ARE

Dealroom Host Profile

GID 2026 Edition
24 & 25 September

ARE

BIO Invest

BIO
Investing in
a sustainable future

HQ Based in:
Belgium

Organisation type:
Development Finance Institution

Contact:
Anton Tran
Investment Officer - Infrastructure department
anton.tran@bio-invest.be

Organisation description

BIO invests in small and medium-sized enterprises, financial institutions, and infrastructure projects, contributing to socio-economic growth in developing countries.

Offer / opportunities

- Instrument: senior or junior debt (preferred), equity and mezzanine (case-by-case basis)
- Amount: equivalent of EUR 3 to 25 M (depending on the structure - corporate vs project financing and depending on the presence of other co-lenders)
- Currency: EUR, USD or LCY (hedged through TCX)
- Tenor: patient capital up to 18 years (no working capital or revolving facilities)
- Grace period: up to 3 years
- Pricing: commercial pricing (no concessional) expressed in margin over SOFR / Euribor (fixed or floating available)
- Technical assistance: up to EUR 250k per client with existing financing relationship (on a cost sharing basis) for capacity building
- Structure: corporate financing or project finance (SPV)
- Others: able to structure transactions alone or in syndications
- Link: https://www.bio-invest.be/en/how-we-invest

Primarily looking to engage in:

- Productive use of RE projects
- C&I electrification projects
- Mini-grid / DRE projects
- EPCs / project developers

CEI Africa

HQ Based in:
The Netherlands

Organisation type:
Investor

Contact:
Sascha Huijsman
CL Window lead - CEI Africa
shuijsman@triplejump.eu

Organisation description

CEI Africa was established by KfW on behalf of the German Federal Ministry for Economic Cooperation and Development in 2021 to improve access to energy for rural households and enterprises in Sub-Saharan Africa. In 2022 the Swiss Agency for Development and Cooperation (SDC) joined as Contributor to CEI Africa.

Offer / opportunities

The managing consortium of CEI Africa works with financers, off-grid solar and mini-grid experts, to develop investment solutions that bridge the financing gap in the most challenging access to energy sub-sectors.

We offer:

- debt,
- (quasi)equity
- technical assistance.

Primarily looking to engage in:

- Productive use of RE projects
- Mini-grid / DRE projects

EDFI MC- ElectriFI

ElectriFI by EDFI Management Company

HQ Based in:
Belgium

Organisation type:
Development Finance Institution

Contact:
Quentin De Hoe
Fund Manager - Head of ElectriFI
q.dehoe@edfimc.eu

Organisation description

The Electrification Financing Initiative (ElectriFI) is a blending facility funded by the European Union and managed by the EDFI Management Company. ElectriFI aims to unlock, accelerate and leverage private sector investment to increase or improve access to affordable, reliable, sustainable and modern energy in developing countries.

Offer / opportunities

- Instruments offered: Debt and equity investments (blending facility funded by the European Union, managed by EDFI Management Company). ElectriFI does not provide grants or concessional financing.
- Investment range: Average ticket size of EUR 2–5 million per transaction.
- Risk appetite / stage focus: Early-stage companies and projects seeking to increase or improve access to affordable, reliable, sustainable and modern energy
- Co-investment requirement: ElectriFI seeks to catalyse other investors and requires co-investors to cover at least 50% of any given transaction
- Geographic scope: Investments limited to Benin, Côte d'Ivoire, Zambia, Nigeria, Kenya, Uganda, Eswatini, Mozambique, DRC, Togo, and Lesotho.

Primarily looking to engage in:

- Productive use of RE projects
- C&I electrification projects
- Mini-grid / DRE projects
- EPCs / project developers

Embassy of DRC

AMBASSADE
DE LA RÉPUBLIQUE DÉMOCRATIQUE DU CONGO
PRÈS LE ROYAUME DE BELGIQUE
LE ROYAUME DES PAYS-BAS
LE GRAND-DUCHÉ DU LUXEMBOURG
ET MISSION AUPRÈS DE
L'UNION EUROPÉENNE

HQ Based in:
Belgium

Organisation type:
Embassy / Consulate

Contact:
Nchinga Nimilongo Valère
Conseiller
valere.nchinga@ambardc.be

Offer / opportunities

The DRC offers unique opportunities to process its raw materials locally and build a sustainable economy.

1. 70% of the world's cobalt
2. Africa's leading copper producer
3. Vast lithium deposits
4. Africa's greatest hydropower potential, thanks to the Congo River (Grand Inga project)
5. (Recycling and material recovery) The DRC has recently strengthened its legal framework by formally recognising green trades and jobs through an interministerial decree.
6. (Carbon credits and agroforestry) The world's second largest tropical rainforest

Primarily looking to engage in:

- Productive use of RE projects
- Energy storage projects
- EPCs / project developers
- Public-private partnerships
- Market-entry / strategic partnerships
- Community engagement, permissions and local energy programmes
- ESG programmes

FMO

FMO
Entrepreneurial Development Bank

HQ Based in:
The Netherlands

Organisation type:
Development Finance Institution

Contact:
Robert Voskuilen
Energy Manager
R.Voskuilen@fmo.nl

Organisation description

As the Dutch entrepreneurial development bank, FMO has 50+ years of expertise in sustainable private sector investments in emerging markets.

Offer / opportunities

FMO offers offers debt financing for utility scale RE projects and RE portfolio financing solutions. FMO offers project finance and corporate finance.

Primarily looking to engage in:

- C&I electrification projects
- Energy storage projects

GET.invest Finance Catalyst

HQ Based in:
Global

Organisation type:
Financial Advisory Services

Contact:
Caroline Nijland
Senior financial advisor
Caroline@finance-catalyst.eu

Organisation description

GET.invest is a leading European programme that mobilises investment in clean energy, closing the gap between finance demand and supply. Since 2016, GET.invest has supported over 650 projects and companies on their journey to financial close – driving energy market development and unlocking partnerships and investment.

Through tailored advisory services, it empowers clean energy project and business developers. At the same time, their collaborative approach creates opportunities for financiers and partners to engage in impactful, bankable ventures. They advise on the full spectrum of clean energy initiatives – from smaller, innovative ventures to utility-scale infrastructure projects.

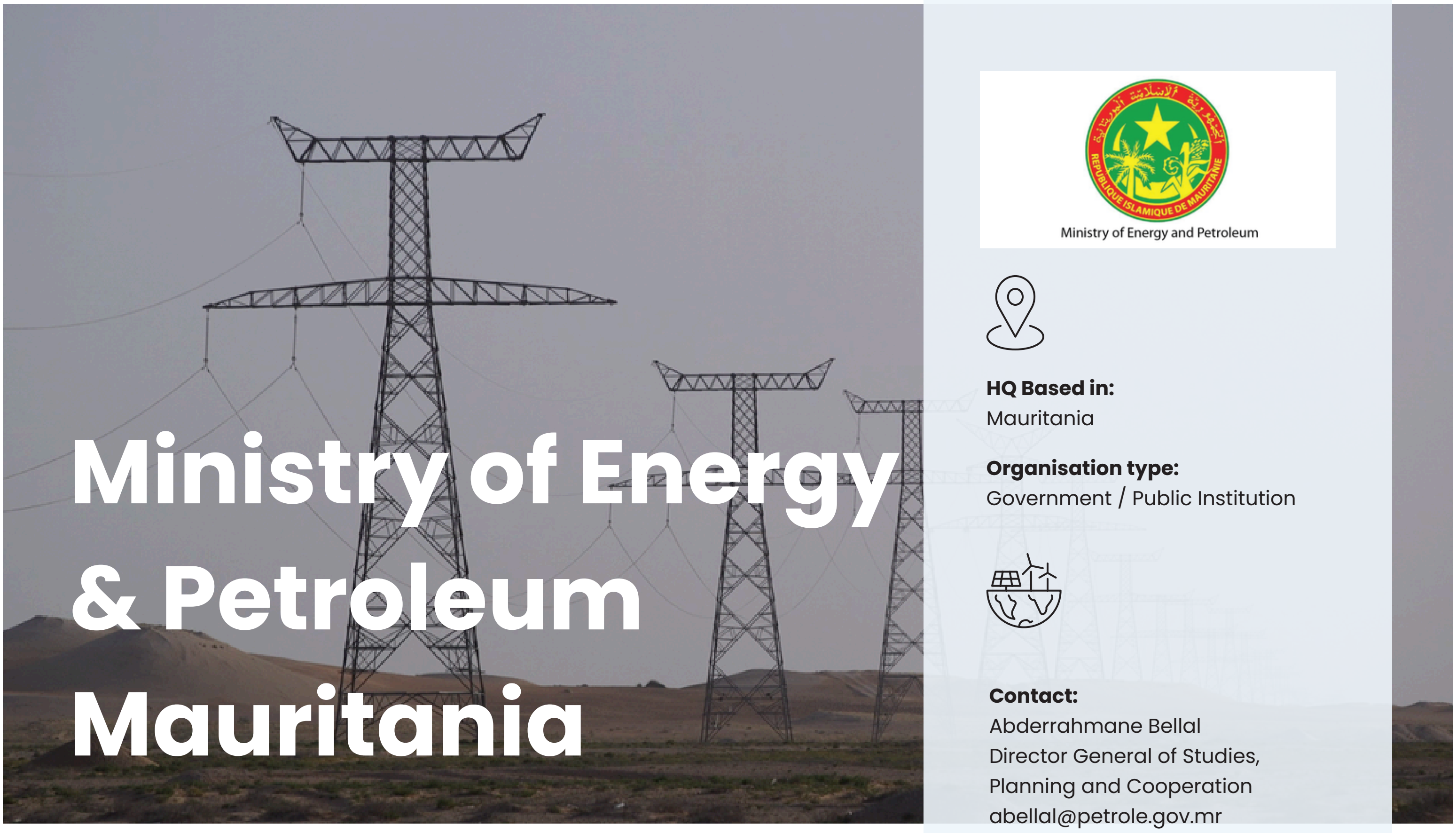
Offer / opportunities

GET.invest Finance Catalyst offers free, confidential and tailored advisory support to help clean-energy projects and companies become investment-ready and connect with suitable financiers.

They support financial modelling, transaction structuring, investor documentation and access to appropriate financing instruments.

Primarily looking to engage in:

- Productive use of RE projects
- C&I electrification projects
- Mini-grid / DRE projects
- Energy Storage projects
- Technology providers / manufacturers
- EPCs / project developers



Ministry of Energy & Petroleum Mauritania

Ministry of Energy and Petroleum

HQ Based in:
Mauritania

Organisation type:
Government / Public Institution

Contact:
Abderrahmane Bellal
Director General of Studies, Planning and Cooperation
abellal@petrole.gov.mr

Organisation description

The Ministry of Petroleum and Energy is responsible for the development and implementation of government policies in the fields of petroleum and energy. Its duties include the formulation of national policies regarding hydrocarbons and energy, overseeing the exploration, production, and commercialization of hydrocarbons, as well as the development and exploitation of traditional and renewable energy sources.

Offer / opportunities

Investment opportunities in Mauritania's rapidly developing energy sector, with a particular focus on renewable energy (solar and wind), electricity generation and transmission, energy storage, green hydrogen and its derivatives.

Opportunities for Public-Private partnerships, project finance and direct investment in projects supporting Mauritania's objective of achieving universal electricity access and increasing the share of renouvelable energy in the electricity mix to 70% by 2030.

Strategic partnerships for green hydrogen and derivatives, gas-to-industry, petrochemicals, and local value creation.

The Ministry seeks to engage with international investors, financial institutions, developers and technology providers through equity, debt/project finance, PPPs and technical partnerships.

Primarily looking to engage in:

- Productive use of RE projects
- C&I electrification projects
- Mini-grid / DRE projects
- Public-private partnerships
- Community engagement, permissions and local energy programmes

NOA

HQ Based in:
France

Organisation type:
Investor

Contact:
Antoine Veyre
Senior Financial Advisor
antoine@noa-invest.com

Organisation description

NOA is a platform dedicated to financing decentralized energy in Africa. It seeks to respond to issues surrounding energy access for local stakeholders, such as SMEs and communities seeking reliable and clean solutions for offgrid electrification.

Offer / opportunities

Equity investment, strategic partnerships

Primarily looking to engage in:

- Productive use of RE projects
- C&I electrification projects
- Mini-grid / DRE projects
- Software / digital solutions
- EPCs / project developers
- Market-entry / strategic partnerships

Oikocredit

HQ Based in:
The Netherlands

Organisation type:
Investor

Contact:
Henna Savolainen
Senior Investment Officer
hsavolainen@oikocredit.org

Organisation description

Oikocredit is a social impact investor and cooperative society that offers loans or investment capital for microfinance institutions, cooperatives and small and medium-sized enterprises in developing countries.

Offer / opportunities

- Oikocredit provides financing solutions focused on financial inclusion, agriculture, and renewable energy
- Renewable Energy team supports climate resilience infrastructure and energy efficiency projects, including: Distributed Renewable Energy (DRE), Clean cooking solutions, E-mobility, Commercial & Industrial (C&I) energy projects
- Focuses on helping SMEs in reducing fossil fuel dependency and improving access to affordable and sustainable energy
- Geographic coverage: Sub-Saharan Africa, Asia, Latin America & the Caribbean
- Financing instruments: Senior secured debt, Equity investments (selectively), Capacity-building support
- Debt Financing Parameters. Ticket size: EUR 2m - EUR 10m, Products: Corporate working capital loans, Project finance, Currencies: EUR, USD, Local currency (where available), Tenor: 3-10 years
- Website: www.oikocredit.org

Primarily looking to engage in:

- Productive use of RE projects
- C&I electrification projects
- Mini-grid / DRE projects
- Energy storage projects
- EPCs / project developers

PIDG

Private Infrastructure Development Group

HQ Based in:
UK

Organisation type:
Development Finance Institution

Contact:
Lorna McNae
Senior Communications Manager
lorna.mcnae@pidg.org

Organisation description

The Private Infrastructure Development Group (PIDG) mobilises private investment in infrastructure in frontier markets, accelerating climate action and sustainable development where most urgently needed.

PIDG is a multilateral organisation governed by donors from six countries.

Offer / opportunities

- PIDG provides equity investment, guarantees, debt finance, and technical assistance as required across the project development lifecycle.
- You can find out more about the solutions we offer here: www.pidg.org/our-solutions/
- Our indicative ticket size is USD 5m – 25m (EUR 4m-21m)
- We operate across Africa, south, and southeast Asia with a focus on emerging markets and developing economies, including least developed countries (LDC), fragile and conflict affected states (FCAS).
- We have been operating for 25 years and have expertise across a number of renewable technologies – on- and off-grid solar, hydro, wind, and geothermal energy as well as productive use - electric mobility, cold-storage, etc.

Primarily looking to engage in:

- Productive use of RE projects
- C&I electrification projects
- Mini-grid / DRE projects
- Energy Storage projects
- EPCs / project developers
- Public-private partnerships

TCX Fund

HQ Based in:
The Netherlands

Organisation type:
FX hedging and local currency solution provider

Contact:
Roy Forney
Structuring & Sales
r.forney@tcxfund.com

Organisation description

TCX is a special purpose fund providing currency risk management products to investors active in frontier and emerging markets. This unique fund focuses on currencies and maturities which are not covered by regular market providers. For more information, please visit our website or contact us directly.

Offer / opportunities

TCX hedges currency risk to contribute to more sustainable development in emerging and frontier markets.

Its solutions consist of financial instruments – swaps & forward contracts – that enable allow lenders or borrowers structure financing in their own currency, while shifting the currency risk to TCX.

They are therefore protected from any currency volatility. This is particularly relevant in sectors with financing mainly available in USD while revenues are generated in local currency.

Primarily looking to engage in:

- Productive use of RE projects
- C&I electrification projects
- Mini-grid / DRE projects
- Energy storage projects

UNIDO

HQ Based in:
Austria

Organisation type:
Government / Public Institution

Contact:
Christopher Hope
Energy Transition Specialist
c.hope@unido.org

Organisation description

UN Industrial Development Organization (UNIDO) is the UN's specialized agency mandated to promote sustainable industrial development globally, with a focus on emerging markets and developing economies (EMDEs). UNIDO's Energy and Climate Action (ECA) Division, which will be present at GID 2026, is responsible for the promotion for (1) the development of clean energy technologies (such as wind and solar), (2) the deployment of said technologies (including the development of grids and storage), and (3) the application of these technologies to promote the decarbonization of industry (such as in the steel, cement, and chemical sectors).

Offer / opportunities

TUNIDO works closely with industry, investors, governments, and civil society to promote green industrialization and regularly seeks partners both for bilateral projects and for involvement in multilateral initiatives that UNIDO supports. For instance, at COP31 UNIDO will support the launch of the Global Green Industrialization Agenda (the GGIA), a voluntary mechanism based in UNIDO that will serve as the UN's centre of gravity for global green industrialization efforts. The GGIA will work to scale support to governments and the private sector, with a focus on finance, market creation, technology development, and industrial strategy/state capacity.

We seek engagement with industry, investors, governments, and civil society interested in collaborations with the UN to advance green industrialization, in particular those working in EMDEs.

Primarily looking to engage in:

- Productive use of RE projects
- C&I electrification projects
- Mini-grid / DRE projects
- Energy storage projects
- Technology providers / manufacturers
- Public-private partnerships
- Non-governmental organisations / civil society organisations

Alliance for Renewable Electrification
Rue d'Arlon 63-67
1040 Brussels
Belgium
are@ruralelec.org
www.renewelec.org