

# Technical Assistance

*Challenges and Solutions for Energy Access Companies  
in the Covid-19 Context*

A presentation on behalf of multiple TA providers

**Michael Franz**

Team Leader GET.invest

# Why Technical Assistance

- The Covid-19 crisis forces energy access companies to adapt and restructure and where necessary, to tap into existing support offers
- Technical Assistance means non-financial support, for example advice and coaching, training, know-how transfer, or direct support on specific issues
- The earlier in this situation TA is accessed, the better, as it allows for more time
  - To prepare for accessing relief funds
  - To manage incoming funds effectively
  - To find ways to deal with the crisis without incoming funds

# TA Needs Identified in Surveys

- Surveys have identified three broad clusters:
  - **Keeping the company in operations**, incl. business continuity and forecasting, management support, human resources and legal support
  - **Managing and accessing finance**, incl. re-negotiating existing funding and accessing new funds
  - **Flow of information** with peers, stakeholders incl. governments and clients, incl. peer to peer exchanges, advocacy and lobbying

## Open TA Facilities – Highlight I

# PFAN



The Private Financing Advisory Network is a global network of climate & clean energy financing experts, providing project development & investment facilitation services to early stage climate & clean energy projects

- Ensuring business continuity and access to relief & recovery funds
  - Liquidity & cost management
  - Rescheduling & renegotiation of existing facilities
  - Pivoting & re-positioning business models for “New Normal”
- Delivering support in Africa and Asia
  - First cohort (18 projects) active
  - Applications for second cohort open till August 2<sup>nd</sup>
- Modular, partnership model, working closely together with GET.invest



## Open TA Facilities – Highlight II

# GET.invest



GET.invest is a European programme to support investments in decentralised renewable energy. We have adapted our support and services in response to the crisis (sub-Sahara Africa, Caribbean):



### Finance Catalyst advisory support facility

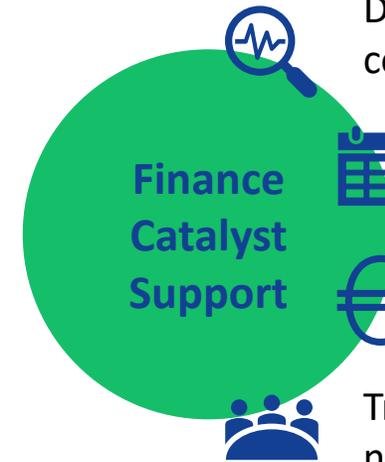
- Team: 25+ experienced advisors
- On demand, free of charge, incl. fast-track support
- **90+ active clients**



**Tools online:** business continuity, cash-flow/scenario modelling, more to come...



**Other activities:** events (incl. the Summit), webinars and trainings with associations, PFAN and others



Diagnosis and business continuity advisory



Financial scenario development and modelling



Restructuring existing and accessing new financing



Transaction advisory and negotiation support



# Available TA Offers – How to Find Them

- **GOGLA Bridge**: searchable database of support offers, inc. TA and financing
- **Energy Access Relief Fund website** and list of available TA sources
- Joint **mapping of Covid-19 support opportunities** of PFAN and GET.invest and many other such efforts

## **Why your input matters:**

- Surveys, the work of the associations, as well as the exchange through the relief fund working groups have been key to inform TA work and design of support
- Please share what TA support you need, and how to support you even better!