

Africa-EU Renewable Energy Cooperation Programme

Creating opportunities for renewable energy



RECP FINANCE CATALYST

The Finance Catalyst links renewable energy projects to finance opportunities, targeting small to medium scale projects (0.5 MW – 50 MW) in sub-Saharan Africa. Our team of experts is tasked to (a) enhance project quality, (b) assist with financial structuring and (c) make connections between project developers seeking financing and financiers seeking viable projects. As a key component of the Africa-EU Renewable Energy Cooperation Programme (RECP), it is designed to complement existing instruments geared to identify, support and promote viable project proposals.

The Challenge

We aim to assist private sector driven projects in the on-grid as well as the off-grid space. Whether corporate embedded RE production projects or limited recourse financed IPPs, mini-grids or solar home system businesses, aspiring DESCOs and ESCOs, our team can bring projects with strong underlying fundamentals to financial close. We are technology agnostic and have dealt with wind, solar, hybrid, hydro, biomass and biogas projects using a variety of business models.

Many of these projects are challenging for financiers. Project developers often lack the experience or time to connect with the right financier resulting in high transaction costs and few projects reaching financial close.

The RECP Finance Catalyst Solution

The Finance Catalyst works for project developers and connects worthy projects to the universe of development finance institutions, impact investors and commercial lenders all of which know our team of experts. The Finance Catalyst delivers a lean and competent implementation set-up and a transparent non-bureaucratic access point, and an à la carte portfolio of services:

- » Web-based overview of available financing instruments for project developers;

- » Structuring support advising on essential aspects of business case and financing models;
- » Development support providing guidance on the necessary steps of project development and ensuring completeness and quality;
- » Access to finance support to identify appropriate financing options for specific projects and to align project documentation with these requirements;
- » Transaction support to assist with all aspects of the financing transaction, financial models, term sheets, agreements and the fulfilment of conditions precedent.

Technically and financially, each project is different. We are not trying to standardize, but to use our experience to deploy flexibly and accelerate the process.

Contact

All contact should be initiated through our website at www.africa-eu-renewables.org. More information about modalities, scope of support and eligibility criteria, as well as access to the Finance Catalyst service via a submission form on a secure server, can be obtained on the website.

The Finance Catalyst team is headed by **Paul van Aalst** (paul@finance-catalyst.eu) – team leader and **Michael Feldner** (michael@finance-catalyst.eu) – finance expert, based in the Netherlands and South Africa respectively.

About the RECP

The Finance Catalyst is an integral part of the Africa-EU Renewable Energy Cooperation Programme (RECP). The RECP is a multi-donor programme, currently supported by the European Commission, Austria, Finland, Germany, and the Netherlands. We support African partner countries in developing renewable energy markets.

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