Global Gateway

SRMI Sustainable Renewables Risk Mitigation Initiative

UNIVERSITY OF CAPE TOWN GSB POWER FUTURES LAB

GET.transform Transforming Energy Sectors Globally

From Policy to Bankable Projects

Scaling Renewable Energy Procurement Across Africa



IMPACT CASE STUDY

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Introduction

In this series of **Impact Case Studies**, GET.transform sheds light on the tangible and lasting results of advancing energy transitions in partnership with high-impact countries and regions. Focusing on both policy and technical reforms, each case explores how tailored advisory, collaborative dialogue, and hands-on implementation have translated into real-world progress. More than snapshots of success, the case studies surface valuable lessons on what has worked and what has not—insights that may inform future strategies for enabling clean, affordable, and reliable energy systems. Together, they aim to capture how targeted support can create ripple effects far beyond individual interventions.

This case study highlights the **Policy Catalyst – Effective Renewable Energy Tendering Window**, a flagship initiative supporting African governments in designing and implementing competitive procurement programmes for utility-scale renewable energy. By combining regional peer learning, practical capacity building and targeted technical assistance with strong partnerships among development finance institutions, governments and technical experts, the programme is helping countries move from policy ambition to investment-ready renewable energy projects.



Anglophone cohort comprising representatives from 12 countries at the first in-person training in South Africa, November 2024. © World Bank

Partner Testimonials

"We know that auctions do provide a lot of benefits, including price reductions when it comes to the cost of electricity, so as a country we are delighted to have participated in this training that has given us building blocks on how we can go and get started on the journey.



Michael Mwondha
Principal Economist – Competition and Monitoring
Electricity Regulatory Authority (ERA), Uganda

"The new renewable energy auction framework we developed with GET.transform marks an important step towards building a more transparent, competitive and predictable energy market. By strengthening the way renewable energy projects are procured, the framework can help unlock private investment, drive down costs and accelerate the deployment of clean energy. We are proud to turn this ambition into a practical foundation for a more sustainable, reliable and inclusive energy future.



Isaac Vivian Kinhonhi
Manager Planning and Research, Economic Regulation Department
Electricity Regulatory Authority (ERA), Uganda

"So far, most of the renewables that we have been developing were through unsolicited bid which doesn't result in cost effectiveness and transparency. As a result, we have made a decision that we are going to procurement of solar and other renewables, starting with solar.



Ikhupuleng Dube
System Development Manager*
Zimbabwe Electricity Transmission and Distribution Company

*Eng. Dube has recently started his retirement.

1 The Challenge

Africa's energy transition is constrained by the ability to translate investment opportunities into bankable projects.

Meeting growing electricity demand while expanding access requires Africa to install approximately 26 GW of new generation capacity every year until 2030, requiring around USD 64 billion annually in investment. Yet current commitments remain at roughly USD 35 billion per year, leaving an annual **investment gap** of approximately **USD 25–30 billion** before accounting for the additional investments needed in transmission, distribution and universal electricity access.

At the same time, many governments and public utilities face **increasing fiscal constraints** and limited borrowing capacity, making it impossible for public investment alone to deliver the required expansion.

Independent Power Producers (**IPPs**) therefore represent one of the **most important mechanisms for mobilising private capital into the power sector**. However, across much of Africa, procuring renewable energy from IPPs continues to face significant barriers. Many countries lack predictable regulatory frameworks, bankable contractual arrangements, experienced procurement institutions and adequate risk mitigation mechanisms. Weak coordination between generation planning and grid development, combined with limited institutional capacity, often results in delayed, cancelled or unsuccessful tenders. In many frontier markets, direct negotiations continue to dominate over competitive procurement, reducing transparency, burdening electricity tariffs and increasing investor uncertainty.

Experience across Africa demonstrates that renewable energy IPPs scale successfully where the **enabling conditions** are in place. Countries that have established structured, multi-round competitive procurement programmes, rather than one-off tenders, have been more successful in creating a predictable project pipeline and attracting sustained private investment. Success also depends on bankable contractual frameworks and Power Purchase Agreements (PPAs), complemented where necessary by risk mitigation instruments and guarantees, as well as grid readiness, transparent interconnection procedures, robust regulations, credible and independent institutions, and access to long-term financing. Together, these elements create the confidence investors need to commit capital. [1]

The implementation of an effective procurement approach plays a decisive role in attracting private investment. Evidence from across Africa[2] shows that competitive auctions generally outperform direct negotiations by creating transparent and predictable procurement processes that foster greater

[1] PowerFutures Lab Discussion Paper Africa's Power Investment Landscape. Available at: https://www.get-transform.eu/africas-power-investment-landscape/
[2] PowerFutures Lab, SRMI. Driving Growth: Effective Renewable Energy Tendering in Africa. Available at: https://www.get-transform.eu/driving-growth-effective-renewable-energy-tendering-in-africa/

competition among developers. As a result, **competitive procurement has been shown to deliver lower electricity tariffs, increase investor confidence, and establish repeatable project pipelines that provide long-term market visibility**. These characteristics not only improve value for money but also help governments build sustainable renewable energy markets capable of attracting continued private investment over successive procurement rounds.

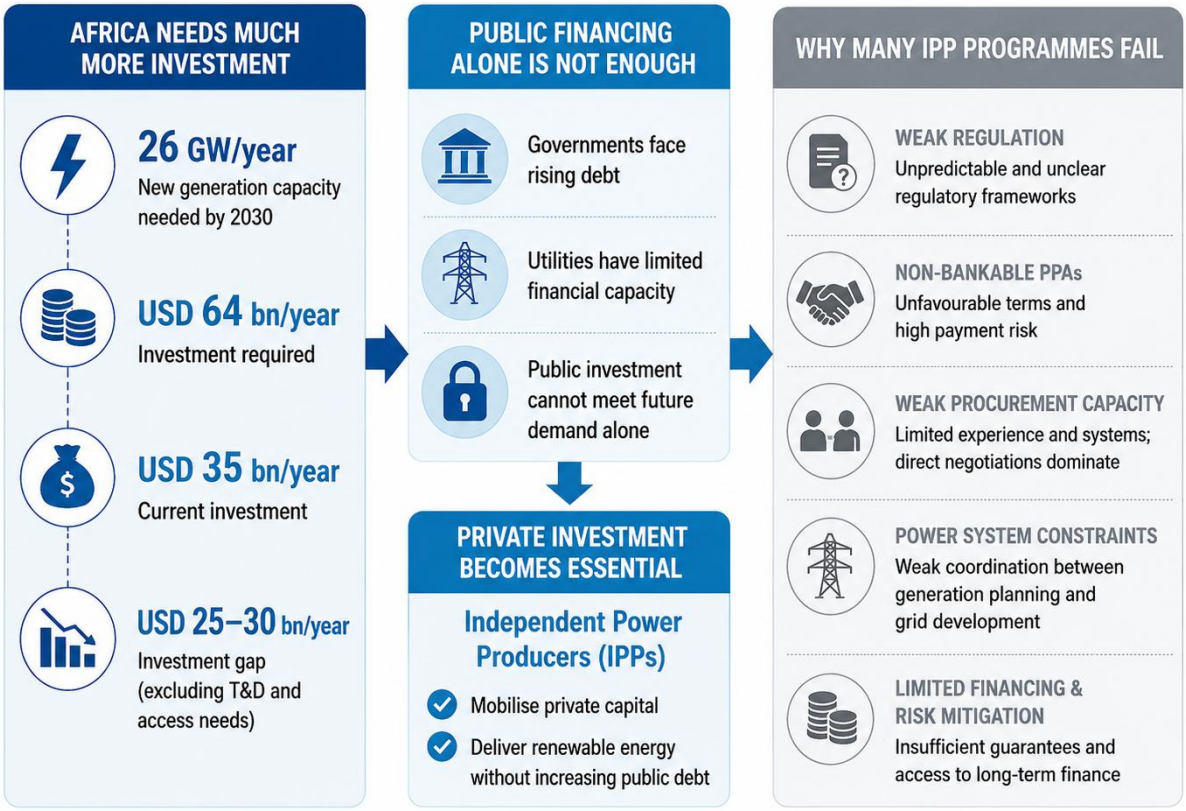


FIGURE 1. Barriers to Scaling IPPs (Source: GET.transform)

2 The Approach

Building on these lessons, GET.transform developed the **Policy Catalyst – Effective Renewable Energy Tendering Window**, an implementation-oriented programme designed to strengthen countries' ability to procure renewable energy through transparent, competitive and bankable tender processes.

A defining feature of the programme is its close collaboration with the Sustainable Renewables Risk Mitigation Initiative (SRMI), implemented together with the World Bank (WB), African Development Bank's (AfDB), European Bank for Reconstruction and Development (EBRD), International Renewable Energy Agency (IRENA) and other development partners. This creates a bridge between institutional

capacity building and access to development finance, allowing participating countries to translate reform priorities into investment-ready procurement programmes supported by international financing instruments.

Rather than focusing on individual transactions, the programme aims to build lasting institutional capacity that enables governments, regulators and utilities to repeatedly deliver successful renewable energy auctions.

The programme combines two mutually reinforcing components. First, participating countries join a **10-month regional capacity-building programme**, bringing together ministries, regulators, utilities and procurement agencies in peer-learning cohorts. Participants receive practical training covering competitive procurement design, tender documentation, financial risk mitigation, bankable PPAs, project finance, evaluation methodologies and implementation planning. Standardised tools, templates and case studies are adapted to each country's context, enabling participants to directly apply lessons to their own procurement programmes.

Second, **countries receive targeted implementation support** through tailored technical assistance. During the programme, each country develops a country-specific action plan identifying priority reforms and technical assistance needs. These action plans are subsequently linked with implementation support provided by GET.transform, the World Bank, EBRD and strategic partners.



65 representatives from the first Anglophone cohort at the first in-person training in South Africa, November 2024. © World Bank

The first cohort, delivered by the Power Futures Lab (PFL) at the University of Cape Town (UCT) and launched in September 2024, brought together **65 public-sector representatives from 12 African countries – Botswana, Eswatini, Ethiopia, The Gambia, Kenya, Lesotho, Liberia, Malawi, Mozambique, Namibia, Uganda and Zimbabwe**.

Throughout the programme, participants completed gap analyses, developed country action plans, identified implementation priorities and refined procurement strategies through workshops, online sessions and continuous technical exchanges. These activities generated nearly **100 country-specific technical assistance requests**, providing a detailed roadmap for subsequent implementation support.

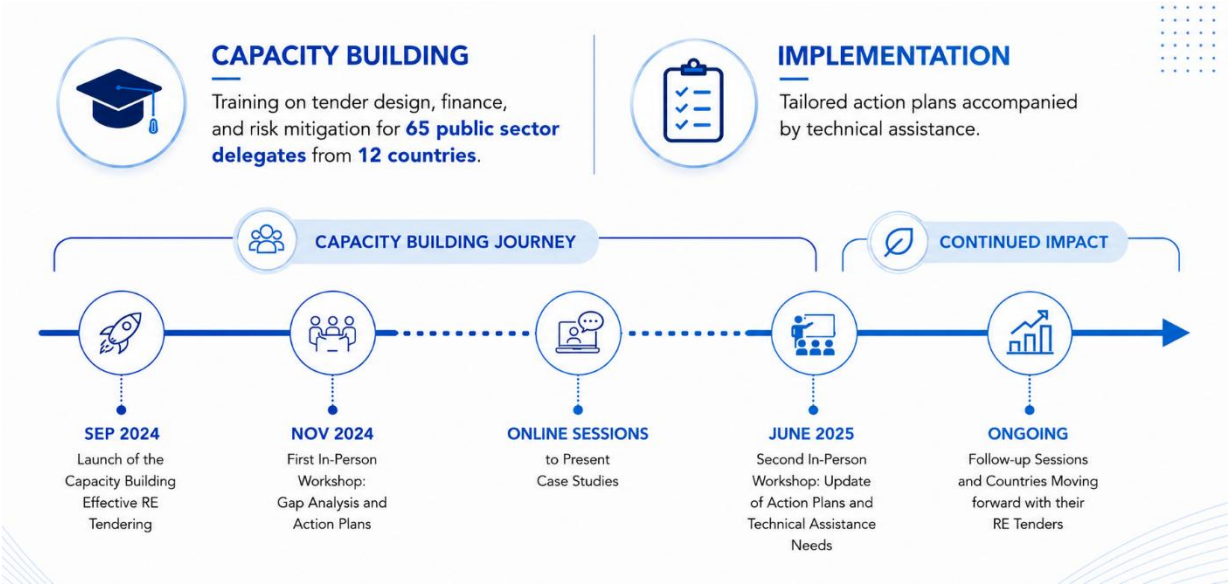


FIGURE 2 Effective RE Tendering Capacity Building – First Cohort Journey (Source: GET.transform)

The second cohort took place from October 2025 to June 2026, supporting **72 participants from 17 francophone countries: Benin, Burkina Faso, Burundi, Cameroon, Central African Republic, Chad, Comoros, Gabon, Ivory Coast, Madagascar, Mali, Mauritania, Niger, Rwanda, Senegal, Togo, and Tunisia**. It was implemented by the Moroccan Agency for Sustainable Energy (MASEN).

This cohort builds on the methodology, materials, and lessons learned from the anglophone cohort. The respective country action plans and identified technical assistance needs will support the coordination and scaling-up of further assistance to promote competitive tenders, IPPs, and private investment.



Participants from the first Francophone cohort comprising 17 African nations at the in-person training in Morocco, October 2025. © MASEN

The approach deliberately shifts technical assistance from isolated advisory engagements towards scalable regional learning, while ensuring that each country receives targeted support aligned with its own procurement maturity and investment pipeline.

3 The Impact

The programme contributes to a growing procurement pipeline estimated at approximately **7 GW of planned and ongoing renewable energy IPP projects**, representing a significant opportunity to mobilise private investment into African power systems. The programme has also strengthened collaboration between governments, development finance institutions and technical partners, improving the coordination required to move projects from policy development to procurement and ultimately financial close.

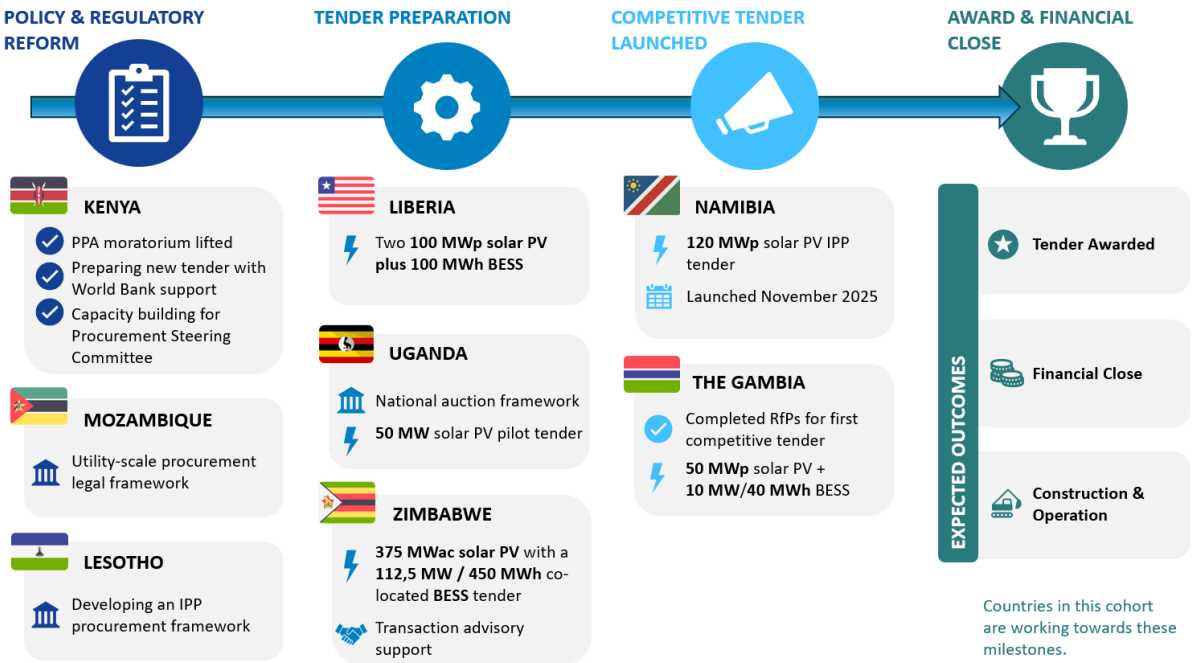


FIGURE 3 Country Progress Roadmap (First Cohort)[3] (Source: GET.transform)

The first cohort is already translating institutional capacity into tangible progress across participating countries. Namibia launched a **120 MWp solar PV IPP tender**, while Zimbabwe initiated procurement preparations through a **375 MWac solar PV with a 112,5 MW / 450 MWh co-located BESS tender** supported by a transaction advisory process. In The Gambia, the first competitive renewable energy tender has reached the Request for Proposals (RfP) stage for a **50 MWp solar PV project with a 10 MW/ 40 MWh battery energy storage system (BESS)**.

Several countries are simultaneously strengthening the institutional foundations for future procurements. Uganda is developing its national renewable energy auction framework while preparing a **50 MWp solar PV pilot tender**. Kenya has lifted its PPA moratorium and is preparing a new competitive procurement programme with support from the World Bank, while continuing capacity building for its Procurement Steering Committee. Liberia is advancing tenders for two **100 MWp solar PV plus 100 MWh BESS** projects, Mozambique is finalising its utility-scale renewable energy procurement framework, and Lesotho is transitioning from unsolicited IPP negotiations towards a structured competitive procurement framework.

[3] This is **not an exhaustive status overview** of all 12 countries in the Anglophone cohort, as some participating countries may have had tender processes or negotiations underway before the programme began, such as Eswatini and Ethiopia. The infographic highlights progress made since the start of the programme in September 2024.

The developments across the participating countries from the first cohort represent ongoing commitments of approximately **2.1 – 2.7 GW** of renewable energy tenders across participating countries, corresponding to an estimated **EUR 1.5–2.3 billion** in potential private investment. They demonstrate how targeted capacity building, combined with implementation-oriented technical assistance, is enabling countries to move from regulatory reform towards bankable renewable energy procurement.

Looking ahead, GET.transform is expanding the approach through the third cohort of the **Policy Catalyst – Effective Renewable Energy Tendering,** building on the success of its first two cohorts by structuring a meaningful continuation of capacity building in renewable energy tenders for energy leaders in Sub-Saharan Africa and the Maghreb regions. This will be achieved through a repetition of the 10-month long capacity building program targeting new countries and providing deeper and more targeted training to countries that have already participated in the first and second cohorts, enabling them to advance their renewable energy programs with sustained momentum.

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