



**RES4MED&Africa Executive Seminar**

***Recommendations and priorities  
for effective renewable energy deployment in Africa:  
Opportunities of the External Investment Plan***

7 November, 2017  
DG Devco, Rue de la Loi 41, 1000 Brussels  
Room 06/A128

**Background:**

Southern-Mediterranean and Sub-Saharan African countries are rapidly attracting attention as new markets for renewable energy (RE) technologies. Thanks to the continent's dynamic economic and population growth, growing energy demand, its wealth in RE resources, and falling technology costs, large-scale and decentralized RE solutions are instrumental to accelerating economic transformation and to introduce widespread affordable, reliable and sustainable energy access to the region. Realizing the Southern-Mediterranean's and Sub-Saharan Africa's potential through sustainable development and RE is a [priority issue](#) for the European Commission and is reflected in the long-term working strategies of DG Devco, DG Ener, DG Near and DG Research&Innovation.

The private sector plays a key role in the implementation and multiplication of RE capacity, while also fostering business creation and enabling favorable economic spillover benefits. Indeed, the Africa-EU Energy Partnership (AEEP) framework and the current proposal to [revitalize the EU-Africa Partnership](#) on RE include a specific focus on [boosting efforts to facilitate public-private cooperation](#) to build a strong economic case for accelerated private sector investment in the Mediterranean and Africa. Given RES4MED&Africa's strategic partnership with AEEP and its contribution to the 2017 G7 Energy Ministerial on Africa's RE future, the Executive Seminar builds on existing EU policy frameworks and international cooperation agendas such as the UN's 2030 Agenda for Sustainable Development, the SE4ALL targets and G20 declarations on sustainable energy.

Furthermore, the deployment of RE technologies in these countries is rapidly evolving. Major developments are taking place on renewables in Southern-Mediterranean and Sub-Saharan African countries concerning policy & regulatory frameworks, energy regulation, financing & subsidy schemes, local content requirements and job creation, grid integration & storage, but also innovative technological applications, decentralized solutions, demand growth and business models. The Executive Seminar's added value lies in providing the European Commission with an overview of relevant issues related to the roll-out of RE projects and in presenting up-to-date insights based on direct on-the-ground experience from RES4MED&Africa members. Given the DG's long-term strategic work programs, the European Commission can benefit from an exchange with the private sector's experience as a reality check of the situation on the ground.

RES4MED&Africa has over 5 years' experience in leading policy dialogue, technical support and capacity building activities to create enabling environments for RE investments in the Mediterranean and Sub-Saharan African countries by enabling and encouraging private-public cooperation. RES4MED&Africa is among the only associations active in promoting the uptake of RE investments in these countries and counts on a strong track record in high-level trainings and Executive Seminars. RES4MED&Africa's member network represents the entire RE value chain including industries, agencies, utilities, manufacturers, financing institutions, consultancies, legal and technical services providers, research institutes, and academia, whose experience and competences can help convey comprehensive insights on what it takes to foster RE investments and projects in the Mediterranean and Africa. RES4MED&Africa's training experience includes its flagship capacity building activities such as the Advanced Training Course and the organization of Executive Seminars in countries such as Algeria and Tunisia.

## Agenda:

RES4MED&Africa organises a **1-day closed-door Executive Seminar** on **7 November 2017** for representatives from the European Commission DG Devco, DG Ener, DG Near and DG Research&Innovation. The seminar curriculum presents a curated selection of topics relevant to the DGs' focus on the deployment of renewable energy in Southern-Mediterranean and Sub-Saharan African countries. The sessions will present up-to-date insights based on direct experience from RES4MED&Africa members regarding issues such as policy & regulatory frameworks, project bankability and financing, on-grid & off-grid applications, and innovation practices. Representatives from the above DG's will benefit from an exchange on progress and private sector experience-based insights on key issues concerning renewable energy in emerging markets.

The seminar will be organised **back-to-back** with a **European Union Energy Initiative (EUEI)** Advisory Group meeting led by DG Devco on **8 November 2017**. The EUEI Advisory Group meetings are a platform to exchange news, activities, and updates regarding cooperation on EU-Africa cooperation renewable energy initiatives between DG Devco and Member States' representatives. RES4MED&Africa will present a wrap-up of the Executive Seminar, as well as the association's mission and activities during the meeting.

## Seminar structure & topics:

The seminar will be structured as a closed-door 1-day Executive Seminar with lectures on policy, market, financial, and technical aspects of RE given by qualified experts and leaders from the RES4MED&Africa member network.

The curriculum will provide an updated overview on relevant issues for renewable energy deployment, as well as provide recommendations on latest policy, regulatory, financial, and technological developments in the regions of focus.

Time will be dedicated to Q&A after every session to encourage direct exchange and foster deeper understanding between private sector experience and EC institutional representatives.

Through its Executive Seminars, RES4MED&Africa aims to convey the private sector's perspectives and experience on how to accelerate the roll-out of RE projects in the Mediterranean and Africa. The seminar topics are described below.

| <b>Session topic:</b>   | <b>Description:</b>   |
|---|---|
| <b>1. Competitive development of renewables: the RES4MED&amp;Africa outlook</b> | The opening session will illustrate the current state and trends of RE technologies and markets worldwide based on international best practices and case studies with particular attention to least developed countries (LDC's) in Southern-Mediterranean and Sub-Saharan Africa countries.   |
| <b>2. Policy &amp; regulatory frameworks</b>                                    | The session will highlight the role of RE in the countries' energy mix, and how the implementation of appropriate policy and regulatory frameworks is crucial to ensure an acceleration of RE deployment in said countries. This session will identify specific barriers to investment and will present how policy and regulatory frameworks need to be clear, harmonized and streamlined to allow for both the development of different RE technologies and business models for large-scale and decentralized electrification. The session will also focus on the importance of business models and tariff setting for consumers that are unable or willing to pay the full recovery tariff in least developed countries, illustrated by case studies from Africa. |
| <b>3. Financing renewable energy projects</b>                                   | Financing is a key aspect to the successful long-term roll-out of new renewable generation capacity in developing markets. The session aims to illustrate existing barriers and recommendations for investment in emerging markets that are relevant to the financing of RE projects. Given the uptake of competitive market-based support mechanisms, a special focus will be dedicated to the experience and best practices based on on-the-ground experience with auction schemes, as well as best practices of PPP (Public Private Partnership) projects.   |

| <b>Session topic:</b>   | <b>Description:</b>  |
|---|--|
| <b>4. Impact of renewable energy deployment on industrialization and jobs</b>   | The increasing rollout of RE projects impacts a country's job market and industrialization. This session will discuss how RE deployment can help create jobs, in particular if efforts are dedicated to create the right skills and capabilities to underbuild a local capable and trained job force. The degree of local content requirements planned within RE policies and auction designs can in turn help countries to achieve significant socio-economic development benefits.   |
| <b>5. Grid integration, access to energy &amp; micro-grids - Focus on business models &amp; regulatory frameworks</b> | Access to energy solutions are a priority for the electrification of remote areas in developing markets where grid extension is lagging or unlikely to materialize. The wide-scale implementation of decentralized mini-grid solutions will depend on the development of bankable business models on the one hand, and adapted policy and regulatory frameworks on the other hand. Attention will also go towards the role of grid integration and storage options for emerging markets as a solution for balancing to ensure reliable and robust energy systems in the long term. The session will illustrate case studies of successful mini (or micro) installations. |
| <b>6. Scaling up innovation in renewable energy</b>   | Enabling the application of innovative processes within RE solutions and applications is key to adapt to a sustainable energy future in the Southern-Mediterranean and Sub-Saharan Africa. Indeed, most solutions need to be tailored to the local context. This session will highlight how frugal innovation presents an important strategy for the development of large-scale and small-scale RE solutions in the countries of focus. The session will present innovative solutions suitable for least developed countries.  |

| <b>Agenda:</b><br><b>RES4MED&amp;Africa Executive Seminar – 7 November, 2017</b> |  |
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| 09:00 – 09:15  | Welcome and opening remarks<br><i>Roberto Ridolfi, Director for Sustainable Growth &amp; Development, DG DEVCO, EC</i><br><i>Michael Koehler, Director for Neighbourhood South, DG NEAR, EC</i><br><i>Roberto Vigotti, Secretary General, RES4MED&amp;Africa</i>   |
| 09:15 – 10:00  | Session 1 - Competitive development of renewables: the RES4MED&Africa outlook (+Q&A15')<br><i>Antonio Cammisecra, CEO, Enel Green Power (30')</i>  |
| 10:00 – 11:00  | Session 2 - Policy & regulatory frameworks (+Q&A 15')<br><i>Paolo Gentili, Director, PwC (20')</i><br><i>Paolo Marino, Director, Pöyry Management Consulting (20')</i>   |
| 11:00 – 11:20  | <i>Coffee break</i>  |
| 11:20 – 12:30  | Session 3 - Impact of renewable energy deployment on industrialization and jobs (+Q&A 20')<br><i>Lamberto Dai Pra', Head of Sub-Saharan Africa, Asia and Australia, Enel Green Power (20')</i><br><i>Alessandro Orpelli, Sales Director, Solar Division, Fimer (20')</i><br><i>Angelo Guardo, Senior Project Manager, RES4MED (10')</i>          |
| 12:30 – 13:30  | <i>Lunch break</i>   |
| 13:30 – 14:30  | Session 4 - Financing renewable energy projects (+Q&A 10')<br><i>Michele Scandellari, CEO, Enerray (25')</i><br><i>Alessandro Giudice, Group CFO, Executive Director, Enertronica (25')</i>  |
| 14:30 – 15:30  | Session 5 - Grid integration, access to energy and mini-grids for rural electrification (+Q&A 15')<br><i>Alberto Ponti, Director Strategy and Market Analysis, Terna (15')</i><br><i>Giuseppe Artizzu, Executive Director Global Energy Strategies, EPS (15')</i><br><i>Marco Aresti, Access2energy Senior Project Manager, RES4Africa (15')</i> |
| 15:30 – 15:50  | <i>Coffee break</i>  |
| 15:50 – 16:35  | Session 6 - Scaling up innovation in renewable energy (+ Q&A 15')<br><i>Luigi Lanuzza, Head of New Technologies, Innovation and Product Lab, Global E-Solutions (10')</i><br><i>Andrea Meola, Commercial Director, CESI (10')</i><br><i>Angelo Guardo, Senior Project Manager, RES4MED (10')</i>   |
| 16:35 – 17:00  | Final recap and closing remarks<br><i>Felice Zaccheo, Head of Unit C6, Sustainable Energy and Climate Change, DG DEVCO, EC</i><br><i>Roberto Vigotti, Secretary General, RES4MED&amp;Africa</i>  |

## Renewable Energy Solutions for the Mediterranean & Africa RES4MED&Africa

**Who we are:** RES4MED&Africa promotes the deployment of large-scale and decentralized renewable energy and energy efficiency in Southern-Mediterranean and Sub-Saharan African countries to meet local energy needs. Since its inception in 2012, the association gathers the perspectives and expertise of a member network from across the sustainable energy value chain.

**Our work:** RES4MED&Africa functions as a platform for members and partners of emerging markets to foster dialogue and partnerships, share knowledge and build capacity to advance sustainable energy investments in Southern-Mediterranean and Sub-Saharan African countries.

**Our mission:** RES4MED&Africa aims to create an enabling environment for renewable energy and energy efficiency investments in emerging markets through on 3 work streams:

- *Acting as a connecting platform for **dialogue & strategic partnerships** between members and partners to exchange perspectives and foster cooperation;*
- *Providing **technical support & market intelligence** through dedicated studies and recommendations based on members' know-how to advance sustainable energy markets;*
- *Leading **capacity building & training** efforts based on members' expertise to enable skills and knowledge transfer that supports long-term sustainable energy market creation;*

At the end of 2015, RES4MED members decided to expand the geographic focus to Sub-Saharan Africa in light of the huge potentials and growth opportunities for Africa's renewable energy sector.

**Members:** RES4MED&Africa gathers a network of 30+ members from across the sustainable energy value chain including industries, agencies, utilities, manufacturers, financing institutions, consultancies, legal and technical services providers, research institutes, and academia;

**Partners:** RES4MED&Africa works with local, regional and international partners, agencies and organizations to pursue its mission and promote RE & EE deployment in the region of focus.

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