



# Africa-EU Renewable Energy Cooperation Programme (RECP)

*A European Platform for Private Sector Investments in Africa's RE Markets*

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# What is the RECP?

- The RECP is a African-European platform for promoting renewable energy market development and investment in Africa
- It is rooted in the Africa-EU Energy Partnership (AEEP) and implemented by GIZ



- Funded by the European Commission, the Netherlands, Germany, Austria, and Finland



Ministry of Foreign Affairs of the Netherlands



Federal Ministry  
for Economic Cooperation  
and Development



AUSTRIAN  
DEVELOPMENT  
COOPERATION

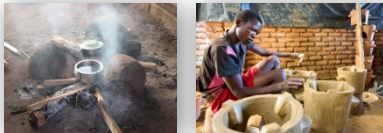


MINISTRY FOR FOREIGN  
AFFAIRS OF FINLAND

# Key Business Models for RE in Africa

## Non-Electricity

### *Household Cooking Energy*



### *Commercial Thermal Energy*



### *Liquid biofuels*



## On-Grid Electricity

### *Independent Power Prod.*



### *Commercial & Industrial E.*



## Off-Grid Electricity

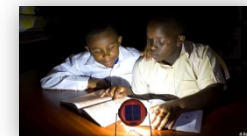
### *Mini-Grids*



### *Solar Home / Inst. Systems*



### *Solar Lighting / Lanterns*



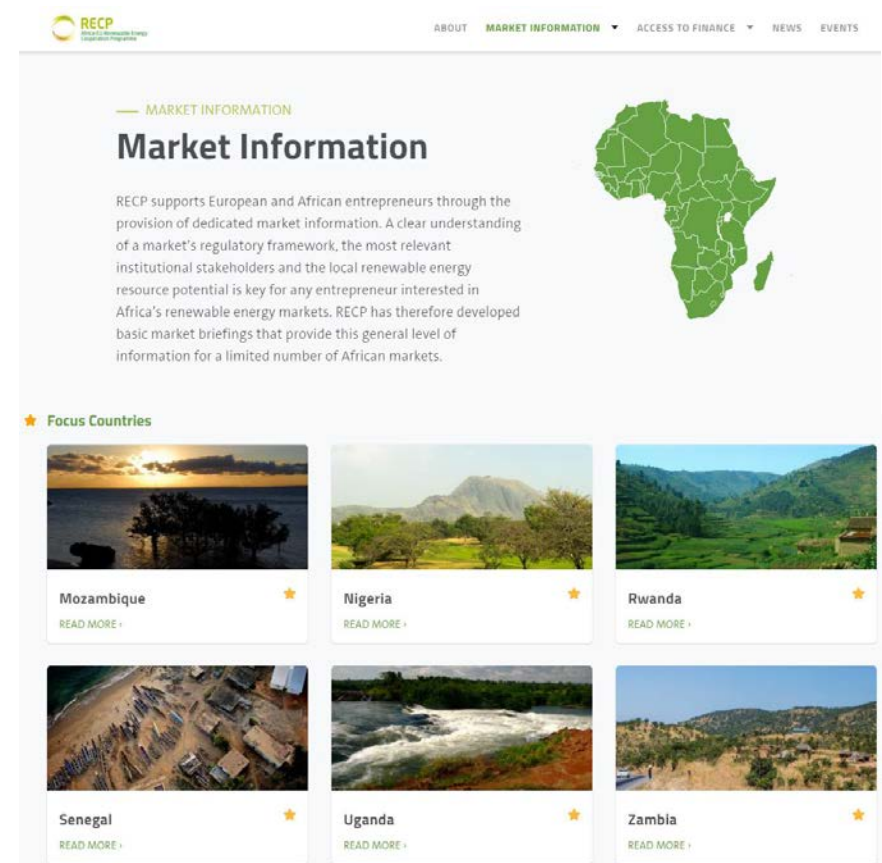
**RECP  
Focus**



# How can the RECP Provide Support?

## Access to Market Information

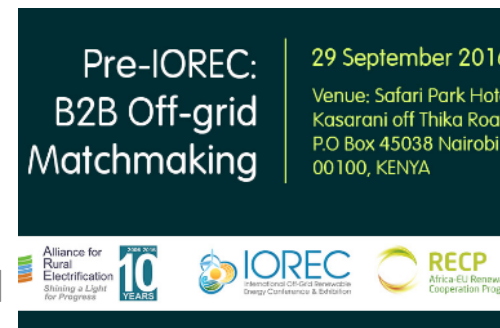
- **Web-based market briefings** introducing the political and economic situation, the electricity sector, and the RE potential
- **Market Studies** with “how-to”-information, providing an in-depth analysis of a certain market segment (e.g. Captive-Power/Self-Consumption in Nigeria)
- **Project scouting:** through in-country partners, and consultants
- **Information events:** workshops that introduce certain markets presentations or panels; organized through partners



# How can the RECP Provide Support?

## Access to Potential Business Partners and Project Opportunities

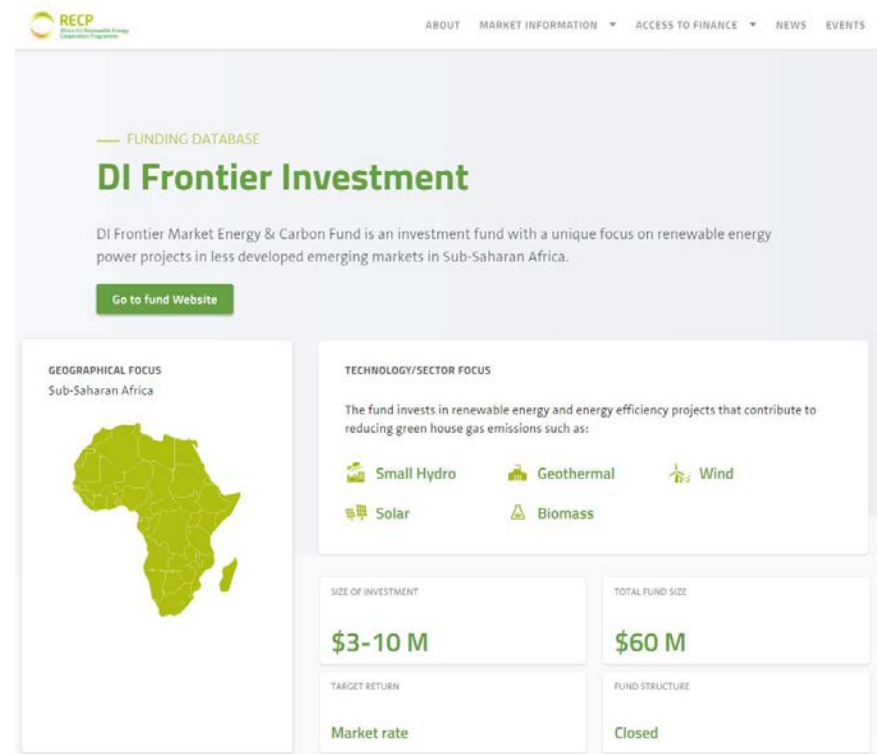
- RECP matchmaking events help you identify your next project/partner:
- Meet technology suppliers, project developers, service providers from Europe
- Meet potential clients and business partners from African markets
- Meet potential financiers
- **More than 16 events implemented in both Africa and Europe since 01/2016**
- Events are organized standalone or attached to other events, through partners (African and European industry associations) with structured match-making sessions



# How can the RECP Provide Support?

## Information on Financing Opportunities

- RECP's finance database helps you identify sources of funding:
- Information on more than 50 individual sources of funding; currently gathering data on funds
- Initial risk-mitigation instruments included, to be expanded
- Inclusion of local banks is planned
- 12,250 unique visitors since 01/2016



The screenshot displays the RECP Funding Database interface. At the top, the RECP logo and navigation links (ABOUT, MARKET INFORMATION, ACCESS TO FINANCE, NEWS, EVENTS) are visible. The main section is titled 'FUNDING DATABASE' and features a card for 'DI Frontier Investment'. Below the title, a description states: 'DI Frontier Market Energy & Carbon Fund is an investment fund with a unique focus on renewable energy power projects in less developed emerging markets in Sub-Saharan Africa.' A 'Go to fund Website' button is provided. The card is divided into several sections: 'GEOGRAPHICAL FOCUS' (Sub-Saharan Africa) with a map of Africa; 'TECHNOLOGY/SECTOR FOCUS' (The fund invests in renewable energy and energy efficiency projects that contribute to reducing green house gas emissions such as: Small Hydro, Geothermal, Wind, Solar, Biomass); 'SIZE OF INVESTMENT' (\$3-10 M); 'TOTAL FUND SIZE' (\$60 M); 'TARGET RETURN' (Market rate); and 'FUND STRUCTURE' (Closed).



# How can the RECP Provide Support?

## Advisory to Project Developers: the “Finance Catalyst”

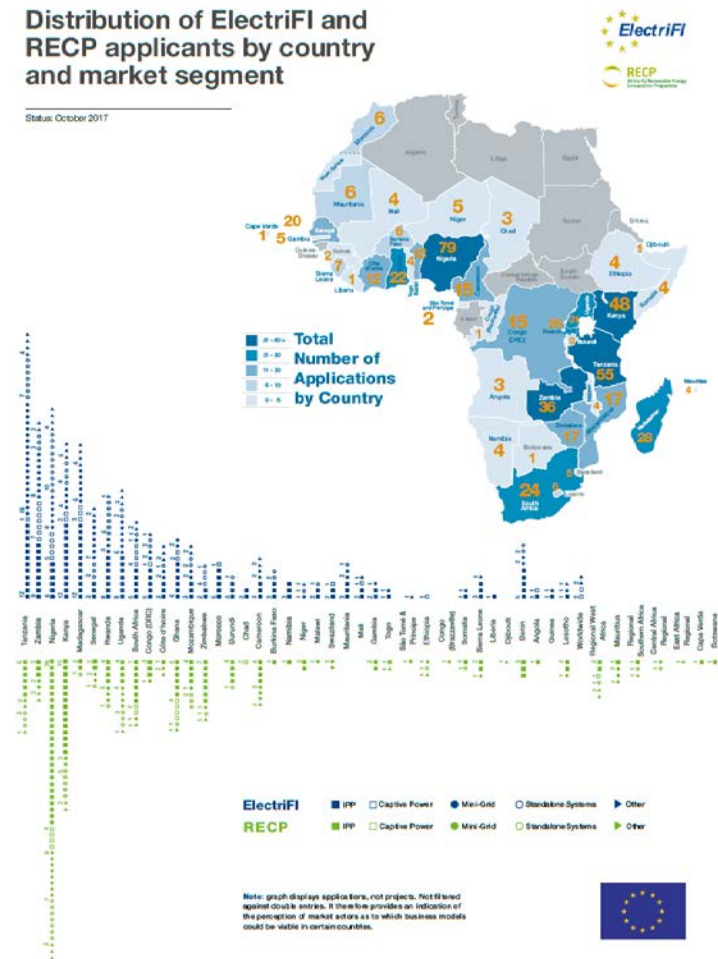
- Advisory support to project developers on project development, structuring and access to finance (“bankability TA”)
- Cooperation (“two-way-street”) with financing instruments: “feeding into” as well as “upstream referral”
- A team of highly experienced professionals
- Standardized and fair access procedure through an “intake” on the RECP website
- Time “budget” of up to 100 hours per project (deviations possible)



## Initial Results – Access to Finance

## Strong interface with ElectriFI established

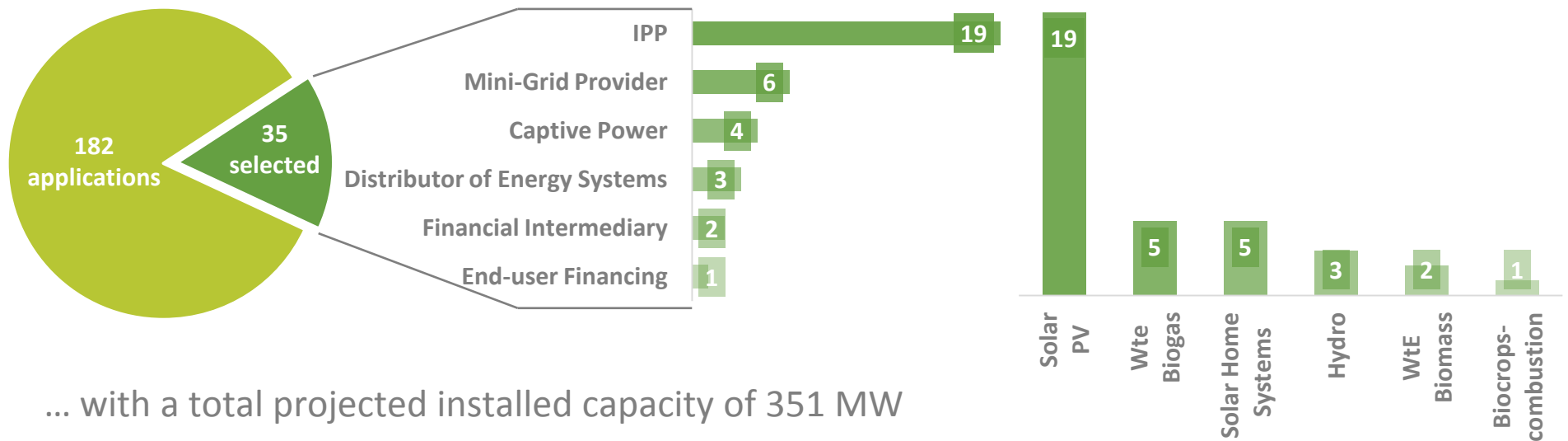
- Very close collaboration on working and management level between ElectriFi and RECP Finance Catalyst.
- Mutual referral system in place.
- Close exchange facilitates targeted advisory from Finance Catalyst Team towards „feeding“ into ElectriFi.
- Additional interface established
  - ✓ EEP
  - ✓ REPP
  - ✓ SEFA
  - ✓ FMO
  - ✓ DEG
  - ✓ Energy Access Ventures
  - ✓ Et. Al.
- ✓ RECP services are bridging the gap between projects and finance!



# Initial Results – Access to Finance II

## Finance Catalyst is supporting Projects in accessing Finance

### ➤ 35 Projects currently supported

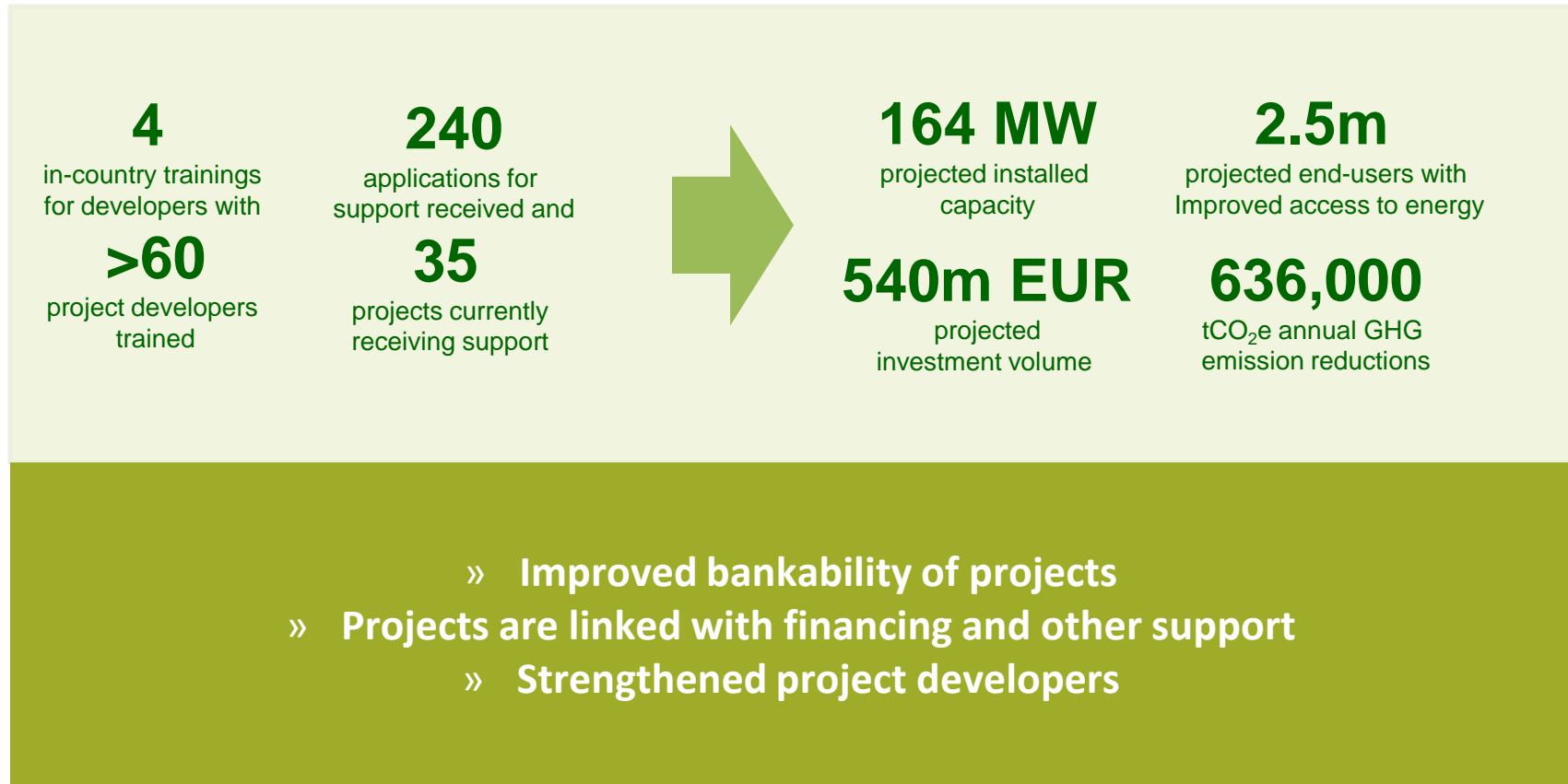


➤ ... with a total projected installed capacity of 351 MW

➤ ... with a total projected investment volume of EUR 1,034 Mio.

➤ Clear need in the market for this type of early-stage project preparation support!

# Pipeline Development – Results



# Private Sector Mobilisation – Results

**25**

B2B events  
organised with

**2.497**

participants and

**3.855**

B2B meetings

**>30%**

report  
follow-up  
Collaboration

**>40%**

subsequently use  
further RECP Support

**4**

trade missions  
organised with

**186**

participating companies

**~105.000**

unique visitors  
on website; currently

**>1.000**

visitors per week

**11**

Partnerships with  
Industry Associations

- » Improved availability of market information
- » Enhanced linkage between market actors
  - » Empowered industry associations



# How can the Services and Products be accessed?

## Countries, Partners and Access

- The RECP operates „in depth“ in six African countries (Nigeria, Rwanda, Uganda, Senegal, Zambia, and Mozambique)
- We cooperate with and implement through a network of partners, both in-country as well as global or European industry associations
- Information and support services are accessible through

[www.africa-eu-renewables.org](http://www.africa-eu-renewables.org)





**RECP**

Africa-EU Renewable Energy  
Cooperation Programme



**Thank you for your attention!**

**Suggestions & Feedback always welcome!**

[www.africa-eu-renewables.org](http://www.africa-eu-renewables.org)

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