



AFRICAN
SCHOOL OF
REGULATION



INTERNATIONAL ONLINE CONFERENCE

Off-grid solar systems: Towards sustainable and scalable business models

September 26th, 27th and 28th; 3:00pm to 6:00pm, Central Africa Time and
Central European Summer Time



AFRICAN
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REGULATION

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The African School of Regulation (ASR), in collaboration with the African Development Bank (AfDB), the Africa Forum of Utility Regulators (AFUR), Africa Minigrid Developers Association (AMDA), the Global Energy Alliance for the People and the Planet (GEAPP), and the International Renewable Energy Agency (IRENA), invites you to a high-level online conference on the necessary regulatory conditions, business model designs, and financial approaches that are necessary to attain a sustainable and scalable development of the minigrid industry.

A very large number of minigrids must be deployed in Africa to achieve the goal of universal electricity access in the continent by 2030, according to estimates by both the minigrid industry and well-known international organizations. Most of the large volume of capital that is needed must come from private investors, and this will only be possible if business models for minigrids can be defined that are financially viable and can maintain this condition permanently, i.e., if the business models are sustainable. In addition, it is necessary that these business models can be scaled up to the necessary dimension, both in terms of the required financing and the technical and managerial capability of the minigrid developers to install all the minigrids identified in the electrification plan.

Despite the favourable projections, minigrids have failed resoundingly in Africa and everywhere else over many years to have significant impact on electricity access. Minigrids cannot attain the relevance they should unless the sustainability of their business model is resolved and implemented through necessary regulatory measures. The conference will focus on the specification of the fundamental regulatory conditions, business model designs, and financial approaches that are necessary to attain sustainability – a necessary, but not sufficient condition for scalability – which will be also discussed.

Conference participants will debate to arrive at the definition of actionable regulatory and business models for minigrids that can attract investors, be deployed quickly, build all the minigrids included in a least cost electrification master plan to achieve SDG, and ensure permanence of reliable and affordable electricity supply. The applicability of lessons learned with minigrids to standalone solar systems will be also examined.

The Conference will bring a limited number of invited experienced participants – from minigrid developers, power pools, ministries, regulatory agencies, development financial institutions, think tanks, private companies, and academia – who will debate under a panel format virtually. The debates will be open free of charge to any interested registered participants, who will be able to send questions and to provide comments that will be conveniently used by the moderators of the panels and made available to all participants.

Preparatory reading material will be made available to all participants ahead of the dates of the Conference. Following the Conference, the ASR team will make public a brief with the summary of the key findings and takeaways, and will organize follow up events – interviews, podcasts, debates on specific aspects – to further examine the topics that had been discussed. This online expert-based debate-style Conference can prepare the ground for the larger presentational ESMAP-AMDA 7th Minigrid Action Learning Event (ALE) to be held in Nairobi from February 27 – March 3, 2023.

PROFILE OF SPEAKERS, MODERATORS AND PANELLISTS

OPENING



IGNACIO J. PÉREZ-ARRIAGA

Interim Director, ASR

MS and PhD in Electrical Engineering from MIT, and Electrical Engineer from Comillas University in Madrid, Spain. Interim Director of the African School of Regulation (ASR) since July 2022. Visiting professor and Senior Lecturer at MIT (2008-2022). Professor at Comillas University; founder and director (1984-1994) of its Institute for Research in Technology (IIT). Professor and Director of Training at the Florence School of Regulation. Life member of the Spanish Royal Academy of Engineering. Fellow and Life Member of IEEE. Commissioner at the Spanish Electricity Regulatory Commission (1995-2000). Independent Member of the Irish Single Electricity Market Committee (2007-2012). Member of the Board of Appeal of the EU Agency for the Coordination of Energy Regulators (2011-2016). Review editor of the 5th Assessment Report of the IPCC. Director of the research team of the Global Commission to End Energy poverty (GCEEP). Consultant and lecturer in more than 40 countries. Currently researching on future trends in power systems regulation, operation, and planning, with a focus on energy access in emerging and developing economies – geospatial optimization methods, business and regulatory models for electrification planning.



DAMILOLA OGUNBIYI

CEO and Special Representative of the
UN Secretary-General for Sustainable
Energy for All

Damilola Ogunbiyi is CEO of Sustainable Energy for All, special representative of the UN Secretary-General for Sustainable Energy for All, and co-chair of UN-Energy. Previously, Mrs. Ogunbiyi was the first female managing director of the Nigerian Rural Electrification Agency and was responsible for successfully negotiating the Nigerian Electrification Project, a \$550 million facility to rapidly construct solar mini-grids and deploy solar home systems across Nigeria. She was also responsible for the Energizing Education Programme, which will provide uninterrupted electricity to 37 federal universities and seven teaching hospitals through off-grid captive power.

Mrs. Ogunbiyi conceptualized the Energizing Economies Initiative, which provides sustainable and affordable off-grid power solutions to economic clusters in Nigeria and drove gender inclusion activities in the REA and energy sectors. Previously, she was senior special assistant to the president on power and head of the advisory power team in the Office of the Vice President, where she was also responsible for the Power Sector Recovery Programme.

Mrs. Ogunbiyi was the first female to be appointed as the general manager of the Lagos State Electricity Board. She entered public service as the senior special assistant to the Lagos State Governor on public-private partnerships. Prior to her appointment, Mrs. Ogunbiyi was a consultant for the United Kingdom Department for International Development on public-private partnerships.

She created the Lagos State Energy Academy to build the capacity of young people in renewable energy technology.

Mrs. Ogunbiyi is a commissioner for the Global Commission to End Energy Poverty.



KOEN PETERS
Executive Director GOGLA

Koen Peters is Executive Director at GOGLA, the association for the off-grid solar energy industry. Koen is a strong advocate of making market solutions work for public goals and believes the off-grid solar industry holds the key to the quickest, most cost-effective and overall best route towards universal energy access.

Koen is internationally oriented and throughout his 25+ yr career has been active in various private and public sector roles to support sustainable and green business development, with a specific interest in renewable energy.

He holds a MSc Degree of Environmental Engineering, from Wageningen Agricultural University and International Master of Business Administration (MBA), University Nyenrode and Kellogg School of Management (Northwestern Univ., USA)

PANEL 1: OGS BUSINESS MODELS AND PAYMENT METHODS.



PROSPER R. MAGALI
(Director of Innovation and Business
Development, Ensol Tz Ltd.).

Prosper Magali has been actively engaged in the renewable energy sector in Tanzania for over 20 years now. He is one of the founders and Directors of Ensol Tanzania Limited (www.ensol.co.tz) an Engineering, Procurement and Construction (EPC) company in renewable energy space in Tanzania and East Africa. He has been involved in development of small and medium scale renewable energy projects, including minigrids and hybrid systems for rural electrification and industrial growth. Prosper has served as a board member for Alliance for Rural Electrification, ARE (www.ruralelec.org), an international business association based in Brussels, Belgium for 4 years from 2018 to 2022; an opportunity that made him get actively involved in policy advocacy and sector development for decentralized renewable energy and rural electrification in all over Africa. Prosper now heads Tanzania Renewable Energy Association, TAREA (www.tarea-tz.org) as Chairperson.



HAROLD DE RIJCK
(Founder, All Solar World).

Harold is the founder of All Solar Lights, the manufacturer of a Solar Home System, from which All Solar World evolves. Harold brings more than twenty years of experience in logistics, sales trading, and product development. He focuses on developing new products and penetrating new markets. He is our voice in Southeast Asia and Africa

PANEL 1: OGS BUSINESS MODELS AND PAYMENT METHODS.



Franklin Arinda
(Compliance & External Relations
Manager, FRES).

Arinda Franklin Okeyamba, MBA, brings a wealth of expertise to the discussion as a Compliance and External Relations Manager at FRES Uganda Ltd, a prominent energy service provider in Uganda. With more than five years of dedicated service at FRES, Franklin has been instrumental in steering the company towards unwavering compliance with stringent environmental regulations. His commitment to sustainable practices and extensive knowledge in the field make him a valuable voice in the forthcoming webinar. Join Franklin as he shares insights on navigating the regulatory landscape, business model innovations, and financial strategies essential for the off-grid solar industry's pivotal role in achieving universal electricity access.



DANA RESANKOVA
(Global Lead for Energy
Access, World Bank)

Dana is the Global Lead for Energy Access, providing strategic and operational guidance to the World Bank's Energy and Extractives Global Practice to scale up its energy access interventions. In addition to this role, Dana is coordinating energy access activities at the Energy Sector Management Assistance Program (ESMAP), where among other things she is the Program Manager for Lighting Global.

Dana has been at the World Bank for nearly two decades, spearheading multiple projects in the Africa and Latin America and Caribbean regions, focusing on energy access and distributed renewables, including the renewable energy and access program in Haiti.



JOSH SEBASTIAN

(Senior Expert, RBF and Fund Management, SNV Global Energy).

Josh Sebastian is a community development practitioner and agro-environmental consultant. He joined SNV in 2011 as a young professional in Red Meat Value Chain Development programs. He is currently an advisor in the RE Sector and is the county Programme Manager for EnDev in Tanzania.

Josh has worked for more than 10 years in community development programs related to mental health, youth education and environment. As a director of a Canadian non-governmental organization he was able to double organizational membership and extended community outreach to greater than 3,000 direct youth beneficiaries in Canadian classrooms in one year.

During the past 5 years, Josh has actively paired these abilities with technical knowledge and extension approaches in agriculture and environment for applied practices in international development and partnerships with Tanzanian civil society.

His international experience in Tanzania began with program development, implementation and evaluation of improved cook stoves and has expanded in reach to rural development in agro-enterprise development with women and youth, climate smart agriculture, and gender sensitive extension methodologies.



UCHE HONNAH

(Energy Principal Specialist, Universal Energy Facility, SEforALL)

Uche is Principal Specialist at Sustainable Energy for All (SEforALL) where he leads the end-to-end implementation of all Universal Energy Facility (UEF) windows and is currently providing expert support towards UEF's scale-up and the transition of the UEF from its proof-of-concept phase to a significant USD 100 million RBF facility in Africa.

He has a wealth of experience spanning over 13 years covering different aspects of rural electrification, electricity market reforms, infrastructure development, electrical assets enumeration, energy contracts, transmission and generation scheduling.



JULIO EISMAN
(President, Spanish Universal Energy Access Table).

Julio is an Electromechanical Engineer from Comillas University and graduated from the General Management Program of IESE (Navarra University).

He is currently the chairman of the Universal Energy Access Table, association of different type of organizations, academic, NGOs and companies, related with energy access and energy poverty. He is board member of the ICAI Engineers Foundation, and vice president of the Engineering and Sustainable Development Committee of the Spanish Institute of Engineering.

Previously, he has been General Director of Engineering at Iberdrola, Managing Director of the Acciona Microenergy Foundation and member of the Board of Directors of Energy without Borders and the Steering Committee of the Shire Alliance.

He has worked on development projects related to universal energy access in Latin America (Guatemala, Peru, Brazil, Colombia, Panama, Mexico) and Africa (DR Congo, Benin, Monrovia and Ethiopia).

In 2008, he develops the ACCIONA Microenergy Foundation (now acciona.org) focused in providing electricity access to communities without conventional solutions with sustainable and affordable delivering model called “Luz en casa” (Light at home). This business model is implemented since 2010 in the Andean and Amazon regions in Peru, in more than 250 dispersed communities in the Oaxaca State (MX), in the indigenous regions of Panama, in the Philippines, Chile and, until the start of the armed conflict in Ethiopia, in refugee camps and host communities in Tigray (Ethiopia). Worldwide, there are nowadays around 100.000 users of the Luz en Casa model.



ROSALIE MARSDEN
(Senior Associate, Acumen)

Rosalie currently works as a Senior Associate for Acumen. Developing the Hardest-to-Reach energy access initiative.

She previously worked as an Associate for the United Nations Green Climate Fund’s private sector team to carry out due diligence of renewable energy and sustainable private sector projects. Interned for Waverton Investment Management researching impact investing, and Silverstreet Capital identifying PE opportunities in the agriculture sector in East and Southern Africa. Worked in the UK, Germany and South Korea