



Directorate General for Development and Cooperation – EuropeAid

# Empowering Rural Electrification

Workshop

29 - 30 September 2014 - Venue: Hotel Le Plaza Brussels  
Boulevard Adolphe Max 118, 1000 Brussels, Belgium

## Agenda

DAY 1  
29<sup>th</sup> of  
September  
2014

8h00 – 9h30	• Registration of Participants
9h30 – 9h40	• Official Welcome, <i>Andris Piebalgs, Commissioner for Development</i>
9h40 – 9h50	• Expected impacts of <b>SE4All</b> , <i>Kandeh Yumkella Special Representative of United Nations Secretary-General and Chief Executive Officer</i>
9h50 – 10h00	• Role of renewable energy in achieving universal access to energy, <i>IRENA, Adnan Amin, Director General</i>
10h00 - 10h20	• The need for adapted innovative financial tools to support <b>SE4All</b> , <i>Roberto Ridolfi Director for Sustainable Growth and Development, European Commission DG for Development and Cooperation – EuropeAid</i>
10h20 – 10h50	• Tea & Coffee Break and photo
10h50 – 13h00	<ul style="list-style-type: none"><li>• <b>Rural electrification experiences - Setting the Scene</b>, Chaired by Roberto Ridolfi, Director<ul style="list-style-type: none"><li>• Presentation of a successful business model for rural electrification in Africa, ingredients for success and lessons learned: <i>Caroline Nijland, FRES/ARE Board Member</i></li><li>• Access to energy and experiences in the framework of <b>SE4ALL</b>, <i>ENEL, Marina Migliorato, Head of CSR</i></li><li>• Access to energy - a utility perspective, <i>EURELECTRIC, Susanne Nies, Head of Unit</i></li><li>• Private business and international organizations, experience in the frame of <b>SE4All</b>, <i>SIEMENS, Torsten Wetzel, Head of Business Development Energy Sector</i></li><li>• Risk mitigation study on rural electrification businesses: Key recommendations, <i>ARE, Bernard H. Wagemann, Director Center of Corporate Management/University Neu-Ulm</i></li></ul></li></ul>

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- Financing structures for Country Access and commercially operating mini-grid systems, US State Department, Molly Ward, Alternative and Renewable Energy Advisor, Bureau of Energy Resources
- Renewable Energy and Energy Efficiency Credit Lines, AFD (Agence Francaise de Developpement), Christian de Gromard
- Lessons learned from a vast portfolio of projects, KfW Entwicklungsbank, Jens Drillisch, principal energy economist

Debate and input – Provisional Stock-taking

13h00 – 14h30 • Light Lunch

14h30 – 15h00 • **Presentation of ElectriFI – a new proposal for an Electrification financing Instrument**, Marc Buiting, expert FMO

15h00 – 16h30 • **Roundtable and Reactions to ElectriFI!**  
*Moderator: Roberto Ridolfi*  
**Panelists:**

- **UN SE4ALL**, Kandeh Yumkella
- **IRENA**, Adnan Amin
- **UNEP**, Dean Cooper - Head Energy Finance Unit
- **EUEI PDF**, Mike Enskat – Programme Manager
- **ARE**, Marcus Wiemann – Secretary General
- **SAWEA** (South African Wind Energy Association), Johannes Van Den Berg – CEO
- **GOGLA** (Global Off-grid Lighting Association), Koen Peters – Secretary General
- **EDP, EURELECTRIC**, Pedro Neves Chairman group A2E
- **CISP**, Paolo Dieci

Q&A

16h30 - 17h00 • Tea and Coffee break

17h00 – 17h30 • Conclusion of first day

17h30 – 18h00 • Preparation and organisation of Breakout Sessions for the next-coming day

18h30 • Reception dinner by invitation of Directorate General for Development and Cooperation – EuropeAid





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DAY 2  
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8h30-9h00	Registration of new Participants
9h00 – 11h00	<b>4 PARALLEL BREAKOUT SESSIONS - Chaired by DEVCO:</b>  <b><u>Parallel Break-out Session 1:</u></b> <b>Civil society role to guarantee socially viable rural electrification projects:</b> <b>Chairs:</b> EuropeAid Felice Zaccheo and Giampaolo Silvestri, AVSI <b>Panelists:</b> - Practical Action, Aaron Leopold, Global Energy Advocate - University of Southampton, Dr Abubakr Bahaj - KITE Ghana, Ishmael Edjekumhene, CEO - Strathmore University, Kenya, Izael Da Silva - WWF, Jean-Philippe Denruyter, Manager Global Renewable Energy Policy - ENEL, Massimo Sciancalepore (on behalf of EGP)  <b><u>Parallel Break-out Session 2:</u></b> <b>Rural electrification as emerging business</b> <b>Chairs:</b> EuropeAid Georgios Pantoulis and Ernesto Macias, President, ARE <b>Panelists:</b> - TTA, Spain, Xavier Vallve, Potential and challenges in the field of concessions - EC, JRC, Sandor Szabo, GIF for rural electrification spatial analysis in Africa - Phaesun, Germany, Tobias Zwirner, Issues related to distribution, retail and microfinancing - Kafita Cooperative Society, Paul Nkumbula, Acting Project Coordinator - KXN Nigeria/AREA, Anthony Ighodaro - Absolute Energy Capital, Alberto Pisanti

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**Parallel Break-out Session 3:**  
**Modalities of the proposed financial initiative ElectriFI:**

**Chairs:** EuropeAid Torsten Ewerbeck, EDFI Jan Rixen, General manager

- Pros and cons of provision of subordinated debt for rural electrification business models, Marc Buiting (FMO)
- Legal aspects regarding the conversion of a grant into subordinated debt, Speaker to be confirmed
- Linking financial engineering to energy system planning, Paul Bertheau, Reiner Lemoine Institute
- World Bank, Alexandre Kossoy and Dan Radack
- Complementarity with existing EC SE4ALL facilities, EIB, Eugene Howard

**Parallel Break-out Session 4:**

**Conducive regulatory framework to secure a sound implementation of the business models**

**Chairs:** EuropeAid Lennart Deridder, Jean Pierre Kedi, General Director of ARSEL (Cameroon) and Guilherme Collares, EDP

**Panelists:**

- ENEL, Marina Migliorato
- GDF Suez, Jerome Broutin
- EDF, Jean Claude Houssou
- INENSUS, Nico Peterschmidt
- ECREEE, Mahama Kappiah
- GIZ, Bozhil Kondev, Tackling rural electrification challenges with technical Assistance

11h00 – 11h30	● Tea & coffee break
11h30 – 12h30	● Wrap up of the Break-out Sessions and presentation to plenary <i>Roberto Ridolfi, Director</i> <b>Conclusions and Closing Remarks</b> <i>Klaus Rudischhauser, Deputy Director General, DG for Development and Cooperation – EuropeAid</i>
12h30	● Buffet Lunch

