

# GVEP International

## An Overview



**ACCELERATING ACCESS TO ENERGY**

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# GVEP International Overview



- **Background:** Launched in 2002 as a World Bank initiative; spun-out as an NGO in 2006. 85 staff, 70+ in Africa.
- **Locations:** HQ in London (UK); field offices in Kenya, Tanzania, Uganda, Rwanda, and Senegal.



- **Mission:** To support businesses that deliver access to energy in developing countries.
- **Value Proposition:** The impact of private sector businesses is greater and longer lasting than traditional aid.



- **Org Structure:** Two teams supporting businesses – country teams (5 countries) and advisory team (Nairobi)
- **Impact:** Leveraged >\$38 million of donor funding over 7 years; 62 clients have raised \$70m of debt, equity, grants.

# GVEP International

## Collaborating with broad network of partners



### Funding Partners



### Program Partners



# GVEP International

## Our role in energy sector development



Challenge	GVEP Services	Objective
<p><b>Electrification in sub-Saharan Africa depends on SMEs:</b> Small, “infrastructure-light”, distributed solutions by SMEs will be a significant part of the solution in SSA</p> <p><b>Lacking enabling resources:</b> Yet, resources required to enable SMEs to thrive are lacking in SSA</p>		<ul style="list-style-type: none"> <li>✓ Help companies overcome gaps in enabling environment</li> <li>✓ Address challenges in early stages of growth</li> <li>✓ Support to achieve traction in customer market and amongst capital providers</li> <li>✓ Enable to scale-up in order to become sustainable</li> </ul>

# GVEP International Activities



**SME Advisory:** Strategic planning; operations/logistics support; technical advice; financial planning and analysis; marketing and sales support; M&E advisory/impact assessment; project development support.



**Micro-Enterprise Capacity Building:** Business skill capacity building and mentorship; technology training; market building activities; support to increase the productive use of energy.



**Market Research:** Research conducted and published related to cookstoves and briquettes, solar-enabled mobile phone charging, solar product demand.

## Access to Finance

- Investment readiness analysis and advisory on capital structuring.
- Introductions to providers of grants, debt and equity.
- Lending facilitated by loan guarantees.
- Access to micro-finance loans from MFIs and saccos
- Training of financial institutions e.g. MFIs and commercial banks.
- Delivery of grants for proof of concept/R&D, project development, capex subsidies, marketing, and working capital.

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# Advisory Services

## Support for energy sector on multiple levels

### Business Advisory

- › **Business consulting:** Incubation; advice on strategic, operational, technical and financial issues, and where appropriate, support on implementation.
- › **Project development advisory:** Advice on the development and financing of small power infrastructure projects (e.g. mini-grids).
- › **Capital raising:** Analyses of investment readiness and bankability, introductions to financiers, transaction advisory (term sheet negotiation, valuation, etc.), and support on grant applications.
- › **Partnership support:** Identification and facilitation of potential strategic or operational partnerships.
- › **Customized projects:** Specialized strategic consultancy projects.

### Analysis and Advocacy

- › **Market analyses:** Analyses of regulatory regimes, technologies, capital markets.
- › **Knowledge sharing:** Market research on technologies or business models.
- › **Donor advisory:** Donor support on the development and implementation of initiatives.
- › **Policy advocacy:** Advocacy to regulators and policymakers on appropriate energy policies.

GVEP works on several levels to support the development of the energy access sector, but our focus is on advising companies on the ground.



# Advisory Services

## Key team members



**Shashank Verma**

*Head of Advisory Services*

Business Advisory, Entrepreneurship, Bio-Energy  
Pamoja Cleantech, CleanStar Energy



**Wakar Kalhoro**

*Financial Access Manager*

Project finance law, energy finance  
StanChart, Hogan Lovells, Allen & Overy



**Linda Onyango**

*SME Advisor*

Business Advisory, Agro-value chains, Finance  
KPMG, PWC



**Abishek Bharadwaj**

*SME Advisor*

Advisory, Mini-grids, Business Modeling  
cKinetics, Cerena Foundation, Gram Vikas,



**Felix Magaju**

*CIC Manager*

Energy Enterprise Development  
Enclude, Integral Advisory



**Makena Ileri**

*SME Advisor*

Engineering, Energy consulting, Advisory,  
Buro Happold, Atkins (UK), Junior Achievement



**Matthew McShane**

*SME Advisor*

Advisory, Finance, R&D  
RBS, Hargreaves Lansdown

# Advisory Services

## Representation of GVEP's financing network



Donors	Investors	Lenders	Infrastructure

# Advisory Services

For companies at all stages of growth



	Ideation	Pilot	Validation	Growth	Scale
<b>Description</b>	Idea/technology, but no pilot to demonstrate; no operations.	Pilot ready; funded by grant or “friends/family” equity.	Pilot project underway; business model yet to be proven as viable.	Proven model; focus on raising capital and scaling up.	Track record/proven model; scaling up operations.
<b>Needs</b>	A compelling business proposition to secure pilot funding.	Expertise in structuring pilot project. Identify sites and local field partners.	Analyses of pilot data; development of refined, follow-on pilots; financing support.	Refined investor materials, capital structuring; investors, lenders, field partners.	Strategic advice for geographic expansion, recruitment of new staff, or broadening of product offering.
<b>Support</b>	<ul style="list-style-type: none"> <li>• Business Advisory</li> <li>• Capital Raising</li> </ul>	<ul style="list-style-type: none"> <li>• Business Advisory</li> <li>• Capital Raising</li> <li>• Partnerships</li> </ul>	<ul style="list-style-type: none"> <li>• Business Advisory</li> <li>• Capital Raising</li> <li>• Partnerships</li> </ul>	<ul style="list-style-type: none"> <li>• Business Advisory</li> <li>• Capital Raising</li> <li>• Partnerships</li> </ul>	<ul style="list-style-type: none"> <li>• Customized Projects</li> </ul>
<b>Milestone</b>	Concept note or executive summary.	Financed pilot ready to launch.	Business plan with proven unit economics.	Company processes, systems, and team in place to scale-up.	Continued growth and expansion.

# Advisory Services

## For project developers and investors



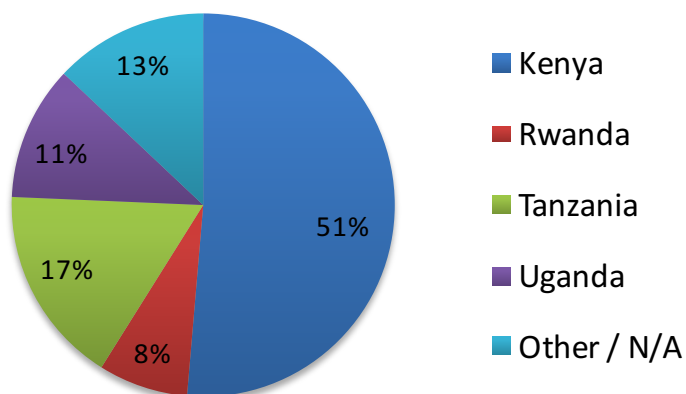
	Project Developers	Investors
<b>Description</b>	Developers of <10 MW solar, hydro, wind, biomass, or biogas power projects selling to utility or direct via mini-grid.	Potential or current investors in social enterprises or project developers in the off-grid energy sector.
<b>Needs</b>	<p>Expertise in the local environment (regulatory factors, local partners, etc.).</p> <p>Technical expertise for project design. Advice on operational arrangements, legal structuring, and financing.</p>	Support identifying or assessing opportunities, managing and adding value to existing portfolio companies.
<b>Support</b>	<p>Advice on all stages of project development including regulatory approvals, ESIA, PPA, equipment procurement, and O&amp;M arrangements.</p> <p>Financial modeling of project economics.</p> <p>Preparation for, and advice during, the process of raising debt, equity, and grant-based infrastructure finance.</p>	<p>Current perspectives on the pipeline of opportunities by country, technology, etc.</p> <p>Third-party insights which support or challenge investment theses.</p> <p>Risk mitigation instruments or grant subsidies to de-risk/enhance returns of an investment.</p> <p>Identification of co-investors, consultants, and other relevant partners or advisors.</p>

# Advisory Services

## Portfolio of engagements

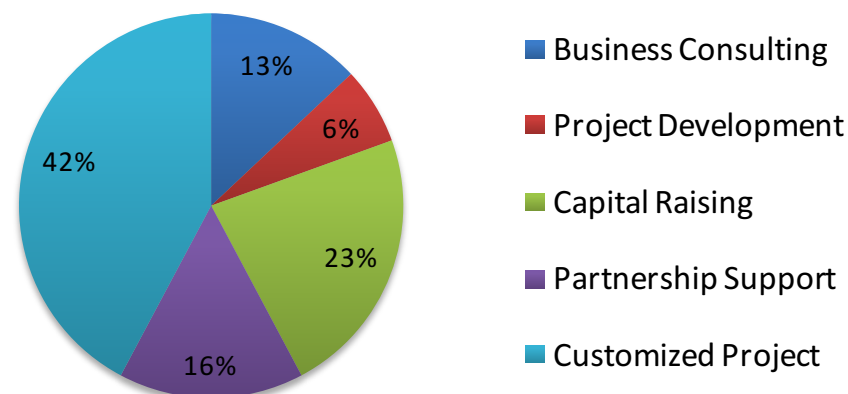
- Since 2013, the Advisory Services team has advised over 100 SMEs and project developers on a range of projects related to strategy, operations and financing; we maintain a core portfolio of approximately ~50 businesses with continue to work with closely
- We have also worked with more than 30 banks, funds, incubators, and DFIs on various projects

**By Country**



› **Specialized in East Africa:** >50% of projects are in Kenya, reflective of market activity.

**By Engagement Type**



› **Customized projects:** many engagements involve customized advice as required by clients.

# Advisory Services

## Client feedback

- “GVEP has been extremely helpful in providing input in financial management, introductions to relevant funders, insights on our strategic plan, and input on our financial model – all critical in helping us move forward. Several successful new partnerships would not have been possible without their help.” – *Eve Meyer (PowerGen Renewable Energy - Kenya)*
- “There has been a long relationship with GVEP. The team right now demonstrates strong interest in our business model and a proactive approach towards supporting our company to overcome key hurdles to growth.” – *Willem Nolens (SolarNow – Uganda)*
- “I have found the GVEP advisory team members very supportive and professional to work with.” – *Arjan Coenradie (Q Energy Consultants – Uganda)*
- “We work very effectively and strongly together.” – *Gungor Kara (Prosonergy – Tanzania)*
- “Our experience with the GVEP Advisory Services team has been fantastic.” – *Kenneth Ochieng (Ezylife – Kenya)*
- “The expertise provided was invaluable.” – *Mark Foley (Sincronicity – Tanzania)*

## Contact Details

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