

BEYOND THE GRID OVERVIEW

JANUARY 2019



POWER AFRICA GOALS

GOAL: To Double Access to Electricity in sub-Saharan Africa

PILLAR 1: GETTING TO 30,000 MW

Transaction advisory services that help bring large-scale projects to financial close

PILLAR 2: GETTING TO 60 MILLION CONNECTIONS

On-grid and off-grid electricity services, including *Beyond the Grid* where national grids do not reach

PILLAR 3: UNLOCKING ENERGY SECTOR POTENTIAL

Policy, regulatory, and enabling environment enhancements to advance power projects

POWER AFRICA GOALS

GOAL: To **Double Access to Electricity** in sub-Saharan Africa



30,000 MEGAWATTS of new and cleaner power generation (PILLAR 1)



60 MILLION new electricity connections for homes and businesses (PILLAR 2)

BEYOND THE GRID (BTG)

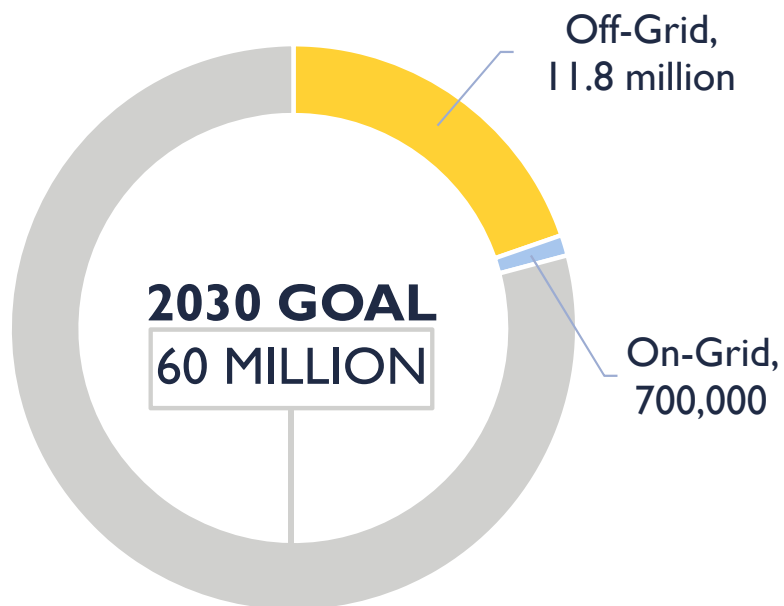
GOAL: **25-30 million** off-grid connections by 2030

- **Launched:** June 2014 at U.S.-Africa Energy Ministerial in Ethiopia
- **Partners:** Over 60 investors and practitioners committed to invest over \$1 billion
- **Focus:** To unlock investment and growth for off-grid energy solutions in sub-Saharan Africa

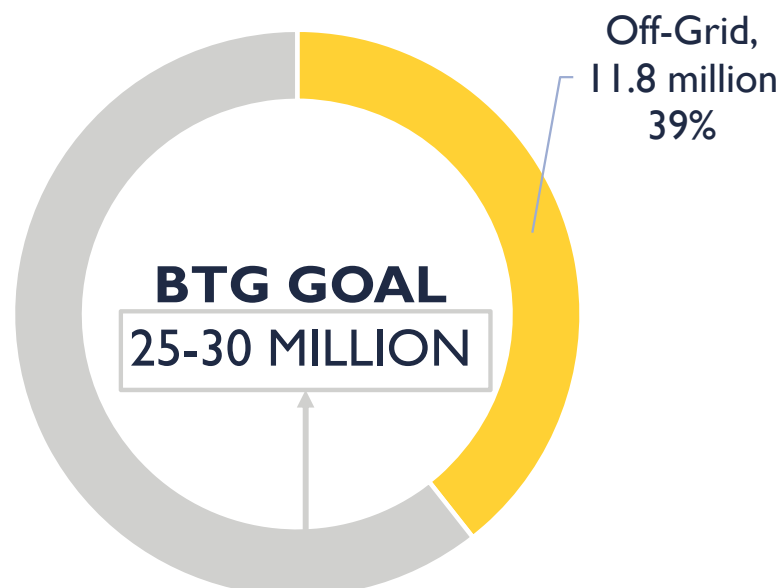


GETTING TO 60 MILLION CONNECTIONS

Where we are Dec 2018:



Where we Dec 2018:



BTG STRATEGIC PRIORITIES

GOAL: 17-20 million solar home systems connections

- **Strategy:** Address recurring constraints in the household energy market by increasing access to financing and providing technical assistance.

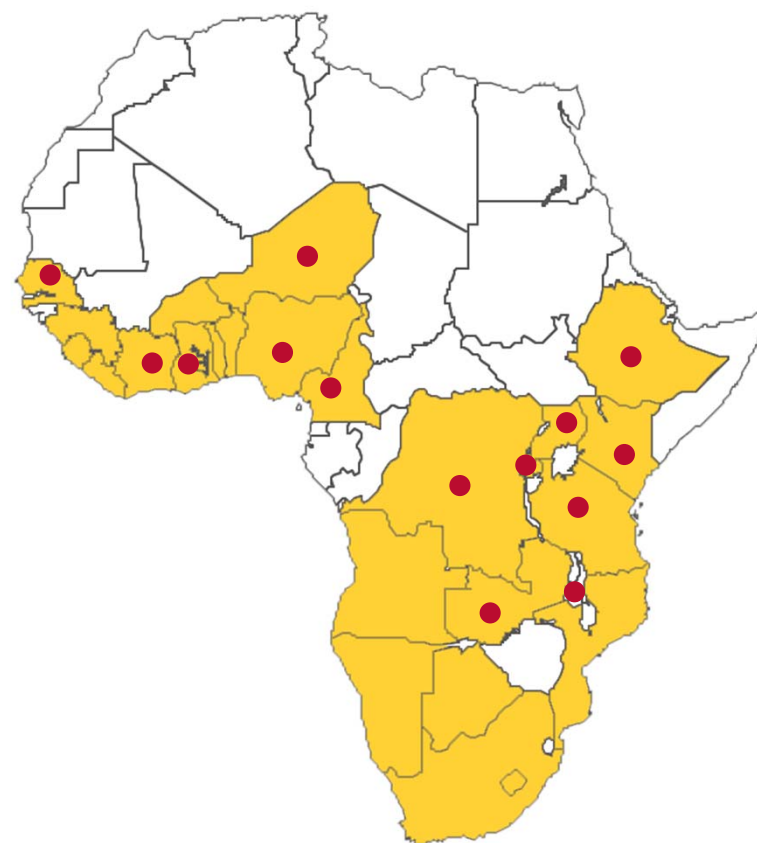
GOAL: 8-10 million micro-grid connections

- **Strategy:** Achieve scalable, cleaner community-level solutions that offer electricity access greater than the first tier of task lighting. Ensuring enabling environments are supportive through regulatory and policy regimes is critical to facilitate private sector success. Accelerating business models and access to financing.

OFF-GRID ADVISORS: EXPERTS IN THE FIELD

BTG has **20+ expert advisors** supporting off-grid energy access across sub-Saharan Africa, providing transaction and technical assistance to private companies, governments & investors to accelerate new connections.

- West Africa Regional (multiple)
- East Africa Regional (multiple)
- Southern Africa Regional (multiple)
- Pan-African (multiple)
- Cameroon
- Côte d'Ivoire
- DRC
- Ethiopia
- Ghana
- Kenya (multiple)
- Malawi
- Niger
- Nigeria (multiple)
- Rwanda
- Senegal
- Tanzania
- Uganda (multiple)
- Zambia



PRIVATE SECTOR ASSISTANCE

- Helping off-grid companies **develop business models**, promote products and services, build management skills, and reach scale
- Refining and strengthening **marketing and retail strategies**, including developing new partnerships with local distribution and retail partners
- Promoting **regulatory changes to encourage private sector investment**, and helping companies navigate regulatory processes for registration and licensing
- Facilitating **access to finance** through connections to private investors and financiers, and assistance with grant and commercial finance applications



COMPANY OPERATIONS



MARKET CONDITIONS



REGULATORY ENVIRONMENT



FINANCE

GOVERNMENT & PUBLIC SECTOR ASSISTANCE

- Assisting with **policy review and recommendations** to provide incentives for off-grid rural electrification
- Providing **best practices & lessons learned** on energy access policies
- Providing **technical assistance** to governments on key issues (e.g., micro-grid interconnection)
- Supporting the development of **technical standards** to facilitate micro-grid and SHS deployment
- Providing **capacity building** to governments to help them understand off-grid business models
- Supporting governments to **develop and implement rural electrification strategies**

STRATEGIC INITIATIVES

Scaling Off-Grid Energy Grand Challenge (SOGE)

- **Focus:** To accelerate SHS sales to reach 20 million; coordinates key partners



SCALING
OFF-GRID
ENERGY:
A GRAND CHALLENGE
FOR DEVELOPMENT

Smart Communities Coalition

- **Focus:** To provide technology & partnership solutions to focus refugee settlements in Kenya and Uganda tailored to connectivity, digital tools, and energy access

SMART
COMMUNITIES
COALITION

INTERAGENCY & STRATEGIC PARTNERSHIPS

Interagency & Strategic Partnerships are Vital to BTG Success

- **Quality Assurance Framework for Mini-grids:** Pilots with private sector companies, assistance to governments. Partnership with NREL and U.S. DOE.
- **Global LEAP Results Based Financing (RBF)** procurement incentive for off-grid efficient appliances in East Africa.
- **Global LEAP Awards Off-Grid Refrigerator Competition:** To identify the super-efficient, high-quality off-grid refrigerators. Partnership with SOGE, DFID and Power Africa. Winners announced Jan 2018.
- **USTDA:** Grants (i.e. project prep, feasibility studies)
- **USAID:** Local bank training and capacity building, grants to private sector companies.
- **USADF:** Grants for African-owned off-grid enterprises.
- **World Bank and AfDB:** Cooperation to advance energy access, pipeline for new lending facilities
- **OPIC:** Loans to off-grid companies (i.e. Lumos, SunFunder)



— THANK YOU

www.usaid.gov/powerafrica/beyondthegrid

www.scalingoffgrid.org

www.tent.org/partners/smart-coalition