



Climate Change

enables access to

affordable, reliable and clean energy

Clean Energy and Partnerships in ACP countries

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Investing in “Access to Clean Energy”

- Services and Capital
- 200 local energy enterprises
- 20 developing countries

- \$46 million invested
- \$56 million under management
- \$213 million mobilized

- 7.8 million people served annually
- 4.8 million tons of CO₂ displaced annually
- 23m ton CO₂ displaced over investment life

- 8 Offices in Africa, Asia, Latin America, NL and USA: 45 Staff



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Green Economy enables Structural Transformation in ACP countries

– Climate Change

- has spurred development of Clean Energy solutions in OECD-countries
- which now become available for scaling-up in ACP-countries

– Energy Demand

- enables commercial application of clean energy in ACP countries

– Environmental Impact includes:

- CO₂ – reductions and monetization of offsets
- Reforestated Land
- Charcoal and Firewood Displaced
- Kerosene and Oil Displaced

Clean Energy = Market Place

- Technologies: proven, affordable, flexible
- Self propelling : willingness and capacity to pay
- Private sector (SME) for sustainable and equitable delivery
- **Critical: Financing and Business Support Services**
 - Local investment and support
 - Global funding and market development

Reaching the Base of the Pyramid

- BoP spend 25% of income on energy (charcoal, batteries).
- Access to Clean Energy saves time and money
- Users living from <\$2 per day have access to clean energy ...:
 - When direct cash available:
 - Cookstoves
 - Small solar lamps
 - Grid connection with subsidized cost of connecting to the system
 - When micro-loans or other financing are available
 - Solar home systems
 - Biogas digester
 - Grid connection (hydropower, biogas, biomass)
 - Once higher income groups generate baseload / break-even turnover

Partnering to Scale-Up

Key: replicate and scale-up existing business models

PARTNERS	PURPOSE
<ul style="list-style-type: none">• Governments and private sector• Banks and investors• Investors and NGOs• SMEs and corporations	<ul style="list-style-type: none">➤ adequate regulatory framework and smart subsidies➤ equity, mezzanine and debt financing➤ business development services➤ clean energy value chain in ACP

Zara Solar

Zara Solar provides solar home systems to rural households in the Mwanza Lake Region of **Tanzania**.

E+Co Loans: US\$ 50,000 (2001)
 US\$100,000 (2004)
 US\$200,000 (2006)



Impacts:

- Over 20,000 **households served**
- **Jobs:** from 2 to more than 50
- Winner of several Awards



Bio2Watt

Biogas in South Africa

- 3MW biogas plant
- First industrial biogas plant in South Africa
- USD 12.5 mln dollar investment
- Cow manure from a feedlot of 20,000 cattle



- Financial structuring support from E+Co and DBSA during pre-feasibility study: 2007 – 2009
 - E+Co sourced grant from NL-Agency of €600,000 to defray initial costs.
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- The long awaited implementation of South Africa's feed in tariff regime (REFIT) system is beginning to take shape, with the SA government appointing transactional advisors and requesting project documentation

Lambark LPG (Ghana)



- Lambark Gas is a twelve-year-old liquefied petroleum gas (LPG) distribution company
- Operates 4 LPG filling plants with a total storage capacity of 100 metric tons, 2 bulk LPG haulage trucks and 15 delivery motor cycles
- Acquired license to purchase LPG directly from the Tema Oil Refinery and retail directly to households, commercial and automobile customers. This license eliminates third party operators in the LPG supply chain, expands customer base, and improves profit margins to 21.5%.
- Required by license to manage and maintain a minimum of 5 filling stations. Also required bank guarantees or cash to procure products from the refinery

The solutions are there.

It can be done.

Today!

Thank you.