

# GET.invest Results Deck

GET.invest is co-funded by



01-2024



# 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, for inclusion and gender equality, and it represents enormous opportunities for investment and trade.

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 energy companies and projects, 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.

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

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

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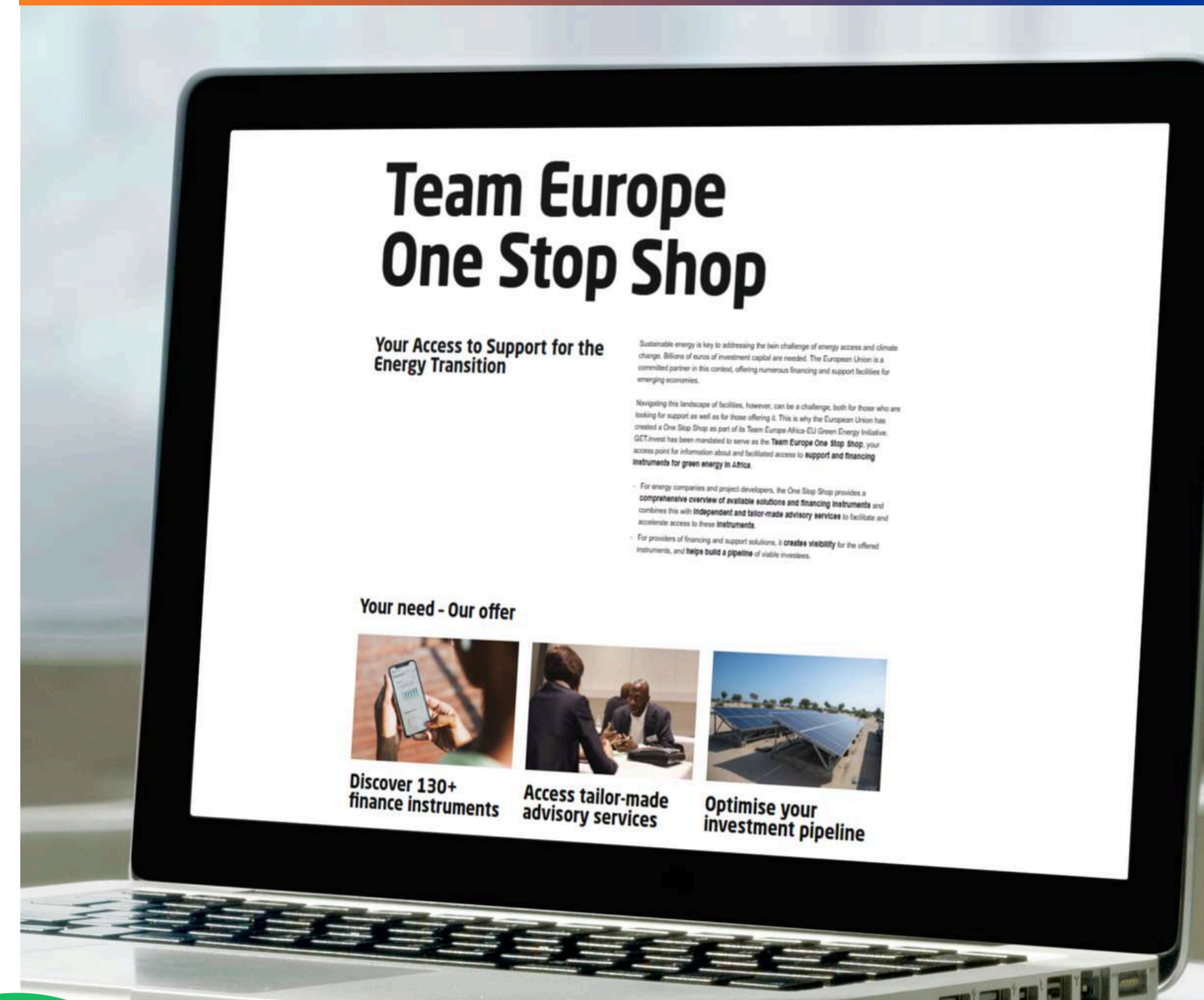
Co-funded by the **European Union, Germany, Norway, the Netherlands, Sweden and Austria**, implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH and hosted on the multi-donor platform GET.pro.

# The 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 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

# Finance Access Advisory

To bridge the access to finance gap, GET.invest provides flexible and tailored advisory services, supporting clean energy projects and companies to become investment ready and access the financing they need.

Through our two advisory facilities - the Finance Catalyst and the Finance Readiness Support - our expert teams work with projects and companies across all ticket sizes, covering the entire spectrum of clean energy business models.

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



## Service Portfolio

Business Development



Business strategy, operational management, human capital, digitalisation & data

Investment Strategy



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

Structuring



Advising on business & financing models to meet financiers' requirements

Finance Access



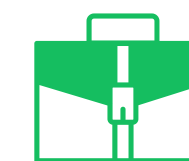
Identifying and linking to suitable financing sources

Transaction



Supporting contractual negotiations

Post-Investment



Securing long-term impacts, addressing default risk and financial challenges

# The GET.invest Finance Catalyst

Since 2016, the GET.invest Finance Catalyst has been providing on-demand, 'honest broker' financial advisory to clients across countries, market segments and ticket sizes. To deliver quality support in connecting projects and companies to financiers, the facility leverages high-profile financing expertise, credibility and track record.

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

**30+**

expert advisors  
working as an  
integrated deal  
team

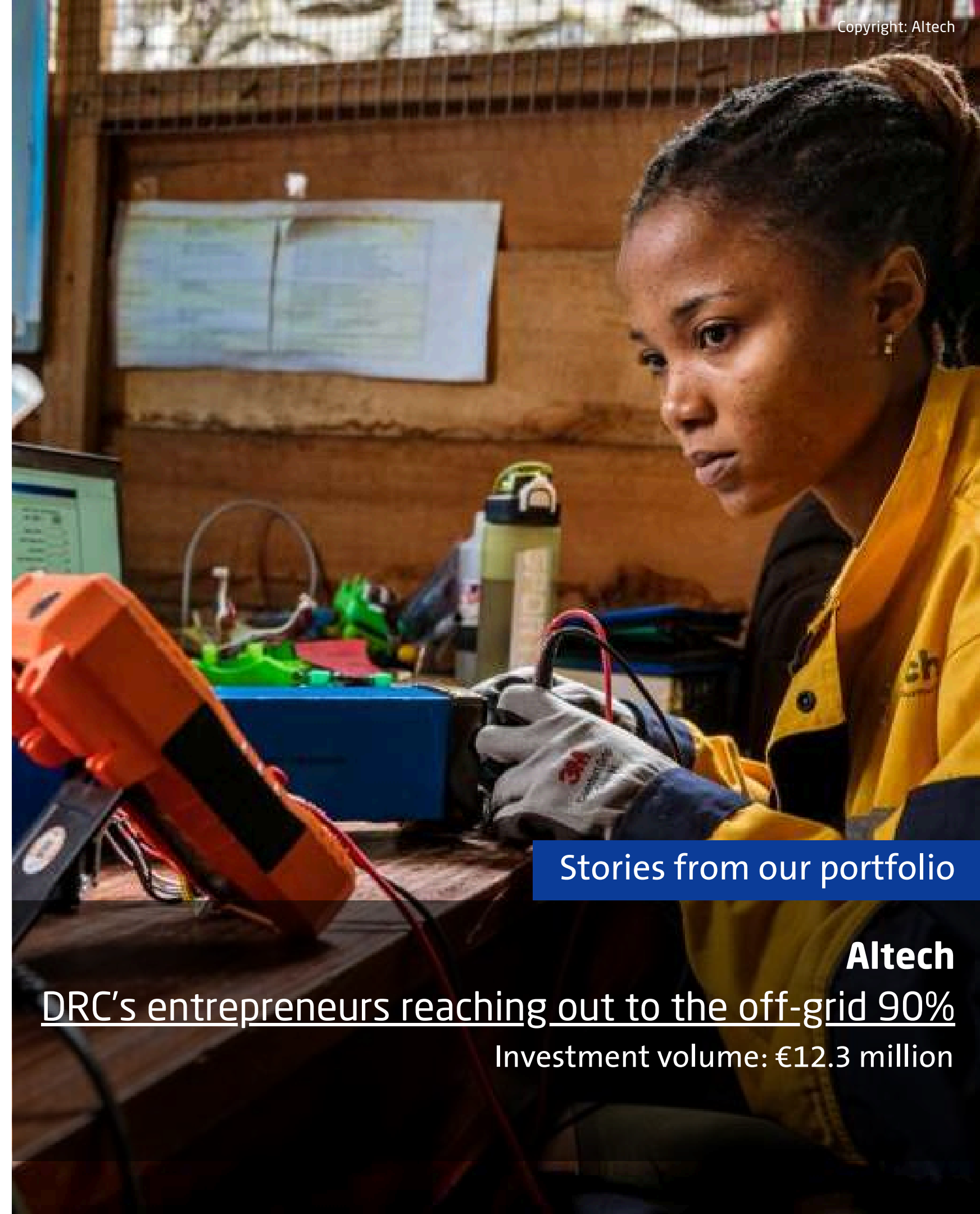


Stories from our portfolio

**Altech**

DRC's entrepreneurs reaching out to the off-grid 90%

Investment volume: €12.3 million





# The GET.invest Finance Readiness Support

Many high-potential, locally owned and managed companies are not yet investment ready and get left behind in the race for external financing. At the same time, these companies are usually closer to end users, with particularly strong impacts on energy access as well as gender inclusion.

The Finance Readiness Support is a dedicated offer by GET.invest to locally owned and managed companies embarking on their first formal fundraise, building their capacities through a combination of tailored business development support and advice on access to finance.

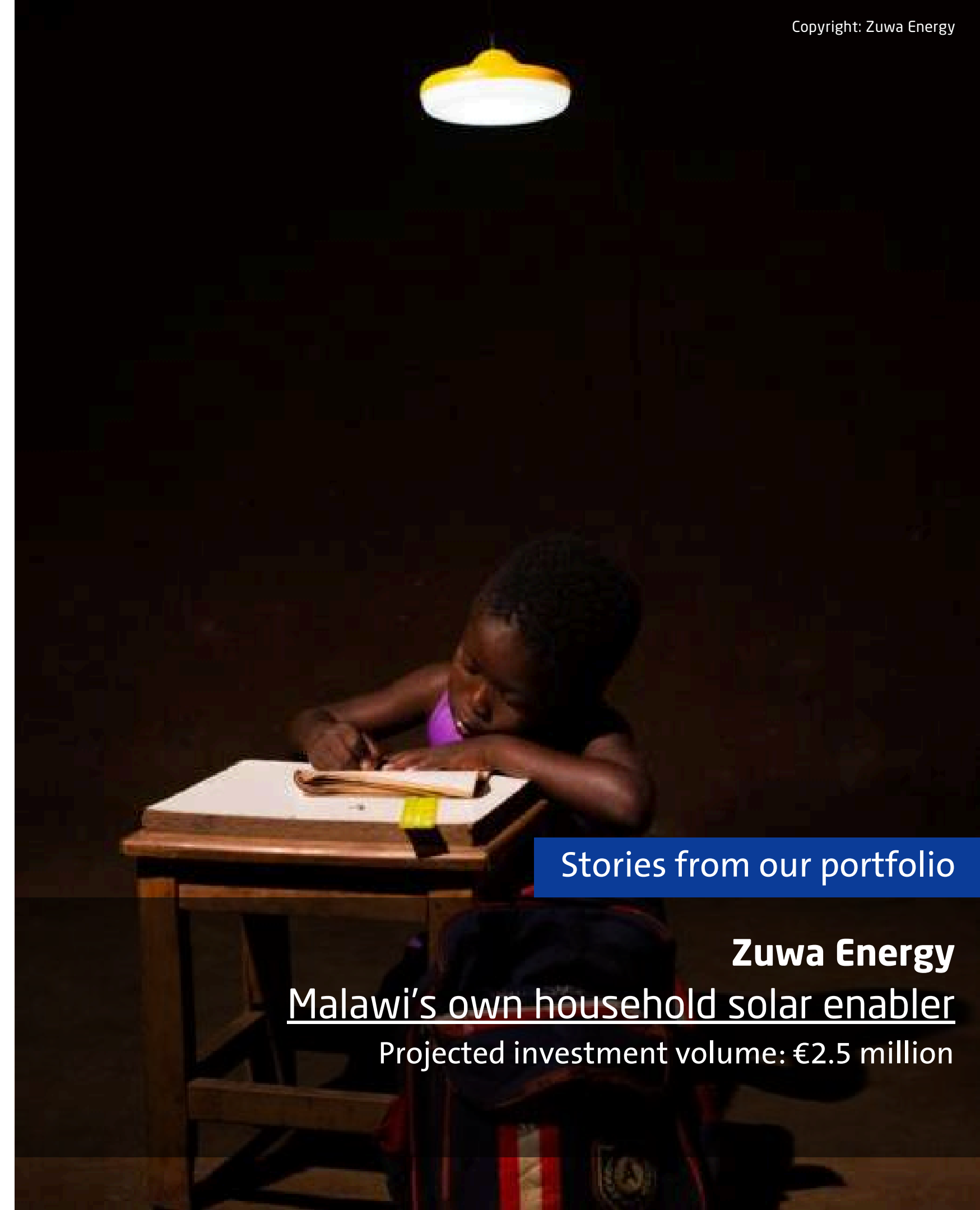
8

leading consulting  
firms delivering  
support



Stories from our portfolio

**Zuwa Energy**  
Malawi's own household solar enabler  
Projected investment volume: €2.5 million



# Leveraging strong results

Our advisory facilities deliver tangible results across many countries, market segments and ticket sizes.

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

1425

**applications for support**

404

**projects and companies supported**

190

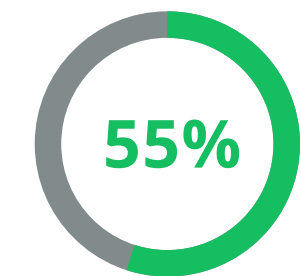
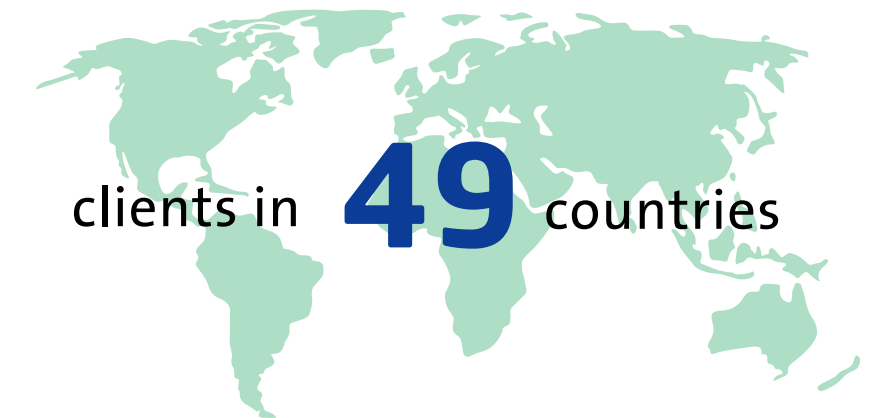
**clients in current portfolio**

187

**accepted by financiers**

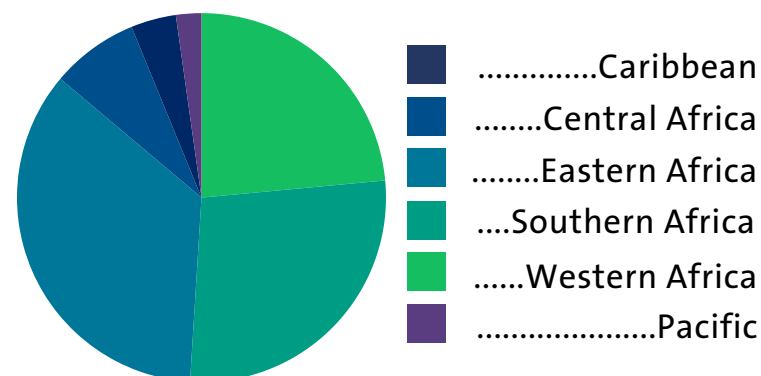
88

**financial close**

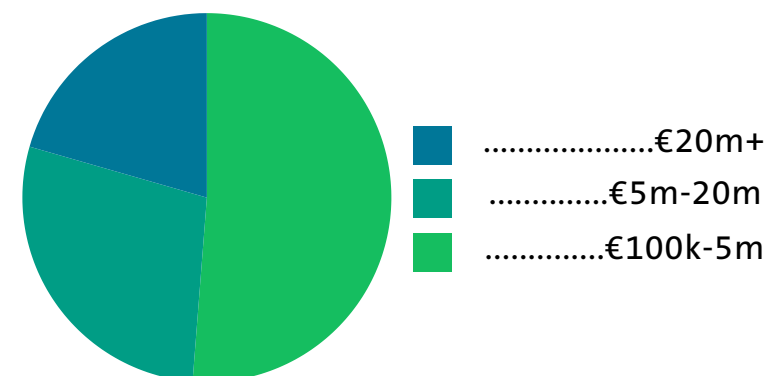


thereof least developed countries

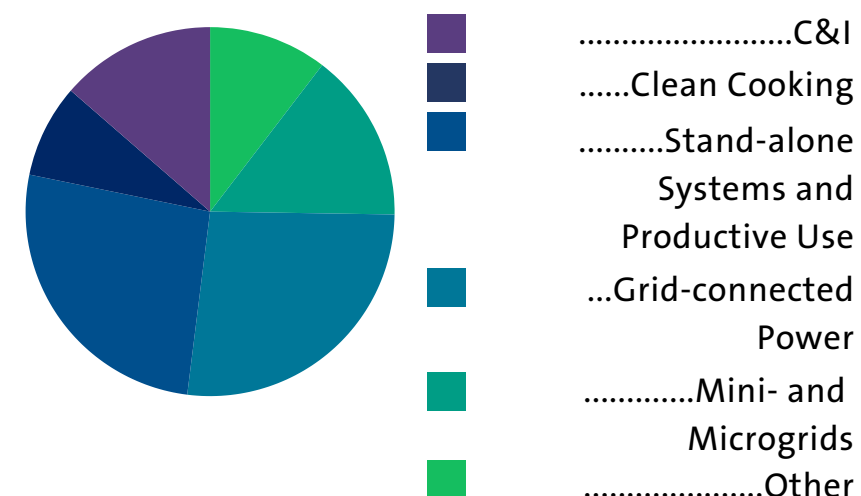
Breakdown by region



Breakdown by ticket size



Breakdown by market segment



**>35%**  
of our portfolio is women-owned/women-led\*



Figures comprise Finance Catalyst and Finance Readiness Support from 2016 up until 12/2023, including GET.invest predecessor programme RECP;

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



# Enabling impact at scale

As GET.invest expands, it strengthens its reporting processes. In 2023, GET.invest shifted from simply reporting successful introductions to financiers to tracking the actual signing of financial transactions between companies/projects and financiers. Although this shift initially shows fewer results, it reflects a more significant step towards real impact and is expected to grow over time.

Investment volume	<b>457 million euro</b>
Expected greenhouse gas emissions reduction	<b>2.17 million tCO2e per year</b>
Expected installed capacity	<b>253 MWe</b>
Expected energy access potential	<b>6.56 million people</b>

Figures are - unless otherwise indicated - referring to projects/companies supported by GET.invest that reached financial close as of 12/2023 and signed at least one transaction with a financier.



Stories from our portfolio

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

## Stories from our portfolio

### **Destiny Corporation & Xylo Group**

#### Energy solutions through Uganda's forestry waste

Projected investment volume: €24.8 million

GET.invest supports Destiny Corporation & Xylo Group in developing a biomass facility to produce energy for a large brewery nearby. The GET.invest support entails reviewing the company's business case, structuring its financing, making introductions to potentially interested strategic co-developers, and backing an environmental and social impact assessment. With this project, over 7,000 tons of heavy fuel oil per year will be replaced by up to 40,000 tons of processed local forestry waste.

*“The support from the GET.invest Finance Catalyst has been integral in the development of the biomass plant and future scalability. Thanks to the advisors, we have been able to secure a strong strategic co-development partner, long-term agreements on biomass supply, and invaluable feasibility and environmental surveys.”*

EDWIN KIKONYOGO, FOUNDER  
XYLO GROUP & DESTINY CORPORATION





## Stories from our portfolio

### HDF Energy

#### Green hydrogen for local energy and agriculture in Barbados

Projected investment volume: €117,8 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

### Darway Coast

#### Solar mini-grids get a boost from local currency finance

Projected investment volume: €20,9 million

A Nigerian company providing local mini-grids to remote communities. GET.invest support included financial and business case modelling and introductions to local currency investors. The supported culminated in several financial transactions, including a blended finance instrument with InfraCredit and a medium-term facility from the SIMA Energy Access Relief Fund.

*“The support from GET.invest was instrumental in helping us secure financing from the likes of InfraCredit and Chapel Hill Denham Nigeria Infrastructure Debt Fund (NIDF). We received various supports ranging from business plan development, introduction to financiers, review of financial models, and negotiation of agreements.”*

HENRY UREH, MANAGING  
DIRECTOR, DARWAY COAST

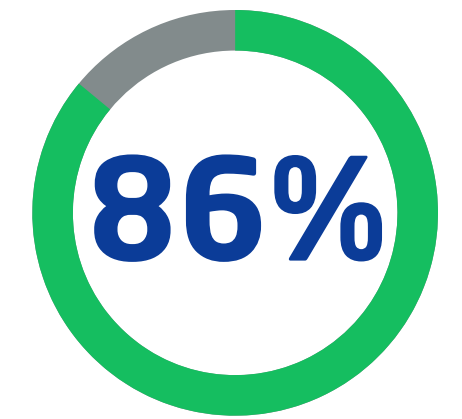


Click or Scan to learn more



# 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

96

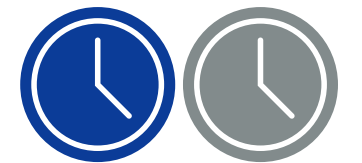
events & webinars

21k

participants

9k+

scheduled matchmaking meetings



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

Figures up until 12/2023, 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



# Redoubling mobilisation

In 2023, GET.invest focused on promoting a collaboration with partners to join forces in organising sector events. These efforts supported the EU's Global Gateway strategy by promoting Team Europe and the One Stop Shop for Green Energy Investments. Together with its partners, GET.invest created platforms for industry feedback and supported many sector milestones.



Renewable Energy Forum Africa  
Copyright: SolarPower Europe / AFSIA



Energy Access Investment Forum 2023  
Copyright: GIZ | César Gimeno



*"The GET.invest supported matchmaking sessions offered me an opportunity to widen the partnering and financing options for my organisation's projects from co-participants in different regions of the world. The springboard it provided is expected to trigger deeper mutually-beneficial engagements going forward."*

DAVE NWOSU, CEO  
NEVADIC LIMITED





# 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.

8

association partners

1000+

partner association  
members

66+

capacity building &  
outreach activities

## 2023 highlights

- ARE Energy Access Investment Forum: a flagship event for exchanges between the private sector and investors, capacity building, and stakeholders' networking
- Global Distributors Collective (GDC) investment readiness tools to help Last Mile Distributors (LMDs) in their fundraising journey
- GOGLA Unlocking Solar Capital Africa: trainings on access to finance for the ELEVATE cohort, aligned with the GET.invest Finance Readiness Support
- GOGLA Finance & Investment Working Group: four taskforces focusing on key themes for development, aiming at identifying solutions and actions to strengthen the industry
- GWEC Windaba: the biggest wind event on the African continent, bringing together developers looking for support to grow their businesses
- SolarPower Europe Renewable Energy Forum Africa: an event with 360+ matchmakings which provided a platform for European and African developers to build connections

## Selected activities & outcomes

### Alliance for Rural Electrification

Serving the Decentralised Renewable Energy (DRE) sector

- [Energy Access Investment Forum 2023](#)
- [ARE Financier Circle](#), streaming the DRE sector's ESG impact monitoring across investors
- [Renewables for Impact](#) campaign, showcasing the impact of DRE on energy access and the SDGs

### ENERGIA

Guiding financial service providers and investors to develop more inclusive financing solutions

- [Digital toolkit: supporting gender-inclusive financing in last-mile renewable energy markets in SSA](#)
- [Research report](#)
- [Study cases](#)

### Global Wind Energy Council (GWEC)

Supporting and enabling the voice of the African wind sector

- [Windaba 2023 - Africa's premier energy conference and exhibition](#)
- [Africa Climate Summit 2023 - Driving green growth & climate finance solutions](#)
- [Africa Energy Forum 2023](#)

### Global Distributors Collective

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

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

### GOGLA

Empowering the off-grid sector

- [Unlocking Solar Capital Africa 2023](#)
- [ELEVATE investment readiness programme](#)
- [The Innovative Finance Lab](#)
- [GOGLA's Investment Database](#), capturing trends between 2012-2023

### SolarPower Europe

Building and strengthening the Europe-Africa private sector business alliance

- [Intersolar Europe 2023](#)
- [Renewable Energy Forum Africa 2023](#)
- [Global Market Outlook For Solar Power \(2023-2027\)](#)



# 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.

## 63

trainings\*

## 700+

people trained\*

## 91%

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, ...



## 88%

## 86%

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 12/2023. Number of people trained includes participants of Capacity Development for Domestic Financiers activities.



## Highlight: Unlocking Solar Capital Africa 2023

During the 5th USC Africa, the global association for the off-grid solar energy industry (GOGLA) implemented one of the most successful trainings on access to finance for its ELEVATE cohort, supported by GET.invest. 60% of the participating companies have generated a pipeline of investors with strong likelihood of financial closure.



# Finance Systems Advisory: EDGE Finance

GET.invest is preparing for the full roll out of its domestic financial sector work under the new name Enabling Domestic Green Energy Finance (EDGE Finance), which will support domestic financial institutions in providing local currency finance for green energy projects and businesses.

EDGE Finance builds on the learnings of the Capacity Development for Domestic Financiers (CDDF) pilot activities in Rwanda, Mozambique (2021-22) and Senegal (2023). Beyond coaching domestic financiers, it will provide training on the benefits of gender-responsive finance, opportunities in leveraging carbon finance, and background on green funding and guarantees instruments such as EFSD+ or GCF.



Burundi, Mozambique,  
Nigeria, Rwanda, Senegal

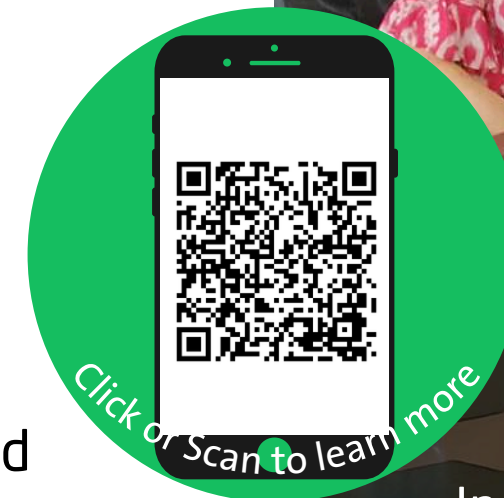
**350+**

participants

**99%**

participants  
satisfaction rate\*

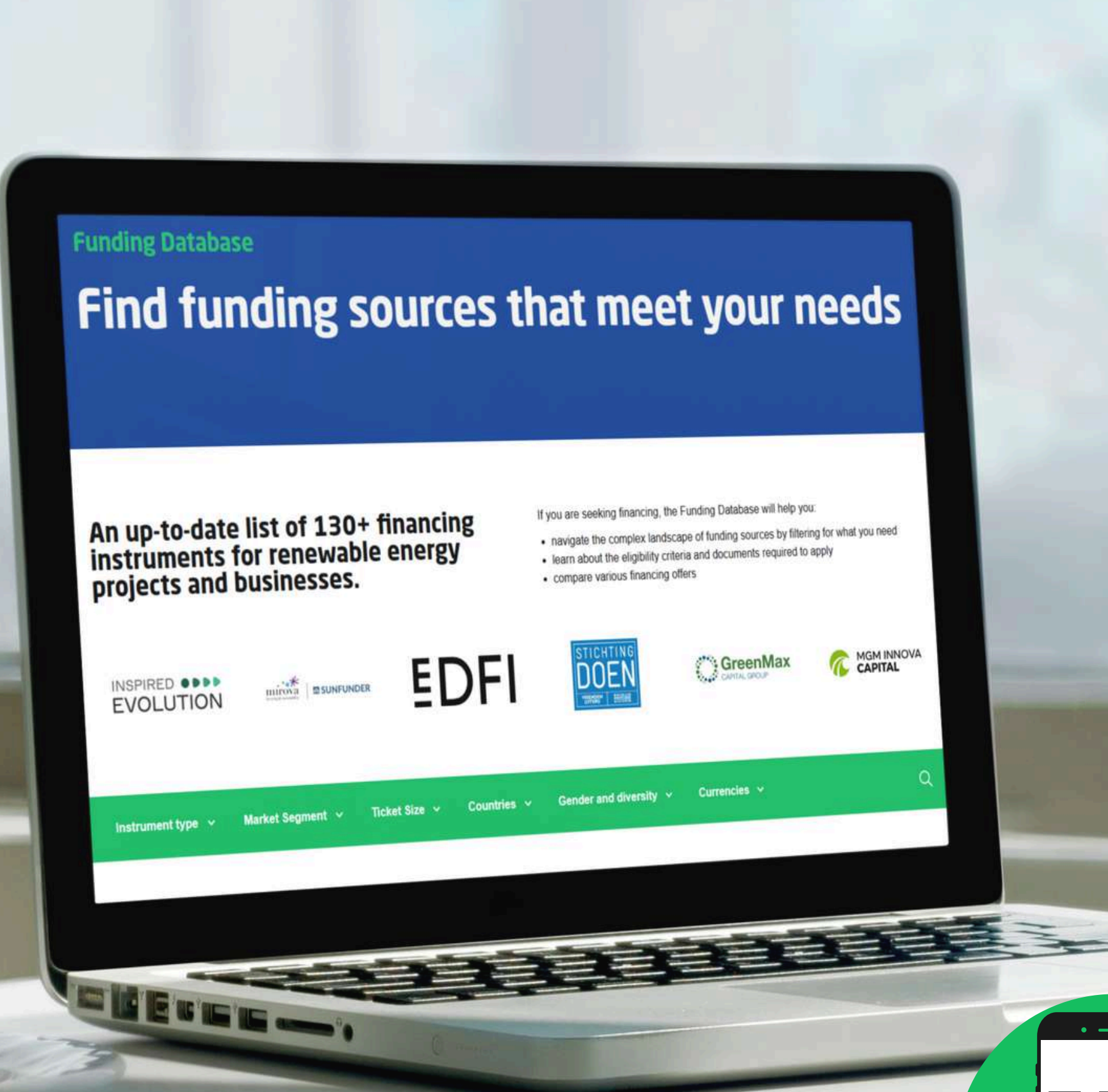
Figures from pilot phase up until 12/2023; \*Banking training in Mozambique and Rwanda



## Highlight: Enabling the financial sector in Senegal to get ready for green investment

In January 2023, GET.invest supported the German-Senegalese project "Access to Finance for Small and Medium Enterprises" to help Senegalese financial institutions offer products in order to increase the share of green financing. This collaboration is part of GET.invest's bigger goal to support the financial sector in partner countries to provide financing products in local currency to clean energy developers.





**The GET.invest Funding Database**  
An up-to-date list of 130+ financing instruments for renewable energy



# Information and 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.



**216k+**

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 is developing Prospect, a product-agnostic, real-time, and open source data platform to track the performance of renewable energy projects.

Launched in October 2022, it is now being rolled out in cooperation with many sector stakeholders. 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 and 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

**96** events with **21k** participants

**235** mentions in national & sector media

**300** mentions in external newsletters

## Our reach



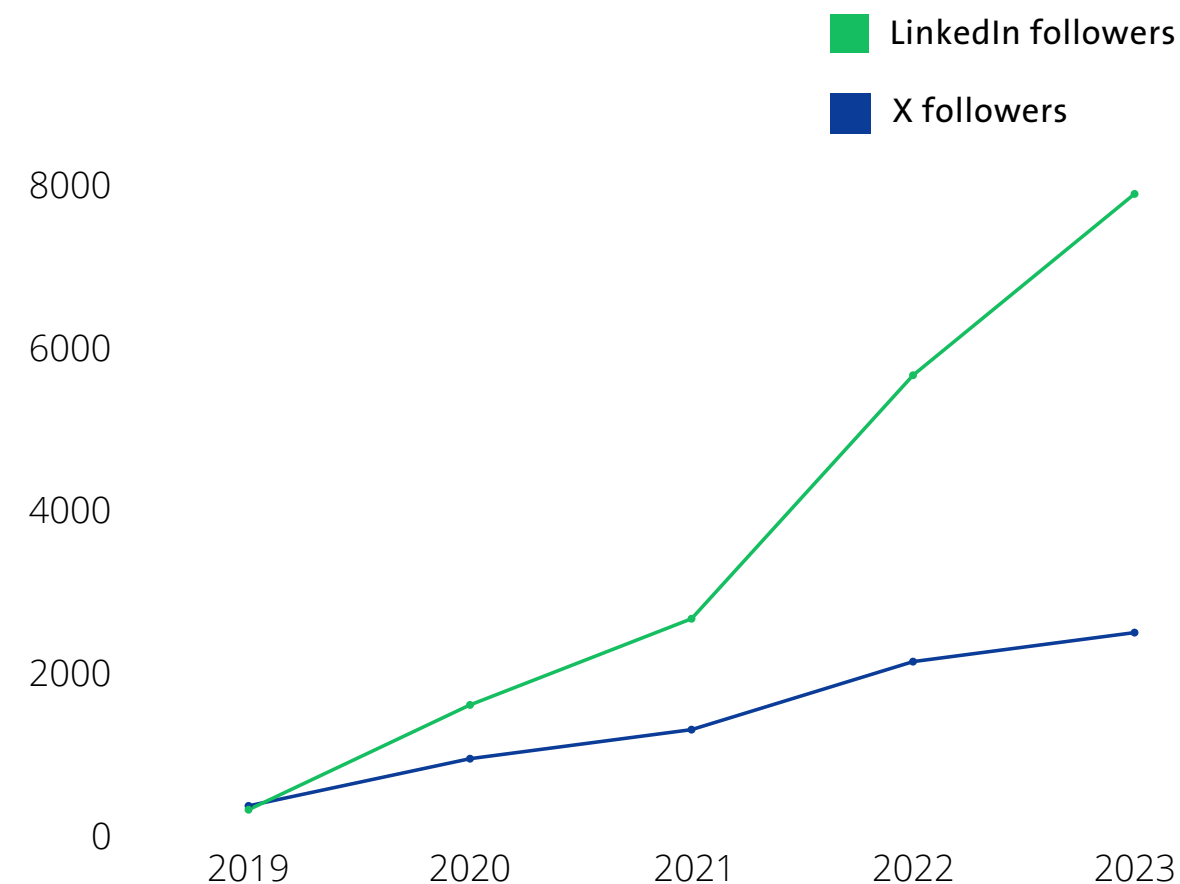
**448k**

website visits



**10k+**

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 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 (operative 2021-2023)



GET.invest Eswatini (launched in 2022)



GET.invest Lesotho (launched in 2023)

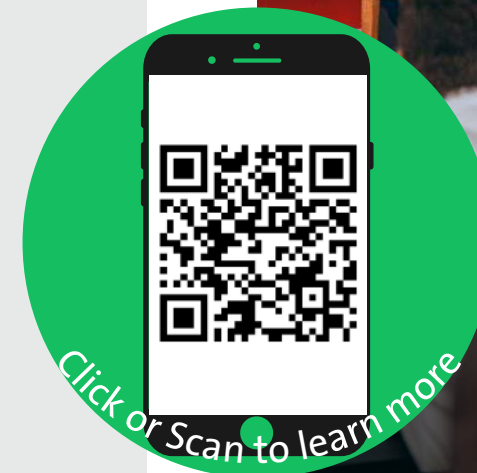


GET.invest Nigeria (in preparation)



GET.invest in the Caribbean

GET.invest in the Pacific



*“The Burundi Renewable Energy Access Days 2023 have been a powerful catalyst for bringing sustainable and accessible energy solutions to Burundi. The event has showcased the incredible potential of renewable energy in the country, and created valuable partnerships and commitments to universal energy access.”*

PATRICK TONUI, HEAD OF POLICY  
AND REGIONAL STRATEGY AT GOGLA



## Stories from our portfolio

### SupaMoto

#### Stoves fuelled by sawdust and data

Investment volume: €9.6 million

SupaMoto is clean cooking company manufacturing clean-burning stoves and fuel. Our advisory support entails financial modeling, fundraising and transaction facilitation, leading to multiple transactions, including a result-based grant with Nefco through the Modern Cooking Facility for Africa Facility (MCFA) and a carbon credit pre-finance deal with a Dutch fund. The company has also used Prospect to receive real-time data, ensuring SupaMoto's carbon offsets are backed by traceable and third party-verified datasets.

*"Having the services of the GET.invest Finance Catalyst was almost like having a sparring partner, but also something like a therapist for entrepreneurs. Because it is a journey demanding 100% commitment and often requires you to stand alone in one's own conviction. It makes such a difference to have someone to talk to who knows your situation."*

MATTIAS OHLSON, CEO, SUPAMOTO





## Stories from our portfolio

### BasiGo

#### Electric buses cut emissions and keep Nairobi moving

Investment volume: €3,5 million

BasiGo is a e-mobility company from Kenya with a pay-as-you-drive model. GET.invest support included alignment of the company's business sectors, revenue models and funding structure, leading to introducing the company to multiple potential financiers. With this, BasiGo has raised €3.5 million in seed funding from international investors, resulting in over 2 million people in Nairobi commuting on electric buses.

*“Our vision is to have 1,000 electric buses on the road by the end of 2025 and create a large cut in the carbon and pollution emissions from East Africa’s public transport. By advising on strategy and introducing us to new financiers, the GET.invest Finance Catalyst will help us reach this cleaner future.”*

JONATHAN GREEN, CFO, BASIGO



Click or Scan to learn more



## Stories from our portfolio

Rwanda

### Uniting women's empowerment with energy access



Commercial & Industrial

DR Congo

### DRC's entrepreneurs reaching out to the off-grid 90%



Stand-alone Systems and Productive Use

Malawi

### Malawi's own household solar enabler



Stand-alone Systems and Productive Use

## MUNYAX ECO

### Uniting women's empowerment with energy access

Projected investment volume: €3,3 million

MUNYAX ECO is a 100% women-owned and led company supplying and installing solar-powered equipment in Rwanda. The GET.invest Finance Catalyst supported the company in revising its financial model, growth and business strategy, leading to several transactions at financial close, expected to provide clean energy to half a million people. GET.invest is now assisting the company in a new financing series, focused on attracting external equity and expansion to neighbouring countries.

*“The GET.invest advisors have done a great job in supporting and coaching on the road to finance, which enabled us reaching several financing agreements.”*

FRANCINE MUNYANEZA,  
FOUNDER & CEO, MUNYAX ECO



Discover all GET.invest stories





# 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...*

1  
NO  
POVERTY

7  
AFFORDABLE AND  
CLEAN ENERGY

8  
DECENT WORK AND  
ECONOMIC GROWTH

9  
INDUSTRY, INNOVATION  
AND INFRASTRUCTURE

11  
SUSTAINABLE CITIES  
AND COMMUNITIES

13  
CLIMATE  
ACTION

*and interlinks with...*

2  
ZERO  
HUNGER

4  
QUALITY  
EDUCATION

6  
CLEAN WATER  
AND SANITATION

12  
RESPONSIBLE  
CONSUMPTION  
AND PRODUCTION

16  
PEACE, JUSTICE  
AND STRONG  
INSTITUTIONS

3  
GOOD HEALTH  
AND WELL-BEING

5  
GENDER  
EQUALITY

10  
REDUCED  
INEQUALITIES

15  
LIFE  
ON LAND

17  
PARTNERSHIPS  
FOR THE GOALS



## Bidhaa Sasa

### Modern Energy Solutions by Women for Women

Projected investment volume: €800,000

*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.

### **Supporting high-impact business models**

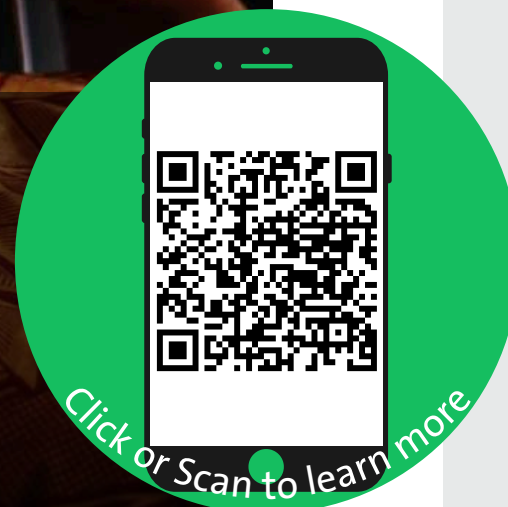
We support impact-driven entrepreneurs with inclusive business models, focusing on improving livelihoods and resilience through productive use, creating jobs in rural communities and empowering women.

- e.g. the majority of companies supported throughout the GET.invest Finance Readiness Support pilot 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. collaboration with the Africa Enterprise Challenge Fund (AECF) for the 'Nkwanzi Scaling Women SMEs Project'



# How we deliver on our objectives

## Responsively

By tailoring services according to input from industry and 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 and in-country staff.

## Demand-driven

With a simple and 'level playing field' access.

## Digital by default

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





# Contact us



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