

**Global
Distributors
Collective**

GET.invest Finance Readiness Support: Information session for interested energy access companies

Webinar, 19th March 2024

Supported by:



Agenda and objective

Welcome remarks (GDC)

Finance Readiness Support Overview

- Divya Balakrishnan, GET.invest

Insights from GDC members who participated in the pilot phase

- Tarisai Mureriwa, Natfort Energy
- Liliane Munezero Ndabaneze, WidEnergy Africa

Discussion, Q&A and close



Photo credit: BBC StoryWorks

Who you will hear from today

Moderator



Jessica Utichi
Operations Manager
Global Distributors Collective

Speakers



Divya Balakrishnan
Senior Advisor
GET.invest



Liliane M. Ndabaneze
CEO and Co-founder
WidEnergy Africa



Tarisai T Mureriwa
Finance Manager
Natfort Energy

GET.invest Finance Readiness Support

GDC Webinar, 19th March 2024

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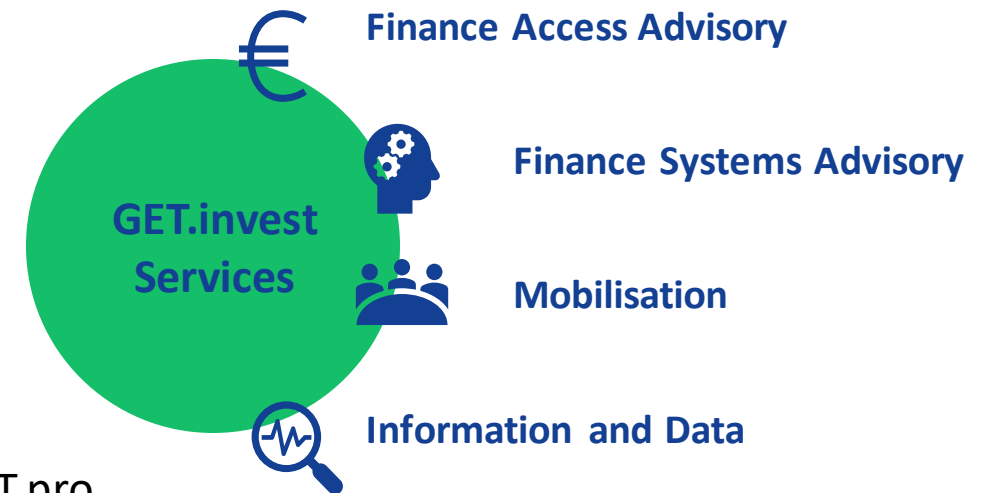


Agenda

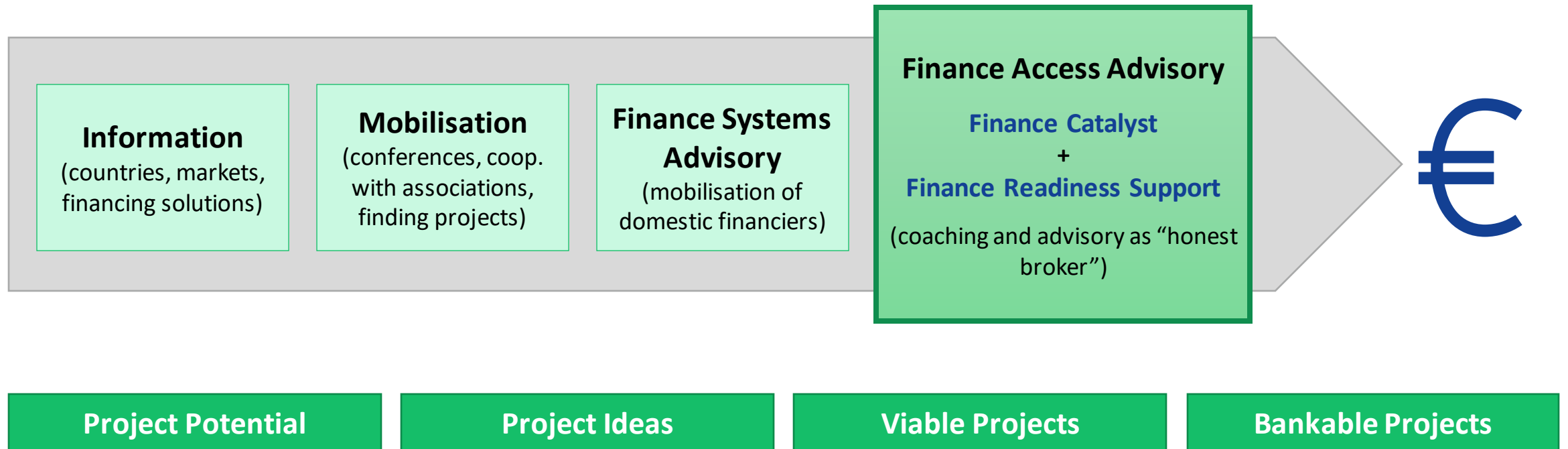
- **Introduction to GET.invest**
 - GET.invest Scope of Services
- **The GET.invest Finance Catalyst**
- **The GET.invest Finance Readiness Support**
 - The Offer
 - Portfolio Overview (*Pilot Phase*)
 - Preliminary Results (*Pilot Phase*)
 - Client Feedback (*Pilot Phase*)
- **Applying to GET.invest's Advisory Services**
 - Making Your Application Successful

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, Norway, the Netherlands, Sweden, and Austria.**



GET.invest Scope of Services

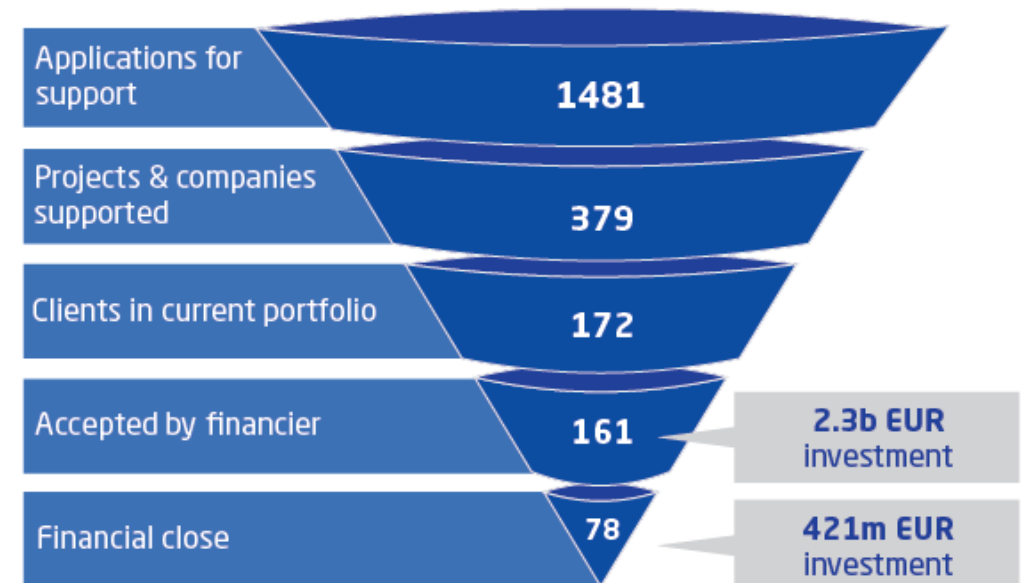


The GET.invest: *Finance Catalyst*



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 uptake.
GET.invest and predecessor programme (2016 - 01/2024)

The GET.invest *Finance Readiness Support*



An advisory service for **locally owned and managed companies**, driving inclusion, last mile impacts and domestic value chains through investment mobilisation

- Locally owned and managed companies are closer to the ground and “last mile”
 - But need support to access suitable finance.
- Partner consultations and advisory experience highlight the need for
 - Long term and customised support
 - Business development advisory

The service aims to prepare companies to sustainably scale up!

Service Partners



The GET.invest *Finance Readiness Support: Offer*



Supporting locally-owned and -managed energy access companies to grow and reach scale!

Business Development Support:

Customised advisory to clients on:

- Business Strategy
- Operations & Management
- Accounting & Controlling
- Human Resource Management
- Etc.

Access to Finance:

Hands-on support to clients on:

- Investment strategy
- Investor-facing materials
- Coaching and connecting to right financing sources
- Transaction advisory

Service Providers

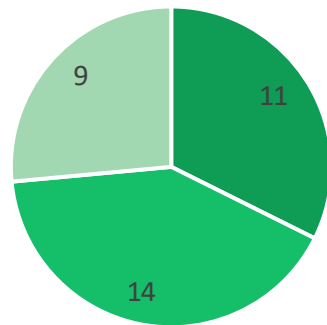


Portfolio Overview

Pilot Phase: Jan '22 to Dec '23



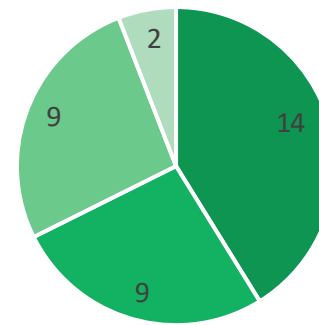
Breakdown by Region



34 Clients

- East Africa
- Southern Africa
- West Africa

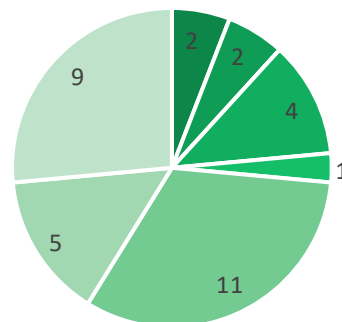
Indicated Ticket Size in Client Application (€ Millions)



Average Ticket Size = ~€620K

- 0-0.5
- 0.5-1
- 1-1.5
- 1.5-2

Breakdown by Market Segment



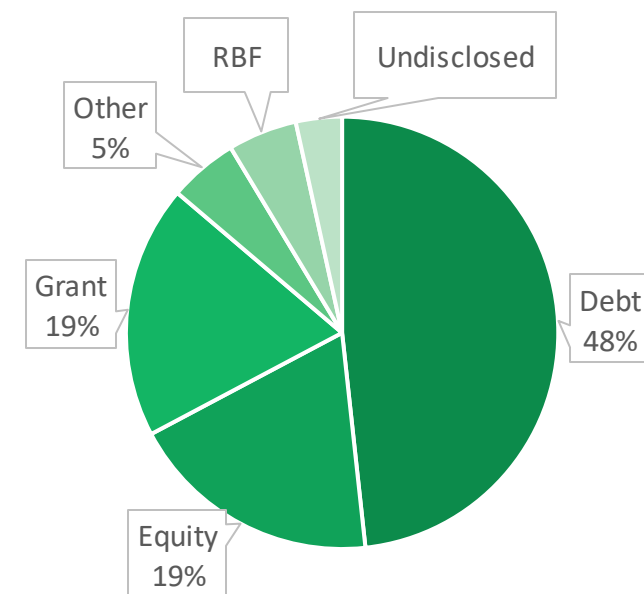
- Clean Cooking
- Electricity for C&I
- E-Mobility
- Energy Efficient Appliances for Household
- Energy for Productive Use
- Mini and Micro Grids
- Modern Energy Systems

- 3/4 Women owned or managed
- 1/3 Productive use of Energy (PuE)
- 2/3 Least Developed Countries (UN LDCs)

Pilot Phase: Preliminary Results*

- **~56% (19/34)** clients successfully introduced to financiers
 - **~€27 million** is the cumulative volume of financing being considered by **35** Financiers
- **8** companies signed financing agreements for an expected volume of **~€10.3 million**

Types of Financing Supported



*Numbers subject to change

Pilot Phase: Client Feedback



“... helped us to clarify our business model and come up with an offer that is innovative and attractive for our clients”

“We have a clear picture of where we have gaps when it comes to legal compliance”

“Refining and strengthening our business model proved invaluable in our negotiations with financiers and the subsequent commissioning of our first site (...) has been a huge breakthrough for us”.

“Our company benefited most from the advisor’s financial & business case modelling and the introductions to local currency investors”

“We appreciated the flexibility of the support program, which was customized to our company's specific needs.”

“(...) Over the past 12 months, the TA support has not only honed our investor readiness but also empowered us with invaluable insights into navigating and understanding the global investment landscape”

“We moved to an advanced stage of investment conversations with impact investors and a debt financier”

“It helped us reimagine our business model, develop a robust financial model, and master the art of investor conversations, resulting in evident traction and a broader perspective on scaling (...)”

Applying to GET.invest's Advisory Services



When to apply? Any time! Applications are accepted on a rolling basis.

Where to apply? On the GET.invest Website - [here](#)

Who can apply? Revenue-generating projects and companies (with rare exceptions) working in the clean energy sector will be eligible*.

Further details on eligibility available [here](#).

*This does not guarantee acceptance into GET.invest's services.

Go to <https://www.get-invest.eu/>

The screenshot shows the GET.invest website navigation menu with 'Apply' highlighted. A blue arrow labeled '1. Click here' points to the 'Apply' link. Below the menu, the 'Our application process' section is shown with four steps: Step 1 Application, Step 2 Evaluation, Step 3 Feedback, and Step 4 Start of advisory. A blue arrow labeled '2. Read these' points to the 'Apply' link in the navigation menu. At the bottom, the 'Submitting an application' section contains a green 'Apply here' button, with a blue arrow labeled '3. Apply here' pointing to it.

Making Your Application Successful

- Provide all available information
 - Include your business plan, financial model, audited financials etc., if available (*it does not need to be perfect!*)
- Our advisors might contact you for further information. Be responsive (*we prioritise responsive clients*)
- Express your motivation and vision (*we are keen to work with serious applicants*)
- Be honest (*it is ok to mention „I don't know“*)
- Communicate the challenges you need support with (*we could tailor the advisory to your needs*)

Thank You for Your Attention!



DIVYA BALAKRISHNAN

Senior Advisor

Email: divya.balakrishnan@get-invest.eu

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natfort
INVESTMENTS

Natfort
Investments

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graph TD; A[Natfort Investments] --> B[Natfort Energy]; A --> C[Natfort Solar Projects]; B --> D[SHS (PAYGo)]; B --> E[LHS (EPC)]; C --> F[High Value projects];
```

The diagram is an organizational chart for Natfort Investments. At the top level is 'Natfort Investments'. This branches into two main categories: 'Natfort Energy' and 'Natfort Solar Projects'. 'Natfort Energy' further branches into two sub-categories: 'SHS (PAYGo)' and 'LHS (EPC)'. 'Natfort Solar Projects' branches into one sub-category: 'High Value projects'. All boxes are light green with a darker green shadow on the left side.

Natfort
Energy

Natfort Solar
Projects

SHS (PAYGo)

LHS (EPC)

High Value
projects

ADVISORY SUPPORT RECEIVED

LEADERSHIP AND STRATEGY



SALES STRATEGY



CREDIT MANAGEMENT



FUNDRAISING



INTERNAL CONTROLS

CHALLENGES FACED.....



Inadequate company
SOP`s and internal
controls



Lack of sustainable
sales revenue

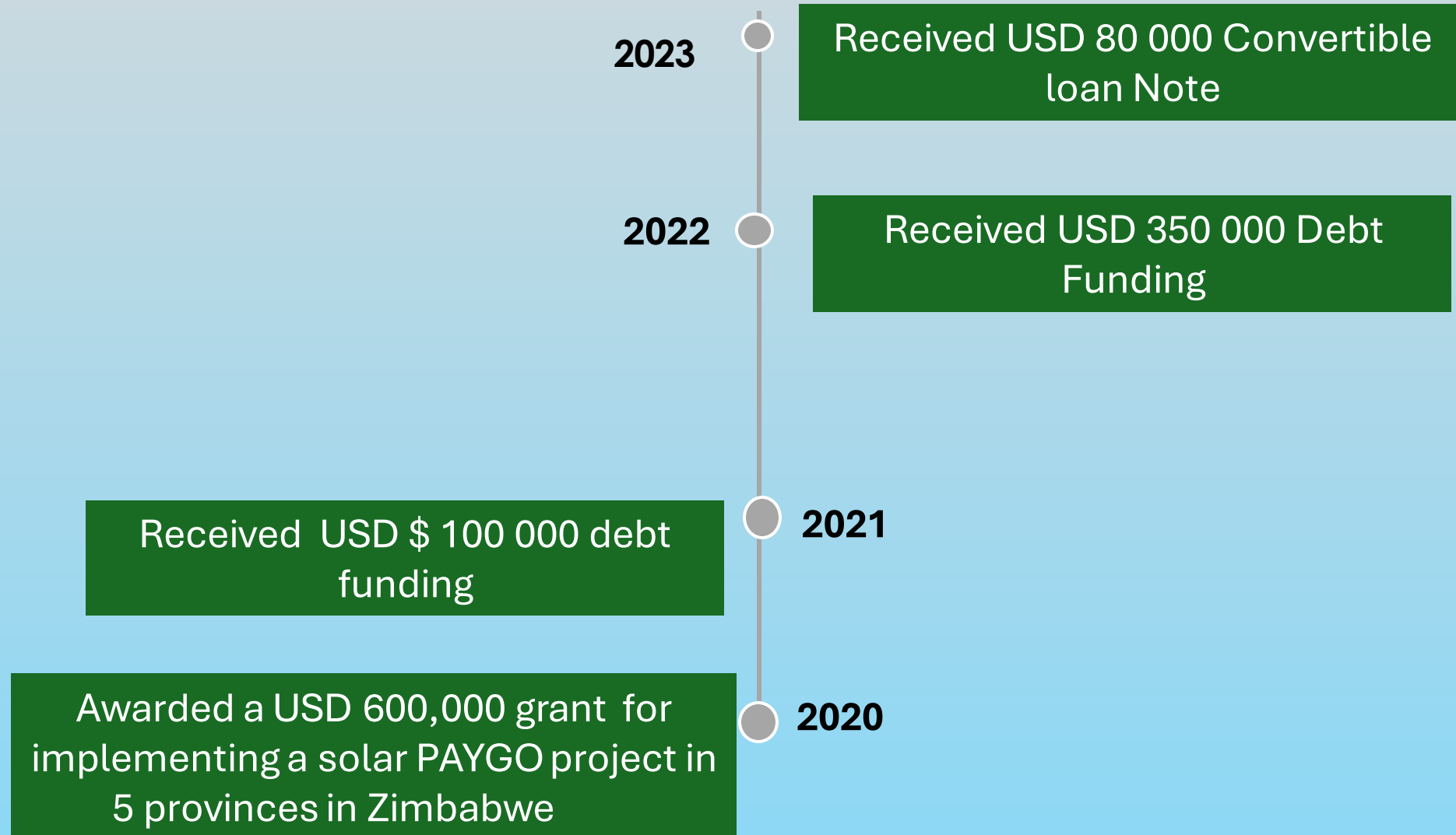


Low collection rates
& high delinquency
ratio

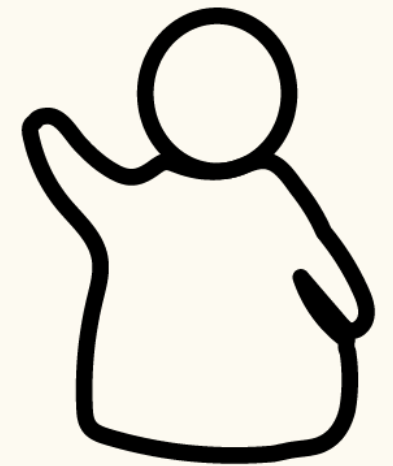


Access to financing

TRACTION ACHIEVED



Q&A



Thank you and wrap up

- Your feedback
- Recording, slides and speaker details
- Upcoming activities

Contact us:
GDC@practicalaction.org.uk



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