RECP;

*according to 2X-criteria for gender-lens investment, number refers to currently active portfolio



Enabling Impact at Scale

Projected Investment Volume **1.6 billion euro**

Greenhouse Gas Abatement Potential **2.6 million tCO₂e per year**

Projected Installed Capacity **925 MWe**

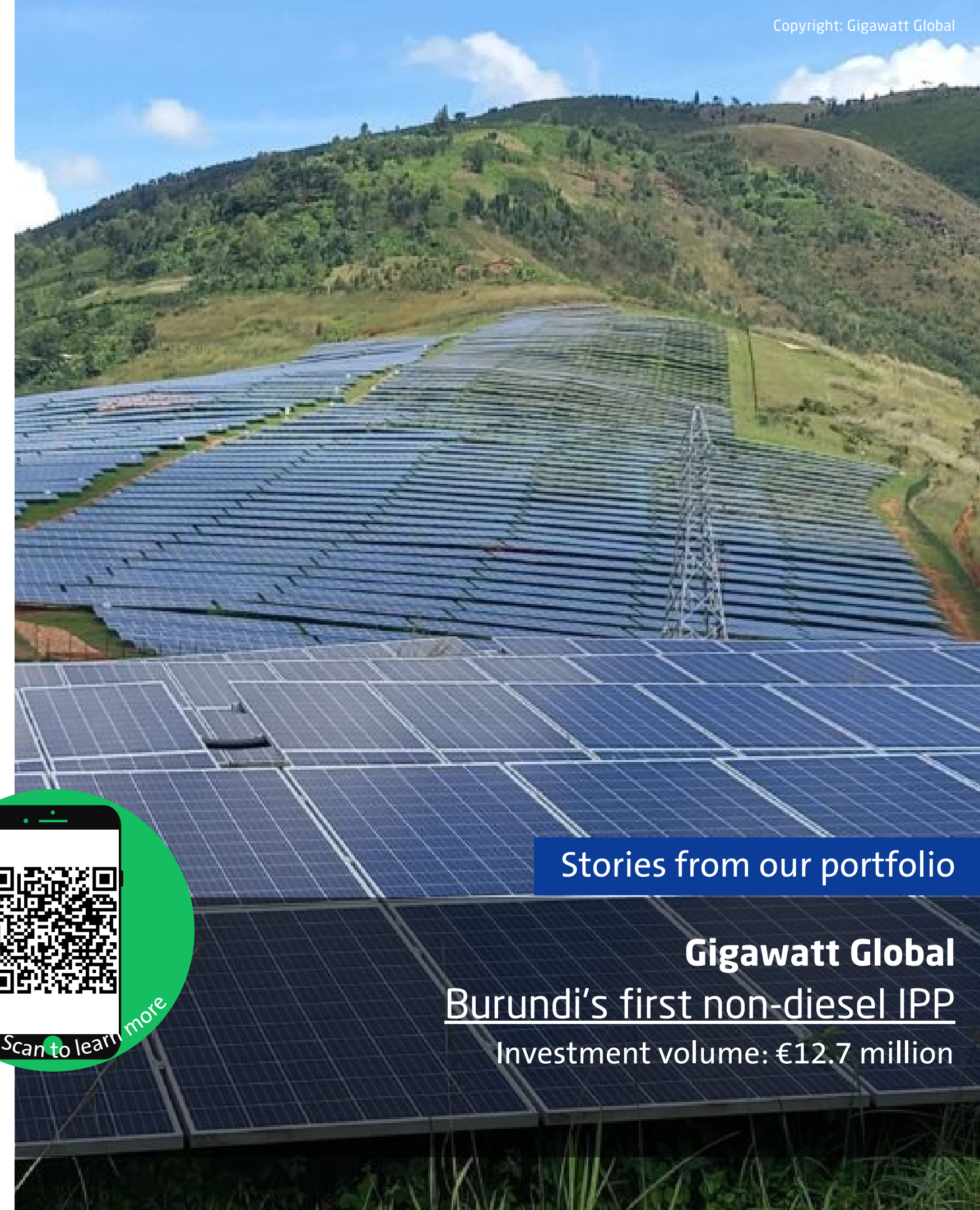
Energy Access Potential **12.8 million people**

Figures are - unless otherwise indicated - based on the number and ticket size of projects accepted by a financier as of 12/2022



Stories from our portfolio

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



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



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



Stories from our portfolio

FlexGrid

Intelligent micro-grids for flexible and affordable energy

Projected investment volume: €3.5 million

Seeking additional financial resources, FlexGrid got support from the GET.invest Finance Catalyst in replicating its pilot in Mali. For example, the advisors assisted on the funding strategy, identifying suitable finance sources, introducing them to financiers, supporting finance applications and providing know-how on concessions and associated regulatory risks.

“One of the key challenges was to bridge the proof-of-concept phase. Here, GET.invest was extremely helpful in building a track record and attracting early-stage investors. Later, they supported us in developing a roadmap for scale-up investments to become profitable without grants.”

SERVAAS VAN DEN NOORTGATE,
CO-FOUNDER OF FLEXGRID

Discover all GET.invest stories

Benin, Mali

Intelligent micro-grids for flexible and affordable energy



Mini-grids

Tanzania, Uganda

Bringing off-grid power to rural fishers and farmers



Stand-alone Systems and Productive
Use

Mozambique

Powering up Southern Africa's off-grid homes

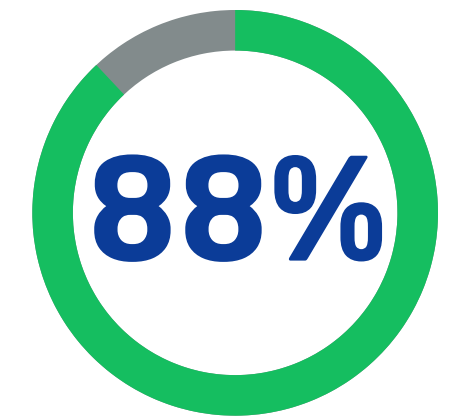


Stand-alone Systems and Productive
Use



Mobilising the Private Sector

Through events organised in collaboration with our partners, we bring together stakeholders to discuss and learn from each other, to forge new partnerships, and to generate visibility for initiatives and solutions both old and new. Matchmaking sessions are attached to major events and provide participants with an opportunity to connect.



of participants are satisfied with our events

81

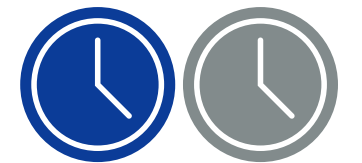
events & webinars

18k

participants

8k+

scheduled matchmaking meetings



~1 in 2 meetings is expected to turn into a longer-term collaboration

Figures up until 09/2022, 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 an essential 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

60+

capacity building &
outreach activities

Highlights

- ARE Investment Academies: Training and capacity building on access to finance
- ARE DRE Recovery Campaign: Awareness-raising about market and companies' needs for recovery
- SolarPower Europe's ShineOn Podcast Series: Stories from solar developers operating in SSA
- GOGLA LEAN: A peer-mentoring network for off-grid solar industry C-level leaders
- GOGLA ELEVATE: A training programme for locally-owned and managed RE companies, aligned with the GET.invest Finance Readiness Support
- Global Distributors Collective (GDC) Fundraising Journeys of Last Mile Distributors (LMDs), Last Mile Distribution Investor Forum & LMD Capital Continuum
- NREA Toolkit: A resource to help strengthen the management and steering of NREAs
- Start-up Energy Camp: Assisting Sub Sahara African start-ups to overcome the challenges posed by the pandemic



ELEVATE: Supporting the next generation of off-grid solar companies



"I personally feel that the relationships I have made over the last few months and especially the last week, will enable me and our company to really make a difference in the most marginalised locations and positively impact many lives indeed over the coming years."

**CLAMORE SOLAR -
AN ELEVATE MEMBER**



Click or Scan to learn more



Strengthening Renewable Energy Markets

GET.invest supports trainings and masterclasses usually side by side with major events. These formats have proven very effective in conveying finance know-how, but also in bringing peers together and in mobilising demand for further advisory support.

57

trainings*

500+

people trained*

90%

satisfaction rate

Many of these activities are implemented hand-in-hand with partner associations and ultimately benefit their members. In a recent survey among the associations' members, ...



of the survey respondents agree they benefitted from the various activities.

of the survey respondents agree that the activities support the market development.

*Figures include trainings, workshops and 1:1 coaching sessions since GET.invest inception in 2019 up until 09/2022. Number of people trained includes participants of Capacity Development for Domestic Financiers activities.



Highlight: The Clean Cooking Masterclass

On the occasion of the Clean Cooking Forum 2022 in Ghana, GET.invest and Energy Enterprise Coach (EEC), supported by the Clean Cooking Alliance (CCA), hosted the third edition of the Clean Cooking Finance Masterclass, themed 'Going to Scale'. The one-day business development training brought together early-stage SMEs to develop their capacities to grow and scale up.

Capacity Development for Domestic Financiers

In order to help address the lack of local currency financing, GET.invest has piloted support to domestic financiers. This synergises perfectly with GET.invest's advisory work by allowing for discussion of specific investment opportunities.

In addition to learning about fundamentals of investing in renewable energy technologies, practical tools to assess projects were developed and applied. Banks were also coached on how to screen their portfolios for potential clients and link them to GET.invest advisory services.



Burundi, Mozambique,
Nigeria, Rwanda

330+

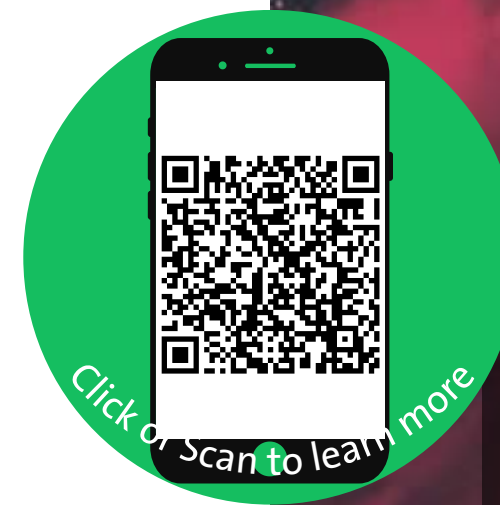
participants

99%

participants
satisfaction rate*

Figures up until 12/2022; *Banking training in Mozambique and Rwanda

Support to Domestic Financial Institutions



"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.

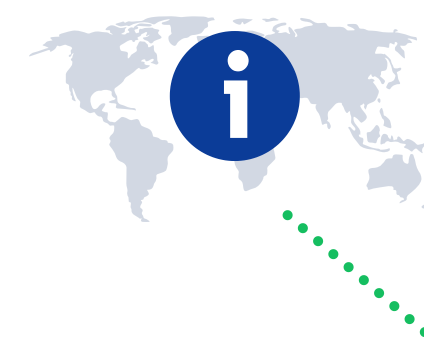
GET.invest also captures market insights and develops knowledge products to share with policymakers, partners and peers.

The GET.invest Funding Database

An up-to-date list of 120+ financing instruments for renewable energy



Country Briefs



Market Insights



Funding Database



185k+

people have accessed GET.invest market and funding information



Prospect

Gather, harmonise, analyse and visualise data on progress towards SDG7

Prospect: Data Driving Energy Access

In partnership with the Access to Energy Institute (A2EI), GET.invest develops and implements Prospect: a product-agnostic, real-time and free-of-charge data and transaction platform to track the performance of renewable energy projects.

Launched in October 2022, it is now being refined and shaped to respond to the very needs of the market. Prospect will serve as a “trust provider” between the various stakeholders, thus enhancing finance access for renewable energy projects.



Tracks & monitors project performance



Analyses & visualises gathered data



Shows impact & user data



Entrepreneurs can improve operations



Financiers can assess & reduce risk



Donors see what their money does

Visibility & Reach

Making our services visible and accessible

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, its offering 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

81 events with **18k** participants

200+ mentions in national & sector media

230 mentions in external newsletters

Our reach



402k

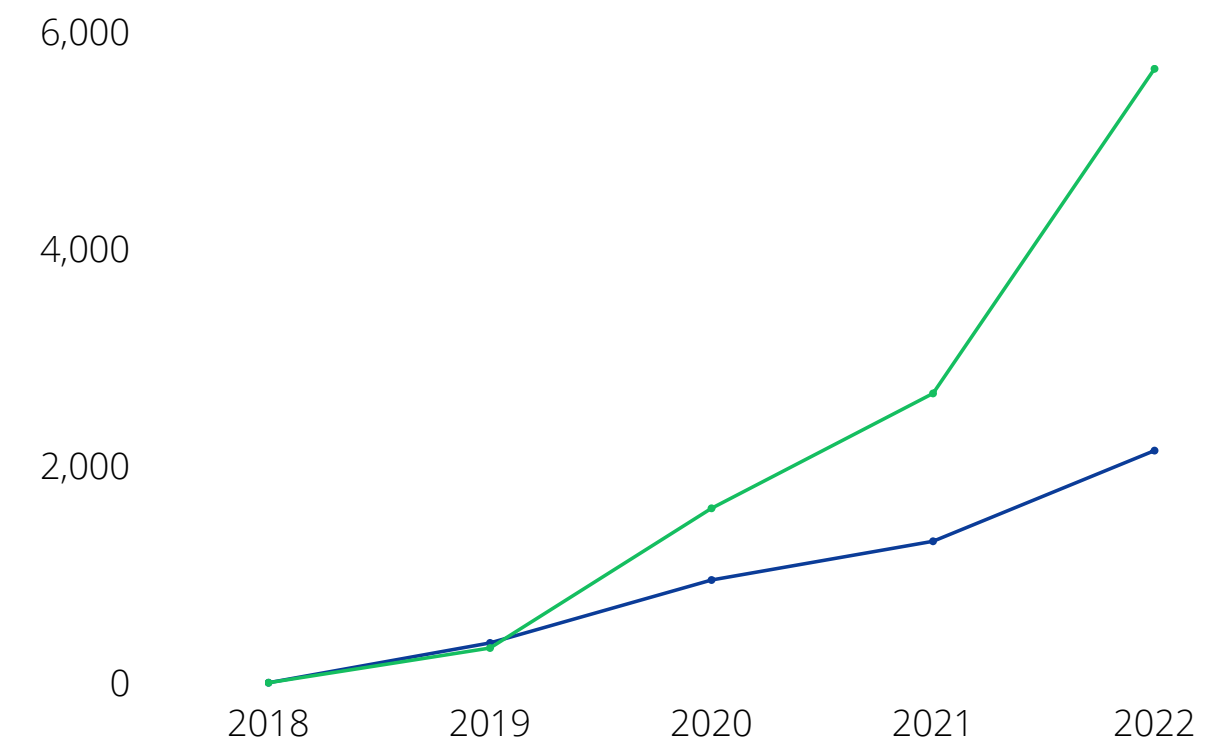
website visits



7k+

social media followers

.....LinkedIn followers
.....Twitter 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 Regional Markets

While GET.invest is a global programme, it can also tailor its services to selected geographic energy markets. Such country or regional windows are designed on demand, based on country-specific funding or regional mandates and priorities, and delivered in close coordination with in particular the EU delegations, embassies, national donor programmes and other partners.



GET.invest Mozambique (launched in 2019)



GET.invest Burundi (launched in 2021)



GET.invest Eswatini (launched in 2022)



GET.invest Nigeria (in preparation)



GET.invest Lesotho (in preparation)



GET.invest in the Caribbean

GET.invest in the Pacific



Copyright: BUREA



Copyright: GIZ | Ricardo Franco



Copyright: Alliance for Rural Electrification



"We are pleased to see GET.invest starting their work in Eswatini now. We believe the launch workshop will be the starting point of a new era for the renewable energy sector in Eswatini, bringing together all relevant actors to discuss all the key drivers for a good business environment for renewables."

DESSLAVA CHOUMELOVA, AMBASSADOR OF THE EUROPEAN UNION TO ESWATINI

Stories from our portfolio

CleanPower Generation

82 MW Solar Project for Guinea

Projected investment volume: €66 million

GET.invest is supporting the 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



Stories from our portfolio

HDF Renewstable

Green hydrogen for local energy and agriculture in Barbados

Projected investment volume: €18 million

HDF Energy has found a unique solution to capitalise on the resources available on the island in the most efficient way possible, leveraging the advantages of green hydrogen. In their Renewstable® Barbados (RSB) project, the company combines solar energy generation, leading-edge hydrogen storage and animal farming, thus aligning economic, environmental and social benefits.

For the identification of matching financiers, the GET.invest Finance Catalyst provided instrumental support in the form of targeted assistance regarding international best practices in dual-use solar/agri projects, incl. additional legal support towards local land-owner contractual Memorandum of Understanding discussions, which resulted in a financial close.

“GET.invest is providing valuable support to the HDF Caribbean team, such as best contractual practices in the innovative dual usage of land that Renewstable® Barbados proposes.”

THIBAUT MENAGE,
VICE PRESIDENT CARIBBEAN,
HDF ENERGY





Stories from our portfolio

Amped Innovation

Reinventing high-quality solar appliances with affordable solutions

Projected investment volume: €5.9 million

Aiming to improve the affordability of high-quality solar appliances, the social enterprise distributes different products such as solar lighting, televisions, fridges, and power generators. For expanding its already well-established activities, Amped was in need of working capital. The GET.invest Finance Catalyst assisted in improving the company's financial model and setting up a dedicated working capital facility together with Electrifi. The financial close of 5.9m EUR is expected to translate into solar home systems provided to more than 500,000 people in over 20 countries.

“Working with GET.invest has given us the capacity to present a professional financial model and data room to investors and this completely changed the dynamics.”

ANDI KLEISSNER, CO-CEO,
AMPED INNOVATION





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. At GET.invest, we are proud to go an extra mile to support many innovative approaches at the intersection of gender equality, energy and sustainable economic development, with the aim of 'leaving no one behind', powering inclusive growth and enabling self-determination.

Delivering on inclusivity



Mainstreaming and tracking 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.

- E.g. our latest tracking criterion - "gender-smart" according to the 2XChallenge - is fulfilled by 55%/75% of our advisory portfolio



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.

- E.g. more than 76% of the companies supported through the GET.invest Finance Readiness Support are women-owned or led



Working with experienced partners

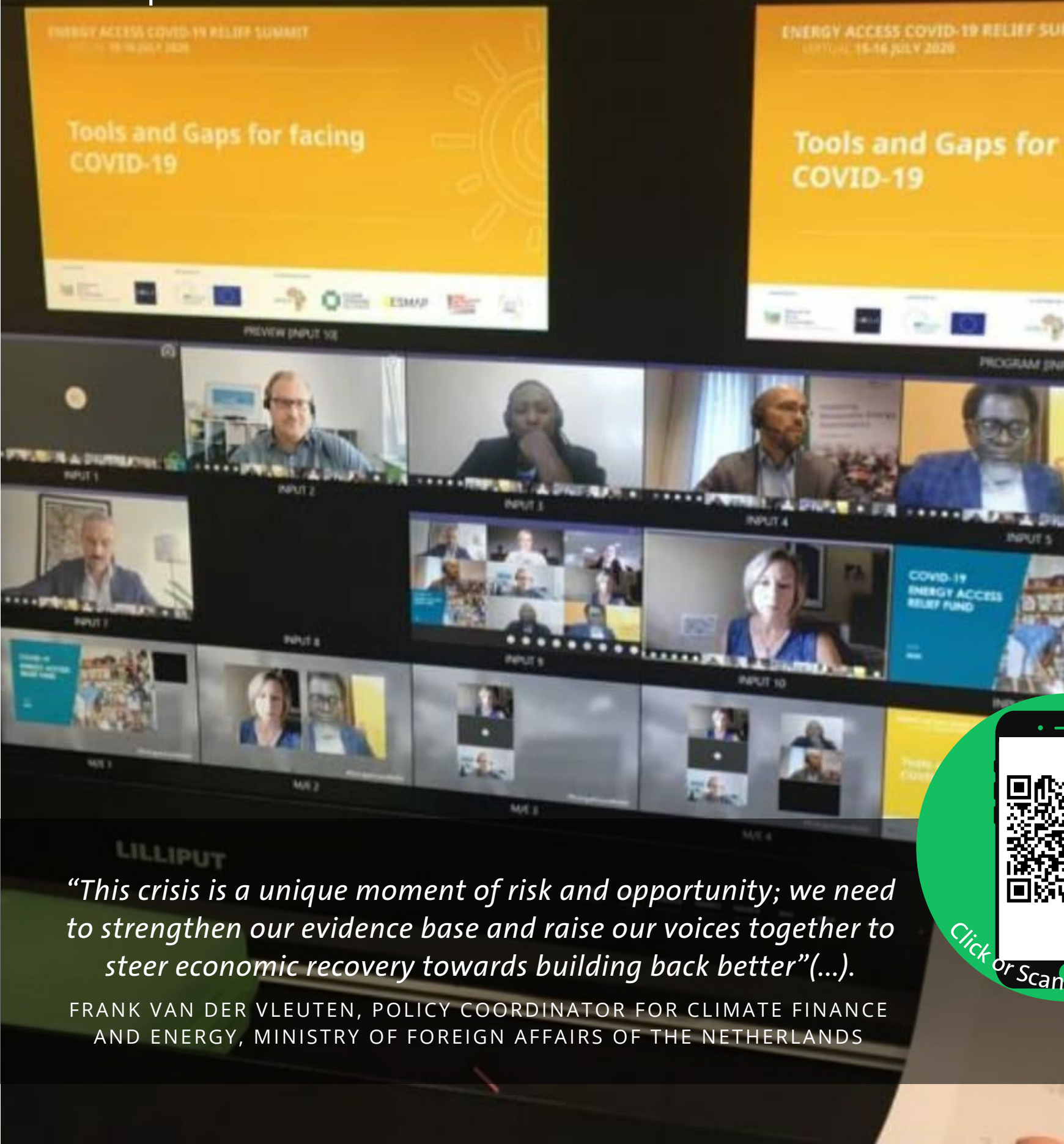
We collaborate with experienced partners like the Alliance for Rural Electrification, GDC, ENERGIA and GOGLA to raise the visibility and strengthen the knowledge base on issues related to gender and energy sector development.

- E.g. forthcoming research and toolkit on gender-responsive financing



The Energy Access-Covid-19 Relief Summit 2020

Participants: 1200+ from 104 countries



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.

Driving a Green Recovery

Throughout 2022, GET.invest continued to implement activities that were conceptualised with extra resources to tackle the challenges brought to the clean energy sector by Covid-19. Aiming to increase resilience, retain jobs and drive impact across gender, healthcare and productive use, these activities have helped to promote a green and inclusive recovery.



RENAC Green Banking Training
Copyright: RENAC



ARE DRE Recovery Campaign, photo contest
Copyright: Moreiras/Baobab+

Selected activities & outcomes

Alliance for Rural Electrification

DRE Green Recovery and Covid-19 Response Campaign

- [Awareness video](#)
- [Case studies "Pandemic-resilient communities powered by DRE"](#)
- [Photo contest](#)

Access to Energy Institute (A2EI)

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

- [Installation of 20 smart data loggers to gather real-time data on solar systems performance to ensure their longevity](#)

ENERGIA

Knowledge products and dissemination on the supply and demand of financing for women energy entrepreneurs

- [Roundtables with 80+ donor, financial service provider and investor representatives](#)
- [Research report and toolkit for gender-inclusive financing in the renewable energy sector](#)
- [Development of a communication campaign](#)

GDC

Series of activities, knowledge products and webinars about finance access for Last Mile Distributors (LMD)

- [LMD Funding Database](#)
- [LMD Investment Readiness Tools](#)

GOGLA

ELEVATE Investment Readiness Support Programme

- [Targeted support to 20 companies from across sub-Saharan Africa](#)

RENAC

"Green banking " capacity building for the domestic financial sector in Burundi and Nigeria to contribute to lasting improvement of financing options

- [170+ financial and renewable energy sector professionals trained over 6 months](#)
- [24 financial sector professionals trained to become trainers](#)
- [Development of new training modules for a long-term rollout](#)

How We Deliver on Our Objectives

Responsively

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

Globally & in country windows

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

With industry for industry

By partnering with those who are closest to the market.

In a lean & flexible set-up

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

Demand-driven

With a simple and 'level playing field' access.

Digital by default

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



Contact Us



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