

**KOFI NKETSIA-TABIRI**

Senior Advisor



# 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



Ministry of Foreign Affairs of the  
Netherlands



# What is this all about?

Political and Institutional Level



Funding and Support

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



**GET INVEST**  
Mobilising Renewable  
Energy Investments

**Finance Catalyst**

Results: Projects and their effects

Market „Reality“ & Impact Level



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

# 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	Off-Grid Electricity	Non-Electricity
<p><i>IPP (large)</i></p>  <p>✗</p>	<p><i>Mini-Grids</i></p>  <p>✓</p>	<p><i>Household Cooking Energy</i></p>  <p>?</p>
<p><i>IPP (small)</i></p>  <p>✓</p>	<p><i>Solar Home / Inst. Systems</i></p>  <p>✓</p>	<p><i>Commercial Thermal Energy</i></p>  <p>?</p>
<p><i>Commercial &amp; Industrial E.</i></p>  <p>✓</p>	<p><i>Solar Lighting / Lanterns</i></p>  <p>?</p>	<p><i>Liquid biofuels</i></p>  <p>✗</p>

# 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!



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