

BUSINESSFORUM DECENTRALIZED ENERGY IN DEVELOPING COUNTRIES

Date / Time: Tuesday, October 2nd, 2018 / 9:00 am – 1:00 pm

Address / Room: [Impact Hub Vienna, Lindengasse 56, 1070 Vienna, Austria](#)

Introduction:

The Business Forum is being held in conjunction with the High-Level Conference on “Regional Cooperation to Accelerate Sustainable Energy Innovation and Entrepreneurship in Developing Countries” on 3rd October 2018 in Vienna, Austria. The event takes place in the framework of the “Green People’s Energy for Africa” initiative.

The Forum is jointly organized by the Africa-EU Energy Partnership (AEEP), the Alliance for Rural Electrification (ARE), the Austrian Development Agency (ADA), the Austrian Federal Ministry for Europe, Integration and Foreign Affairs (BMEIA), the European Commission, the German Federal Ministry for Economic Cooperation and Development (BMZ), and the United Nations Industrial Development Organization (UNIDO).

Background:

By looking at the moderate growth rates of renewable energy technology markets in many developing countries, it becomes obvious that SDG-7, SDG-9 and SDG-13 cannot be attained by 2030 in business-as-usual scenarios. Particularly, in Sub Sahara Africa universal access to energy services in rural areas cannot become a reality without enhancing the private sector capacities to implement and sustain innovative renewable energy technology solutions and business models. However, in these countries, entrepreneurs and start-ups continue to face a broad range of barriers and shortcomings related to policy and regulation, fiscal and non-fiscal incentives, access to technology and finance, capacity, knowledge and awareness, quality infrastructure, as well as R&D and innovation. Despite increasing demand, the domestic private sector is often not in a position to supply quality services and products and business and value creation opportunities remain unharnessed.

Objectives:

The Forum follows-up on issues raised at the “AEEP Policy Makers’ Roundtable on Decentralized Renewable Energy in Africa”, organized as part of the Zambia Off-Grid Investor Forum on 12th June 2018. To accelerate clean energy access in low and medium-income countries (focus here: Africa) via innovative solutions by bridging science & academia with start-ups & SMEs, the objective of the event is three-fold:

- for the deepening of development cooperation to provide public sector stakeholders with **first-hand insights of operations on the ground** of the renewable energy transition;
- for the creation of more favourable business conditions to present **key ideas and recommendations for the public sector from start-ups and SMEs working on the ground** in order to leverage and mobilize more business and finance engagements.
- for the uptake of renewable energy business opportunities and technology markets to increase **sub-regional cooperation, policies and standards** (e.g. quality infrastructure and digitalisation).

In doing so, the Forum will serve as a communication platform between companies/organizations implementing concrete projects on the ground and high-level directors in charge of International Development Affairs. The results of the Forum will be discussed further with financial institutions and investors in the side event “Creating opportunities for sustainable energy investments and businesses in developing countries” in the afternoon. The overall outcome will be presented in the main Conference on 3 October 2018.

Programme

<p>9:00 – 9:30</p>	<p>“How the private sector is fighting energy poverty through innovation”</p> <p>Opening remarks - Setting the scene</p> <ul style="list-style-type: none"> • Désirée Schweitzer Director General, Development Section Federal Ministry for Europe, Integration and Foreign Affairs, Republic of Austria • Rana GHONEIM Chief of Energy Systems and Infrastructure Division at UNIDO UNIDO • Felice Zaccheo Head of Unit Sustainable Energy and Climate Change DG International Cooperation and Development, European Commission • Tanja Rödiger Vorwerk Deputy Director General, German Federal Ministry for Economic Cooperation and Development <p>Moderator: Hans Stoisser, ECOTEC, Austria</p>
<p>09:30 – 10:50</p>	<p>Hard Talks: Invited start-ups/SMEs/local initiatives contribute with their experiences: “Which main shortages and constraints are slowing down or impeding our project implementation?” “To make our business a success in the long-run, how would the one most import public policy look like?”</p> <p><u>Theme: Upscaling through necessary adaptations in Regulation and Financing</u></p> <ul style="list-style-type: none"> • Brian Kelly, Managing Director, Virunga Power, Kenya - developer, investor and operator of energy power projects and grids • Ana Hajduka, Founder, GATE, Africa - innovative financing solutions • Prosper Magali, Director, Ensol (T) Limited, Tanzania - operator small hydro and solar mini-grids • Daniel Rea, Managing Director, Zengamina Power Ltd, Zambia - operator of mini hydro plants and mini grids • Rocío Hortigüela, Director, Entiba, Spain - engineering and consultancy <p><i>All start-ups/SMEs/local initiatives are working on the ground implementing concrete projects in the field of renewable energy with a clear business case.</i></p>
<p>10:50 – 11:10</p>	<p><i>Coffee Break</i></p>

<p>11:10 – 12:30</p>	<p>Hard Talks: Invited start-ups/SMEs/local initiatives contribute with their experiences: “Which main shortages and constraints are slowing down or impeding our project implementation?” “To make our business a success in the long-run, how would the one most import public policy look like?”</p> <p><u>Theme: Upscaling through better consideration of Innovations and Sub-Regional Cooperation</u></p> <ul style="list-style-type: none"> • Nicole Marais, Director, Timbuktu Ltd, Zambia/Malawi - implementer of solar power systems • Jonathan Lambregs, Business Development Manager, Tiger Power, Uganda - manufacturer containerized renewable energy solutions • Govinda Upadhyay, Founder, LEDsafari, Switzerland - developer innovative digital products • James van der Walt, Founder, Solar Turtle, South Africa - provider of business-in-a-box concepts <p><i>All start-ups/SMEs/local initiatives are working on the ground implementing concrete projects in the field of renewable energy with a clear business case.</i></p>
<p>12:30-12:50</p>	<p>Summing up and formulating key messages and recommendations for the afternoon session “Creating Opportunities for Sustainable Energy Investments and Businesses in Developing Countries” and for the High-Level Conference for on Sustainable Energy and Development</p> <p>Co-Moderator: Marcus Wiemann, Executive Director, Alliance for Rural Electrification, Belgium</p>
<p>12:50 - 13:00</p>	<p>Closing remarks</p>

(version 28.9.2018)

Co-Organizers:

