

**BERTHOLD SCHIRM**

Senior advisor



Climate 360 conference, The Ridge Casino, Emalahleni, South Africa,  
October 2022

# GET.invest

*GET.invest - a European programme  
contributing to build sustainable and clean energy markets  
by mobilising investments in renewable energy*

GET.invest is supported by



# Background to GET.invest

**“There is capital, but there are not enough bankable projects”\***

- Bankability is influenced, among other factors, by the ability of projects/companies to
  - Structure and present viable propositions
  - Identify matching finance and find the right contact and entry point
  - Successfully and swiftly negotiate with financiers
  
- Supporting clean energy developers to address these challenges will lead to
  - More viable projects and investible companies
  - Faster process and reduced transaction costs for all parties
  - Faster and more deployment of available capital
  - Faster and more progress towards clean energy and climate targets

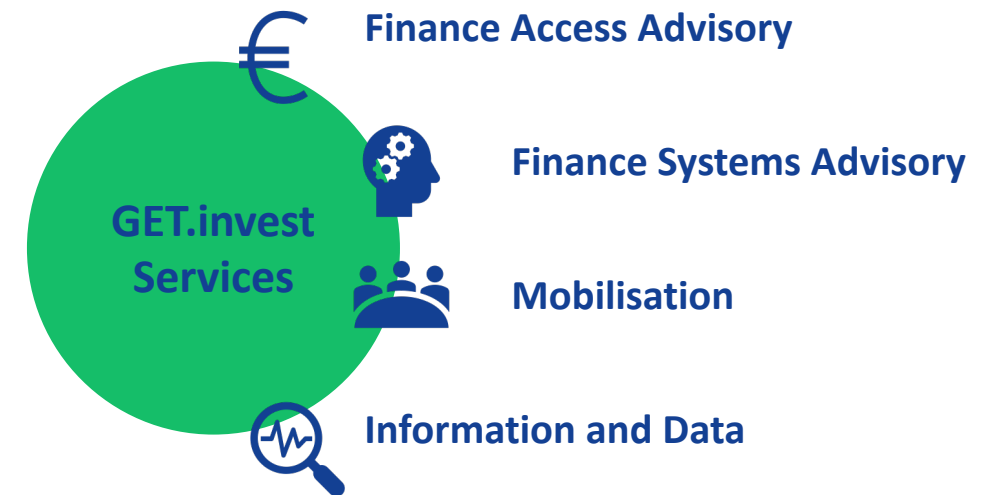
\*please note: available capital tends to be a) distributed highly unevenly, and b) access to capital is complex. GET.invest directly addresses both challenges.

# Thematic & Geographic scope

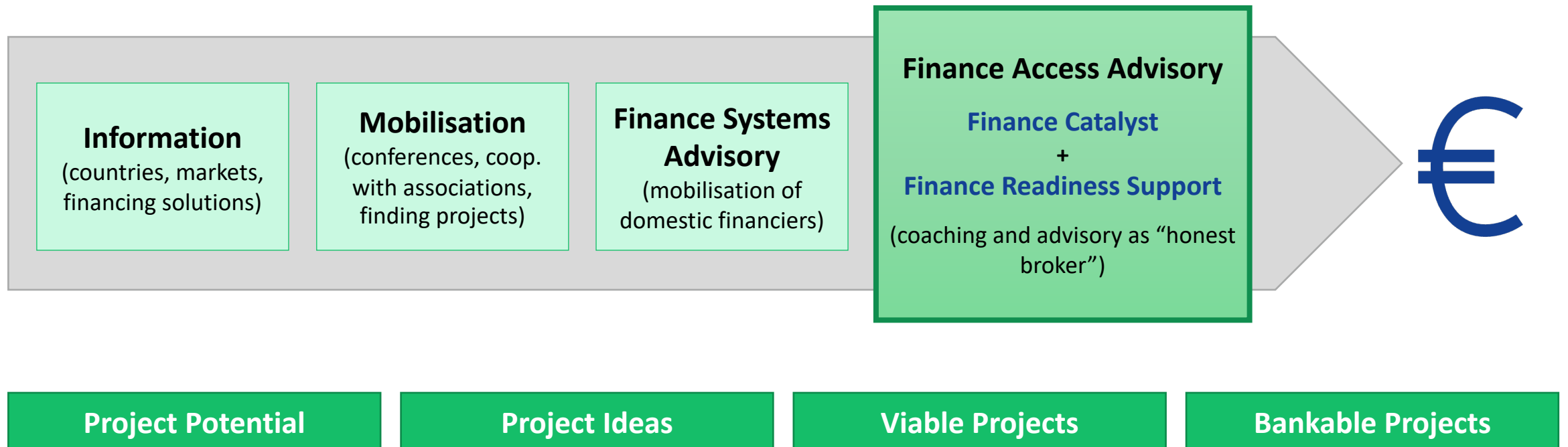
Current Supported Market Segments				Geography					
On-grid/IPP		Mini-Grids		Cooking Energy		Storage		Sub-Saharan Africa	
Commercial & Industrial		Solar Home Systems		Energy Efficiency/ Thermal		Appliances		Caribbean	
		Other OGS, Lanterns, Prod. Use		E-mobility		(Green) Hydrogen		Pacific	

# 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
- **Broad partner network** incl. financiers and associations
- 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



**AIM** Mobilising private sector investment in decentralised renewable energy

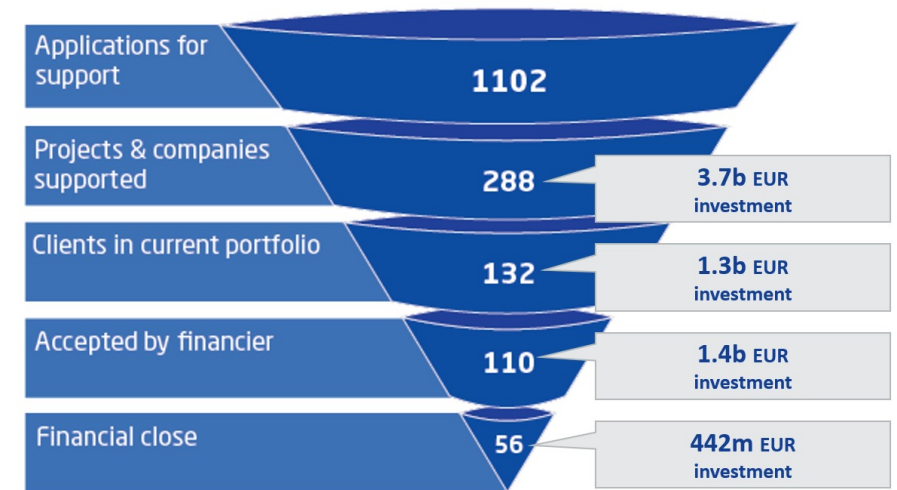
**APPROACH**

- Specialised advisory support to create a **pipeline of investment-ready projects**
- Information, events and **match-making for mobilisation and visibility**

**RESULTS** Mobilisation of projected **1.3 bn EUR investments** providing an expected **15 million people** with access to energy and saving **1.1 million tCO2 pa**

## WHAT MAKES IT SPECIAL

- **Internationally leading project preparation facility** matching needs of market and financiers
- **Strong market traction**, tried and tested approach at large scale
- **Broad partnership and cooperation network** with associations and all relevant peer initiatives



"Funnel" from intake to outtake.  
GET.invest and predecessor programme (2016-09/2022)

# 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:** ~280 supported, current pipeline of more than 130 projects and companies

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

# OnePower: Pioneering efforts to electrify remote villages in Lesotho



[Read more](#)



**Lesotho**

## The company

**A mini-grid company** providing affordable clean energy solutions to rural, off-grid communities

## The challenge

Bundled mini-grids to achieve scale economies and improve economic viability, first-of-its-kind project

## Our support

Advisory on complex and innovative financial model, support in negotiating a concession agreement and investment terms, successfully supported financing agreement with REPP and ElectrIFI

## The results

~€4.4 million investment volume mobilised

## Expected impact

Affordable and reliable clean energy for rural areas, giving families, schools, health clinics, and domestic businesses the resources needed to grow and thrive

**“The GET.invest team has 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



© OnePower, Jordan Stephens



# SolarWorks!: Powering up Southern Africa's off-grid homes



[Read more](#)



**Mozambique**

## The company

A supplier of **solar home systems** and energy services; two-time client of GET.invest

## The challenge

Change of business model, 2<sup>nd</sup> term: expansion

## Our support

Financial model and business plan, stakeholder exchange to test business idea;  
2<sup>nd</sup> term: long-term strategic advice for expansion and aligning funding strategy with revenue model

## Expected results

€3.5m funding from ElectriFI;  
2<sup>nd</sup> term: €25m investment volume mobilised

## Expected impact

Increased income security and local jobs, improved access to education and information, environmental benefits, and healthcare

**“The GET.invest Finance Catalyst advisors helped us take our proposal for investors to the next level, and their network was a big asset for us.”**

Arnoud de Vroomen – CEO of SolarWorks!



© SolarWorks!

# CleanPower Generation: 82 MW solar project for Guinea



[Read more](#)



**Guinea**

## The project

**IPP** project consisting of a mini-grid and a grid-connected **solar plant** for the cities Kamsar and Boké

## The challenge

Translating the business model into ‘finance speak’, unlocking concession agreement talks

## Our support

Financial modelling, supporting concession talks, introduction to financiers and transaction advice up to agreement with Frontier Energy

## Expected results

€66 million investment volume mobilised

## Expected impact

Stable and affordable access to energy for SMEs and the people of Kamsar et Boké

**“Being a GET.invest-supported project built reputation with potential financiers.”**

Marcus Miller – CEO of CleanPower Generation



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# ACE: Enabling clean energy access with smart cooking and solar electricity



[Read more](#)



Lesotho, Uganda

## The company

A developer and distributor of solar-biomass hybrid energy systems

## The challenge

Further developing the solar electricity component of the business model and attracting financiers

## Our support

Detailed review of business model and business planning documentation, restructuring of financial model, successful support in convertible debt raise and applications to grant financiers,...

## The results

€1.5m of debt and grant funding mobilised, support in equity raise ongoing

## Expected impact

Increased household incomes and digital inclusion, reduced emissions and deforestation

**“GET.invest has provided us with the technical and financial support to position ACE well for securing future investment (...)”**

Baptiste Roussel – Global Financial Controller, ACE

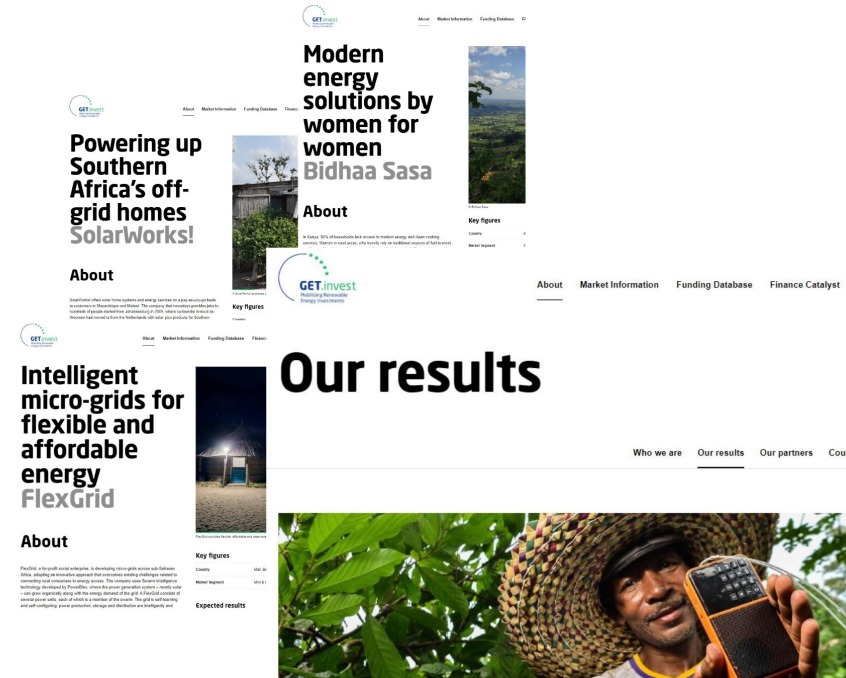


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# GET.invest Stories

Access GET.invest Stories showing the diversity of projects and companies in GET.invest portfolio:

<https://www.get-invest.eu/about/our-results>



# 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.
- - Or send me an E-mail .... 😊

# Thank You for Your Attention!



**BETHOLD SCHIRM**

Position Senior Advisor GET.invest

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[www.get-invest.eu](http://www.get-invest.eu)



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# HDF Energy: Green hydrogen for local energy and agriculture in Barbados



[Read more](#)

## The company



Barbados

A global pioneer in hydrogen power that develops and operates high capacity large-scale Hydrogen-to-Power infrastructure

## The challenge

Navigating the local regulatory terrain and the financial regulatory environment; e.g. currency convertibility and repatriation

## Our support

Support in shifting focus to the local sphere and identify and approach financiers and equity investors; targeted assistance regarding international best practices in dual-use solar/agri projects; legal support towards local land-owner contractual discussions

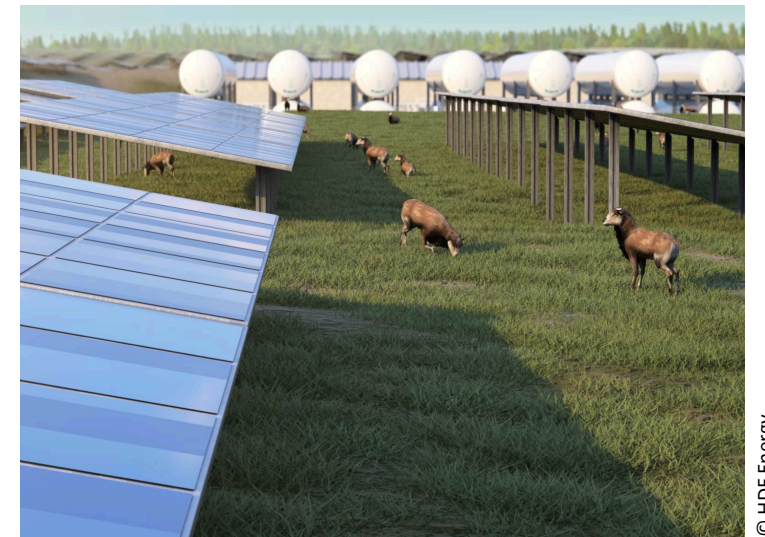
## Expected results

€100+ million total investment volume

## Expected impact

Clean, reliable energy for 16,000 people; decarbonisation of island; strengthening local agricultural production and thus self-sufficiency

**“GET.invest is providing valuable support to the HDF Caribbean team, such as best contractual practices in the innovative dual usage of land that Renewstable® Barbados proposes.”** Thibault Menage - Vice President Caribbean, HDF Energy



© HDF Energy



# Simusolar: Bringing off-grid power to rural fishers and farmers



[Read more](#)



Tanzania, Uganda

## The company

A social business providing and financing solar equipment for productive use

## The challenge

Small ticket size, early growth stage and difficult regulatory environment

## Our support

Advisory on business plan, finance and fundraising strategy, financial structuring, introduction to financiers, successfully supported financing agreement with Acumen

## Expected results

€3.5 million investment volume mobilised

## Expected impact

Increased income security for rural farmers and fishers, local jobs, increased climate resilience

**“The GET.invest Finance Catalyst has been a tremendous partner to Simusolar.”**

Michael Kuntz – Co-founder and Co-CEO of Simusolar



© Marianne Walpert

# Bidhaa Sasa: Modern energy solutions by women for women



[Read more](#)



Kenya

## The company

A Kenyan start-up that combines last-mile distribution with in-house credit in a one-stop shop

## The challenge

Identifying and accessing customers in the midst of the Covid-19 pandemic

## Our support

Advisory on new channels, marketing materials and products, and support in preparing a successful application for a Covid-19 emergency grant funding

## The results

€200 k investment volume mobilised, currently preparing working capital raise

## Expected impact

Easing rural life by supporting agricultural productivity and income-generation, as well as strengthening women's financial independence and inclusion.

**"The support from the Finance Catalyst's team has been very useful while we approached funders in 2020, during the COVID-19 crisis."**

Rocio Perez Ochoa– Co-founder at Bidhaa Sasa



© Bidhaa Sasa

# The GET.invest Team



**Michael Franz (Brussels)**  
Team Leader



**Christina Gewehr (Brussels)**  
Head of Communications

**João Bernardo Trainee**



**Sebastian von Wolff (Eschborn)**  
Head of Finance Advisory



**Marie Strauss (Brussels)**  
Advisor



**John Tkacik (Bonn)**  
Head of M&E, Data and Knowledge



**Alexander Huppertz (Eschborn)**  
Head of Mobilisation



**Berthold Schirm (Brussels)**  
Senior Advisor



**Ferdinand Nell (Pretoria)**  
GET.invest Country Coordinator



**Ilham Talab (Brussels)**  
Head of Partnerships



**Stefanie Wedenig (Brussels)**  
Communications Advisor



**Alexandra Niez (Kigali)**  
GET.invest Country Coordinator



**Javier Ortiz de Zuniga (Brussels)**  
Senior Advisor



**Anne Grootenhuis (Brussels)**  
Advisor



**José Mestre (Maputo)**  
GET.invest Country Coordinator



**Lisa Poisson-Quinton (Eschborn)**  
Advisor



**Divya Balakrishnan (Eschborn)**  
Advisor



**Dario Mapsanganhe (Maputo)**  
Senior Advisor



**Marie Dieng (Eschborn)**  
Advisor



**Daniel Sweeney (Bonn)**  
Advisor



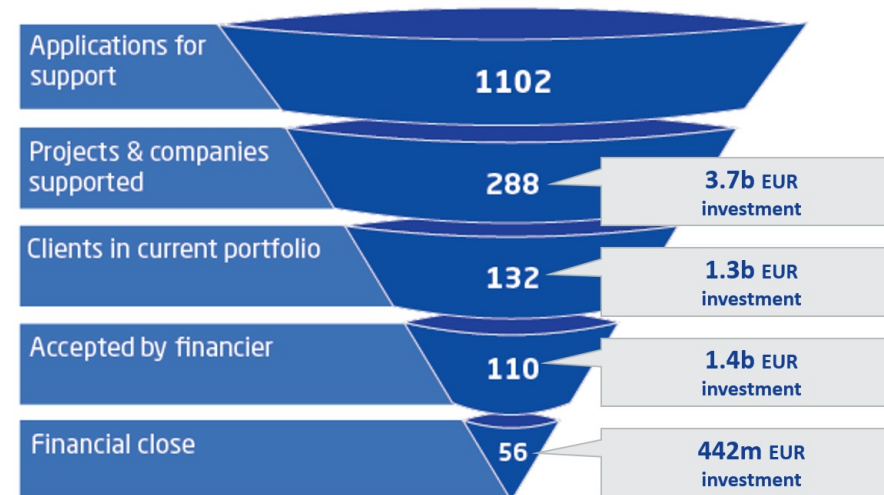
**Carlos Mathikizana Matos (Maputo)**  
Senior Advisor

# 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 (2016-09/2022)