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Head of Finance Systems Advisory



GET.invest – a European Programme

ALER Spotlight – 4 June 2024

GET.invest is supported by



The Challenge

- **Much more & much faster investment needed** to reach development (SDG) and climate goals (Paris Agenda)
- **Complexity:** Many companies, many financiers – all with their own preferences and modalities – and a challenging financing landscape and environment
- **Disconnect** between those who need (private sector) vs. those who have capital (financiers)
 - **Private sector:** difficult to access capital that matches needs, processes take too long
 - **Financiers:** projects & companies not bankable, not ready for financing
- **Need for a solution** that supports anyone, with minimal complication, across all countries



Stories from our Portfolio

SolarWorks, Mozambique

Solar home systems on PAYG

Investment volume: 9m EUR



Stories from our Portfolio

Supamoto, Zambia/Mozambique

Clean cooking stoves and pellets from renewable sources

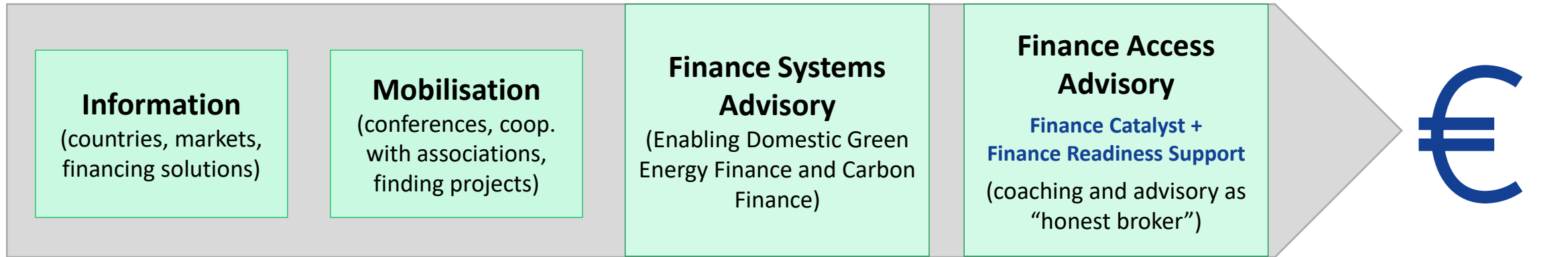
Investment volume: 12m EUR



Our Solution

- **European programme mobilising investment** in renewable energy, **One Stop Shop** of the **Team Europe Africa EU Green Energy Initiative**
- **Solution *at scale*** focusing on **access to finance** for private sector clean energy companies and project developers
 - **Main support:** on-demand open facility for “honest broker” advisory on how to become bankable and raise capital
 - **Complementary:** mobilisation with associations, information (financier database) & data platform
- **Technology agnostic - supports all relevant business models**
- **Global programme:** covers **Sub-Sahara Africa, Caribbean & Pacific, implemented by GIZ, part of larger programme GET.pro**

GET.invest Activities & Network

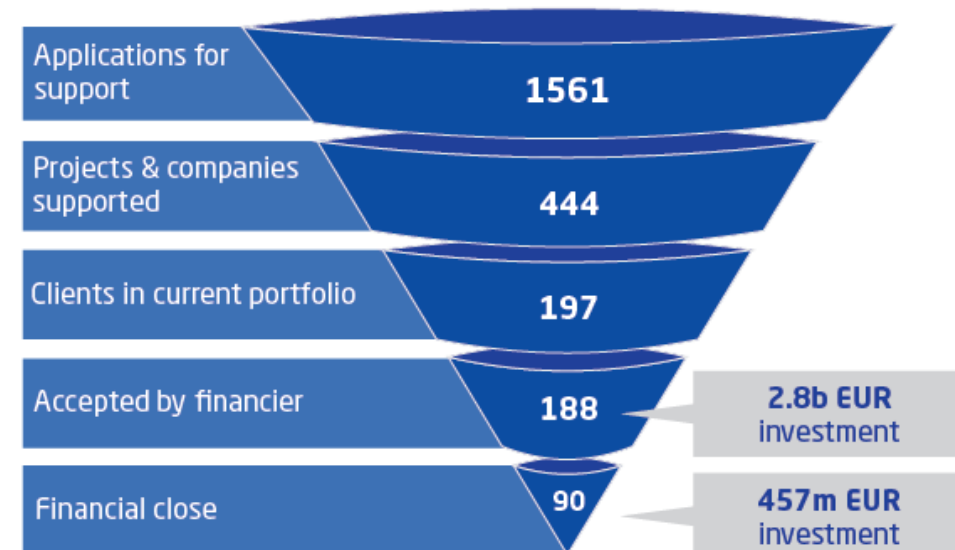


GET.invest Services: *Finance Catalyst*



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 via GET.invest website, “level playing field” access
- 25+ expert advisors for 1:1 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 - 04/2024)

GET.invest Services: *Finance Systems Advisory*



Catalytic Role of Domestic Banks

- Providing local currency for investment and working capital
- Proximity to clients enabling long-term client relationships for sustainable growth
- Utilisation of DFI guarantees, hedging instruments and (concessional) finance
- Building domestic markets

GET.invest Approach

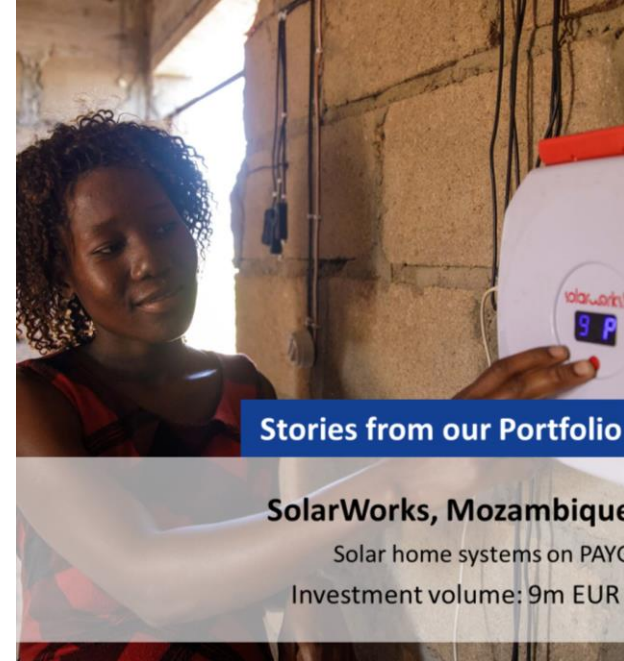
- Linking supply and demand side by linking developers to local currency financing opportunities and vice versa
- Demand-driven work with highly specialised service packages to increase local financiers' capacity to invest in green energy
- Closely coordinated with other in-country programmes and initiatives

African banks are seriously considering the potential financial impact of climate change and the **opportunities presented by green finance.**

EIB 2021: Report on Finance in Africa

Country Example: Mozambique

- **Information:** 2 market studies (roof-top solar & grid-connected projects) developed
 - **Mobilisation:** 15 events (3.000+ ptx) in cooperation with associations; 301 Matchmaking-Meetings organised
 - **Engagement with Mozambican Banks:** Trainings and tailored coaching for four local banks implemented
 - **Advisory:** 20+ companies supported; 10 accepted by financiers; 4 companies at financial close
-> total investment volume of >9m EUR
- Follow-up commissioning incl. GET.transform under discussion with EUD



Stories from our Portfolio

SolarWorks, Mozambique

Solar home systems on PAYG

Investment volume: 9m EUR



JUST PUBLISHED

MARKET INSIGHTS: MOZAMBIQUE RENEWABLE SOLAR ENERGY INVESTMENT OPPORTUNITIES

Discover independent power producer and commercial and industrial solar sector opportunities in Mozambique

A stylized map of Mozambique in yellow, with several colored dots indicating various locations. The map is set against a dark blue background with a white circular graphic element.

3ª Conferência Empresarial
Renováveis em Moçambique
2023 3rd Business Conference
Renewables In Mozambique 2023

24 Novembro | November - Hotel Montebelo Indy Maputo
no seguimento | following the Mozambique-EU Global Gateway Investment Forum

ORGANIZAÇÃO ORGANIZED BY: ALER AMER APOIO SUPPORTED BY: Global Gateway promove GET.invest



Team Europe One Stop Shop for Green Energy Investments



The single entry point for green energy projects and companies for EU support and financing

Why and How

- **Important element of Team Europe AEGEI**
- **Mobilisation for EFSD+**
- **Private sector strongly requested One Stop Shop**
- **Consultations: strong buy-in** from stakeholders
- **Pilot phase** powered by GET.invest, launched at EABF

Support Offering

- **Information** about European finance instruments
- **Advisory support in accessing** these instruments
- **Pipeline development** for financiers
- + **Outreach and visibility**, other complementary activities

Powered by GET.invest

- **Opportunity to leverage GET.invest:** established European programme with **6 years track record**
- **Leading pipeline development facility:** +400 supported, current pipeline of more than 190 projects and companies

<https://www.one-stop-shop.get-invest.eu/>

Thank You for Your Attention!



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