Professional financing advice for renewable energy projects

Financing Green Mini-Grids
ESEF 2019 Accra-Ghana
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What is GET.invest?

- GET.invest is an African-European platform for promoting decentralized renewable energy market development and investment in Africa by:
  - mobilising private sector
  - building a pipeline of financeable projects
- GET.invest is an implementation instrument and “accelerator” of priority initiatives of the European Union and EU Member states.
- Hosted by the multi-donor platform GET.pro and implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), in cooperation with a wide range of partners.
- Funded by the European Union, Germany, Sweden, the Netherlands and Austria
What is this all about?

... the better we link and „play” them, the more of a difference we can make

Political and Institutional Level

Funding and Support

Market „Reality“ & Impact Level

Finance Catalyst

Results: Projects and their effects

... we are active on both levels, with different but symbiotic roles

GET.invest
Mobilising Renewable Energy Investments
What is GET.invest Finance Catalyst?

The Finance Catalyst team links renewable energy projects to finance opportunities: for small- and medium-scale renewable energy projects in the Caribbean & in Africa (0,5-50 MW).

- Support renewable energy projects to reach bankability;
- Develop valuable project ideas into concrete investment opportunities.
- Professional advice, at no cost to the project sponsors.

THE GET.INVEST FINANCE CATALYST IS BRIDGING THE GAP BETWEEN PROJECTS AND FINANCE!
Business models that Finance Catalyst support include:

**On-Grid Electricity**
- IPP (large) [x]
- IPP (small) [✓]
- Commercial & Industrial E. [✓]

**Off-Grid Electricity**
- Mini-Grids [✓]
- Solar Home / Inst. Systems [✓]
- Solar Lighting / Lanterns [✓]

**Non-Electricity**
- Household Cooking Energy [?]  
- Commercial Thermal Energy [?]
- Liquid biofuels [x]

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The GET.invest Finance Catalyst approach

**Experts work directly with project sponsors and developers.**

Providing in-kind advisory services. Services are tailored for each project.

- Reviewing business cases;
- Assessing commercial viability;
- Capital structuring;
- Connecting with funders;
- Structuring contracts.

Check our website for details and criteria: [www.get-invest.eu/finance-catalyst/](http://www.get-invest.eu/finance-catalyst/)
Finance Catalyst Added Value for Developers

- Capacitating
  - Identify actual needs, on that basis coaching the developer
  - Technical expertise (project development and financing in Africa)
- Unlocking
  - Get a project out of a stalled situation
  - Re-align stakeholders
- Integrating
  - Overarching view of the project or business;
  - Link, mobilise, enable and integrate other support facilities.
- Accessibility
  - Fast and flexible deployment as per the needs of developers.

*Based on portfolio analysis and feedback from developers and financiers*
How to apply:

Applications for support can be submitted at:
https://www.get-invest.eu/finance-catalyst/access

- Information is treated confidentially;
- Proposals can be submitted continuously. Please ensure that you include annexes such as a business plan and a financial model.
- Applications are evaluated by two individual experts every other week and normally it takes up to about 4 weeks before we will contact you.
Thank You for Your Attention!

KOFI NKETSIA-TABIRI
Senior Advisor GET.invest Finance Catalyst

E-mail: kofi@finance-catalyst.eu