

DR MARCUS ROTHER
Sr Advisor



GET.invest

Renewables for Self-Consumption in Mozambique - 30/11/2021

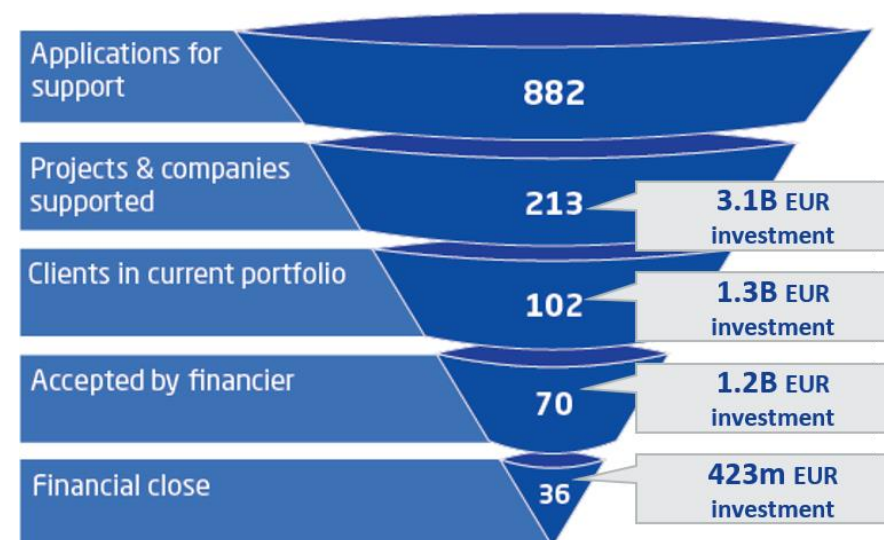
GET.invest is supported by



The 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 **link them with financiers** → **more pipeline, faster progress**

- 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 finance, negotiations
- Builds pipeline for financiers, accelerates investment



“Funnel” from *intake* to *outtake*.
GET.invest and predecessor programme (2016-10/2021)

GET.invest Financier Information and Network



Financier Heatmap



Finance Database

An up-to-date list of 100+ financing instruments for decentralised renewable energy projects and businesses in sub-Saharan Africa.

If you are seeking financing, the Funding Database will help you:

- navigate the complex landscape of funding sources by filtering for what you need
- learn about the eligibility criteria and documents required to apply
- compare various financing offers

Logos of partner organizations: UN EDC, Swedish Agency for Economic and Regional Growth, EDFI ElectriFi, EFFICIENCY FOR ACCESS, BIO, angaza.

Filters: Financial Instrument, Geographic Region, Market Segment, Countries, Ticket Size. Search bar: Filter funds...

Fund Name	Mar	Instrument	Ticket Size
Actis Infrastructure	1.2	zzzanine	Size
New Acumen Fund	0.1	zzzanine	Size
African Renewable Energy Fund (AREF)	0.2	zzzanine	Size
Apollo Investment Partnership II (Apollo)	0.2	zzzanine	Size
Ariya Capital Sub-Saharan Africa Cleantech Fund	0.2	zzzanine	Size
Benin: Off-Grid Clean Energy Facility	0.2	zzzanine	Size

SolarWorks!: Powering up Southern Africa's off-grid homes



[Read more](#)



Mozambique

The company

A supplier of solar home systems and energy services; two-time client of GET.invest

The challenge

Change of business model, 2nd term: expansion

Our support

Financial model and business plan, stakeholder exchange to test business idea;
2nd term: long-term strategic advice for expansion and aligning funding strategy with revenue model

Expected results

€3.5m funding from ElectriFI;
2nd term: raising €6M for expansion

Expected impact

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

“The GET.invest Finance Catalyst advisors helped us take our proposal for investors to the next level, and their network was a big asset for us.”

Arnoud de Vroomen – CEO of SolarWorks!



© SolarWorks!

Simusolar: Bringing off-grid power to rural fishers and farmers



[Read more](#)



Tanzania, Uganda

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 Acumen

Expected results

€3.5 million investment volume mobilised

Expected impact

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


“The GET.invest Finance Catalyst has been a tremendous partner to Simusolar.”

Michael Kuntz – Co-founder and Co-CEO of Simusolar



© Marianne Walpert

Haggar Group | Photon Energy | Energy Vault: Farm irrigation






ENERGY VAULT


Ground-breaking energy storage technology
Enabling a planet powered by renewable resources

<https://www.bing.com/videos/search?q=energy+vault&view=detail&mid=241DD5AC300B8E22C5E8241DD5AC300B8E22C5E8&FORM=VIRE>


Energy Vault - 6 Arm Crane
1-4MW with 20-35 MWh storage



HAGGAR



PHOTON
ENERGY



ENERGY VAULT
Enabling a Renewable World

Case: Irrigating Sudan's Alfalfa fields

The Project	A captive PV, and innovative gravity-based storage solution to supply power for irrigation for a large Alfalfa exporting farm, 3200HA, replacing expensive diesel power
The challenge	Significant off-taker risk and complex governance structure
Finance Catalyst Services	Advisory on business case, financial structuring and financial modelling, introduction to investors
The impact	Improved food security, local jobs and increased export volume

Total investment volume

€36 million

Installed capacity

20MWp PV + 40MWh storage

“GET.invest has been a great support to the project sponsors both in terms of document preparation and financial structuring.”

Filippo Taliente – Project Coordinator



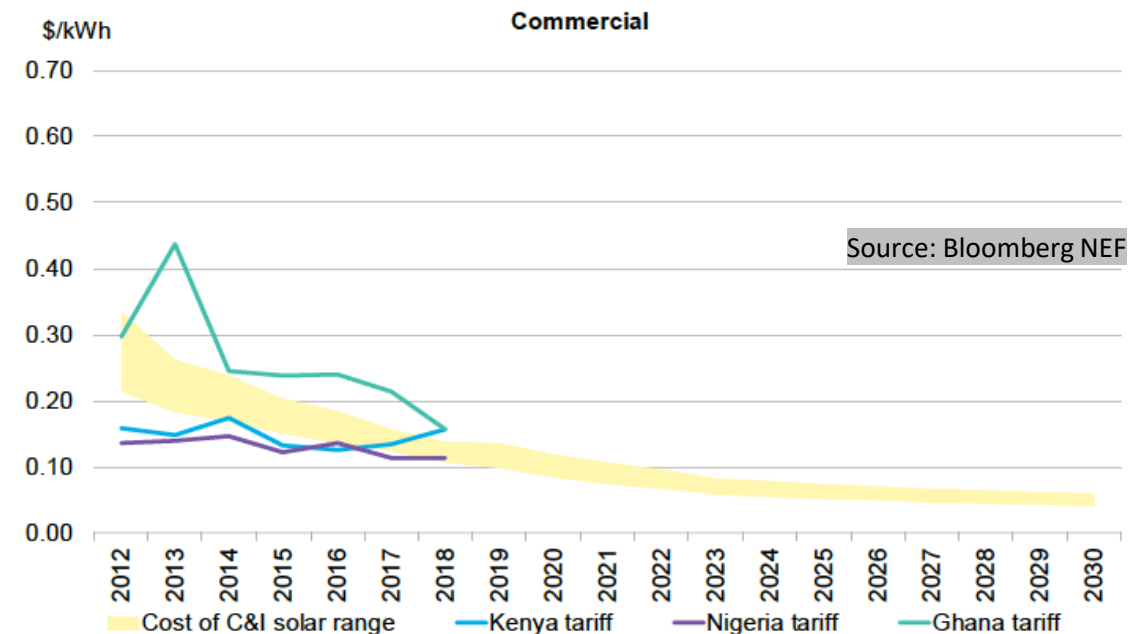
© Hagar Group

Drivers of C&I in Africa

- Excellent solar regime in most countries
- Lower cost: Solar PV competitive vs grid electricity in many countries or diesel gensets (0.09-0.15 US/kWh, compared to diesel power cost in the range of 0.20-0.30)
- Reliability: Poor quality & availability of utility power. Companies often must self-produce power.
- Improving technology (PV, metering, storage, etc.)
- Improved business models
- Demand for green practice

C&I Solar in Africa - Challenges

- 1) Pioneer status in some countries, intense competition in a few countries.
- 2) Relatively small overall base of customers
- 3) Debt financing bottleneck. Finance sector largely absent from market.
- 4) Over-supply of power in some countries



Grid tariffs compared to C&I solar cost; Outages

FIGURE 4. Commercial Grid Tariffs

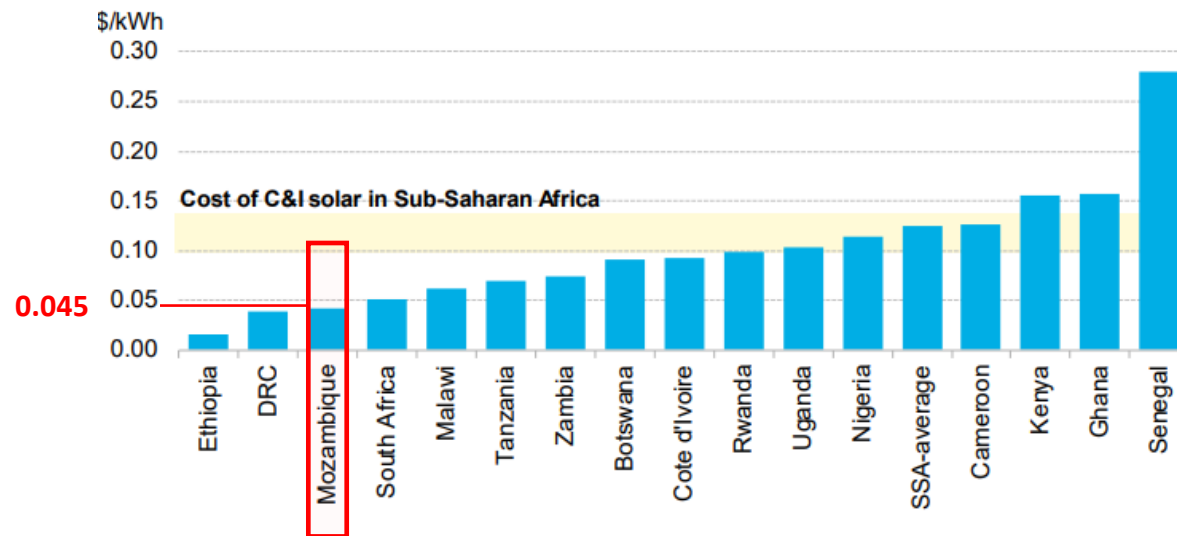
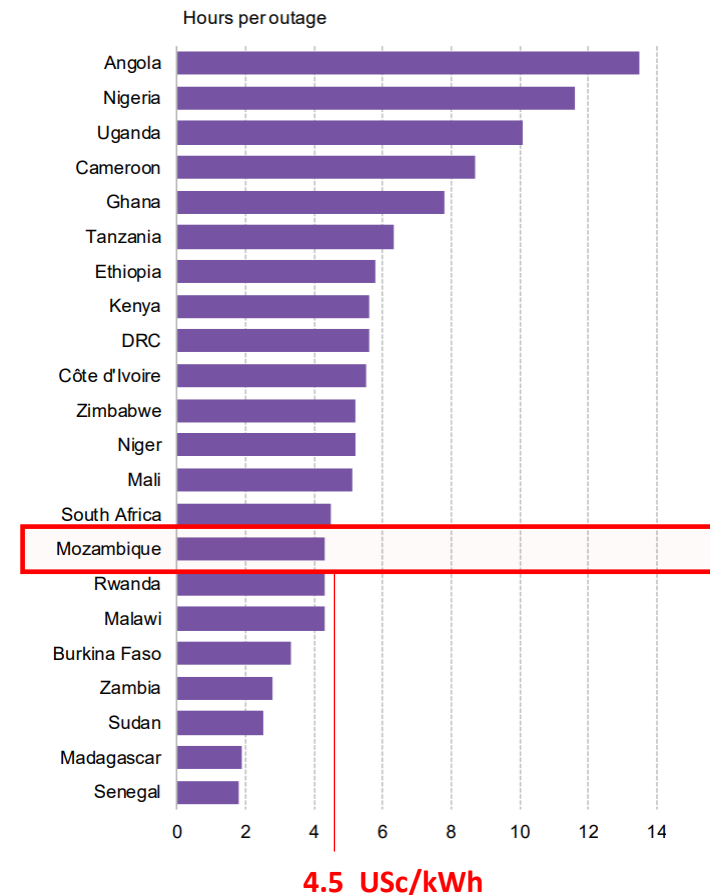


FIGURE 5. Average Duration of Outages



Support for C&I in Mozambique



- Project development support – reviewing and assisting with business plans and Information Memoranda
- Aggregation of smaller C&I projects into a portfolio
- Financial Modelling support and structuring
- Advisory support in finalizing and negotiating PPAs, loan- and shareholder agreements
- Introduction and discussions with financiers

How to apply:

Applications for support can be submitted at:

www.get-invest.eu/finance-catalyst/access

- Information is treated confidentially;
- Applications are evaluated by two individual experts;
- Applications are evaluated in rounds.

Thank You for Your Attention!

DR MARCUS ROTHER

Sr Advisor

E-mail: marcus.rother@finance-catalyst.eu



GET.invest is supported by

