



Building the Global Solar Facility: Energy Transition Platform From Africa to the World

The global transition to clean energy is gathering pace, but financing solar at scale remains one of the toughest challenges. Africa, with some of the world's richest solar resources, is also where this gap is most pronounced. Projects are abundant, but capital often hesitates - citing risks, fragmentation, and lack of bankable structures.

The story of Nuru Energy in the Democratic Republic of Congo makes the same point. Despite having strong investor backing - including global names in climate and impact finance - the project struggled to move forward. The issue wasn't capital scarcity, but the lack of affordable risk mitigation solution that could de-risk investments and accelerate execution.

Across Africa, this story repeats itself. Despite the continent's vast solar potential and more than 660 million people lacking stable access to electricity, Africa today accounts for just ~1% of global installed solar capacity and receives less than 1% of global solar investment.

This is where the Global Solar Facility (GSF) comes in. Conceived with the International Solar Alliance (ISA) and structured by ProsperETÉ, the facility was designed to do more than finance a few projects. It was built to be a global blueprint: starting in Africa, but ready to be replicated across Asia, Latin America, and other emerging regions. The guiding principle throughout was simple - think scale, manage risk, and execute with discipline.



1. Conceiving a Platform for Scale

The starting point was clear — Africa needs significant solar investments, but the gap between demand and investable projects remains wide. The GSF was conceived to aggregate resources, structure them with robust governance, and attract both public and private capital.

- **Market Gap Addressal:** Organized multiple stakeholder consultations to identify where commercial financing stalls — early-stage project preparation, risk-sharing, and capacity building.
- **Scale Lens:** From the outset, we avoided a country-by-country siloed approach. Instead, the GSF was designed as a continental platform, capable of attracting multi-country and multi-institutional participation.
- **Replicability:** Governance and structuring were designed not only for Africa but with an eye on expansion into Asia, Latin America, and other emerging markets.

2. Structuring Risk Out of the Equation

Capital flows to where risks are well understood and mitigated. The ProsperETÉ team worked with ISA to create a fund structure that balances development priorities with commercial rigor.

- **Layered Capital Approach:** Blended finance, bringing together concessional, catalytic, and commercial capital.
- **Risk-sharing Instruments:** Guarantees, first-loss protection, and insurance mechanisms to attract institutional investors.
- **Governance and Transparency:** Clear investment criteria, monitoring frameworks, and global-standard reporting.

This approach reduced perceived risks for investors while ensuring projects received the financing they needed.

3. Making It Real: Governance and Operations

Designing the right structure is only half the journey; operational readiness is what makes a facility real. For the Global Solar Facility, ProsperETÉ ensured that every piece was in place to transition seamlessly from concept to execution.

- **Legal Readiness** - Drafting the initial documentation, fund agreements, and governance guidelines that would anchor the facility. To provide a credible and globally recognized base, the structure was set up in GIFT City, giving investors' confidence in the regulatory environment and operational framework.
- **Partner Selection** - Through a transparent and competitive process, ProsperETÉ supported running a full RFQ exercise, developed detailed Terms of Reference, evaluated proposals, negotiated commercial terms, and onboarded the Investment Manager for the Africa facility. This process ensured that the IM was not only technically sound but fully aligned with the facility's mandate.
- **Operational Framework:** ProsperETÉ established clear execution protocols - covering everything from project screening to due diligence - so that investments could be assessed consistently across diverse geographies.

By anticipating bottlenecks and embedding solutions early, the team was able to present the GSF as more than a concept. It became an actionable, investable platform, giving investors the confidence that capital commitments would translate into real deployment.

4. Winning Investor Trust

One of the most critical pillars of the GSF was investor mobilization. ProsperETÉ leveraged its global network of institutional investors, development banks, and sovereign funds to build trust and secure commitments.

- **Focused Outreach:** This effort was not confined to a few meetings. The team conducted global roadshows and consultations across Europe, Asia, and North America, engaging stakeholders in one-on-one discussions as well as collective forums. Over the course of the process, ProsperETÉ organized more than 10 focused roundtables, showcased the facility at 20+ international investor events, and built an investor pipeline of 30+ institutions with the potential to contribute over \$250 million of capital.
- **Track Record:** Credibility came not only from the vision of the facility but from ProsperETÉ's track record of execution. Having successfully structured and scaled multiple investment platforms in infrastructure and climate finance, the team gave investors' confidence that the GSF was not a theoretical concept but a vehicle that could actually deploy capital at scale.

5. Converting Capital into Projects

Ultimately, what matters is not how much money is raised, but how much gets deployed into real assets. The GSF was built around a pipeline-first approach, ensuring a steady flow of investable projects. ProsperETÉ and ISA worked with governments, utilities, and developers to originate bankable opportunities, while also providing the technical support to bring early-stage ideas to investment readiness.

This meant that investor commitments could quickly translate into solar parks, grids, and clean power on the ground.



6. A Blueprint Beyond Africa

While Africa is the starting point, the GSF was never meant to stop there. Its structure is deliberately replicable. The same blended finance model, governance design, and project pipeline approach can be applied in Asia, Latin America, and Small Island States.

In this sense, the GSF is more than a fund - it is a financing model for the global energy transition, one that takes lessons from Africa facility and scales them worldwide.

Conclusion: Scale Meets Structure

ProsperETÉ's journey with the Global Solar Facility is not a one-off project but part of a larger legacy. Over the years, our team has successfully set up eight investment and financing platforms — from India's first infrastructure-focused fund with SBI Macquarie to pioneering programs such as Scaling Solar Africa. Each initiative reinforced a core belief: when scale meets structure, and risk meets resilience, global capital flows to climate solutions.

The Global Solar Facility embodies this belief — starting in Africa, but with the potential to transform solar investment across the world.