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GET.invest

Mobilising Investments in Decentralised Renewable Energy

GET.invest is supported by



GET.invest in a Nutshell

- **European** programme **mobilising investment** in renewable energy, **building a pipeline** of investment-ready projects
- **Supports all relevant delivery models**, incl. on- and off-grid electricity, clean cooking, productive use
- **Broad partner network** incl. many financiers as well as industry associations and others
- **Active in Sub-Sahara Africa** the **Caribbean** & the **Pacific**
- Implemented by **GIZ**, hosted on the multi-donor platform GET.pro, and supported by the **European Union, Germany, Sweden, the Netherlands, and Austria.**

















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Thematic & Geographic scope

Current Supported Market Segments						Geography			
On-grid/IPP		Mini-Grids		Cooking Energy		Storage		Sub-Saharan Africa	
Commercial & Industrial		Solar Home Systems		Energy Efficiency/ Thermal		Appliances		Caribbean	
		Other OGS, Lanterns, Prod. Use		E-mobility		(Green) Hydrogen		Pacific	

PAYGO Solar: Reaching last-mile customers



[Read more](#)



Mozambique

The company

SolarWorks!: 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: €20m investment volume targeted

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!



OnePower: Pioneering efforts to electrify remote villages in Lesotho



[Read more](#)



Lesotho

The company

A mini-grid company providing affordable clean energy solutions to rural, off-grid communities

The challenge

Bundled mini-grids to achieve scale economies and improve economic viability, first-of-its-kind project

Our support

Advisory on complex and innovative financial model, support in negotiating a concession agreement and investment terms, successfully supported financing agreement with REPP and ElectriFI

The results

~€4.4 million investment volume mobilised

Expected impact

Affordable and reliable clean energy for rural areas, giving families, schools, health clinics, and domestic businesses the resources needed to grow and thrive

“The GET.invest team has assisted both sides of this transaction to such an extent that I can confidently state this project wouldn’t have happened without their support.”

Matt Orosz - CEO of OnePower



© OnePower, Jordan Stephens

Lessons learned – Minigrid funding



- Business model resembles a utility and not an IPP
- Financing techniques utilized are often problematic
- Cost-reflective tariffs and ability to pay are not the same
- At least 50% of project costs need to be grant supported
- Even less regulatory certainty than in the IPP business
- A new asset class with a very small secondary market
- Financiers and lenders struggle with this asset class
- Development time 3 – 4 years, subject to regulation being in existence

Mini-grid Wishlist



Electricity sector

- Bankable concessions
- Simple rules on land acquisition
- Policy stability
- Clear licensing & permitting process
- Subsidies per connection
- No local content restrictions
- Low foreign ownership restrictions

Financial sector and regulation

- Availability of domestic banks and NBFIs
- Depth of domestic private and public markets
- Transparent investment guidelines
- Beneficial Foreign investment rules
- Currency risk mitigation options
- Construction grants
- Access to public markets
- Operational subsidies
- Sustainable finance regulation

Financial intermediation

- Long term loans & credit lines
- Early-stage risk capital
- Grants per connection
- Grants (first-loss cover)
- Dedicated funds
- Securitization of assets (e.g. Asset-backed securities)
- Refinancing instruments

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!



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www.get-invest.eu



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