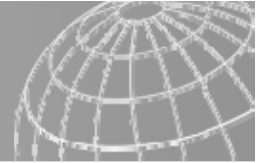# Energising Development

ESMAP KOWLEDGE EXCHENGE FORUM (KEF) 2013
The Hague, Netherlands

Barbara Richard, EnDev Uganda

What is Energising Development ?

A Partnership Programme between

Netherlands Minister of Foreign Affairs,
German Federal Ministry for Economic Cooperation and Development &
Norwegian Ministry of Foreign Affairs
Department for International Development (DFID) of UK
Department of Foreign Affairs and Trade (DFAT) of Australia
Swiss Agency for Development and Cooperation (SDC)

Co-financed by EU and Irish-Aid

Objective : provide at least 15 million people with access to energy in a sustainable manner by 2015 (Phase 1: 2005-2009, Phase 2: 2009-2018)

Implementing organization: GIZ in cooperation with NL Agency
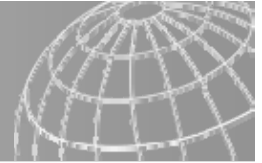
Who is benefiting from EnDev?

EnDev provides:
- Energy for **households**
- Energy for **social institutions**
- Energy for **enterprises**
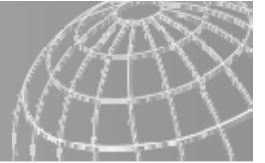
Predominantly in rural areas

Solar

Micro Hydro Power

Biogas

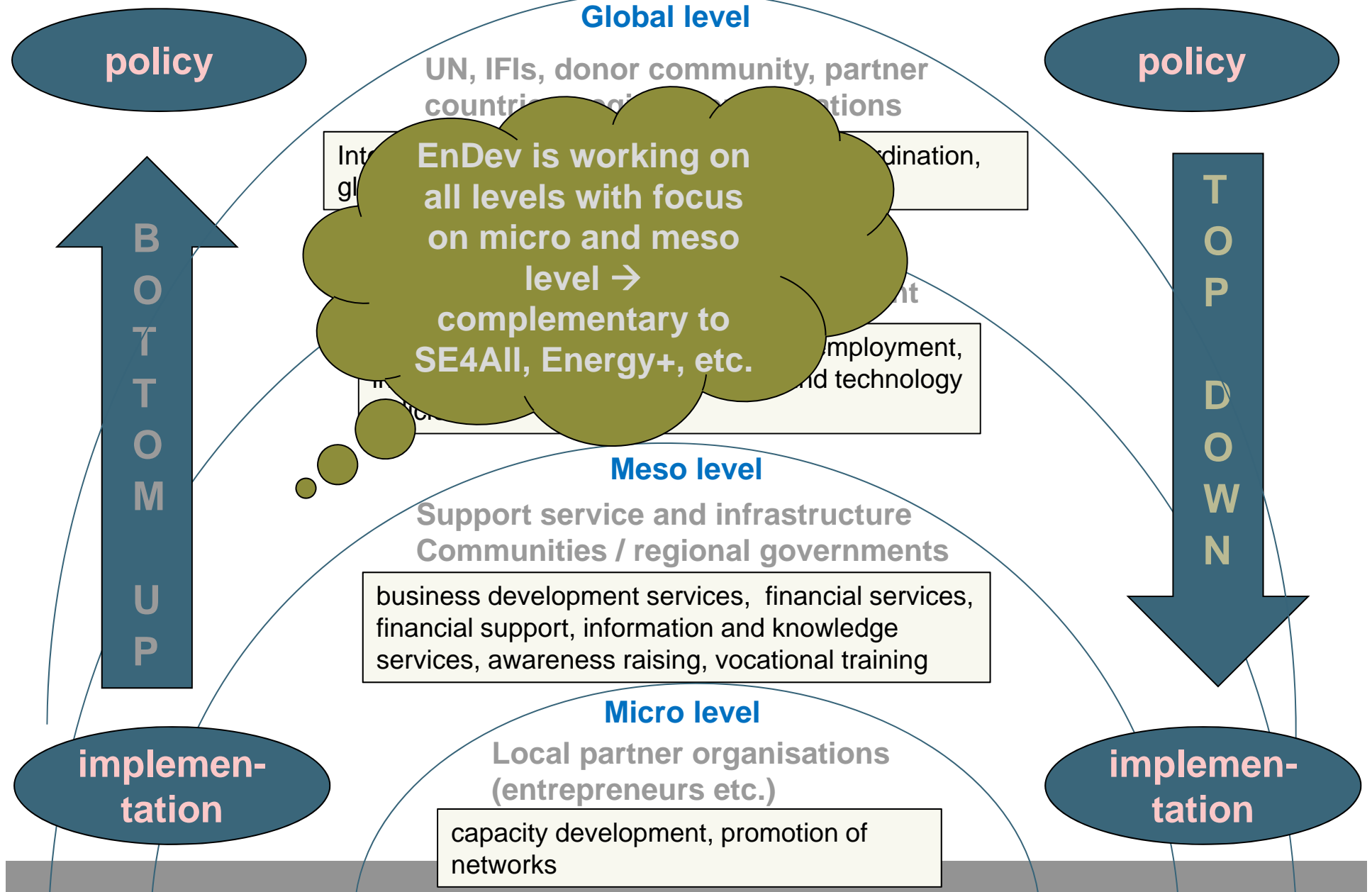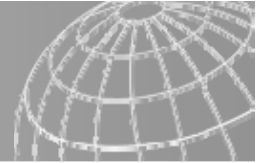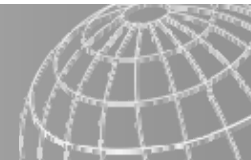Stoves

Grid extension/ densification

Objectives of EnDev

- At least 15 million people will have sustainable **access** to modern energy technologies and services (= 20 EUR/person)

- **In-door air pollution** for at least 4 million **women and children** will be reduced

- **Pro-poor markets** for off-grid energy technologies and services will developed and strengthened

- **Greenhouse gas emissions** will be reduced by at least 50% in relation to offered/used service

All countries with significant energy access problems are eligible. The general focus is on Sub-Sahara Africa.

Global level

UN, IFIs, donor community, partner countri___ ___i___ ___tions

Int___ ___dination, gl___

EnDev is working on all levels with focus on micro and meso level → complementary to SE4All, Energy+, etc.

___mployment, ___d technology

policy

policy

BOTTOM UP

TOP DOWN

Meso level

Support service and infrastructure Communities / regional governments

business development services, financial services, financial support, information and knowledge services, awareness raising, vocational training

Micro level

Local partner organisations (entrepreneurs etc.)

capacity development, promotion of networks

implemen-tation

implemen-tation

Regional Distribution of EnDev Projects

Solar   Hydro   Biogas   Cooking energy   Grid extension/ densification

Benin
Burkina Faso
Liberia
Mali
Ghana
Senegal

Bolivia
Honduras
Nicaragua
Peru

Burundi
Ethiopia
Kenya
Madagascar
Malawi
Mozambique
Rwanda
Tanzania
Uganda

Bangladesh
Cambodia
Indonesia
Nepal
Vietnam
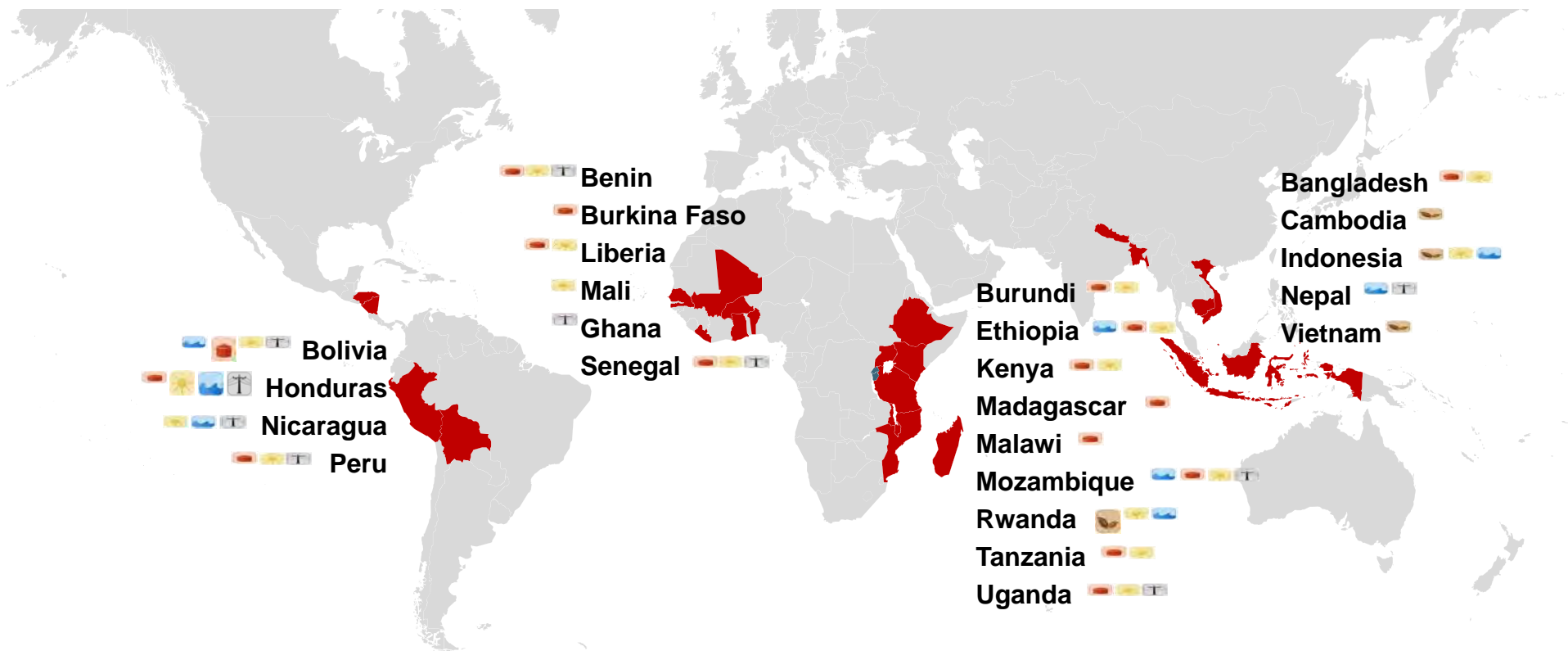
24 countries – 15 Africa, 5 Asia, 4 Latin America
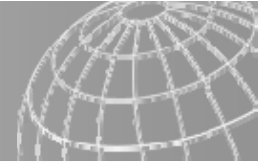
EnDev Uganda

- **Overview**
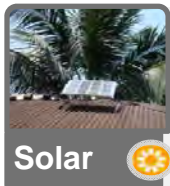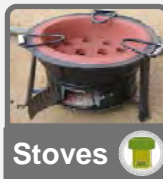
Solar	Solar Market Development	Stoves	Rural Stove Market development	Grid	Grid Densification
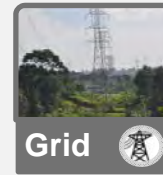
- **Market Development Approach**

Supply

Technical and business skills	Chain of supply	Customer service	Competition

Demand

Promotion and Marketing	Access to finance	Warranty and reputation	Productive use

Targets

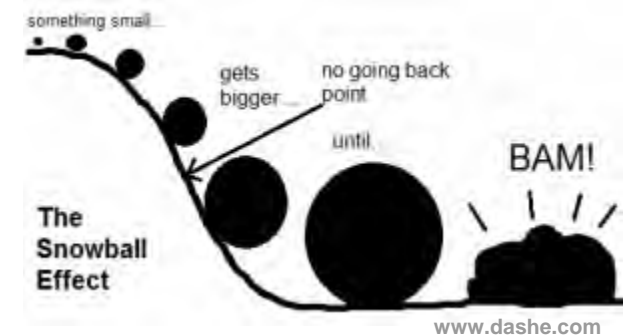**12,500 Light/El. For HH; 600,000 Cooking Energy for HH; 200 social institutions; 100 enterprises**
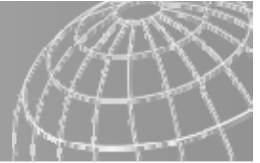
EnDev Uganda: Lessons learnt

Improved cook stoves approach:
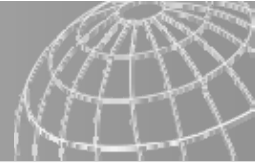
| Pyramid approach and snow ball effect myth | Stoves are no charity item | Mismatch between donor approaches: Market vs. Charity |

www.dashe.com

Monitoring:

- Wrongly placed financial incentives for intermediaries
- Need for independent primary stove sales data collection
- Keep it as simple as possible
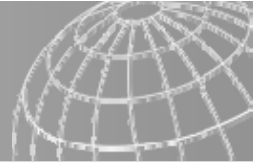
EnDev Uganda: Lessons learnt

Solar Market Development approach:

No quick win with market development	High flexibility to adjust approach

- Rural markets high risk
- Few companies
- Weak/young private sector partners
- Small solar community with trust issues
- Broken down solar systems spoil reputation
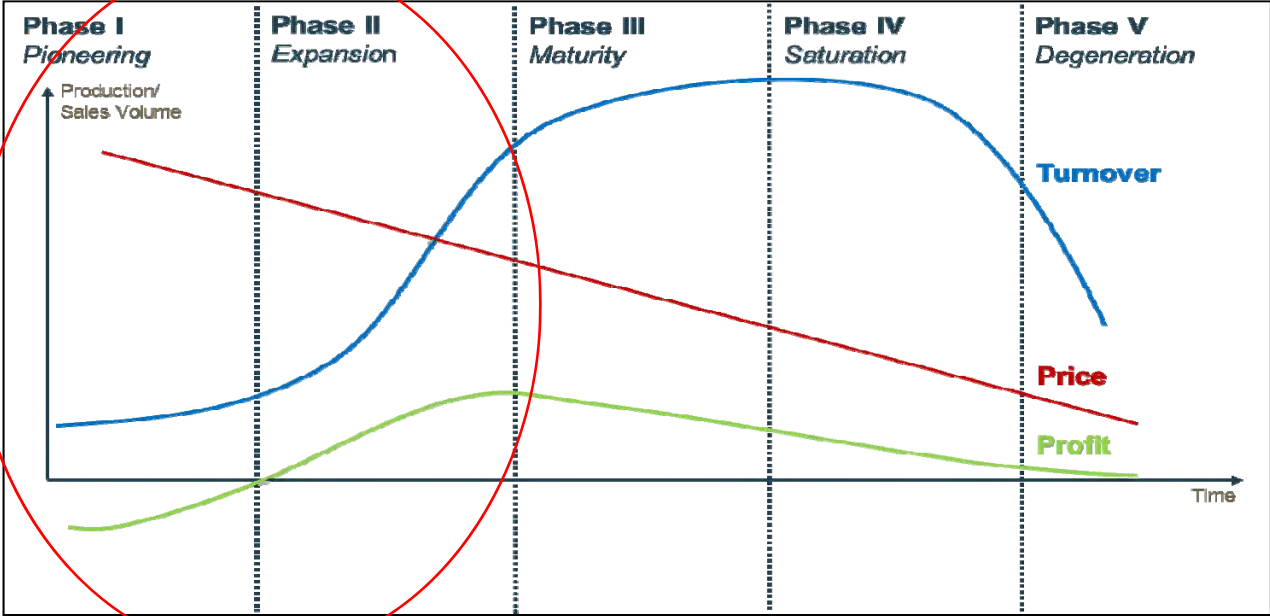- Low demand, while high awareness

In conclusion...

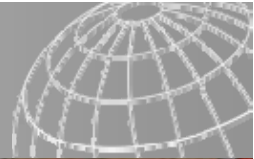**...expect outcomes <u>after</u> typical project period (3-4 yrs)**

...count on unintended outcomes as a result of complex market structures

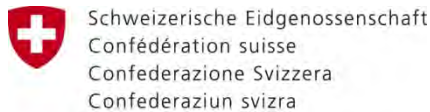**...there is not the one strategy for all products in all market phases**

... proper monitoring is key to steer and adjust complex activities

... succesfull cooperation builds on trust and personal interaction

| Phase I
Pioneering | Phase II
Expansion | Phase III
Maturity | Phase IV
Saturation | Phase V
Degeneration |

Production/Sales Volume

Turnover

Price

Profit

Time

Thank you for your attention

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