



GET.invest Results Deck

January 2025

GET.invest is co-funded by



Ministry of Foreign Affairs of the Netherlands



Sweden
Sverige



Introduction

Energy is a key driver of development, economic growth and social services; it is essential for sustainability, progress and stability, and it represents enormous opportunities for partnerships and investment.

Evolving political priorities are reshaping energy policies and investment strategies. With public resources increasingly constrained, they must be used strategically to catalyse private sector engagement, ultimately unlocking investment and amplifying impact.

GET.invest is the leading European programme for energy project preparation and investment readiness support, with a nine-year track record. We deliver in cooperation with many partners as part of a broader ecosystem of solutions.

This **Results Deck** showcases GET.invest and its key achievements in 2024, demonstrating how we are leveraging donor support to catalyse energy investment and advance energy market development.



Stories from our portfolio

Kwanza, Uganda

Transmission connects hydro voltage

Total projected investment: €115 million

The access to finance challenge

Systemic barriers to clean energy investment persist. While there is broad consensus that private sector engagement and private capital are essential, the gap between supply and demand for finance remains—and may even be widening. This is exacerbated by shifting political priorities and ongoing economic volatility.

At the same time, the clean energy landscape is becoming more complex. Projects and firms require financing solutions that match their needs, while the financial ecosystem itself is evolving: new funds are emerging, mandates are shifting, and risk appetite is declining. Early-stage capital has become even scarcer.

In this context, the role of a publicly funded, neutral broker and accelerator is more critical than ever. GET.invest is adapting in response—expanding its offering with complementary services such as [EDGE Finance](#) and [Prospect](#), and strengthening its position as an independent platform for finance-enabling technical assistance.

USD 35-45 billion
are needed annually to
achieve universal
electrification by 2030*

USD 8 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 supply and demand. We aim to increase the number of viable energy companies and projects, enabling and accelerating access to the most suitable international or domestic finance, and reducing transaction costs across the board, thereby **increasing the scale and pace of investments**.

This way, we are contributing to climate and development objectives, to advancing access to clean, reliable and affordable energy for industrial, commercial and residential consumers, and to leveraging investment, partnerships and trade opportunities.

A European flagship programme that **mobilises investment in renewable 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.

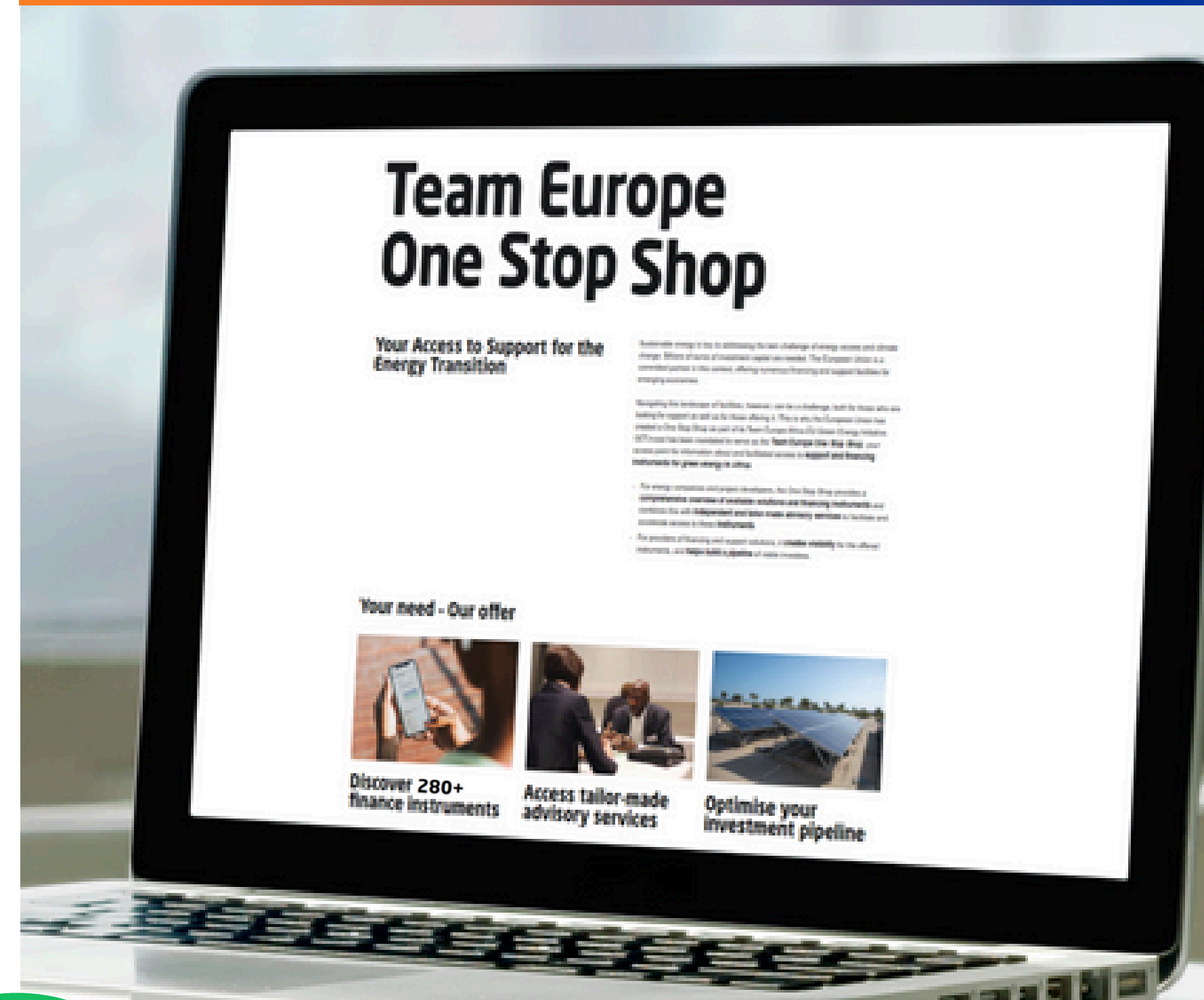
Co-funded by the **European Union, Germany, Norway, the Netherlands, Sweden and Austria**, implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH and hosted on the multi-donor platform GET.pro.

The One Stop Shop for sustainable energy investments

Since early 2022, GET.invest acts 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 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



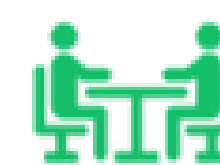
Advising on business &
financing models, incl.
studies and legal support

Finance Access



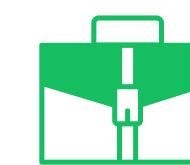
Identifying and linking to
suitable financing sources

Transaction



Supporting contractual
negotiations up to
financial close

Post-Investment



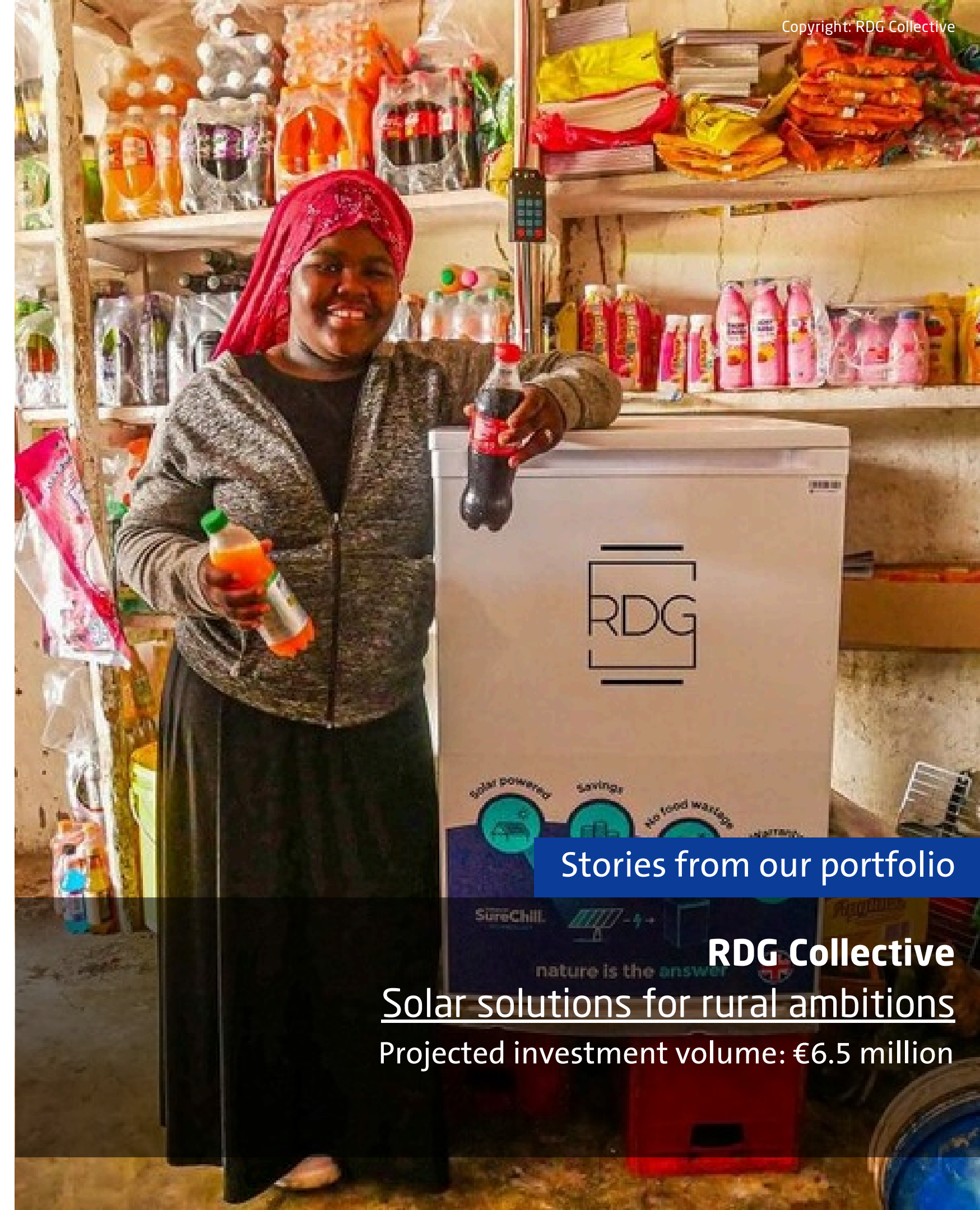
Securing long-term
impacts, addressing default
risk and financial
challenges

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.

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

30+
expert advisors
working as an
integrated deal
team



Stories from our portfolio

RDG Collective
Solar solutions for rural ambitions
Projected investment volume: €6.5 million

The GET.invest Finance Readiness Support

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

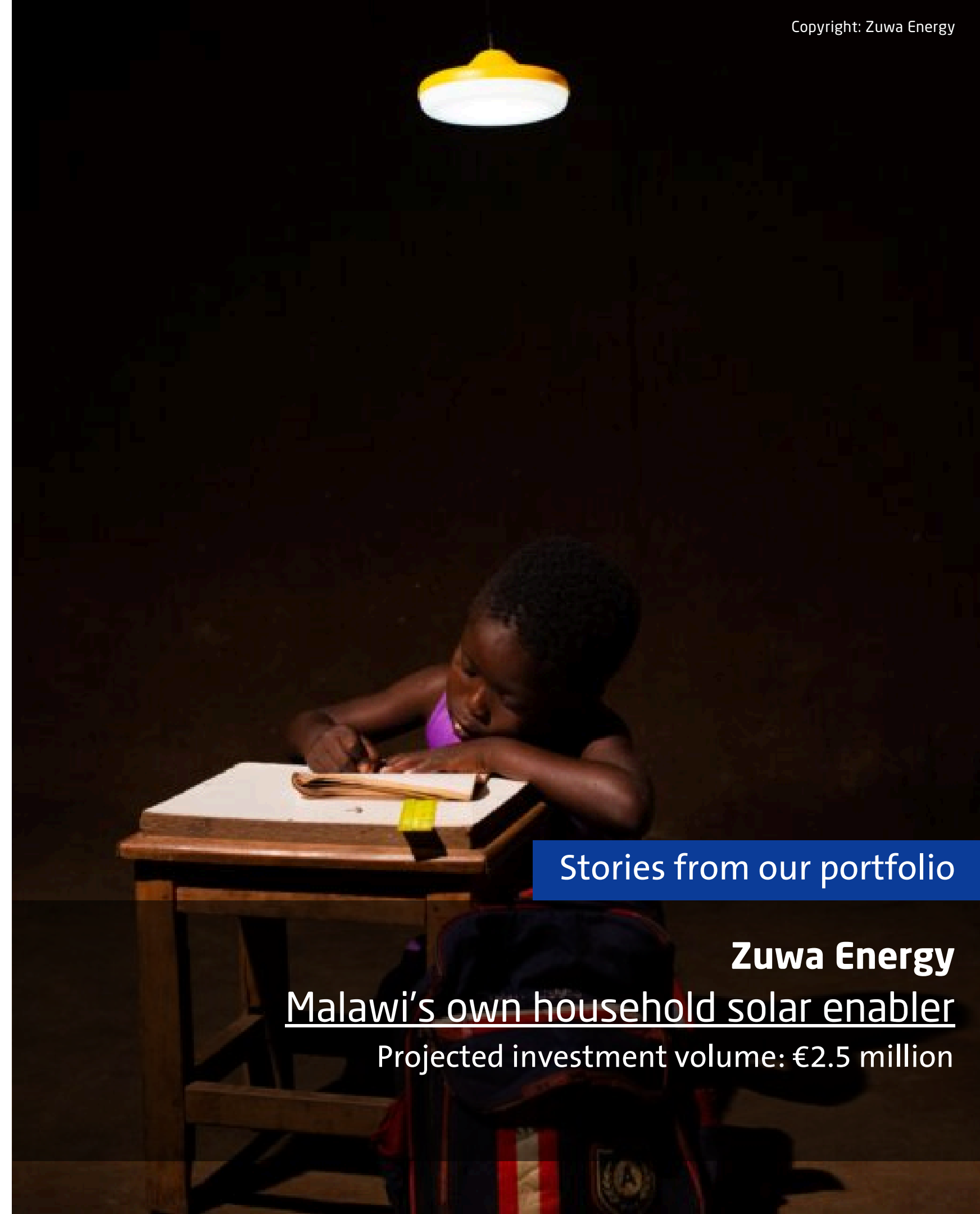
8

leading consulting
firms delivering
support



Stories from our portfolio

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



Delivering 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, enabling our clients to achieve a growth trajectory in difficult market contexts.

1817

546

244

213

107

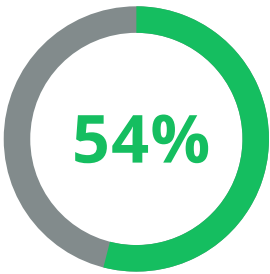
applications for support

projects and companies supported

clients in current portfolio

accepted by financiers

financial close



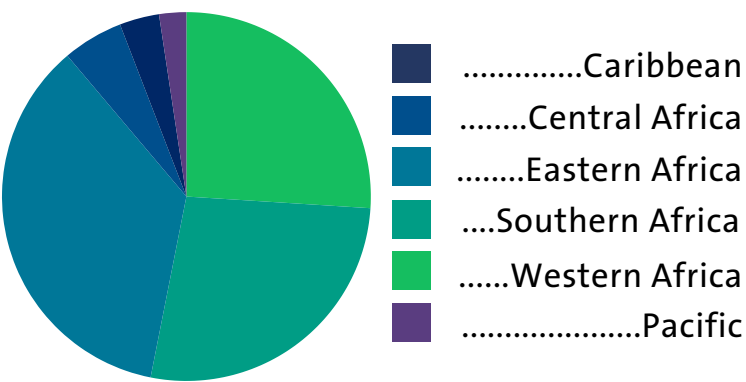
thereof least developed countries

>43%

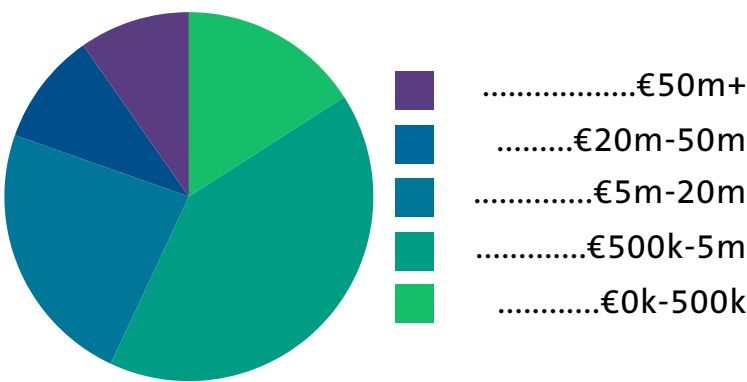
of our portfolio is women-owned/women-led*



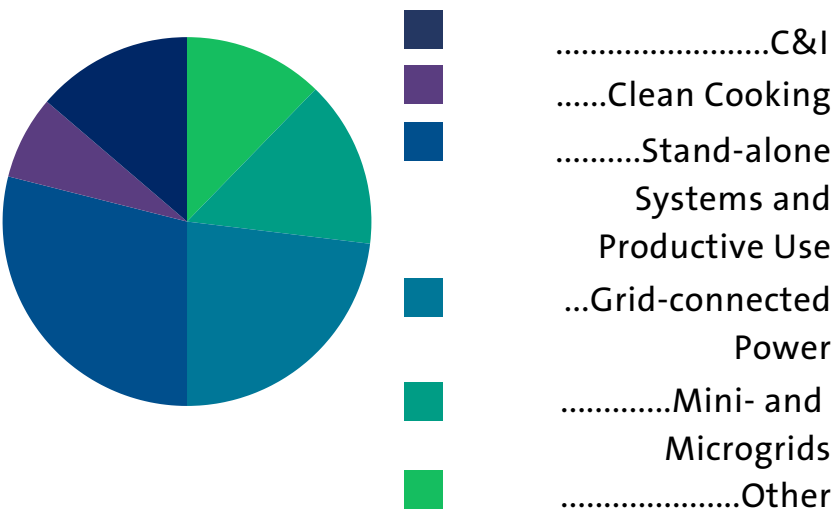
Breakdown by region



Breakdown by ticket size



Breakdown by market segment



Figures comprise Finance Catalyst and Finance Readiness Support from 2016 up until 12/2024, including the GET.invest predecessor programme RECP;

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

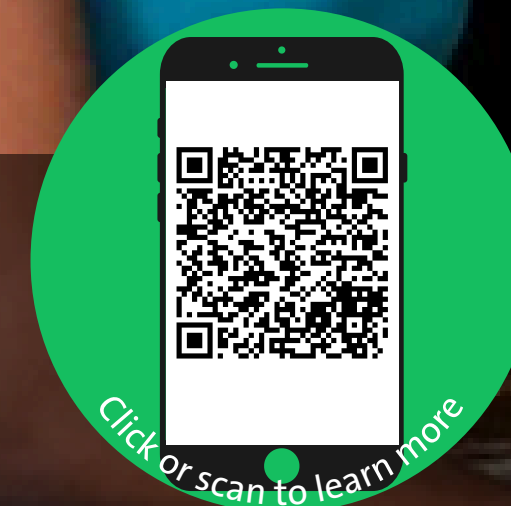


Enabling impact at scale

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 relatively smaller values, it reflects a more rigorous step towards achievements on the ground, and is expected to grow over time.

Investment volume	514 million euro
Expected greenhouse gas emissions reduction	2.49 million tCO₂e per year
Expected installed capacity	285 MWel
Expected energy access potential	6.92 million people

Figures are - unless otherwise indicated - referring to projects/companies supported by GET.invest that reached financial close as of 12/2024 and signed at least one transaction with a financier.



Stories from our portfolio

Koolboks

A fridge for off-grid businesses
Projected investment volume: €2.5 million

Stories from our portfolio

HDF Energy

Green hydrogen for 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

SupaMoto

Stoves fuelled by sawdust and data

Investment volume: €9.6 million

SupaMoto is a 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 financing deal with Nefco through the Modern Cooking Facility for Africa (MCFA) and a carbon credit pre-finance deal with a Dutch fund. The company has also used Prospect to digitally verify its stove performance, 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



Click or scan to learn more

Stories from our portfolio

Destiny Corporation & Xylo Group

Energy solutions through Uganda's forestry waste

Projected investment volume: €24.8 million

GET.invest supported Destiny Corporation & Xylo Group in developing a biomass facility to produce energy for a large brewery nearby. The GET.invest support entailed 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



Mobilising the private sector

GET.invest continues serving the clean energy sector by supporting essential association services and activities aimed at building the capacities of their member companies. We view industry associations as vital to robust energy markets and prioritise their support as a core objective. Via our various industry partners, which represent a wide spectrum of actors in the energy sector, we generate pipeline for our services and visibility for our donors' initiatives to advance clean energy.

7

association partners

1240+

partner association
members

67

capacity building &
outreach activities

Selected activities and outcomes

Alliance for Rural Electrification

Serving the Decentralised Renewable Energy (DRE) sector

- [Energy Access Investment Forum 2024](#)
- [ARE Investment Academy](#)
- [ARE Financier Circle](#)
- [I4E: Powering Industries & Productive Uses of Energy with DRE](#)
- [Renewables for Impact Campaign](#)

Global Distributors Collective

Series of events, trainings and other activities about finance access for Last Mile Distributors (LMDs)

- [GDC Member Learning and Collaboration Event](#)
- [Benchmarking Tool for LMDs](#)

Global Wind Energy Council (GWEC)

Supporting and enabling the voice of the African wind sector

- [Africa Energy Indaba 2024](#)
- [Africa Energy Forum 2024](#)
- [1st West Africa Wind Energy Workshop](#)
- [Windaba Conference & Exhibition 2024](#)

GOGLA

Empowering the off-grid sector

- [Global Off Grid Solar Forum & Expo 2024](#)
- [ELEVATE investment readiness programme](#)
- [GOGLA's Investment Database](#), capturing trends between 2012-2023
- [Carbon Finance webinar series](#)
- [Credit Risk Management webinar with PAYGo Lab](#)

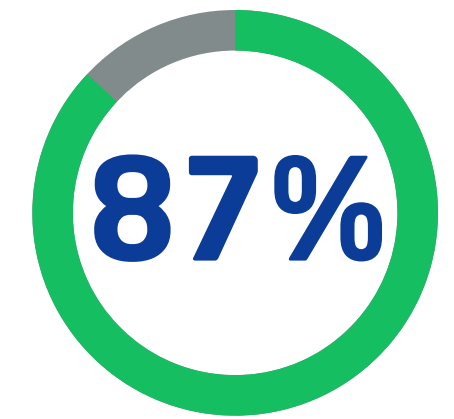
SolarPower Europe

Building and strengthening the Europe-Africa private sector business alliance

- [Africa Energy Indaba 2024](#)
- [Africa Energy Forum 2024](#)
- [Intersolar Europe 2024](#)
- [SolarPower Summit 2024](#)

Facilitating linkages

Through supporting various events, we gather sector feedback in a relevant and timely manner to ensure proximity to relevant market players, and facilitate catalytic partnerships and business collaborations for the industry. Matchmaking sessions are attached to major events and provide participants with opportunities to connect.



of participants are
satisfied with our events

87

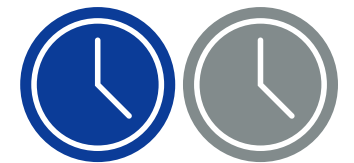
events & webinars

29k

participants

11k+

scheduled matchmaking meetings



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

Figures up until 12/2024, including the GET.invest predecessor programme RECP



Copyright: GIZ

“The GET.invest supported matchmaking sessions offered an opportunity to widen the partnering and financing options for my organisation’s projects from co-participants in different regions of the world.”

DAVE NWOSU, CEO NEVADIC LIMITED

Empowering domestic companies

By supporting training programmes tailored to domestic companies, GET.invest enhances the capacities and investability of the next generation of African entrepreneurs in the clean energy space.

74

trainings*

950+

people trained*

93%

satisfaction rate

Since 2021, we have been supporting the growth of African energy start-ups through the [Startup|Energy initiative](#), an accelerator programme that has been instrumental in fostering the development of domestic start-ups in the decentralised renewable energy sector.

*Figures include trainings, workshops and 1:1 coaching sessions since GET.invest inception in 2019 up until 12/2024.

Copyright: GOGLA



Global Off-Grid Solar Forum & Expo
8th edition

Highlight: ELEVATE training during GOGSFE 2024

During the 8th Global Off-Grid Solar Forum and Expo 2024, GOGLA run an ELEVATE cohort of 18 companies, which benefited from a coaching session preparing them to engage with investors at the event.

Finance Systems Advisory: EDGE Finance

In 2024, GET.invest finalised the set-up of EDGE Finance (Enabling Domestic Green Energy Finance), a new service that provides a comprehensive capacity-building package to domestic financial institutions (FIs) to scale up green energy financing.

Participating FIs will receive tailored support, including personalised coaching, training and advisory services over 6-8 months. EDGE Finance integrates online and offline modalities to engage various functions and seniority levels within FI teams.

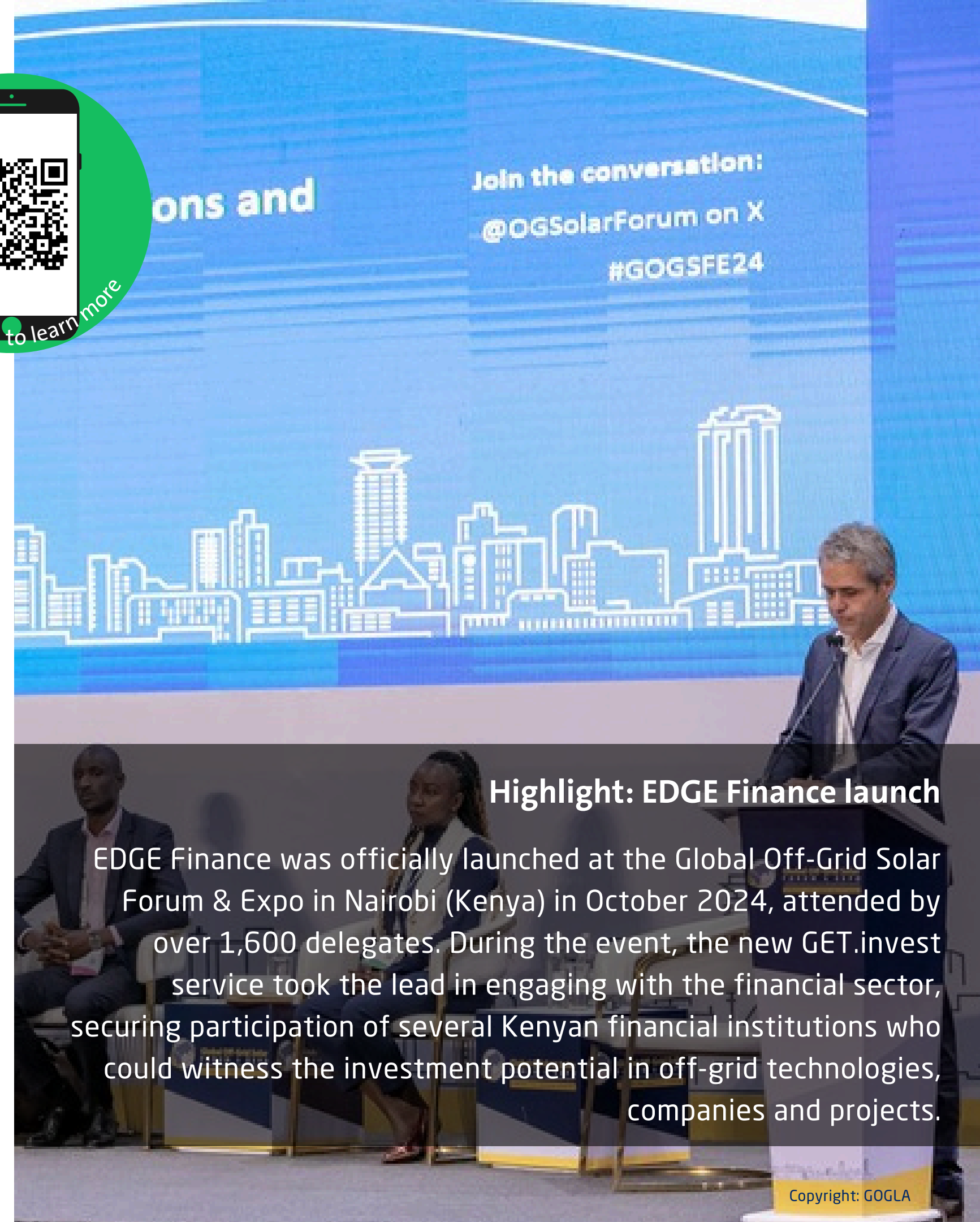
EDGE Finance has started its implementation in Kenya, Nigeria, Rwanda and Senegal, while groundwork is underway in Lesotho, Mozambique and Zimbabwe. In all countries, this effort is linked to the GET.invest Finance Access Advisory pipeline towards mobilising local currency finance wherever applicable for our clients.

6+

implementation
countries

15+

financial institutions
to be trained and
coached



Highlight: EDGE Finance launch

EDGE Finance was officially launched at the Global Off-Grid Solar Forum & Expo in Nairobi (Kenya) in October 2024, attended by over 1,600 delegates. During the event, the new GET.invest service took the lead in engaging with the financial sector, securing participation of several Kenyan financial institutions who could witness the investment potential in off-grid technologies, companies and projects.

Funding Database

GET.invest provides developers and entrepreneurs with the information needed to inform their market entry. This includes the Funding Database, a comprehensive source of financing instruments to help those seeking capital to navigate the complex landscape of available opportunities, compare offers and get information about the requirements of financiers.

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 280+ financing instruments for renewable energy



Market Insights

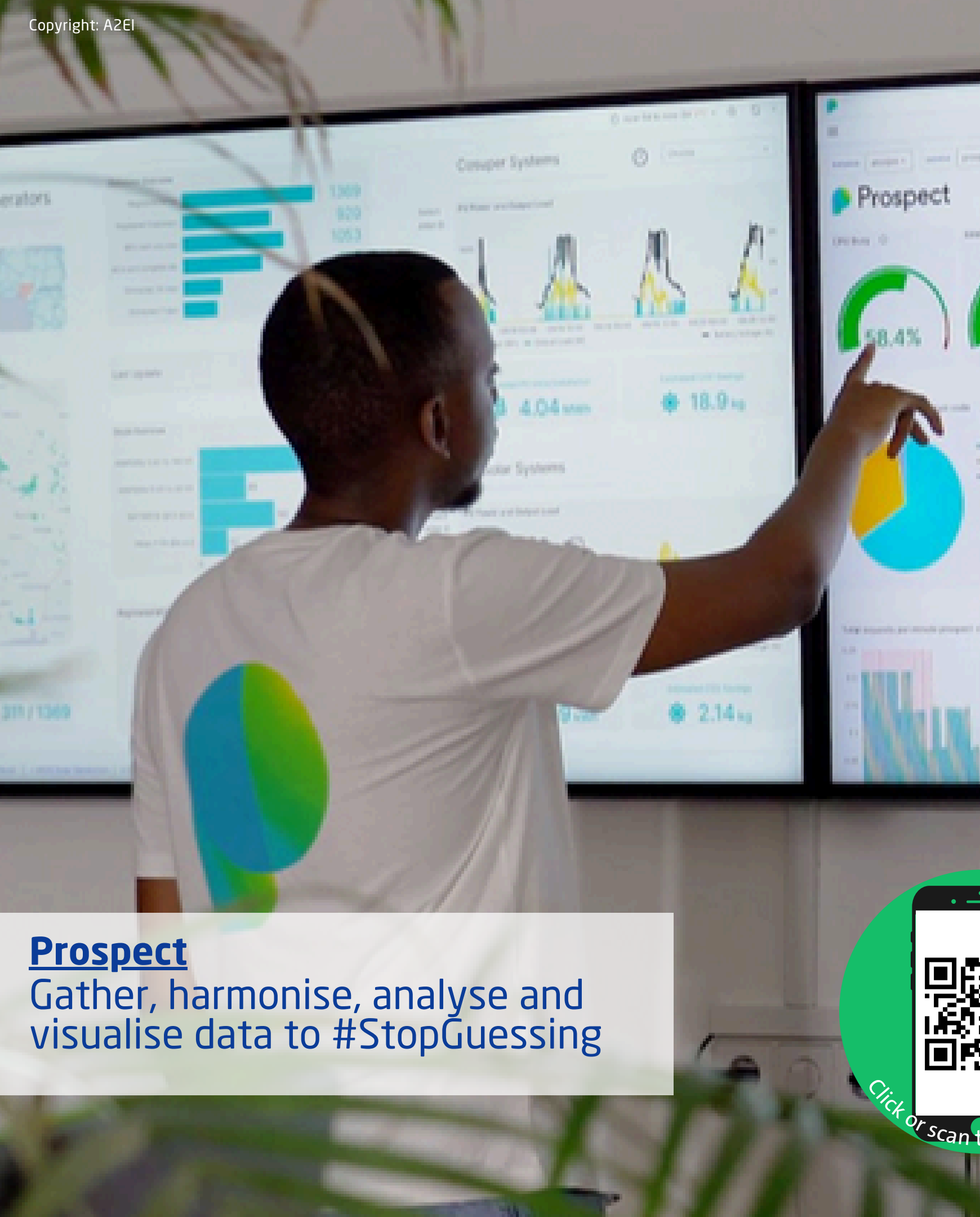


Funding Database



161k+

visits to GET.invest's market and funding information online

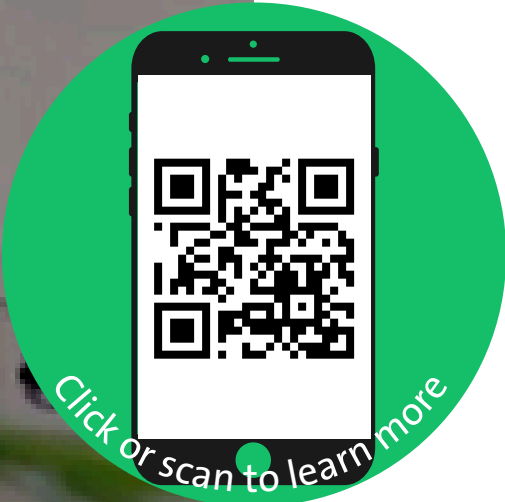


Prospect: data driving energy access and investment

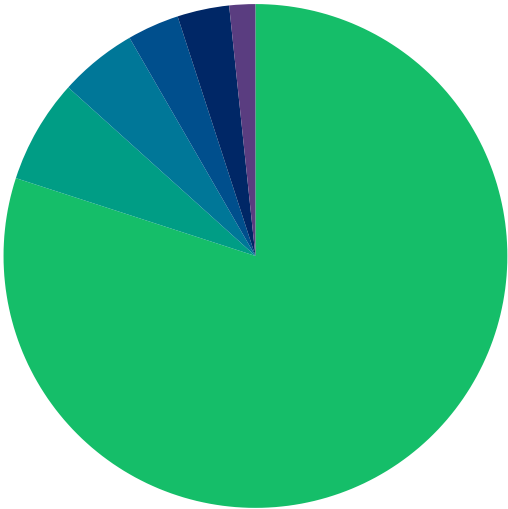
Prospect is an open-source platform that collects and analyses data from modern energy systems, enabling companies to generate insights, investors to verify results, and governments to track electrification progress. Developed by GET.invest and the Access to Energy Institute (A2EI), it is publicly funded and operated to ensure data security, transparency and collaboration while safeguarding data ownership and privacy.

Since 2023, strong user demand coupled with dedicated implementation efforts have resulted in a total of:

Prospect
Gather, harmonise, analyse and visualise data to #StopGuessing



60
users*



-48 companies
- ...4 investors / fund managers
- ..3 health/humanitarian users
-2 REAs/SDG7 tracking
- 2 large RBF / subsidy providers
-1 public utility

*Entities with both Prospect accounts and interactive engagement with the Prospect team

Visibility and reach

Making our services visible and accessible

As a leading solutions provider in the clean 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. Presence on X was discontinued in 2024.

Our visibility

338 mentions in national and sector media

335 mentions in external newsletters

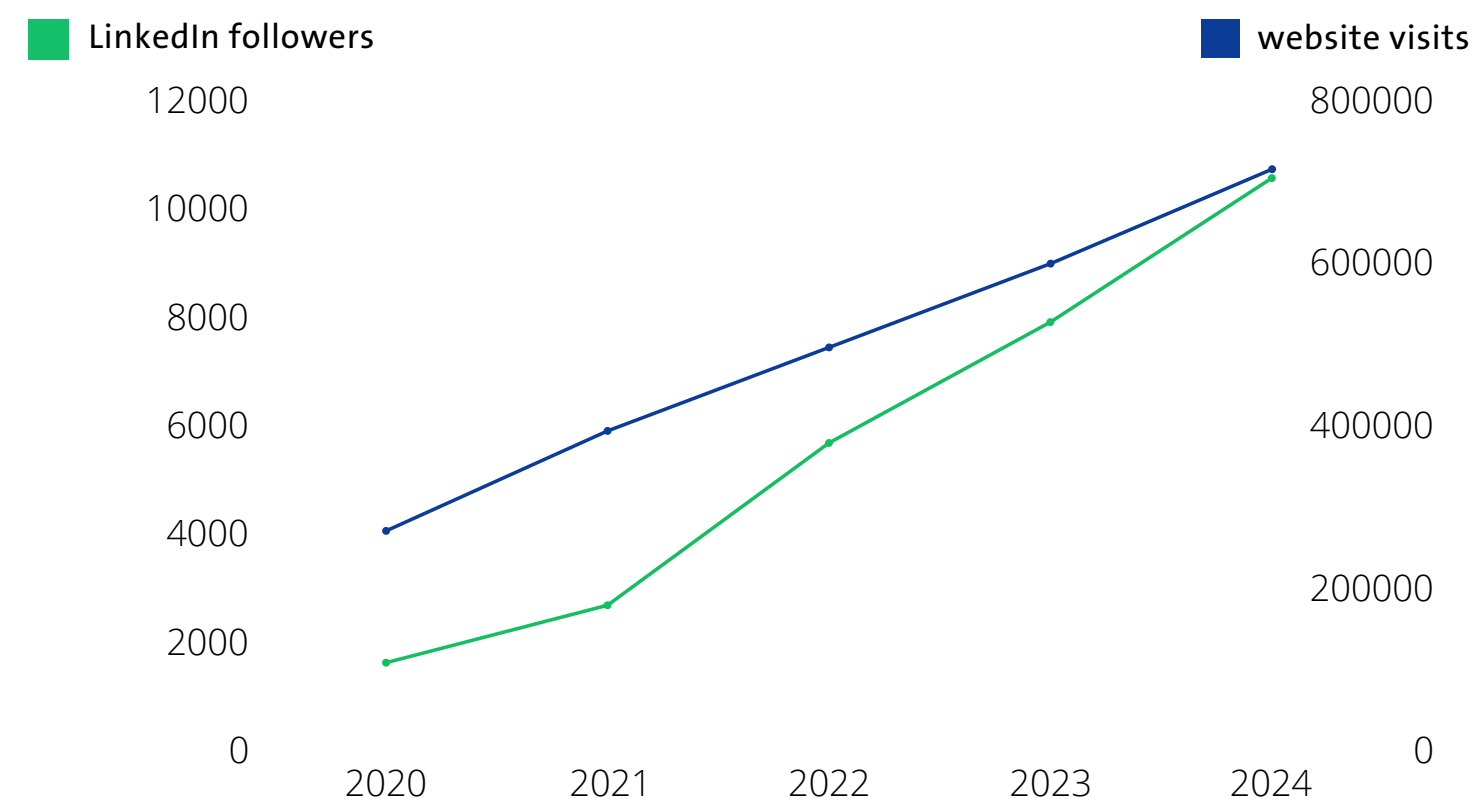
Our reach



714k
website visits



10k+
LinkedIn followers



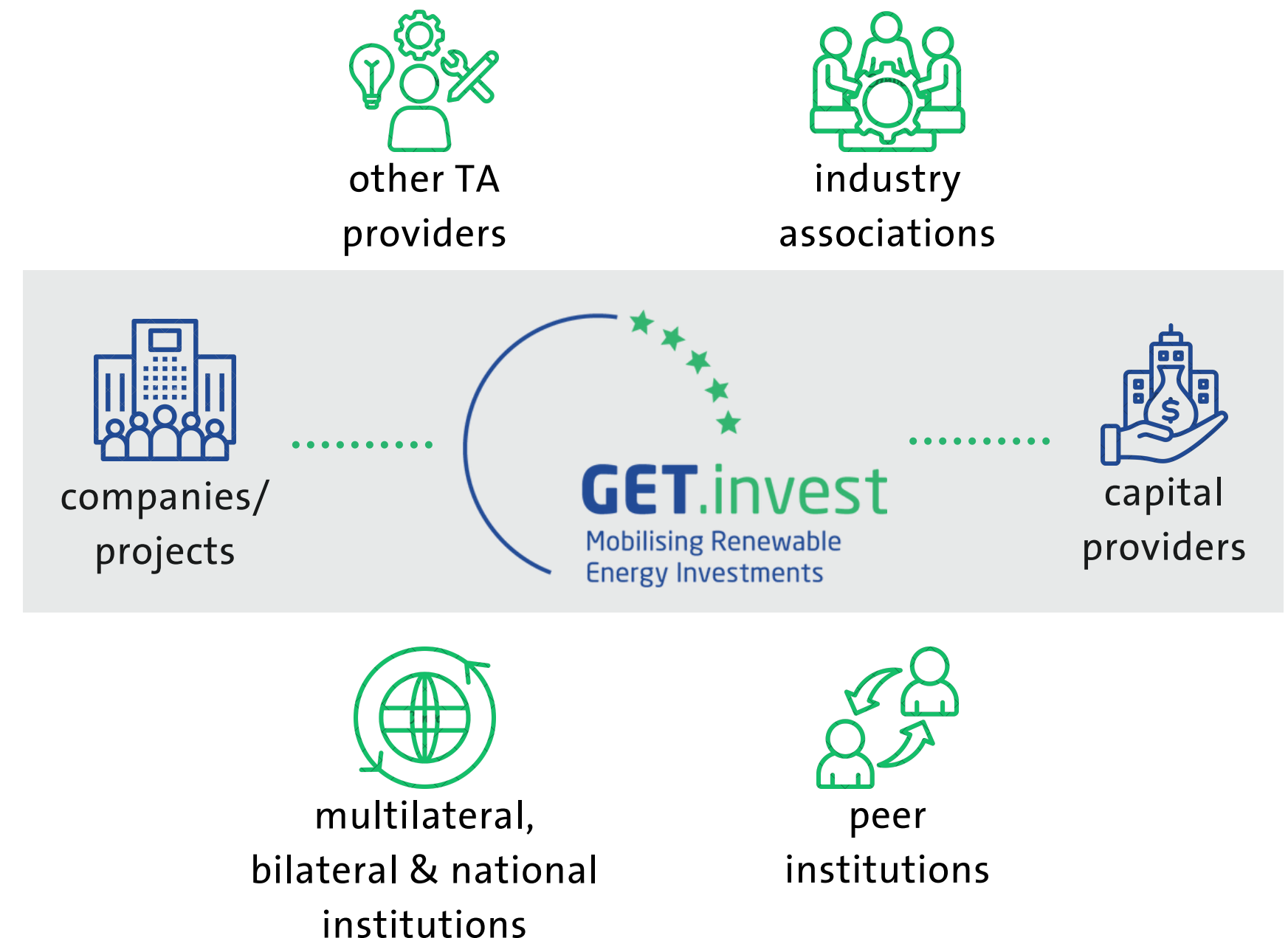
Forging partnerships to maximise impact

Partnerships are key to amplifying GET.invest's effectiveness, sharing knowledge and expanding our outreach. As such, GET.invest is embedded in an ecosystem linking with many other actors that support the private sector in mobilising investment for clean energy as well as capital providers responding to this need.

2024 highlights

- Supporting industry associations to deliver value to their members and enhance market structures.
- Plug GET.invest services into frontier initiatives aiming to consolidate industry efforts to accelerate both energy access and a just energy transition, such as the Accelerated Partnership for Renewables in Africa (APRA).
- Engaging with a wide range of financiers and investors for better alignment and coordination.

The ecosystem of GET.invest partnerships



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 (operative 2022-2024)



GET.invest Lesotho (launched in 2023)



GET.invest Nigeria (launched in 2024)



GET.invest in the Caribbean

GET.invest in the Pacific



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Click or scan to learn more

"We believe that it is our collective duty to make the green power transition in Eswatini a process that contributes to the energy security and sovereignty of the country, while also delivering on a sustainable and inclusive economic growth, and more and better jobs, especially for the youth."

KARSTEN MECKLENBURG, EU AMBASSADOR TO ESWATINI

Hirundo Energy

The windy ridge that could power 15% of Lesotho

Projected investment volume: €90 million

Hirundo Energy is transforming Lesotho's energy landscape by developing the country's first large-scale wind farm near Mohale's Hoek. Our advisory support included financial modelling, investment readiness, legal guidance and negotiations for a bankable Power Purchase Agreement. With 12 turbines generating a total of 140 GWh annually, the project will meet 15% of Lesotho's electricity demand, thereby reducing reliance on imported fossil fuels and paving the way for a clean, self-sufficient energy future.

“As we move forward toward raising investment, we know we are working with a wealth of expertise.”

JACOB DEMEYER, MANAGING DIRECTOR,
HIRUNDO 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



Stories from our portfolio

GOGO Electric

Revving up Uganda's new two-wheelers

Investment volume: €7.1 million

GOGO Electric is revolutionising Uganda's transport sector by manufacturing electric motorbike batteries and operating a network of solar-powered battery swap stations. Our advisory included market research, competitor analysis, financial modelling and scenario analysis. With over 1,000 e-bodas on the road and 320 employees, GOGO is now scaling up to build East Africa's largest lithium-ion battery factory, supporting a growing e-boda fleet and providing a sustainable, clean and cost-effective option for the country's informal transport system.

"Working with the GET.invest Finance Readiness Support has sharpened our strategic vision, enabling us to identify and secure an excellent strategic partner and continue our growth trajectory."

JAKOB HORNBACH, FOUNDER &
CEO, GOGO ELECTRIC

Discover all GET.invest stories

Uganda

Revving up Uganda's new two-wheelers



E-mobility

Burundi

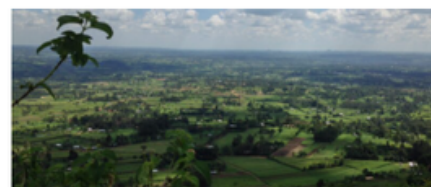
Burundi's first non-diesel IPP



Grid-connected Power

Kenya

Modern energy solutions by women for women



Stand-alone Systems and Productive Use



Click or scan to learn more



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...



MUNYAX ECO

Uniting women's empowerment with energy access

Projected investment volume: €3.3 million

Stories from our portfolio

This 100% women-owned and led company provides training to the local youth and women, preparing a new cadre of women technicians and leading to an inclusive solar energy sector capable of tackling energy poverty.

EXCERPT, MUNYAX ECO 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 drive gender equity in clean energy by expanding access to finance and fostering inclusive business models.

Mainstreaming and tracking gender across our activities and set-up

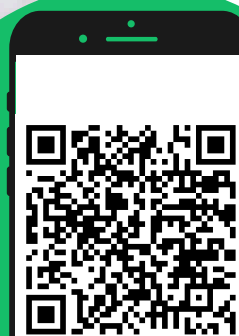
We aim to integrate a gender perspective in the preparation, design, implementation and monitoring of all our activities while strengthening our own capacity to advance gender mainstreaming; to achieve this, we work alongside gender experts from [Distill Inclusion](#).

Supporting access to finance for women entrepreneurs and high-impact businesses

- Almost 43% of our portfolio companies are women-owned. We strive for more by supporting targeted capacity building and mobilisation efforts through our partners.
- We support companies on their own inclusion journeys: advising on the development of HR policies, strategising on inclusive business models or creating linkages to gender-lens investors.
- Through EDGE Finance, we work on increasing the capacity of domestic financiers to identify gender impact opportunities in clean energy investments.

Expanding awareness and understanding of gender-inclusive business models in clean energy:

We aim to collect gender data and develop targeted communication products to highlight the opportunities and impact of gender inclusion to entrepreneurs, financiers and other stakeholders.



Click or scan to learn more

Contact us



info@get-invest.eu



www.get-invest.eu



[@GET.invest](https://www.linkedin.com/company/get-invest)

GET.invest is co-funded by



 **Norway**



Ministry of Foreign Affairs of the
Netherlands

 Sweden
Sverige

 Austrian
Development
Cooperation

