

DARIO MAPSANGANHE
Senior Advisor - Energy



GET.invest

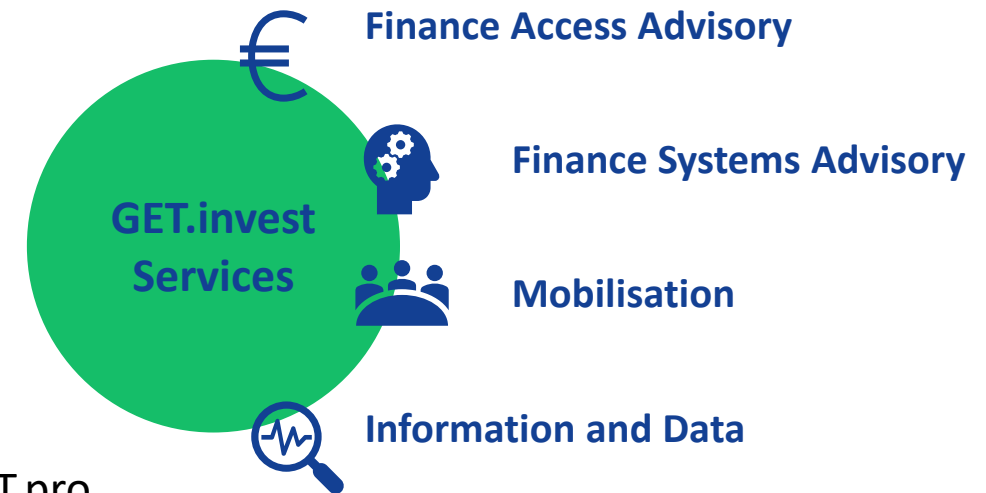
Support to Sustainable Connectivity in partner Countries in Southern Africa

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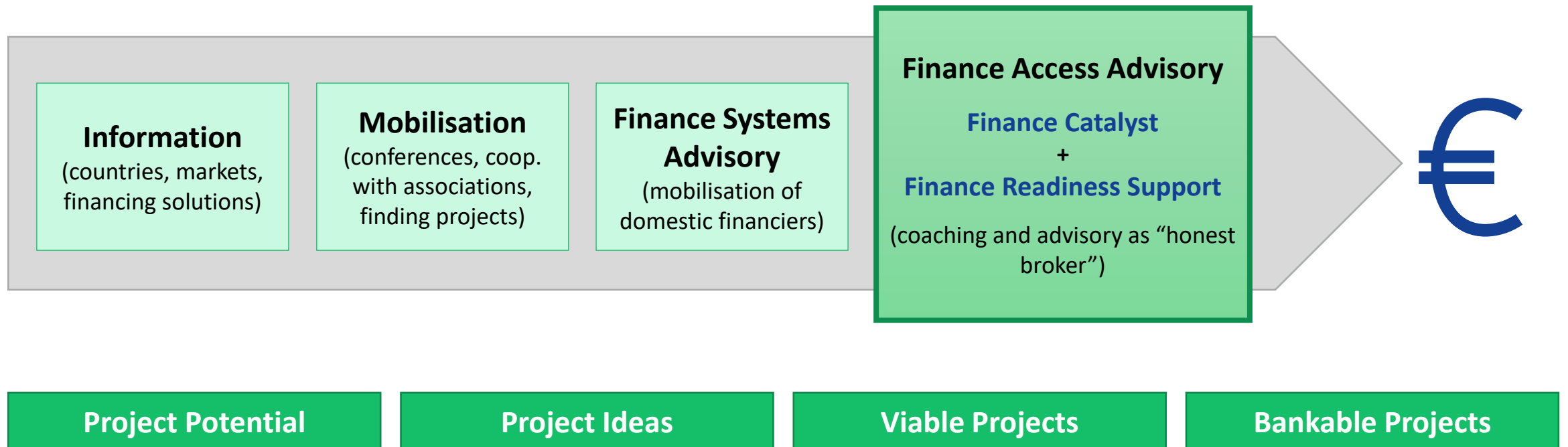


GET.invest: Overview

- **Leading European** programme **mobilising investment** in renewable energy, **building a pipeline** of investment-ready projects
- **Team Europe One Stop Shop** for Green Energy Investments
- **Supports all relevant delivery models**, incl. on- and off-grid electricity, clean cooking, productive use
- **Broad partner network** incl. financiers and associations
- **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.**



GET.invest Scope of Services



Capacity Development for Domestic Financiers (CDDF)



Service Packages

Sector studies, business case development and risk analysis for domestic financiers

Sector-wide green banking awareness raising and trainings

Fully tailored coaching with customised tools for individual financial institutions

Tools

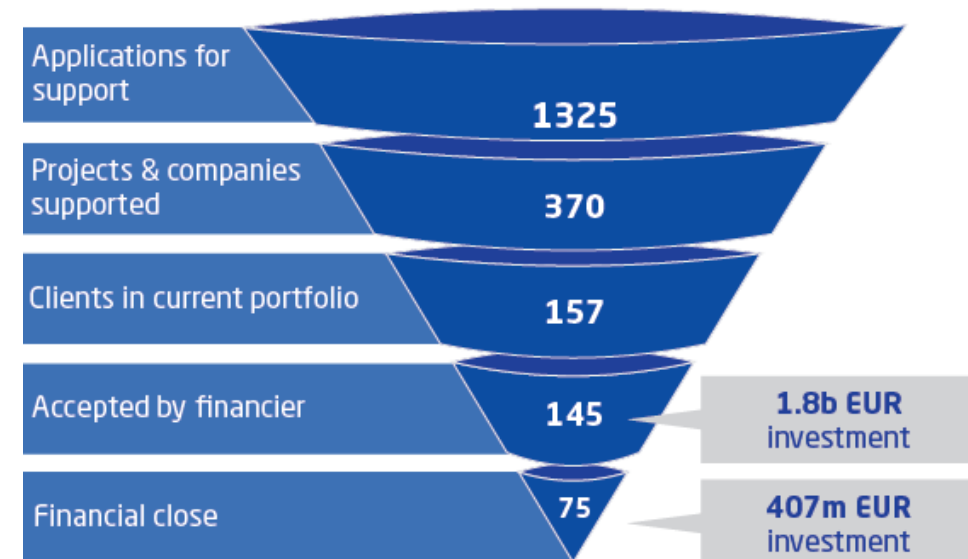
- Provision of specific assessment tools for technologies and sectors (i.e.
- Portfolio review of existing lending practices in domestic banks
- Use of real (GET.invest supported) projects as hands-on showcases
- Long-term relationship in coaching cycles over at least 6 months or longer
- Field visits and on-site trainings
- Finance Catalyst Advisors participating and taking over projects for further support

GET.invest Services: *Finance Catalyst*



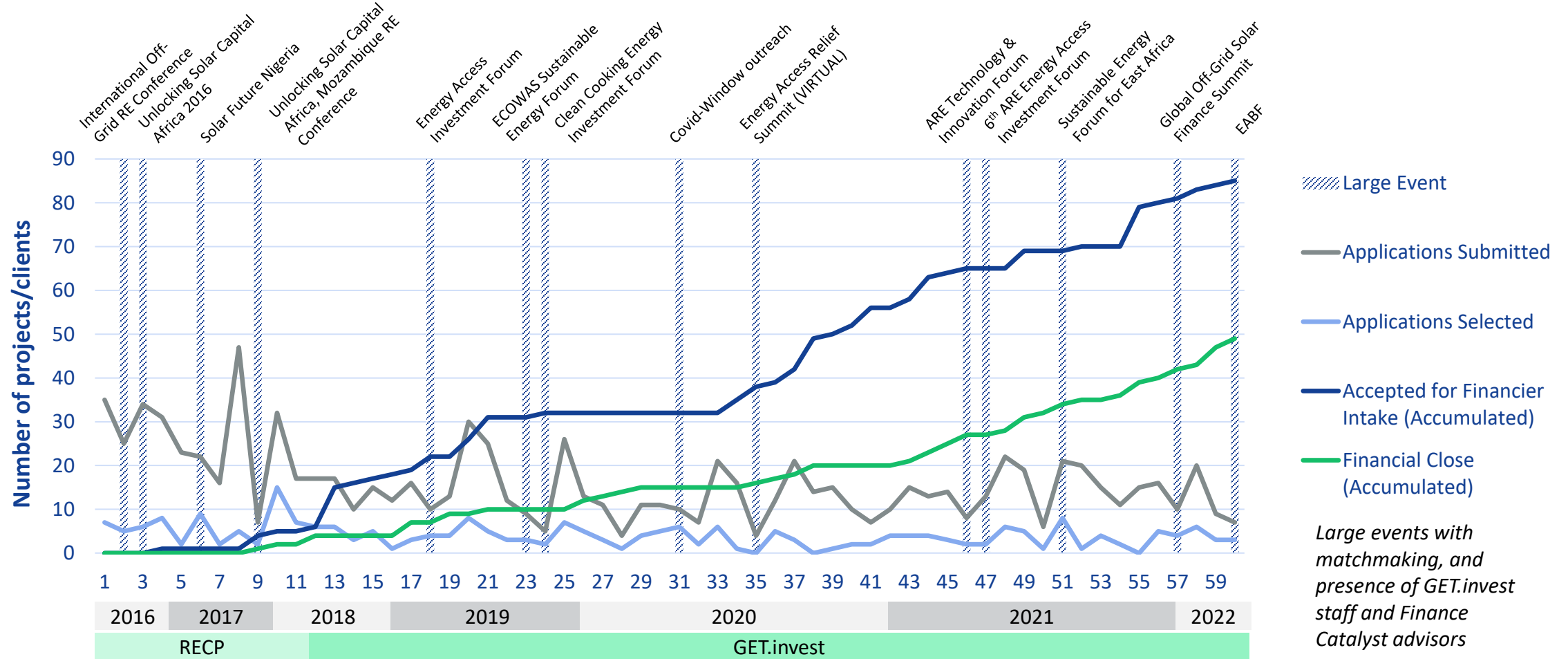
A leading, open, scalable, and flexible TA facility providing **on-demand** advisory to **get projects and businesses ready for finance** and **link them with financiers** → **more pipeline, faster progress**

- 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 (2016-08/2023)

Link between Finance Catalyst and Mobilisation (Events)



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/>

Wrapping it up: 6 Years of Delivering...

- **responsively:** By tailoring services according to input from industry & market leaders.
- **with industry for industry:** By partnering with those who are closest to the market.
- **demand-driven:** With a simple and 'level playing field' access.
- **globally and in country windows:** Allowing the programme to transfer market learnings and tailor services to national market needs.
- **in a lean and flexible set-up:** Via framework contracts with top consultancies, managed by an experienced team of global & in-country staff.
- **digital by default:** From information and networking events to tailored advisory - all our services can be accessed online.

...and Enabling Impact at Scale:

Projected Investment
Volume: **€1.9b**

Greenhouse Gas
Abatement Potential:
5m tCO₂e p.a.

Energy Access Potential:
16.7m people

Figures are based on the number
and ticket size of 191 projects accepted by
a financier as of 09/2023

6-year Track Record of Supporting Projects & Businesses in Successfully Raising Finance



Connecting partners at **>7.000** B2B meetings

" (...) Connecting with colleagues from all regions of Africa created personal bonds and reinforced the potential of market and technology synergy with future partners."

Participant



Strengthening **9** business associations internationally and in partner countries

"With support from GET.invest, the business association [ALER](#) has been assisting ASAER in its launch."

Support to **6** African banks

" [T]he Bank capitalises on available capacity building programmes that will vest the Bank's business teams with required technical knowledge in driving investment in renewable energy (...) "

Bank of Africa, Rwanda



>130 projects & companies introduced to financiers

"The GET.invest team 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



Projected Investment Volume: **€1.9n** | Greenhouse Gas Abatement Potential: **€5m tCO2e** p.a. | Energy Access Potential: **16.7m** people

Figures are based on the number and ticket size of 132 projects accepted by a financier as of 09/2023

Thank You for Your Attention!



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How to apply:

Applications for support can be submitted at:

<https://www.get-invest.eu/finance-catalyst/apply/>

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