



ECREEE
TOWARDS SUSTAINABLE ENERGY



ROGEP

Regional Off-Grid Electrification Project

3rd Regional Conference

NOTEBOOK

Strengthening partnerships for an accelerated promotion of Standalone Solar Systems

Lomé, Togo / 18 - 19 July 2019

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BACKGROUND

Access to electricity is undeniably an important factor in the development of communities and by extension, countries. Whereas some countries have improved in the access to energy the broader western African region including the Sahel face interrelated challenges of energy access, energy security, and climate change mitigation simultaneously. Electricity shortages in urban areas and lack of access to modern, affordable and reliable energy services in rural areas are interrelated with a variety of economic, social, environmental and political problems. The electricity systems in the region face challenges due to the growing gap between predicted demand, existing supply capacities and limited capital to invest. Less than 40% of the population in the Sahel and western African region, has access to electricity. Significant energy access inequalities exist between urban and rural areas. Electrification rate of public institutions like schools and health centers is also very low.

However, it is worth noting that, the outlook is much brighter considering the unlimited potential in terms of renewable energy and the region has manifested its commitment to effecting a viable regional market for renewable energy and energy efficiency. In addition, the current decline in solar technology costs plus its rich abundance is making it a technology of choice in the region.

Most governments and international organizations have recognized the importance of access to affordable, reliable, modern and sustainable energy for all, to sustainable development. This has led to its adoption as a goal in the new Sustainable Development Goals (SDGs) and extends to basic human needs at all levels in the economy.

Without access to modern energy sources, countries in the western African and Sahel regions will be trapped in a vicious circle of poverty, social instability, and underdevelopment. These factors intricately hinder the implementation of regional strategies aimed at fostering socio-economic development, attracting foreign investment and providing basic social services for citizens in the region. Indeed, the region has made significant strides towards establishing a conducive environment for a viable sustainable energy market.

The ECOWAS Centre for Renewable Energy and Energy Efficiency (ECREEE) with funding from the World Bank Group and the Clean Technology Fund, has initiated the Regional Off-Grid Electrification Project (ROGEP) covering 19 countries of which 15 ECOWAS countries and 4 non-ECOWAS Countries. The project is expected to help achieve the ECOWAS's renewable energy targets for 2020 and 2030, i.e. to increase the share of renewable energy in the region's overall electricity mix to 10% in 2020 and 19% in 2030. ROGEP will be implemented by ECREEE and "Banque Ouest Africaine de Développement" (BOAD) as the technical and financial implementation agencies respectively.

The Preparation Phase of ROGEP was launched in Dakar in October 2017, in the framework of the ECOWAS Sustainable Energy Forum. A second regional conference was held from 26th to 27th June 2018 in Accra, Ghana during which the concept notes were presented to the participants and their feedback was obtained.

This third regional conference marks the launch of the implementation phase of ROGEP. The World Bank Board approved the project on April 17, 2019.

THE REGIONAL OFF-GRID ELECTRIFICATION PROJECT (ROGEP)

The main objective of ROGEP is to increase electricity access of households, businesses, and communities using modern stand-alone solar systems (such as solar lanterns, solar home systems, solar water pumps, solar mills, and solar sewing machines) through a harmonized regional approach.

The ROGEP will focus on supporting and developing viable business ecosystems in the project countries through a regional-level initiative. To develop a regional market, the project will (a) identify policy barriers affecting the growth of the stand-alone solar market and create awareness within the government policymakers on the benefit of removing such policy barriers, as well as provide targeted support for barrier removal in challenging markets; (b) help the countries adopt the Common External Tariff (CET) to facilitate cross-border trade of stand-alone solar products; (c) develop regional standards on quality assurance (QA) framework of stand-alone solar products to facilitate supply of eligible products across the 19 project countries; (d) build human capital by providing training to develop adequate and required skills through a structured entrepreneurship development facility, which will ensure reliable service to the beneficiaries and will create employment opportunities at the local level; (e) provide access to finance to solar companies and to beneficiaries in this new line of business, and provide financial support to entrepreneurs; and (f) reduce risk of promoting new technologies and business models.

Pilot initiatives to electrify public institutions using stand-alone solar technologies such as schools and health clinics has been undertaken in Niger and Nigeria to identify suitable business models, to be replicated in other countries.

The ultimate project beneficiaries will be the people currently living without access to electricity connection or living with unreliable electricity supply within the 19 ROGEP countries and the project has an ambitious target of providing electricity services to about 1.7 million people of which about half would be female.

The project is designed to include the following components and sub-components:

Component 1: Develop a Regional Market (US\$ 17.5 million): ECREEE will implement this component in partnership with national governments of 19 project countries. ECREEE will follow a consultative process with its focal persons in the Ministry of Energy of all project countries and other ROGEP stakeholders to implement this component. ECREEE will undertake project launch workshops in all the 19 countries soon after the project to ensure participation of national, regional and international stakeholders in each project country.

Sub-components

i. Sub-component 1A: Enabling Environment (US\$ 8.5 million): ECREEE will strengthen regional energy access policy to influence national energy access policies of each country in a harmonized manner;

ii. Sub-component 1B: Entrepreneurship Technical Support (US\$ 4.0 million): This subcomponent will provide differentiated support to entrepreneurial businesses across the enterprise development life cycle (start-up, early stage, growth, and maturity);

iii. Sub-component 1C: Entrepreneurship Financial Support (US\$ 2 million): Matching grants will be offered to start-up ('Stage 1') businesses to support entry of new solar businesses. This funding would be up to US\$25,000 to assist these entrepreneurs to develop their ideas into viable businesses or develop and test market their products; and

iv. Sub-component 1D: Barrier Removal for Challenging Markets (US\$ 3 million): Targeted financial incentives would be provided to entrepreneurs and businesses operating in challenging markets, such as countries in the Sahel region.

Component 2: Access to Finance for Stand-alone Solar System Businesses (US\$ 207.2 million): This component will facilitate access to debt financing in support of the stand-alone solar systems market. This component will support (a) solar equipment distributors supplying stand-alone solar products to households and productive end users, (b) households and productive end users of solar equipment, and (c) energy service companies electrifying public institutions, such as schools and health centers. Women entrepreneurs will have an equal level of access to financing.

Sub-components

i. Sub-component 2A: Credit Line (US\$ 140 million): The World Bank will lend International Development Association's Scale-Up Facility funds to BOAD, which may on-lend the funds through the following four financing channels: (a) commercial banks, (b) leasing companies, (c) MFIs, and (d) debt funds; and

ii. Sub-component 2B: Contingent Grant Facility for Commercial Financial Institutions (US\$ 67.2 million): The contingent grant facility will provide comfort to the CFIs lending

to businesses providing innovative solar technologies following disruptive business models. The businesses promoting stand-alone solar systems do not have a long track record and hence are affected with high-risk perception.

EXPECTED OUTPUTS OF THE EVENT

By the end of the conference, it is anticipated that stakeholders of ROGEP would clearly understand:

1. The components and sub-components of the project; and
2. The implementation phase of the project and
3. Ways in which they could support its implementation.

Invited stakeholders are expected to actively participate in discussions and make inputs to the process of shaping the implementation strategy.

EXPECTED PARTICIPANTS

This forum brings together a diverse group of stakeholders from all the 19 project countries as well as from outside West Africa and the Sahel. Stakeholder representatives include:

- The ECOWAS Commissioner for Energy and Mines,
- Ministries in Charge of Energy,
- Rural Electrification Agencies,
- National and Regional Standards Bodies,
- Commercial Financial Institutions,
- Development Partners,
- Investors,
- Regional and International Companies,
- Civil Society Groups, and
- Academia.

CONFERENCE LOGISTICS

Interpretation of the sessions will be done in English, French, and Portuguese. A list of accredited hotels in Lomé has been sent to invitees and those who confirm their participation are expected to make their own accommodation reservations.

Agenda

PROGRAMME

Time	Session Description
Day 1	Thursday, 18 July 2019
08:00	Arrival and Registration of Participants
Session 1: 08:30 - 10:00	Opening of the Conference Welcome Remarks <ul style="list-style-type: none">Mr. Christian Adovelande President of BOADMr. Mahama Kappiah, Executive Director, ECREEEMs. Hawa Wagué, Resident Representative for the World Bank in Togo; Keynote Address <ul style="list-style-type: none">Dr. Kandeh Kolleh Yumkella, Former CEO, Sustainable Energy for All (SE4ALL) Opening Speech <ul style="list-style-type: none">Hon. Marc Ably Bidamon, Minister for Energy and Mines, Togo
10:00-10:15	Group Photo
10:15-10:30	Coffee break
Session 2: 10:30 - 11:30	Progress Report on the ROGEP Preparation: Achievements, New Developments, and Challenges- Festus William-Amoyaw, ECREEE Discussions/Q&A
Session 3: 11:30 - 13:00	Enabling Environnement Moderator: Mme Aminata Fofana, Directrice Nationale de l'Energie-Mali Keynote: Harmonization of quality standard of solar products and policy on cross border trade and customs duty and Electrification of Public institutions - Hamadou Tchiemogo and Seini Amadou Nouhou, ECREEE Panelists <ul style="list-style-type: none">Lawson-Hetchely Fossou K, Agence Togolaise de NormalisationDjibrillou Hanounou, Directorate of the Customs Union and Taxation- ECOWAS Commission-Trade-Customs and Free MovementEngr. Samuel B. Ayangeaor, Assistant Chief Electrical Engineer of the Renewable and Rural Power Access Department, NigeriaEniola Fatimilehin, Business Development Manager, West Africa, Greenlight Planet Discussions/ Q&A
13:00 - 14:00	Lunch Break

<p>Session 4: 14:00 - 16:00</p>	<p>Private Sector Support Facility Moderator: Mr. Bruno Korgo, Director General Renewable Energy, Burkina Faso</p> <p>Keynote: Entrepreneurship Technical and Financial Support: Siré Abdoul Diallo, ECREEE</p> <p>Panelists</p> <ul style="list-style-type: none"> • Leah Soumah CEO of FLS Group- Sierra Leone • Evariste Neveode GBESSAYA, Directeur Department des Operations, ORABANK, Togo • Edi Boraud, Association Ivoirienne des Energies Renouvelables - Côte D'ivoire; • Abdoulaye Bâ, Association des Professionnels des Energies Renouvelable de la CEDEAO • Aichatou Ali Mahamane, Oolu Solar, Niger <p>Discussions/ Q&A</p>
<p>16:00-16 :30</p>	<p>Coffee-Break</p>
<p>Session 5: 16:30 - 17:15</p>	<p>Multi-Stakeholders Platform- Senegal Case - By Mme Fatma Sow</p> <p>Discussions/ Q&A</p>
<p>17:15</p>	<p>Closure of Day 1 Sessions</p>

Agenda

Time	Session Description
Day 2	Friday, 19 July 2019
Session 6: 08:00 - 10:00	<p>Access to Finance</p> <p>Moderator: Kemo Ceesay, Director of Energy Ministry of Energy and Petroleum, The Gambia</p> <p>Keynote: Facilitating solution offer for users through risk mitigation and liquidity solutions -- Toussaint Badolo, BOAD and Adel Meer, IFC</p> <p>Panelists</p> <ul style="list-style-type: none"> • Mme Isabelle Da Silveira- Directrice des PME/FIs, BOAD • Mamadou Coulibaly, Directeur Commercial et Appui au Réseau, Kafo Jiginew, Mali (Microfinance) • Bréhima A. Haïdara, Banque de Développement du Mali-- BDM, Mali • Patrick Nzonou, BBOX, Togo • Zhihong Zhang- CTF/World Bank • M. AGOSSA, General Manager of BOAD Titrisation <p>Discussions/ Q&A</p>
10:00 - 10:30	Coffee-Break
Session 7: 10:30 - 12:00	<p>Gender and Energy</p> <p>Moderator: Mme Ndèye Fatou Faye, Enda Energie</p> <p>Keynote: Sharing of the results: "Gender in the transition to sustainable energy for all: From evidence to inclusive policies"-- Soma Dutta, Energia</p> <p>Panelists :</p> <ul style="list-style-type: none"> • Ermelinda Tavares Lima, ROGEP/ECREEE • Maria Casas, DESFERS Project, Plan International ; • Joyce Ocansey, Gender Focal Point, Ghana; • Frank van der Vleuten, Inclusive Green Growth Department, Netherlands. <p>Discussions/ Q&A</p>

<p>Session 8 : 12:00 -13:00</p>	<p>Presentation of the results of the regional solar market assessment: GreenMax Capital Advisors</p> <p>Discussions/ Q&A</p>
<p>13:00 -13:05</p>	<p>Announcements: Participants' Feedback (via Survey Monkey®)</p>
<p>13:05 - 14:00 Lunch break</p>	
<p>Session 9: 14:00-15:15</p>	<p>Presentation on "How to Promote High-Quality Off-Grid Appliances"- Charlie Miller, -Energy Saving Trust</p> <p>Discussions/ Q&A</p>
<p>Session 10 : 15:15-16:00</p>	<p>Sharing experiences from NESAP-Niger: Presentation and Discussions- Mme Sido Mariama and Tassiou Rabo Oubandawaki ANERSOL/ANPER</p>
<p>16:00-16:30 Closure of the Conference</p>	



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