



Michael Franz

Team Leader at [GET.invest](https://www.getinvest.com)

#EAIF2021

GET.invest

Update for Energy Access Investment Forum 2021

GET.invest is supported by



GET.invest in a Nutshell



A European programme to support investments in decentralised renewable energy, implemented by GIZ, hosted on the multi-donor platform GET.pro, and supported by the European Union, Germany, Sweden, the Netherlands, and Austria.

Advisory support via the “Finance Catalyst”

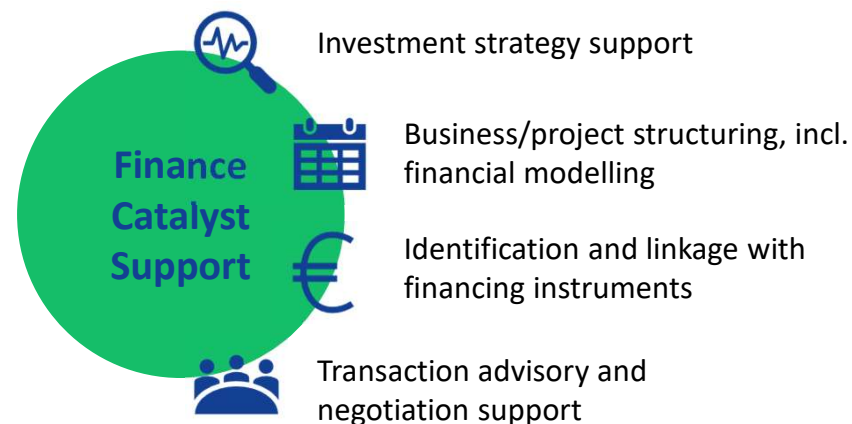
- Open facility linking projects/companies with finance
- 25+ experienced advisors, **~100 active clients**

Private sector mobilisation

- Linking partners via offline&online events
- Market information, studies
- Supporting associations

Capacity development and other complementary work

- Incl. trainings, advisory/support to regulators, etc.

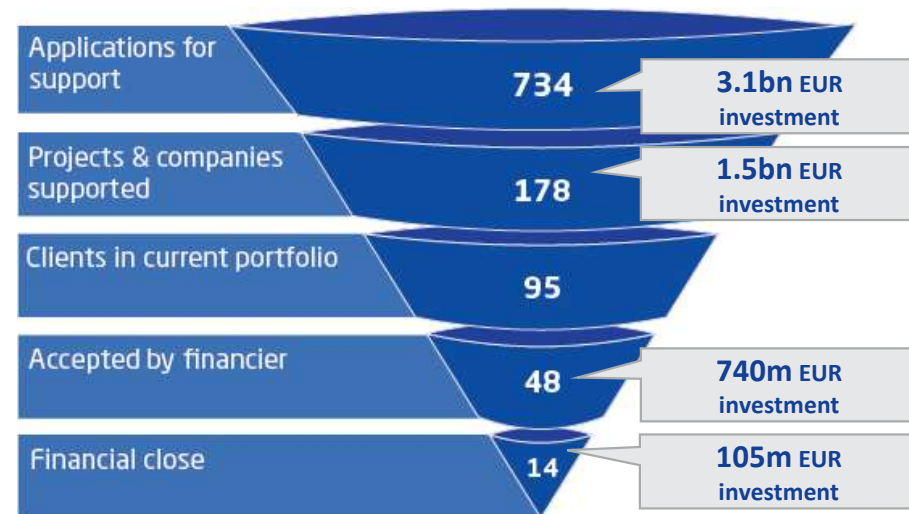


How we mobilise investment: the “Finance Catalyst” at a glance



- Project Preparation Facility - honest broker
- Supports projects/companies and links them to financiers (public/private)
- 25+ experienced (external) advisors
- On demand, free of charge, incl. fast-track support
- One-click apply-here button, level playing field intake

→ **Contact us, we are ready to support you!**



“Funnel” from *intake* to *outtake*.
GET.invest and pre-decessor program (2016-2021).

0

it is in fact a wordcloud
; 2020-11-07T18:42:31.960



MICHAEL FRANZ

Team Leader

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www.get-invest.eu



[@GET_invest](https://twitter.com/GET_invest)



[@GET.invest](https://www.linkedin.com/company/GET.invest)

GET.invest is supported by



Ministry of Foreign Affairs of the
Netherlands





Karimi Ndigah

Senior Officer, KOSAP Off-Grid RBF Facility, SNV

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6th ARE Energy Access Investment Forum SNV Presentation

Virtual
17-19 March 2021

Organised by



Supported by



SNV Netherlands Development Organisation



We work in

25+ countries

across three continents

We focus on 3 sectors
which are fundamental to
development



West and Central Africa

Benin
Burkina Faso
Cameroon
DR Congo
Ghana
Mali
Niger

East and Southern Africa

Ethiopia
Kenya
Mozambique
Rwanda
Tanzania
Uganda
Zambia
Zimbabwe

Not-for-profit international
development organization
that makes a lasting
difference in the lives of
people living in poverty by
helping them raise
incomes and access basic
services.

SNV

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Kenya Off grid Solar Access Project (KOSAP)



- **Name:** Component 2: Stand-alone Solar Home Systems and Clean cooking Solutions for Households
- **Project Owner:** Government of Kenya, Funded by the World Bank
- **Facilities Manager:** SNV in partnership with SunFunder.
- **Funds available (Component 2):** Solar RBF ,US\$12M, Solar Debt US\$30m and Clean cooking US\$5M
- **Duration:** 2018-2023
- **Target Areas:** 14 of the 47 counties in Kenya (West Pokot, Turkana, Marsabit, Samburu, Isiolo, Mandera, Wajir, Garissa, Tana River, Lamu, Kilifi, Kwale, Taita Taveta, and Narok)
- **Target:** 250,000 solar home systems and 150,000 clean stoves (or clean fuel units)
- **Objectives:** Expansion financing to compensate solar companies for initial, ongoing incremental, and opportunity costs associated with an expansion of operations in the counties. Set a foundation for high-potential solar operators to access debt for these counties. Establishment of supply chains of cleaner cookstoves.
- **How to apply, see website:** kosap-fm.or.ke

BRILHO – Energy Africa Mozambique programme



- **Project Owner:** Government of Mozambique, Funded by UKAID/FCDO
- **Funds available:** £22.8 million pound. Business can apply for £50,000 up to £1,500,000.
- **Duration:** 2019-2024
- **Target Area:** Countrywide: estimated that only 30% of the population has access to electricity leaving over 20 million people reliant on inefficient lighting and energy solutions.
- **Target:** 750,000 benefited from improved cookstoves, 750,000 will benefit from Solar Home Systems or minigrids, 15,000 businesses supplied with productive use energy and an additional funding of £20million mobilised
- **Objectives:** Improve and increase energy access for people and businesses, leverage the private sector's innovation and investment capacity, resulting in market growth of clean cooking solutions; solar home systems; and mini-grids.
- **How to apply, see website:** brilhomoz.com

Implementation Status



- Through off-grid solar market development programmes, SNV supported access to electricity for **3.9 million people** so far
- **BRILHO/Mozambique:**
 - First call for proposals launched in February 2020. The second call for proposals will be announced later this year.
- **KOSAP/Kenya:**
 - The Solar RBF Facility is implemented in 3 rounds. The first call for proposals (Round 1) was completed in 2019, 10 Solar Service will receive Ksh 300 million cumulatively and will be expected to sell about 165,000 solar products. Round 2 call for Proposal evaluation is ongoing. Round 3 will be announced later.
 - The Solar debt facility applications are on a rolling basis. The facility has funded one borrower with several other deals in the pipeline.



Liz Pfeiffer

Chief of Party – Technical, SAEP, Power Africa

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ARE ENERGY ACCESS INVESTMENT FORUM

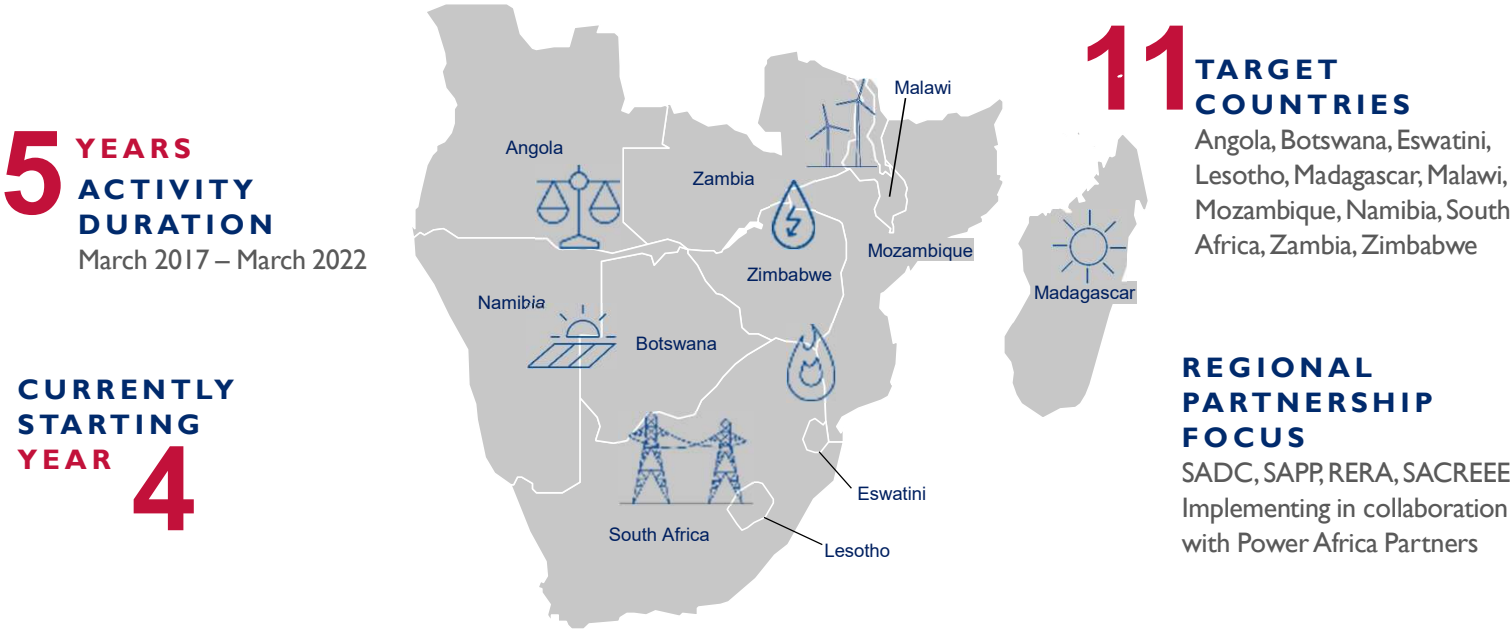
Pitching Session - Funding opportunities for DRE companies

USAID Southern Africa Energy Program – Decentralized Solar Grant Programs

March 2021

INTRODUCTION

The USAID Southern Africa Energy Program’s main objective is to assist in the development of **generation, transmission, and distribution** while promoting investment in the energy sector for a **brighter, more sustainable future**.



| Contact Information | Program Funding |
|---|---|
| <p>Liz Pfeiffer Southern Africa Energy Program – Chief of Party E: lpfeiffer@southernafricaenergy.org</p> <p>Akinwale Aboyade Regional Energy Officer, USAID/Southern Africa aaboyade@usaid.gov</p> | <p>SAEP is funded by the United States Agency for International Development (USAID), in support of the U.S. Government’s Power Africa Initiative. Power Africa brings together the collective resources of over 170 public and private sector partners to add more than 30,000 megawatts (MW) of new electricity generation capacity and connect 60 million new homes and businesses to power by 2030.</p> <p>USAID supports Power Africa through programs that bring together technical and legal experts, the private sector, and governments from around the world to work in partnership to increase the number of people with access to power.</p> |

SHS KICK-STARTER PROGRAM IN MALAWI

SAEP's SHS Kick-starter Program in Malawi brings together grants, working capital loans, and various technical assistance support to **accelerate SHS market entry and scale-up**

Overview of Kick-starter Program



Targeting up to 150,000 new connections from households purchasing solar home systems for first time



3+ year program active through end of 2021



Attracted numerous qualified SHS players that have committed to sales volume targets in return for access to a support package



Multiple supporting partnerships to provide financial and technical support to grantees and industry at large



Broader program funding, including technical assistance on:

- Design, launch, program management
- Operational support to SHS companies
- Industry-wide support

With a specific allocation of...



Results- based fixed grant funding for SHS companies

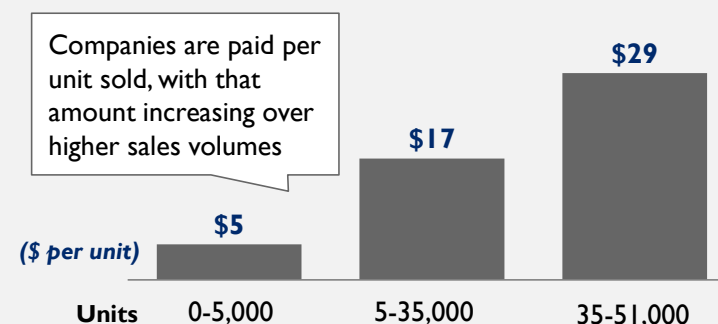
Power Africa Commitment

Portfolio of Support Provided

- **Direct grant funding**, paid on basis if units sold
- **Operational support**, focused on enhancing effectiveness of sales agents and teams, supporting geographic expansion
- **Access to working capital**, through introductions to financial institutions and ad hoc support in raising funding
- **Solar awareness campaigns**, in partnership w/ SunnyMoney *
- **VAT and duty exemptions** support at industry-level *

* Industry-wide support/available to non-grantees

Results-based grant is a fixed amount per unit sold that grows as a company scales



MADAGASCAR MINI-GRID GRANT PROGRAM

SAEP launched a \$1.2 million mini-grid grant program in May 2020 to support mini-grid developers with concessions from the Agency for Rural Electrification Development (ADER) to **raise funding to reach financial close**.

| The Challenge | SAEP Support | Anticipated Impact |
|---|---|---|
| <ul style="list-style-type: none"> Existing mini-grid developers are experiencing subsidy shortfalls as subsidies of up to 70% of capital costs were used to in developing their project financial models As a result, developers are struggling to complete and commission mini-grids and existing projects struggle to raise capital to connect additional customers | <ul style="list-style-type: none"> SAEP will provide up USD \$1.2M in grants to developers for equipment and outreach activities SAEP will accompany grant funding with tailored technical assistance to finalize project development, raise capital SAEP will assist mini-grid developers to package and publicize their successes | <ul style="list-style-type: none"> The grant will enable the implementation of new mini-grid projects as well as the expansion of mini-grids to new customers Most of the mini-grids will be based on clean technologies SAEP will help developers optimize operations, subject to available funding |

Target Beneficiaries

1 Developers with **temporary concessions** (e.g., API/AP2) that require **gap funding** to progress to procurement, construction and commissioning

2 Developers with **existing mini-grids** that require **expansion funding** to connect more customers (e.g., distribution line infrastructure extensions)



OTHER FUNDING OPPORTUNITIES

Highlighted below is a select set of additional funding opportunities – welcome input from other opportunities not listed

| Funding Opportunity | Description | Funding window(s) and contact detail(s) |
|---|---|---|
| Sustainable Energy Fund for Africa (SEFA) | Multi-donor trust fund administered by AfDB, anchored in commitment of USD 95m by Governments of Denmark, United States, and Norway to support small- and medium-scale Renewable Energy (RE) and Energy Efficiency (EE) projects in Africa ¹ | Expression of Interest form available under “Project Preparation” at https://www.afdb.org/en/topics-and-sectors/initiatives-partnerships/sustainable-energy-fund-for-africa ; for more details, SEFA@afdb.org |
| GET.invest Finance Catalyst | Links RE projects and companies with finance opportunities targeting small- and medium-scale RE opportunities in sub-Saharan Africa and the Caribbean ² | No current open funding opportunities, but they accept inquiries from funders and those seeking funding info@finance-catalyst.eu |
| Beyond the Grid Fund for Africa (BGFA) | Multi-donor facility that aims to build markets for off-grid energy to bring access to clean, affordable off-grid energy to at least 5 million people in Burkina Faso, Liberia, Mozambique and Zambia by 2025 ³ | BGFA1 – Mini/micro-grids and standalone solar in Zambia, Liberia, and Burkina Faso – closed 30 Oct 2020 BGFA2 – Mini/micro-grids in Mozambique – Open |
| UK-AID BRILHO Mozambique Program | Five-year grant and technical assistance program focused on supporting mini/micro-grid developers and companies that distribute clean cooking solutions and solar home systems ⁴ | Annual Call for Proposals for Market Development Fund (MDF), starting in February 2020, for up to 3 calls until 2022 https://brilhomo.com/how-to-apply |
| African Power Platform | Gathers all the stakeholders interested in the power sector in Africa and promote the relations between the public and private sectors ⁵ | No open funding opportunities but they accept inquiries from organizations looking for funding https://www.africanpowerplatform.org/grants@africanpowerplatform.org |
| Madagascar Off-Grid Market Development Fund (OMDF) | Fund to increase access to electricity in Madagascar via off-grid solar energy solutions ⁶ | First funding window submissions closed on 8 Dec 2020 http://www.bamboocp.com/investors +254 20 2000695 |

1. <https://www.afdb.org/en/topics-and-sectors/initiatives-partnerships/sustainable-energy-fund-for-africa>
2. <https://www.get-invest.eu/finance-catalyst/>
3. <https://beyondthegrid.africa/funding-rounds/>

4. <https://brilhomo.com/>
5. <https://www.africanpowerplatform.org/>
6. <https://www.bamboocp.com/bamboo-capital-partners-the-government-of-madagascar-and-the-world-bank-partner-to-launch-usd40-million-energy-access-fund-for-madagascar/>



Jean-Denis Collin

Regional Manager at [EDF ElectriFI](#)

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EDFI **ElectriFI**

The Electrification Financing Initiative

June 2020

EDFI Management
Company

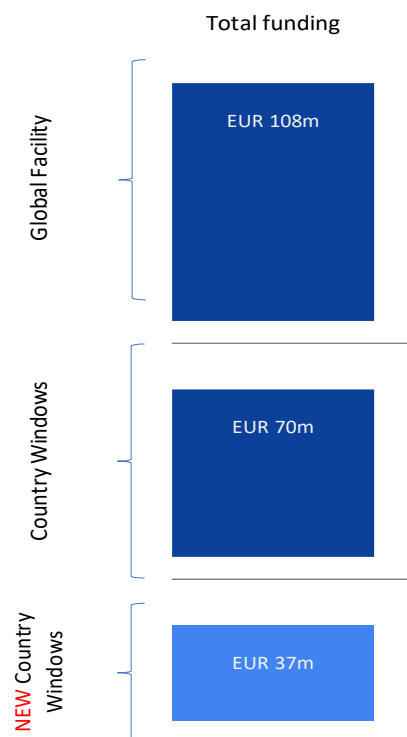
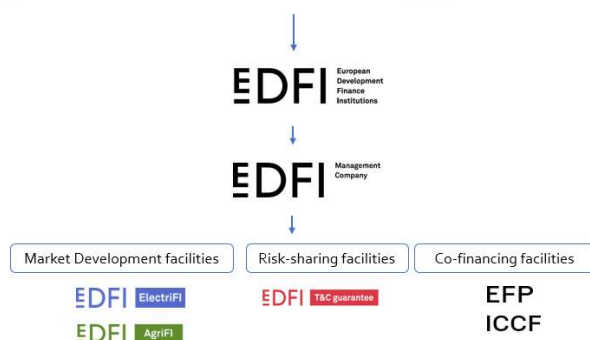


EDFI ElectriFI – The FACILITIES

EDFI ElectriFI offers 2 facilities combining a global reach (**ElectriFI Global**) and a tailor-made approach that responds to local needs (**ElectriFI Country Windows**)

EUR 215 m funding available for impact

- 1 Global Facility
- Country specific strategies for the Country Windows
- Managed by EDFI Management Company



Current country windows:

- Benin (EUR 4.2million)
- Pacific region (EUR 6.7 million)
- Côte d'Ivoire (EUR 8.3 million)
- Nigeria (EUR 25 million)
- Zambia (EUR 25.8 million)

NEW country windows:

- Burundi (EUR 8.6 million)
- Uganda (EUR 4.2 million)
- Eswatini (EUR 4.2 million)
- Kenya (EUR 20.6 million)

EDFI ElectriFI - FEATURES

Impact first investment facility dedicated to
access to clean energy

**Fit for
purpose &
scalable**



OFFERING FLEXIBLE PRODUCTS THAT MEET
THE SECTOR'S NEEDS

More than 60% of the portfolio is
invested in equity and quasi-equity

**Additional &
collaborative**



BUILDING AND ACCELERATING MARKETS
THROUGH PARTNERSHIPS

35% of the investments are co-
investments with EDFI's

**Go-to-place
for catalytic
investments**



INVESTING WHERE OTHERS CANNOT

ElectriFI's investments have
leveraged an extra EUR 250 million

Impact first



INVESTING IN CLEAN ENERGY ACCESS FOR
DEVELOPING COUNTRIES

> 50% of ElectriFI's portfolio is
invested in low income countries

Achievements

35 investments

EUR 70 million invested



1,000 kilotons of CO₂ avoidance



250 MW capacity installed



1,800,000 direct and indirect connections



1,200 GWh renewable energy per year



Case study – PEG Africa: Crowding in DFIs



ElectriFI aims to develop the energy market through partnerships by crowding in Development Finance Institutions and mobilizing private financiers.



84,000 beneficiaries | 3000 tons CO2 eq/year | 400 Mwh/year

Investment: USD 6.5 million junior debt to expand PEG Africa, a pay-as-you-go solar company in West Africa.

European DFI involvement: PEG was also the CDC Group's first investment in the 2X Challenge, an initiative of the development finance institutions of the G7 countries.



35% of the portfolio value
is co-financed with DFIs.

An additional **20%** of the
portfolio is being considered by
DFIs for follow-on investment.

Get in touch

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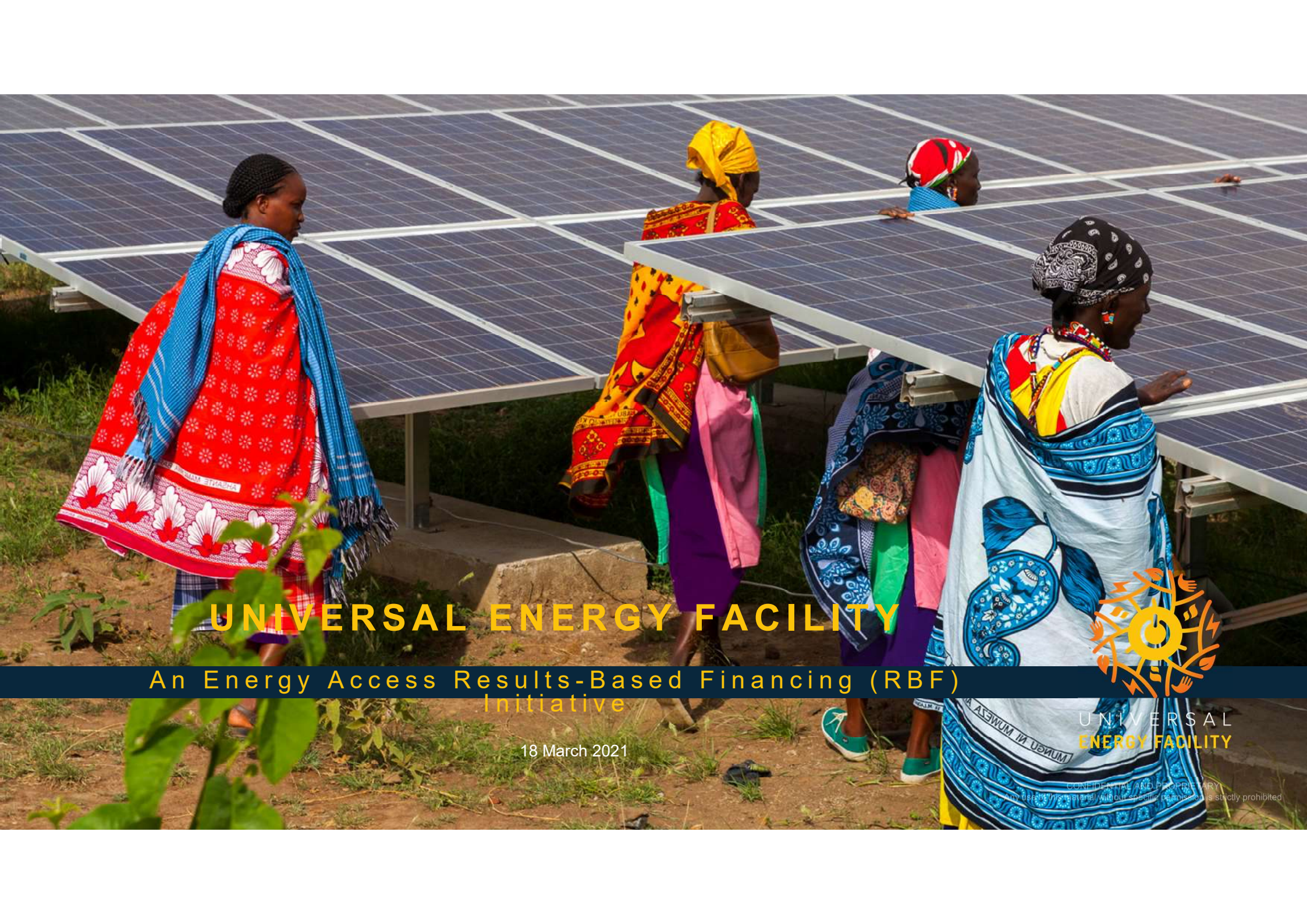




Ruchi Soni

Programme Manager, SEforALL

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UNIVERSAL ENERGY FACILITY

An Energy Access Results-Based Financing (RBF)
Initiative

18 March 2021



UNIVERSAL
ENERGY FACILITY

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The Universal Energy Facility's mission is to significantly speed up and scale up access to energy across Africa by providing results-based financing for verified connections

Scaling access, delivering impact

Implementing Partners

Shell Foundation | 



Programme Manager



Supported by



The financing vehicle: Universal Energy Facility (UEF)

Description

- ▶ A large **financing vehicle to provide RBF incentives for developers** of commercially viable off-grid solutions across Africa
 - ▶ Structured as an ongoing fund that will provide grants for verified connections
 - ▶ Online platform that ensures transparent and standardized criteria
 - ▶ Countries 'opt in' to participate with frameworks in place to support project development
 - ▶ **Long term model allows for regular reviews on efficiency, subsidy amounts and streamlines building cycles**

Key requirements

- ▶ Grant funding to build the UEF to a USD 500 million facility, **providing over 2.3 million new connections to clean, sustainable and affordable modern energy**
 - ▶ Technical Assistance to support new countries as they 'opt in' to the programme
 - ▶ Programme management support for the long-term operation of the facility
 - ▶ Grant amount will decrease overtime and will come from a diverse range of funders

Key results targeted

- ▶ Wave 1: Proof of concept
 - ▶ Over 130,000 new connections in 3 African countries within 18 months
 - ▶ USD 6 million funding secured
- ▶ Wave 2:
 - ▶ Over 115,000 connections
- ▶ Wave 3:
 - ▶ Over 2.3 million connections by 2023
 - ▶ USD 500 million (per USD billion raised)
- ▶ Replicable methodology that countries can use to build RBF internally



UEF application & approval process for mini-grids

Pre- Qualification Stage

A

Site Specific Stage

B

Grant Agreement Signing

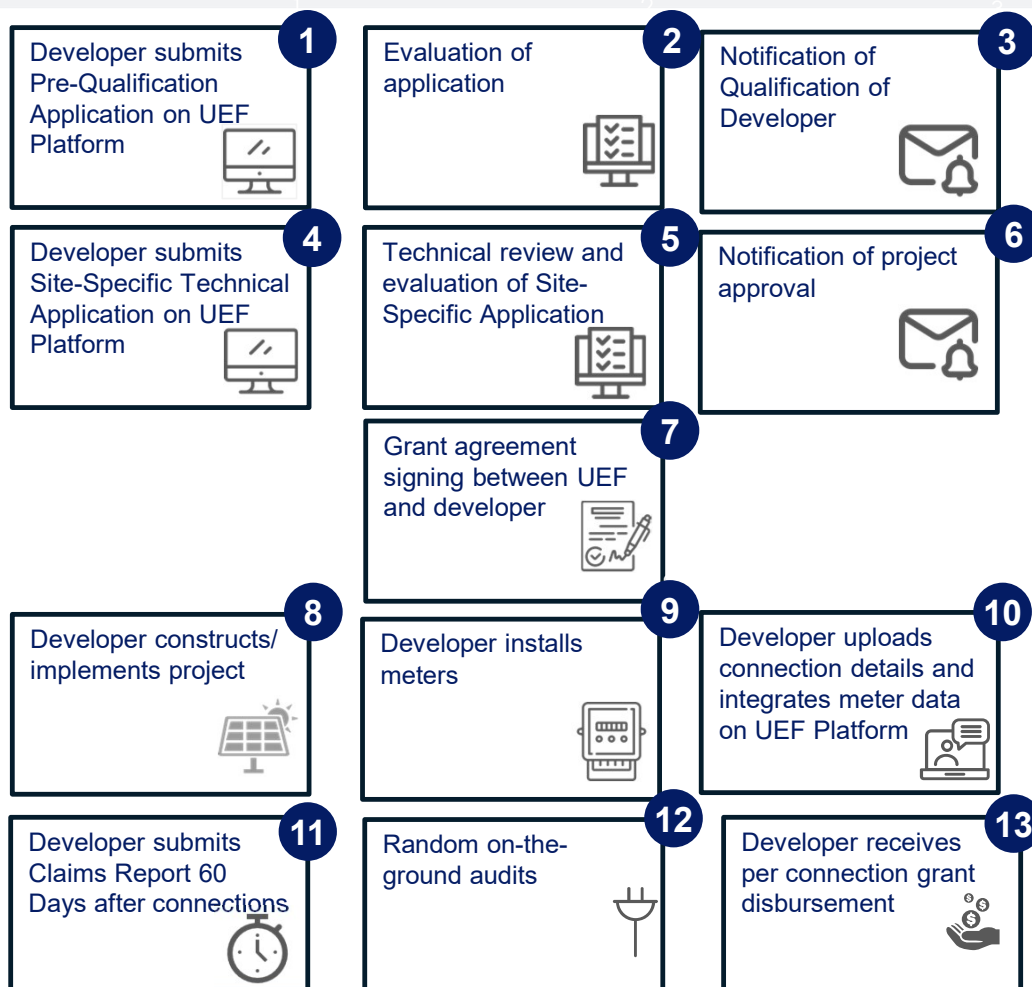
C

Build

D

Verification & Disbursement

E



Performance-based grant submissions

- If UEF requires more information from the developers, the applicants will be contacted – leaving the Project Stage marked as **Pending**
- Developer can resubmit connections for verification or continue via the claim dispute and or via a manual verification process.
- If the connection is deemed valid, the status will be updated to **Verified**
- Developers will alert UEF team of connections they believe were incorrectly marked as **Not Verified**
- If UEF Investment Committee approves the project, they will update the Project Stage to **Approved** in the Project Sharing tab.
- Once paid, the system will update Connection status to **Paid**
- If UEF Investment Committee declines the project, they will update the Project Stage to **Declined** in the Project Sharing tab.



Stakeholder benefits through the effective implementation of RBF

Un-energized populations

- ▶ Access to clean energy
- ▶ Increased deployment speed for rolling-out off-grid solutions and clean cooking
- ▶ Improved the commercial viability of off-grid solutions and clean cooking

Governments

- ▶ Clarity in what is required to make off-grid and clean cooking solutions successful in their market
- ▶ Technical advisory support
- ▶ Financing support that improve commercial viability

Climate change

- ▶ In line with the Paris Agreement
- ▶ Utilizing energy-efficient appliances
- ▶ Reduction in CO₂ emissions

Energy companies

- ▶ Ability to consistently build, instead of waiting for the next subsidy programme (key cost reduction driver)
- ▶ Greater clarity / clearer rules on what is required to access financing
- ▶ Standardized processes across countries

Donors & DFIs

- ▶ Option to deploy funds faster (instead of creating new programmes)
- ▶ Approach and data shared among donors to support unity

Private sector financiers

- ▶ Knowing a long-term, scalable subsidy facility exists makes investment decisions easier
- ▶ Improves commercial viability of projects



UEF Wave 1



Location



Funding

~6 million
USD secured
for subsidy
disbursement
at 433 USD



**Number of
connections**

Over 13,000
connections
expected
across the 3
countries



For further information, please contact:

Ruchi Soni
Programme Manager
Ruchi.soni@seforall.org





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ENERGY FACILITY

THANK YOU

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Per van Swaaij

Senior Vice President - Structuring Africa,
TCX Fund

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6th ARE EAIIF

March 2021

TCX

TCX Investors

A



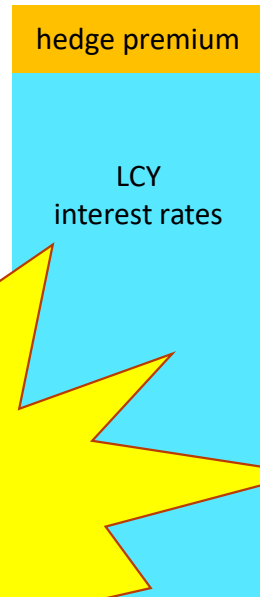
No comment..

“to fund vital infrastructure with foreign
currency is madness, OK? madness!

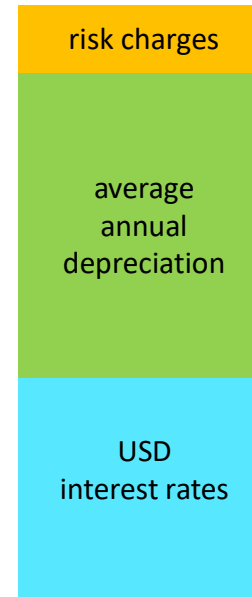
Credit Suisse Group AG Chief Executive
Tidjane Thiam
2015

USD vs LCY

LCY



USD

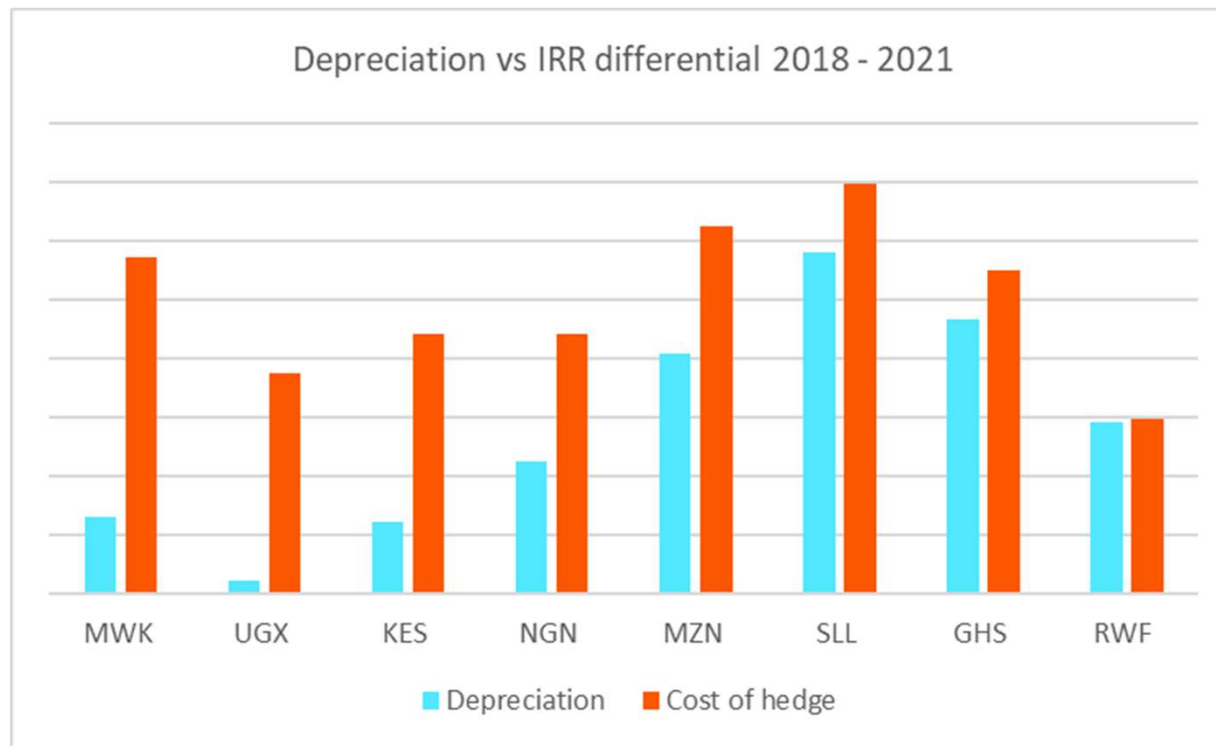


Cost %

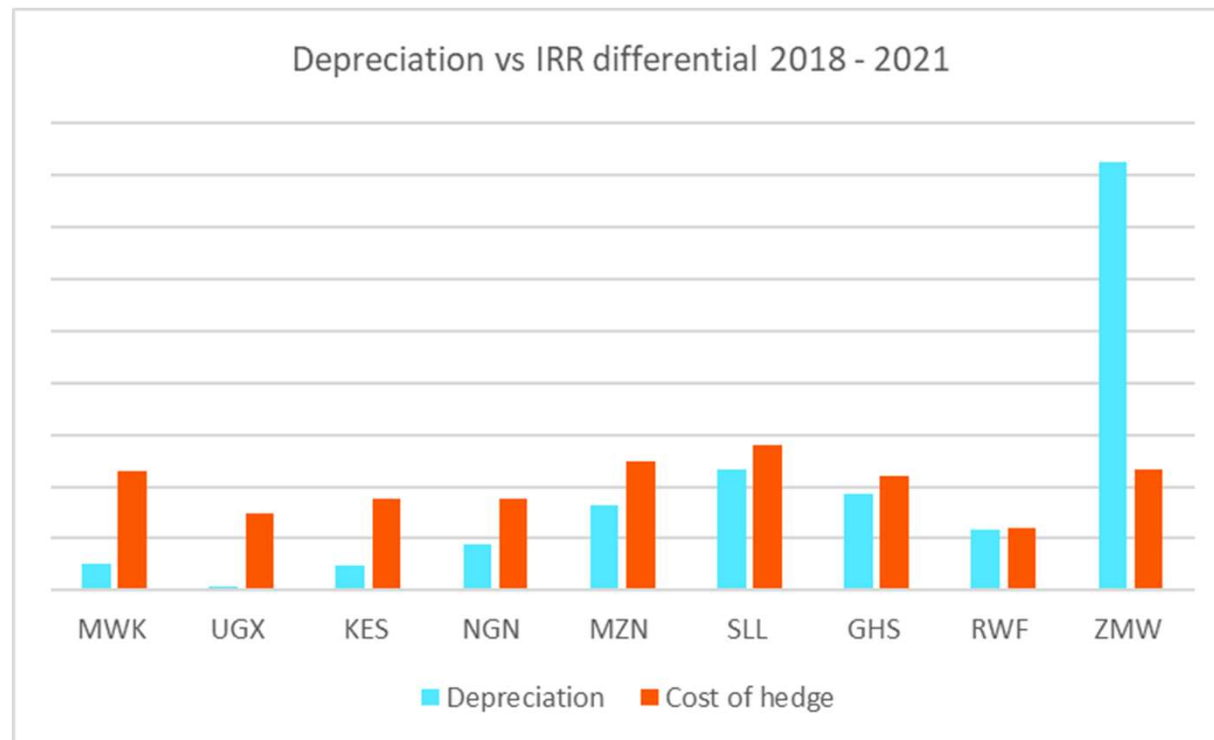


**STABILITY
AND
NO RISK !**

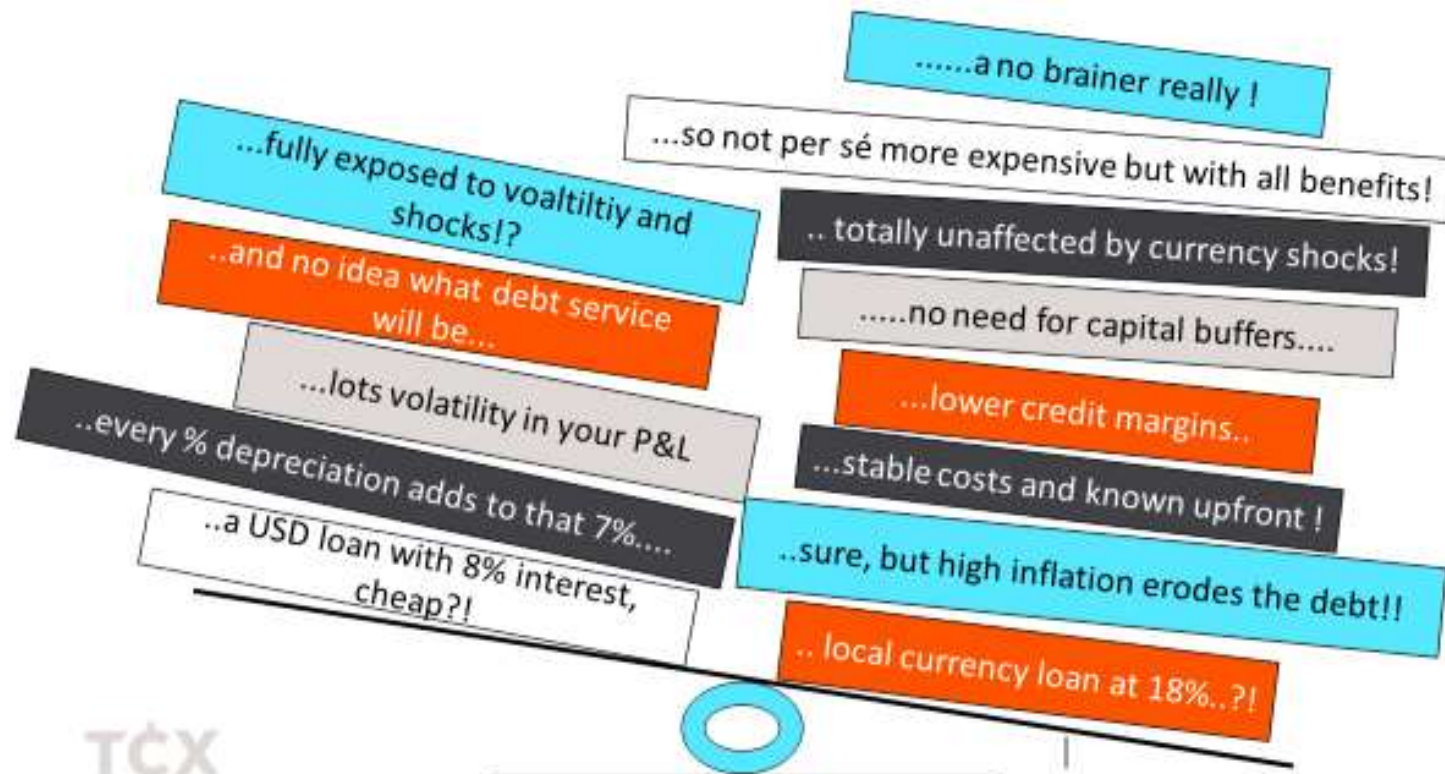
In hindsight..



In hindsight..



Should I finance my off-grid or mini-grid operation
in **hard currency**.....or in **local currency**.... ???





Thank you!