Powering a bright future with Solar PV: Focus on Africa

Global Solar Council Virtual Forum 2021
9 July
GET.invest in a Nutshell

A European programme to support investments in decentralised renewable energy, implemented by GIZ, hosted on the multi-donor platform GET.pro, and supported by the European Union, Germany, Sweden, the Netherlands, and Austria.

Advisory support via the “Finance Catalyst”
- Open facility linking projects/companies with finance
- 25+ experienced advisors, ~100 active clients

Private sector mobilisation
- Linking partners via offline&online events
- Market information, studies
- Supporting associations

Capacity development and other complementary work
- Incl. trainings, advisory/support to regulators, etc.

Investment strategy support
Business/project structuring, incl. financial modelling
Identification and linkage with financing instruments
Transaction advisory and negotiation support
Highlight: GET.invest Finance Catalyst

A leading, open, scalable, and flexible TA facility providing on-demand advisory to get projects and businesses ready for finance and to link them with financiers

- Simple application process, “level playing field” access
- 25+ expert advisors that coach and support towards investment-readiness
- Support covers improving business case, financial structuring, finding the right financier, negotiations
- Builds a pipeline for financiers, accelerates investment
Simusolar: Bringing off-grid power to rural fishers and farmers

The company
A social business providing and financing solar equipment for productive use

The challenge
Small ticket size, early growth stage and difficult regulatory environment

Our support
Advisory on business plan, finance and fundraising strategy, financial structuring, introduction to financiers, successfully supported financing agreement with financiers incl. Acumen, ElectriFI

The results
€3.5 million investment volume mobilised

Expected impact
Increased income security for rural farmers and fishers, local jobs, increased climate resilience

Read more
Tanzania, Uganda

“The GET.invest Finance Catalyst has been a tremendous partner to Simusolar.”
Michael Kuntz – Co-founder and Co-CEO of Simusolar

Status as of 06/2021
upOwa: Reaching last-mile communities with tailored solar solutions

The company
PAYG solar kits for last mile communities

The challenge
Rapid expansion in a difficult regulatory environment

Our support
Financial modelling, advisory on business case presentation, increased investor confidence in the project and accompanied financing agreement with ElectriFI

The results
€3 million investment volume mobilised, currently preparing new equity raise

Expected impact
Increased income security and local jobs, improved access to education and information, environmental benefits, and healthcare

Status as of 06/2021

“GET.invest’s support was key to improve the company’s understanding of the context and requirements of calls for proposals.”
Caroline Frontigny – CBDO of upOwa
Thank You for Your Attention!

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