

# Case Study: Utility-Scale Solar PV Plant Development in Southern Africa



## Context & Objectives

- The Client, a solar turnkey provider which looked to expand their business into Africa.
- The Client requested to connect with a strong local partner to deploy in the region.
- The Client wanted to strengthen their local knowledge of the market to fast-track the development.

## Approach & Solution

RiA was involved at four levels:

- **Opportunity Matchmaking:** From project opportunities pre-qualified and shortlisted, RiA connected the client to the right opportunity.
- **Consortium Formation:** RiA facilitated the introduction to a strong local partner who has been instrumental in accelerating the ground work to take project to shovel ready.
- **Deal Facilitation:** Through the relationships and local knowledge of the market, RiA supported the client in every step driving project towards financial close.
- **Project Funding:** RiA managed the process to raise additional capital for the project (more than USD 20m).

## Results & Added Value

- Client added not one but two utility-scale Solar Projects.
- Client signed 2 JV partnerships in 2 countries.
- Company secured additional funding for projects.

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