RECP Trade Mission
Unlocking Business Opportunities for Solar Energy and Small Hydro Power in Rwanda and Uganda
1–8 March 2017 | Kigali and Kampala
Post-Event Recap
The Trade Mission in Numbers
» 7 European companies
» 20+ companies from each of Rwanda and Uganda
» 90+ Business-to-business meetings
» 160+ total participants
» 50+ Speakers including industry representatives, policy makers, financiers and experts
About the RECP Trade Mission to Rwanda and Uganda

The first RECP trade mission to Africa was kicked off on 1 March 2017 with a delegation of over seven European solar photovoltaic (PV) and small hydro power companies to Uganda followed by Rwanda. The trade mission reflects the RECP’s core objective of promoting renewable energy markets in Africa, by providing an active platform for extensive discussions and business match-making sessions coupled with site visits to learn from pioneering renewable energy projects. The event was organised in partnership with relevant government institutions, private sector associations and development partners.

With an average national electrification rate below 30% in both Rwanda and Uganda, the off-grid sector with specific focus on solar PV and small hydro power was the target market of the trade mission. Participating European companies covered a wide range of specialisations, thus responding to various needs and creating numerous opportunities. The companies represented investors, equipment manufacturers, turnkey solution providers, and engineering, installation and training providers.

RECP’s trade missions strive to capitalise on its network and strong reach to the European renewable energy private sector while drawing on its accumulated country-specific knowledge and expertise to deliver tailored and comprehensive events. In doing so, the value proposition of the trade mission transcends beyond match-making project developers and business owners to forging strong partnerships, engaging with policy makers, and capturing the high potential of renewable energy markets in Africa.

**Connect and engage with policy makers through market-focused discussions**
- Panel discussions with relevant government institutions
- Updates on national priorities and strategies for rural electrification
- Insights on the current status of policies and regulations

**Forge partnerships between renewable energy businesses from Africa and Europe**
- 90+ match-making sessions and B2B meetings
- In-country potential business partners
- Technology solutions from leading European providers

**Navigate the investment landscape and identify financing opportunities**
- Panel discussions with financing initiatives, development partners, local and regional commercial banks, and climate change funds
- Updates on the investment landscape
- Innovative financing solutions to upscale rural electrification projects
Participants Feedback

Overall rating of the trade mission: 8.2/10

At least 15 potential partnerships emerging from the trade mission were reported to have “serious potential” for a business deal: 15+

All respondents confirmed increased interest in the market and greater potential for doing business in target countries: 100%

All respondents would consider attending another RECP trade mission and would recommend it to others: 100%
Country: Uganda
Project Name: Kitobo Island Solar Mini Grid
Project developer: Absolute Energy Ltd (Italy)
Project summary:
» 227 kWp solar PV mini-grid with 520 kWh of vanadium redox storage (back-up: 70 kW diesel)
» Energy generated: ≈ 340 MWh per annum
» Connections: 540* (out of total 605 potential connections)
» Payment system: prepaid smart meters integrating mobile money payment systems
» Operational since: 2016
*At commercial operating date.

Country: Rwanda
Project Name: The Agahozo-Shalom Youth Village Solar PV Power Plant
Project developer: Gigawatt Global (The Netherlands)
Project summary:
» 8.5 MWp grid-connected solar PV plant
» BYD polycrystalline modules, single-axis trackers, SMA inverter
» Energy generated: ≈ 15,500 MWh per annum
» Operational since: 2014

Country: Rwanda
Project Name: Kavumu Hydro Power Plant
Project developer: Mwange Kavumu MHP Ltd (Rwanda)
Project summary:
» 350 kW hydro power plant (with storage), grid connected
» Financing includes grant support by GIZ EnDev Rwanda
» To be commissioned: Early 2018

Country: Rwanda
Project Name: Kigali Genocide Memorial Centre Solar System Phase 1
Project developer: Centennial Generating Co (Rwanda/USA)
Project summary:
» A rooftop solar PV system that reduces electricity consumption by 90% during hours of peak sunlight
» Customer is grid-connected, but the solar system does not feed electricity back to the grid, as all electricity is consumed behind the meter
» Centennial finances, installs, owns, operates and maintains the power system at no upfront cost to the consumer; locked electricity price for 15 years
» Operational since: 2016
The session opened my eyes, I now know that looking for investors is a serious business, as a candidate, I realised that I have a lot of preparations I must put in place before I move [to find] a potential investor.”

Tony Ssimbwa – Managing Director
Power Trust Uganda Limited

“It was a great opportunity to [learn] how to pitch directly to potential investors, financiers and business partners.”

Dan Marlone Nabutsabi – Treasurer,
Hydro Power Association Uganda Ltd

“The prep session was incredibly useful in explaining what companies need to prepare for when looking for investors. The presentation was very interactive and encouraged participation while giving a very thorough overview of all aspects a company needs to consider when applying for financial support. We left the presentation feeling much more prepared to pursue investment opportunities in the future.”

Laura Corcoran – Business Development Manager,
Aptech Africa Ltd., Uganda

“The preparatory session was timely. At a time when we are struggling to get solutions to our power shortage problems and needing funding, understanding the investment landscape in Uganda and knowing what it takes to attract funding from potential investors, was an invaluable input from OCA that stirred me up and restored my hope that indeed there is an answer to our problems. We only need to do what it takes”

Kwkiriza Herbert – General Manager
Kisiizi Hospital Power Limited, Uganda

With the support of Open Capital Advisors (OCA), the RECP held a preparatory session with 15 Ugandan businesses from the solar PV and small hydro power associations on 28 February 2017.

The session provided an overview of Uganda’s investment landscape followed by a step by step explanation of how to create a pitch deck when approaching funders and investors.

The session aimed to prepare business owners to participate in the trade mission and in particular, the B2B meetings.

**Other RECP trade missions**

<table>
<thead>
<tr>
<th>Country</th>
<th>Date (2017)</th>
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<tbody>
<tr>
<td>Nigeria</td>
<td>3–6 April</td>
</tr>
<tr>
<td>Senegal</td>
<td>September</td>
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<tr>
<td>Mozambique</td>
<td>October</td>
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For more information on upcoming trade missions, please contact recptrademission@eclareon.com
Our partners in Rwanda:

[Logos of partners in Rwanda]

Our partners in Uganda:

[Logos of partners in Uganda]

Our European partners:

[Logos of European partners]

Participating European companies:

[Logos of European companies]