



ENGIE Energy Access:

A new business for reaching the energy last mile in Africa

Atelier Accès à l'énergie
Chaire Energie et Prospérité

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INTERNAL

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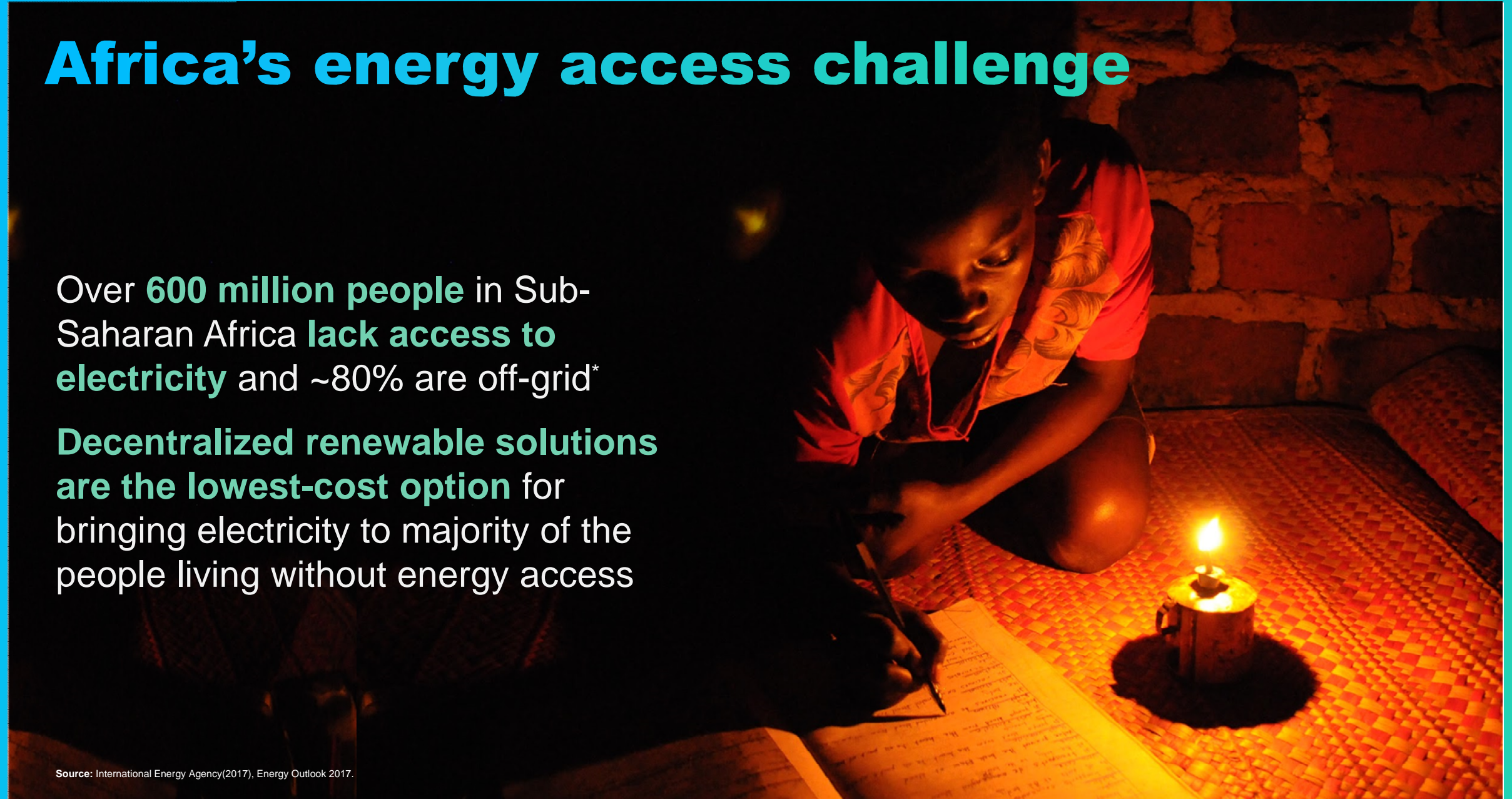
SECRET

Africa's energy access challenge

Over **600 million people** in Sub-Saharan Africa **lack access to electricity** and ~80% are off-grid*

Decentralized renewable solutions are the lowest-cost option for bringing electricity to majority of the people living without energy access

Source: International Energy Agency(2017), Energy Outlook 2017.





ENGIE's solution

In 2018, the Africa BU kicked off the **Access to Energy (A2E) strategy** to address this challenge and facilitate last-mile energy access.

This strategy has **evolved into a business entity** with the integration of Fenix International & ENGIE Mobisol, and Mini-grids provider ENGIE Power Corner to form **ENGIE Energy Access**.

Source: International Energy Agency(2017), Energy Outlook 2017.

ENGIE Energy Access

We deliver life-changing, affordable, reliable, and sustainable energy solutions with exceptional customer experience.

Today ▼

1 million⁺

customers

5 million⁺

lives impacted

1,700⁺

employees

9 countries

By 2025 ▼

4 million⁺

customers

20 million⁺

lives impacted

1000⁺

mini-grids



A leader in Africa's access to energy market

We are uniquely positioned to serve customers according to their specific energy needs – from basic lighting and phone charging, to more advanced systems for households and powering productive use equipment to promote entrepreneurship and boost economic activity in rural communities.



Solar Home Systems

We design, manufacture, distribute, finance and provide last mile service for our SHS products.



Mini-grids

We enable economic growth by promoting income generating activities and productive usage with our mini-grids.



Software Solutions

We provide for businesses in need of a fully integrated PAYG (Pay-As-You-Go) platform.

3 Enablers to unlock economic development of rural communities in Sub Saharan Africa

- 1 : Provide **affordable, clean and reliable** energy
- 2 : **Facilitate access** to electrical appliances
- 3 : Support **income-generating** activities

> 90 %

of our customers declare
increased income and
improved quality of life

Longer operating hours
More efficient operations
New/Better services
More customers

From electricity provision to productive usage

Affordable & reliable power



Facilitated appliances financing



Trainings:

- on appliances use
- on business skills

Small industries



- Tailoring
- Welding
- Woodwork
- Air compression

New business opportunities

Services



- Haircutter
- Restaurant
- Health center

Increased productivity

Agriculture and food



- Milling
- Irrigation
- Cooking
- Cooling

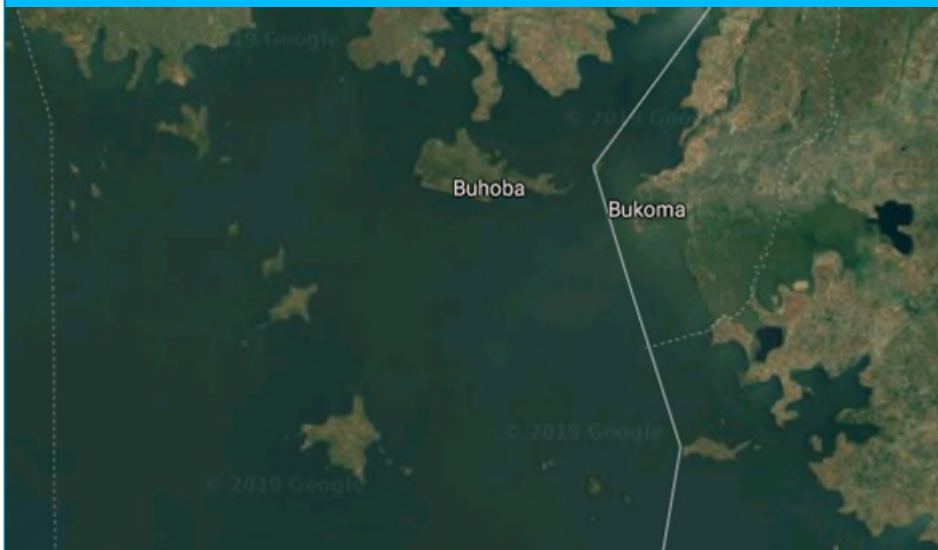
Reduced production costs

Examples of Productive usages

Water & Fishing industry in Uganda

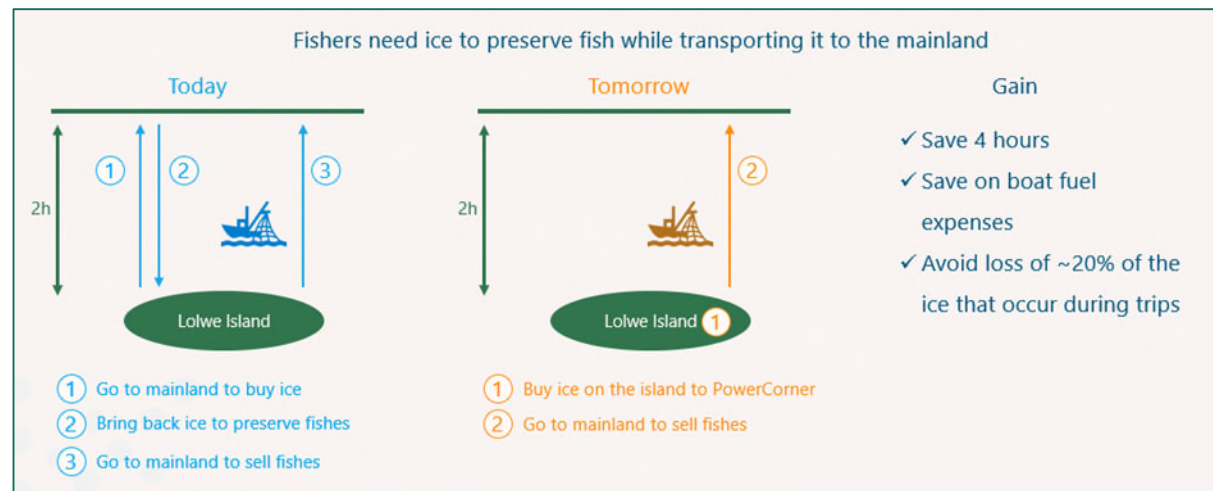
The island of Lolwe

- 2h speed-boat from Victoria Lake shore
- 15000 inhabitants, 3 villages
- 600 KW minigrid capacity



The project

- Fishing is the most important source of revenues
- Water pumping and purification
- Support the fishing industry: ice selling and fish drying services



Examples of Productive usages

Mealie-Meal in Zambia

The project

- The community prefers Mealie-meal that require both a dehuller and a milling machine
- Technical & commercial measures to run it



Impact

> 300% ARPU increase

"I am beyond pleased because they have provided us with an efficient electric dehuller and hammermill on lease-to-own which has helped us to cut costs and make profits", Madam Phiri, business lady



**We make all this possible through
a strong focus on digital tools**



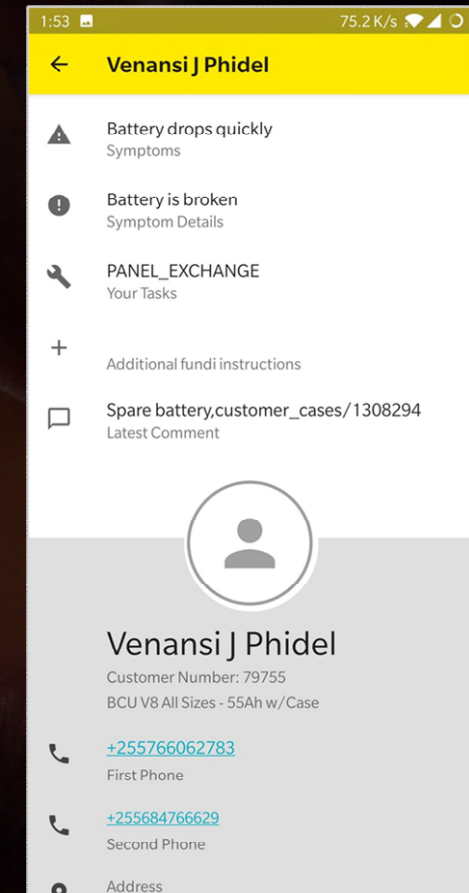
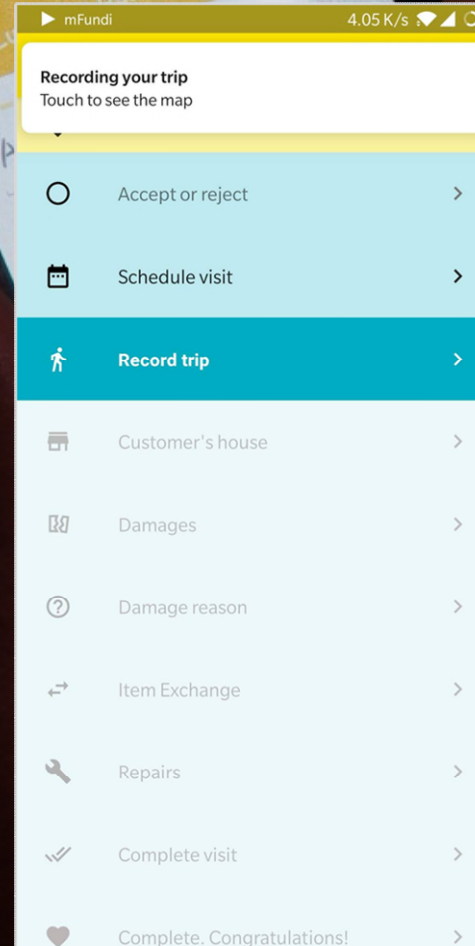
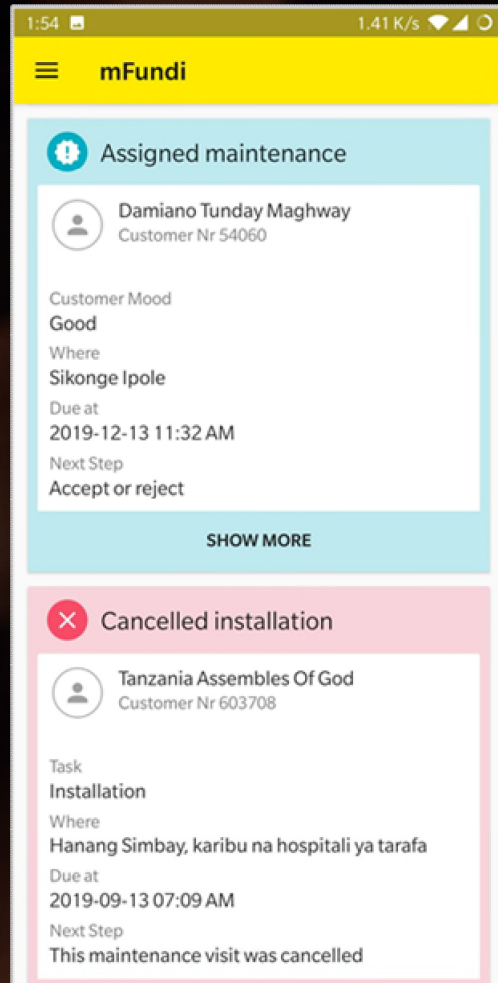
We use PAYGo technology

A combination of low daily payments, starting from as low as € 0.17...



... with the ability to turn a system on or off depending on payment status.

We create specialized mobile workforce oriented tools





How to achieve a more systematic link between the Access-to-Energy business and productive wealth ?

Which steps to take to accelerate an integrated approach of SolarHomeSystems + Mini-grids + National grid ?



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