

What comes next: Giving a push to solar PV and biogas development

East Africa's solar and biogas markets show promising trends for renewables in the region

Kenya and Uganda offer two of the most progressive and investor-friendly frameworks in the East African region and may become role models for private sector participation in grid-connected renewable energy power generation. In Kenya, two of the largest solar plants of sub-Saharan Africa have been installed by German companies and local partners in 2010 /2011.



Mombasa, Kenya
Pioneering grid-connected solar in East Africa: the SOS Children's Village in Mombasa goes green with German solar PV technology.



Nairobi, Kenya
German solar firms together with local partners realised sub-Saharan Africa's largest solar PV plant at UNEP's headquarters.

To further spur these promising trends, PDP organises multiday technology forums that bring together relevant public and private stakeholders. Workshops on technical issues, business models and financing options are complemented by business-to-business meetings. Project opportunities are presented during site visits. PDP technology forums set the stage for making contacts, exchanging information, and identifying projects – with the aim to accelerate solar and biogas market development in East Africa.

Save-the-date and further information

Upcoming workshops, technology forums, and further information at:

www.gtz.de/projektentwicklungsprogramm

PDP East Africa is implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH on behalf of the German Federal Ministry of Economics and Technology (BMWi) in the context of the "renewables – Made in Germany" initiative.

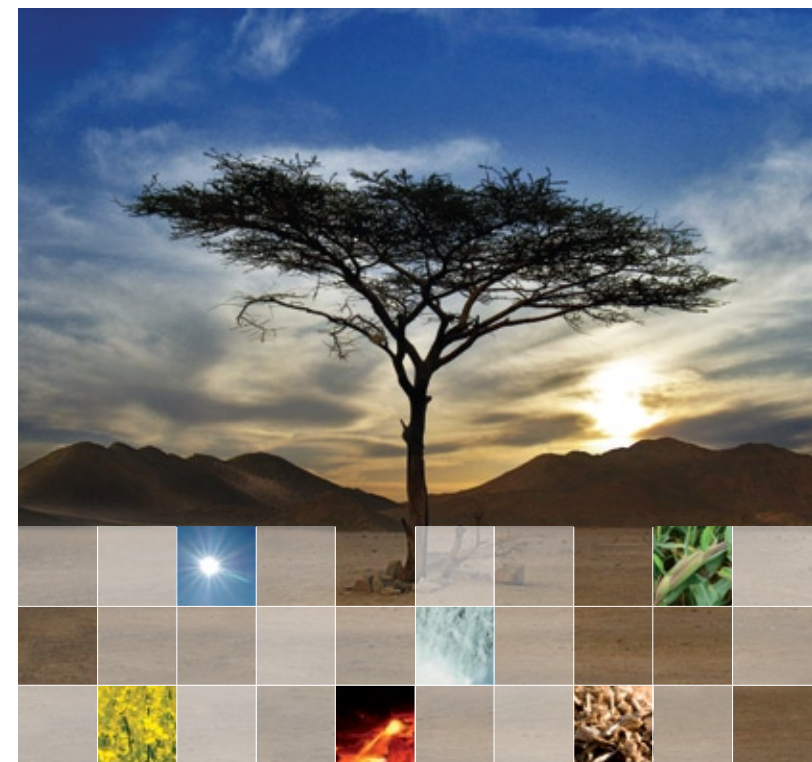
GIZ has in-depth knowledge of East Africa's energy sectors, as well as an excellent network of business and political contacts.

Contact in Germany:

Regine Dietz
Tel. +49-(0)30 408 190 253
Email: regine.dietz@giz.de

Contact in East Africa:

Michael Franz
Tel. +254-(0)20 27318 28
Email: michael.franz@giz.de



Renewable energy in East Africa: Doing business!

www.renewables-made-in-germany.com



East Africa: Future markets for renewable energies

Opportunities for the renewable energy sector: Shaping East Africa's energy markets

Ethiopia, Kenya, Rwanda, Tanzania, and Uganda are promising future markets for renewable energies. On the one hand strong population growth and booming economies lead to a sharp rise in energy demand. On the other hand grids and power plants are outdated and lacking in efficiency. In many rural areas, people have no access to electricity at all.

Large potential for renewable energy technologies

In view of the acute energy crisis, demand for alternative and innovative supply options is growing. The region holds an enormous natural potential for all renewable energy technologies – from solar, wind, and hydropower to geothermal and bioenergy.

Support for doing business in East Africa

East Africa shows strong interest in German state-of-the-art technologies, yet the German private sector has shown limited involvement in the region so far. This is where the Project Development Programme (PDP) East Africa of the “renewables – Made in Germany” initiative comes in.

Project Development Programme (PDP)

PDP on behalf of the German Federal Ministry of Economics and Technology (BMWi) aims to develop East Africa's renewable energy markets by promoting German East African business partnerships. All services are tailored to technology-specific business needs. By facilitating knowledge and technology transfer, this involvement at the same time helps setting up local private sector structures and thus strengthens sustainable development in the region.

PDP East Africa: Activities and services

→ Technology-specific market analyses

PDP offers practical information on market access, business environments, investment conditions and potentials for solar, wind, hydro and bioenergy.

→ Sectoral workshops in Germany

During workshops, selected experts act as resource persons for German companies, give practical insights, and help to link up with local partners.

→ Business trips to East Africa

PDP offers business trips to establish contacts with local business partners and high-ranking decision makers. These trips are an excellent opportunity for companies to network and present their products and services.

→ Business and delegation visits to Germany

On business and delegation visits for East African business partners and decision makers to Germany technology insights and first-hand information on products and services are presented through effective promotion activities.

→ Project identification and business opportunities

PDP identifies, assesses and specifically prepares business opportunities for German companies.

→ Capacity building in East Africa

PDP offers technical, business and management-oriented training measures for local professionals. German companies and PDP jointly implement capacity building activities in cooperation with local partners.

→ Policy advice for sustainable investments

Through its policy advisory service, PDP supports the broader deployment of renewable energies in the region. Local and German companies alike benefit from strengthening market structures and enabling environments for renewable energies.

PDP East Africa: In practice:



Berlin, Germany
Experts discuss market potentials in East Africa during a workshop.



Hamburg and Bremen, Germany
Investors of the Kenyan agro-industry visit large-scale biogas plants on a business trip to Germany.



Lamu Island, Kenya
German companies discuss options for solar solutions with hotel owners during a business trip to Lamu Island.



Kampala, Uganda
German solar companies offer hands-on training to East African business partners with solar systems “made in Germany”.



Entebbe, Uganda
Raising awareness among highlevel decision makers: President Museveni welcomes local and German solar companies at Uganda's White House during a business trip.