

QUARTER 3 2021 NEWSLETTER EDITION

This Third Quarter Issue No.6 highlights the last eventful quarter of 2021 in the Off-grid sector and the cumulative off-grid connectivity rate at 18.5 % since October 2021 where around 5,580 households were connected to electricity through off-grid solutions. It highlights energy projects, energizing lives through sustainable solutions. This last quarter continues to focus on the private and public stakeholders' involvement in the sector.

SECTOR NEWS



The Council of Ministers(CoM); Hon.Claver Gatete & CoM Chair (Middle), Hon.Ibrahim Uwizeye left (CoM Member) & Hon. Steven Byabato(right); Deputy Minister for energy/TZ representing Hon. January Yusuf Makamba (CoM Member)

**MINISTERS IN CHARGE OF ENERGY FROM RWANDA,
BURUNDI & TZ COMMIT TO ACCELERATE THE
COMPLETION OF THE REGIONAL RUSUMO FALLS
HYDROELECTRIC PROJECT BY DECEMBER 2021**

The Project's Council of Ministers (CoM) visited the 80 MW Regional Rusumo Falls Hydroelectric to take stock of the Power Plant construction progress, assess related issues, and come up with strategies to accelerate its completion. The overall Project implementation status is at 81.9 %, targeting commissioning and testing of 1st power (one unit) by December 2021.

The council of ministers are the ones in charge of energy development in Rwanda, Burundi, and Tanzania respectively. The CoM Members are; Rwanda Minister of Infrastructure, Hon. Claver Gatete (CoM Chairman), Burundi Minister for Hydraulic, Energy, and Mines, Hon. Ibrahim Uwizeye, (CoM Member) and Tanzania Minister of Energy, Hon. January Yusuf Makamba (CoM Member) who was represented by his deputy Hon. Steven Byabato.

Before COM, the Board of Directors meeting was held on the 8th October 2021 and assessed all issues constraining the entire project varying from management and technical. The board members were assigned to follow up on the construction activities so as to meet the deadline.

Minister Claver Gatete and CoM chair, urged board members to always reach out to the council of ministers for quick decisions making. The transmission line infrastructures are towards completion. Once completed, they will extend to New Bugesera Airport and Shango in Rwanda, Gitega in Burundi, and Nyakanazi in Tanzania. The project will develop renewable hydroelectric power as part of a broader program to support the sustainable management of the Kagera River Basin and promote growth and poverty reduction. It will also impact the growing Town Centers while ensuring that environmental aspects

are well managed and benefits of shared power are produced.

The project upon completion will facilitate increased economic activities, private sector development, and investments in social infrastructure and services through improved access to electricity.

The project is worth **US\$340Million and US\$128Million** that have advanced to the countries as a loan from the World Bank and African Development Bank.

As part of bringing quick benefits to the community in the project site neighborhoods (in Ngoma and Kirehe districts), **USD5million** has been allocated to the people through the two District Councils to implement different community development projects (agriculture (irrigation) and livestock, construction of new health centers, & road rehabilitation) through the Local Area Development Program delivering direct benefits to the people around the expected hydropower generation plan.



**GET.INVEST LAUNCHES PILOT OF FINANCE READINESS
SUPPORT TO UNLOCK FINANCING FOR LOCAL CLEAN
ENERGY COMPANIES**

04 November 2021 | On the COP26 Energy Day, GET.invest officially launched the pilot phase of the GET.invest Finance Readiness Support, a new offering to help locally-owned and managed energy access companies, particularly in sub-Saharan Africa, access finance.

Across market segments, these companies tend to face significant barriers in tapping into funding opportunities, not least due to their track record, size and financing requirements. This is mirrored in global market trends. Investments in the off-grid solar sector have been highly concentrated, with the top 10 recipients of financing receiving 80 percent of the total value of investment in 2020 ([GOGLA Off-Grid Solar Investment Trends 2020](#)). This access-to-finance gap is a major roadblock for universal energy access, as 84% of people without access to energy live in rural areas and could benefit from companies with deep distribution roots and knowledge of local customer preferences. Furthermore, small and medium sized companies (SMEs) in emerging markets are widely considered key engines of growth, job creation and economic development.

Building on broad stakeholder consultations as well as the experience of supporting over 200 companies and projects in the sustainable energy sector, GET.invest launches the Finance Readiness Support to complement the advisory portfolio of the GET.invest Finance Catalyst. As such, the new service will target local, earlier stage micro-, small- and medium-sized energy companies and provide hands-on, in-depth business development advisory and coaching along the fundraising journey.

In the words of **Michael Franz, Team Leader of GET.invest**:
*“With this new service, GET.invest extends its support of mobilizing renewable energy investments to an **underserved** clientele, who in turn often serves those in greatest need of access to energy. The GET.invest Finance Readiness Support has been built specifically for locally owned and managed businesses aiming for growth but in need of customized, professional advisory to get there. Our new service will support them in getting ready for investment and accessing finance, usually for the first time. Our vision with this is to*

make a real difference towards reaching SDG7 with diverse and vibrant energy markets.”

The GET.invest Finance Readiness Support will be implemented by eight advisory firms: [Catalyst Off-Grid Advisors](#), [Energy 4 Impact](#), [GFA Consulting Group](#), [GreenMax Capital Advisors](#), [Inensus](#), [KPMG](#), [Open Capital](#) and [Persistent](#). In its initial pilot phase, the service will draw on the firms’ networks to support innovative, impactful and scalable companies and projects, based on eligibility criteria developed in collaboration with industry associations.

GET.invest will shape the Finance Readiness Support throughout the pilot phase by working closely with several core partners, including the Alliance for Rural Electrification ([ARE](#)), [GOGLA](#), the Global Distributors Collective ([GDC](#)), the Clean Cooking Alliance ([CCA](#)) and [ENERGIA](#) (Hosted by HIVOS). Additionally, GET.invest is collaborating with national renewable energy associations including the Associação Moçambicana de Energias Renováveis ([AMER](#)), Energy Private Developers ([EPD](#)), the Renewable Energy Association of Nigeria ([REAN](#)) and the Uganda National Renewable Energy and Energy Efficiency Alliance ([UNREEEEA](#)). More partners are expected to be mobilized. Via this coalition, lessons learned and knowledge generated will also be shared with the energy access community at large. *“We are glad to see this facility materialize, especially in the aftermath of Covid-19 and its impact on earlier-stage locally-owned enterprises. This service will be crucial to reach our goal of Energy access for all’. GET.invest is uniquely positioned to drive this forward given its wide network and partnerships with the industry associations at global and national levels, which can make this approach more holistic and inclusive,”* said **Sarah Bieber**, **Associate Director for Strategic Partnerships** at [Acumen](#) on the occasion of the launch.

PARTNER NEWS



ENERGY 4 IMPACT AND MERCY CORPS ANNOUNCE MERGER TO PUT ENERGY AT THE HEART OF DEVELOPMENT

Energy 4 Impact and Mercy Corps are proud to announce that we are merging to increase access to climate-smart, sustainable energy, improving the lives of millions of people around the world. Together, we can reach a whole new level of impact and scale.

Through this merger, [Mercy Corps](#) will plug Energy 4 Impact's proven market-oriented delivery of energy access into new geographies and a broader range of programmes, unleashing energy to drive forward agricultural development, economic growth, humanitarian recovery and climate resilience, building initiatives where energy access is the engine for successful sustainable development.

“By bringing Energy 4 Impact’s proven expertise in building sustainable energy markets into Mercy Corps’ large and diverse portfolio of humanitarian and development programmes, including in fragile states, we can develop sustainable solutions in contexts where they’re needed most. Energy access is key to unlocking people’s potential. It powers businesses and fires up economic opportunities, paving the route to greater stability and resilience”, says **Tjada D’Oyen McKenna, CEO of the global organization**

Mercy Corps.

*“With the turmoil of climate change, conflict and COVID-19 unravelling many of the development gains made over the past decade and pushing millions more people into poverty, there has never been a more urgent time to help communities build back better with access to cleaner, more sustainable energy. Plus, innovations in renewable energy technology and more sophisticated private sector models means that clean energy solutions are better and more affordable than ever. Together, our organizations’ have the potential to reach a whole new level of impact and scale”,***says Anthony Marsh, Chairman of Energy 4 Impact’s board of trustees.**

Tackling some of the most pressing challenges

Of the 800 million people who lack access to energy globally, 8 in 10 live in “fragile” states where communities also struggle against conflict, a dearth of economic opportunities, weak governance, a lack of security and the detrimental effects of climate change and environmental degradation. Yet, energy investment in fragile states has not risen to the level needed.

The recent [report by the UN’s Intergovernmental Panel on Climate Change \(IPCC\)](#) calls for urgent action by all nations, especially the major emitters of greenhouse gases, as well as increased funding to help countries who are bearing the brunt of the climate crisis adapt to their new reality. Increasing access to environmentally and financially sustainable forms of energy is vital for both climate resilience and low-carbon economic development. But providing access to energy is not enough: ensuring people and businesses can capitalize on energy access requires a 360-degree approach to meeting the complex needs of marginalized communities.

Together, Mercy Corps and Energy 4 Impact will:

- Work with a far greater number of energy businesses in more low-income countries to overcome the resource gaps — technology, skills, delivery networks and capital — so they can deliver access to underserved markets in the form of solar systems for lighting, heating, cooling and mechanical power,

clean cooking, biogas and mini-grid electrification amongst other technologies.

- Deliver the full package of technical, financial and business support and the energy solutions needed to help agricultural businesses, healthcare systems, small enterprises, educational institutions, and more, to meet the needs of growing populations.
- Increase impact by building on each other's technical expertise and reach, opening up new opportunities and funding for placing energy access at the heart of development projects.

Energy 4 Impact believes that this next phase of development will not only bring powerful benefits for the delivery of our mission, but also for our colleagues, collaborators and partners across all their projects. Together, Energy 4 Impact and Mercy Corps, joint in our shared mission of building secure, productive, and just communities, will better enable them to create lasting change.



Rwanda TVET Board and Private sector experts

DEVELOPMENT OF A SHORT COURSE CURRICULUM IN SOLAR ENERGY FOR DUAL LEARNING IN TVET SCHOOLS

The German Chamber of Skilled Crafts (CSS) Koblenz, conducted a TVET partnership project with Associations (EPD members) and schools in East Africa, has an on-going project until October 2023 whereby Phase 1 was conducted last year in November 2020, this program will focus on three main trades; Road Construction, Welding and Solar energy.

Phase 2 kick-started on 1st November, 2021 to 5th November, 2021, CSC Koblenz in collaboration with Rwanda TVET Board and the Private sector developed a short course curriculum on Solar Energy that will be developed, documented and distributed in different TVET schools around the country where this programme will be implemented.

The overall outcome of this programme is to raise economic competitiveness of companies in the region to be increased through improved employability and productivity of skilled workers. The aim is to promote and support these trades to respond to the relevant needs of labor market in this sector and region.



TVET SCHOOLS COMMITTED TO CLEAN ENERGY THROUGH SOLAR SYSTEM

In partnership with the Chamber of Skilled Crafts (CSC) Koblenz and Saint Joseph Integrated Technology (SJITC) inaugurated the solar PV (DC and AC) coupled system at the school premises.

Solar PV (DC and AC) coupled systems is a renewable technology that enables communities and individuals to produce electricity without a grid.

The solar system installed in the school is expected to generate more than 9 Megawatt per year.

Brother Pie Sebakiga of Saint Joseph lauded the system saying it powers some classrooms, computer labs and is used in welding, and carpentry classes while protecting the environment.

“As a country, we are committed to tackling climate change and as a school, this is the first step,”

“in addition to that we will be offering solar energy courses here at our school, this way we will be equipping our students with the knowledge they need for the job market, especially in a field that is getting popular every day,” he said.

Delivered by a Master Trainer from Germany CSC Koblenz has so far trained more than 20 trainers countrywide from the public sector and EPD member companies and TVET schools at SJITC in different courses, that include installing the system.

Stephanie Uwimana, one of the trainees, and a teacher from Kibihekane TVET school said that the training will help her to transfer that knowledge to her students in the renewable energy field.

“At my school, we use solar energy to power some of the classes, this allows our students to learn the growing technology while protecting the environment,” she said.

Presiding over the inauguration Thomas Kurz, ambassador of Germany to Rwanda said that the system cements the good

cooperation between Rwanda and Germany.

“One of the biggest pillars both our countries collaborate on is protecting the environment and this project is just the beginning of fighting climate change, because the system is eco-friendly”

Ambassador Kurz added that Germany is determined to develop TVET schools in Rwanda and through partnerships, with TVET and IPRC schools they will be able to reach the goal of creating employability for young Rwandans.

Cornelia Zupp, Project Coordinator of Partner Africa Project CSC Koblenz said that the solar system does not only provides power but teaches the students and others about what can be done in order to live an eco-friendlier life.

Zupp added that CSC Koblenz is ready to offer solar energy lessons to the schools, the private sector, and others.

MEMBERS NEWS



EPD CEO on DOA Training Launch Day

327 AGENTS TO CHANGE COMMUNITIES THROUGH OFF-GRID SOLUTIONS

The DOA(Deal Origination Agent) is a joint marketing Activity between EPD, BRD and ENABEL through the capacity Building Program under PSPE Project.

On 25th November, 2021 a second training phase was officially

launched by EPD CEO Mr. Sanday Kabarebe, The second phase of DoA trained over 327 Agents who will be deployed in different 5 districts around Rwandan communities to sell Solar Products and have access to available Renewable funds (REF) in SACCOs, through window one and window 5 Subsidy Program availed by the government.

In the CEO's remarks, He encouraged the incredible work of SHS agents and Saccos agents for accelerating the rural electrification and continue to reach the target set by the rwandan government where the government targets 100% access to universal electricity by end of 2024.

He continued to mention that this program has brought a solution to Youth through creation of jobs, impacting communities and empowering younger generations. This program is expected to continue to increase number of Off-grid Connected Households to achieve universal access of electricity to all Rwandans (100% electrification by 2024).



MOBISOL Rwanda announces name change and launches new product brand- MySol

Mobisol Rwanda, a leader in Rwanda's Pay-As-You-Go (PAYGo) solar industry announced a corporate change of name to **ENGIE Energy Access Rwanda** (EEA Rwanda). Known for its high performing solar home systems and exceptional customer experience, the company started operations in 2014 and has successfully connected over **45,000 households and businesses** to clean and affordable energy across Rwanda.

In 2020, parent company ENGIE integrated Mobisol with Fenix International, another SHS company and mini-grids provider, ENGIE Power Corner under a new entity and name – ENGIE Energy Access. This integration puts the company in a unique position as the only energy player offering end to end off-grid energy solutions with both solar home systems and mini-grids under one roof.

In addition to the corporate name change, the company also unveiled its new solar home system brand – MySol. MySol will replace the Mobisol brand of lighting, TV and business SHS products. At the launch event, **Sylvie Kanimba, Managing Director of ENGIE Energy Access Rwanda** said, *“with MySol we are now offering a much wider product range to address even more customer needs than what we did with Mobisol, from basic lighting and phone charging to more advanced systems for households and small businesses across Rwanda.”*

With nationwide operations, a team of 300 employees, Kanimba also highlights the important role that partnerships with organizations like Real contractors, Rwanda Kolping society, Ntende cooperative and many more have played in the company's success to date. *“Our celebration today is incomplete without acknowledging and appreciating the partners who have been with us so far on this journey to bring life-changing solar energy products to the Rwandan population. And although about 46 percent of Rwandans still have no access to electricity, we are already working closely with the Government of Rwanda and Rwanda Energy Group (REG); and are looking forward to collaborating with many more partners to reach the electrification target by 2024, especially off-grid households.”*

Universal electrification is the seventh of the United Nations Sustainable Development Goals that the global community has committed to achieve by 2030. With Africa (and by extension Rwanda) accounting for a major part of the population of people without access to electricity, Kanimba is confident in the role that ENGIE Energy Access and MySol will play in changing the statistics in Rwanda.



LAUNCH OF A SOLAR SUPPLY COMPANY – FOTIS ENERGY LTD

We are excited to announce the launch of a solar supply company. FEL (Fotis Energy Ltd) starts its operations in January 2022. The company will provide solar energy to homes and businesses with a range of turn-key renewable energy solutions that deliver financial savings, reduce carbon footprint and promote energy independence. They will design, supply, install and maintain solar panels and other renewable energy technologies.

Their products range from solar panels, battery storage, inverters, charge controllers, water heaters and solar fridges. They also have

solutions for rural areas, all households and commercial and provide off-grid solutions with battery back-ups, on-grid solutions and hybrid solutions that combine the best of both on grid and off-grid.

Fotis Energy are specialists in both large- and small-scale solar systems and by simply utilising the roof space on your Commercial Premises, Hospitals, Schools, Community Centres, factories, warehouses and much more.

Fotis Energy Ltd also offers a Franchise Opportunity, where you can set-up your own solar energy business with the help of their support. Franchise Opportunity is the fastest way to start your own Solar Energy Business. The company proven franchise model makes it easy for you to focus on just closing solar deals, while not stressing out about running a business.

Entrepreneurs and private business owners are the engine driving growth in the Renewable Energy Sector and their Franchise opportunity provides both training and a safe platform to get involved in Solar Energy business without the heavy financial burden needed upfront.

FEL will provide you with the utmost complete training solution in solar sales and installation industry and take solar installation work extremely serious and always ensure the safety of their staff and the satisfaction of their customers.

Fotis Energy Ltd has partnered with Western Co, an Italian solar equipment manufacturer, to provide you with state-of-the-art technology backed with a 5-year manufacturer's warranty to give you peace of mind.

For more information please send an email on info@fotisenergy.com or visit their website on www.fotisenergy.com.





LPG Campaign Awareness

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**MERRY
CHRISTMAS
&
HAPPY NEW YEAR
2022**



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