



« Energies Renouvelables : Benchmark international »

Conférence/ Exposition «La Transition Energétique à l'Horizon 2030 : Quelle Stratégie pour l'Algérie»

17,18,19 janvier 2018 SAFEX, Alger
Renewable Energy Partner



OUTLINE

SECTION	PAGE
About Us	3
Advisory	5
Solar PV project development	8
Commercial and industrial (“C&I”) solar energy projects	11
Containerised solar solutions	16
Lessons learned	18
Contact	20



About us



Who we are



Passion for
renewable
energies

Hands-on
approach

Experience
and Insight

Building long
lasting
relationships

Devoted to carrying out large scale solar PV project development as well as building, owning and operating bespoke solar energy or hybrid projects for C&I clients in Middle East and Africa

Also developing containerised power solutions for remote and off-grid areas in Middle East and Africa

Advisory boutique firm providing a full range of services at all stages of the development of renewable energy projects in Africa and Middle East

We aim to create long-term relationships with our partners and provide a continuous, dedicated and high quality support to our projects or investments



Advisory



What we do (1/2)



Strategic Advisory

- Renewable energy strategy definition;
- Preparation of renewable energy production tenders;
- Advisory on renewable energy program deployment; and
- Support during negotiation with private investors.



Corporate Advisory

- Origination of renewable energy investment opportunities;
- Market entry strategy into new renewable sectors and/or new countries;
- Buy-side or sell-side advisory; and
- Arranging funding (equity and debt) and fundraising for projects.



Deal execution

- Management of the deal team /external advisors;
- Structuring and negotiation of acquisition (e.g. SPA) /project contracts
- Negotiation of the construction contracts (EPC);
- Negotiation of the operations contracts (O&M).



What we do (2/2)



Technical Advisory

- Due diligence analysis and coordination;
- Assessment of greenfield and brownfield projects acquisition opportunities;
- Technical studies: feasibility, grid, topographical, geotechnical, civil works, environmental impact assessment, etc...; and
- Management of bidding processes on IPP/EPC projects (technical, financial and commercial optimization, etc...).



Manufacturing

- Project definition;
- Technical specification of all necessary equipment for module manufacturing;
- Procurement;
- Installation and commissioning;
- Project Management;
- Technology transfer (process);
- Training;
- Product engineering;
- Bill of Material; and
- Certification application.



Post-investment support

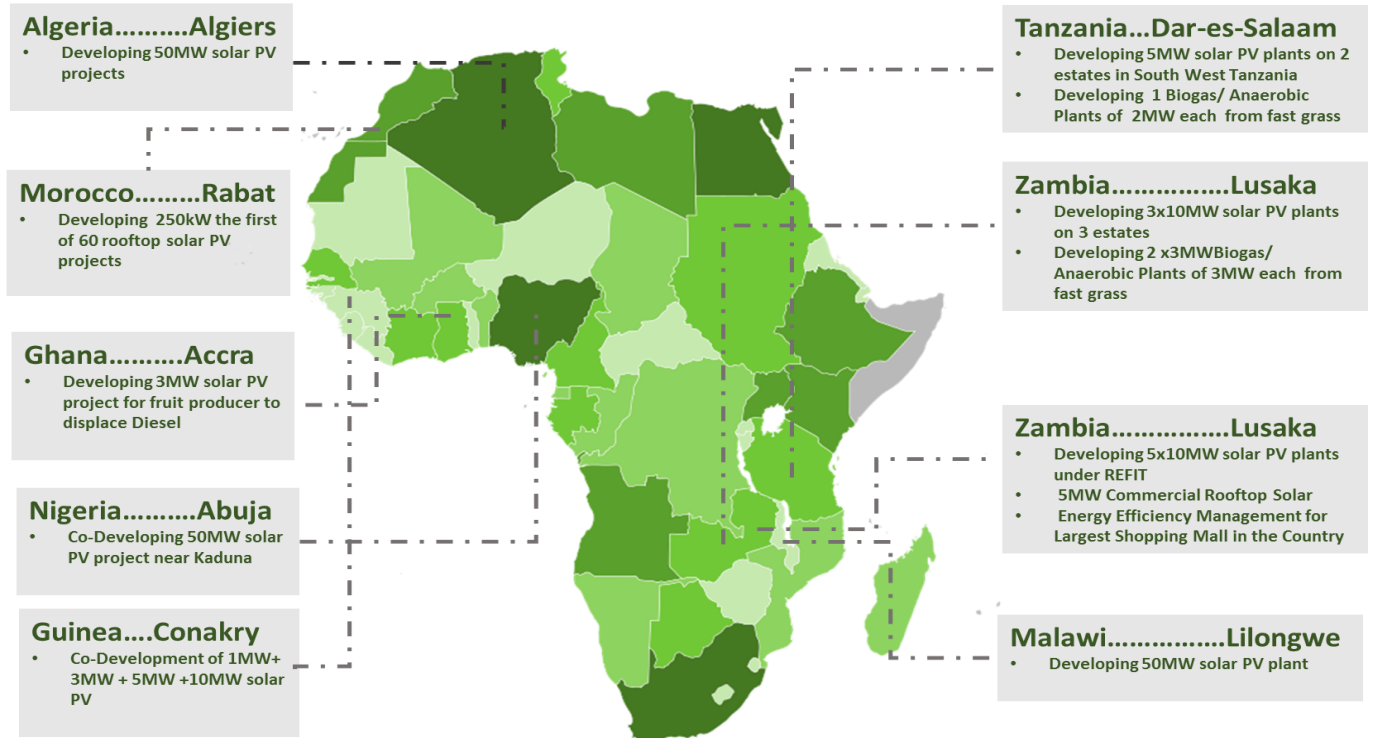
Supervision of the construction management until commercial operations date



Project development



Pipeline



Project development activity in Algeria

➔ Grid-connected PV project of a multi-MWc scale for a large industrial group in Algeria

- Involved in all stages of the project from inception
- First project of its kind in the country

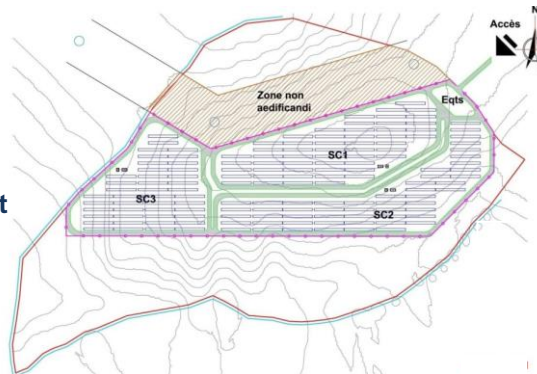


Location of the Project



Photograph of the site

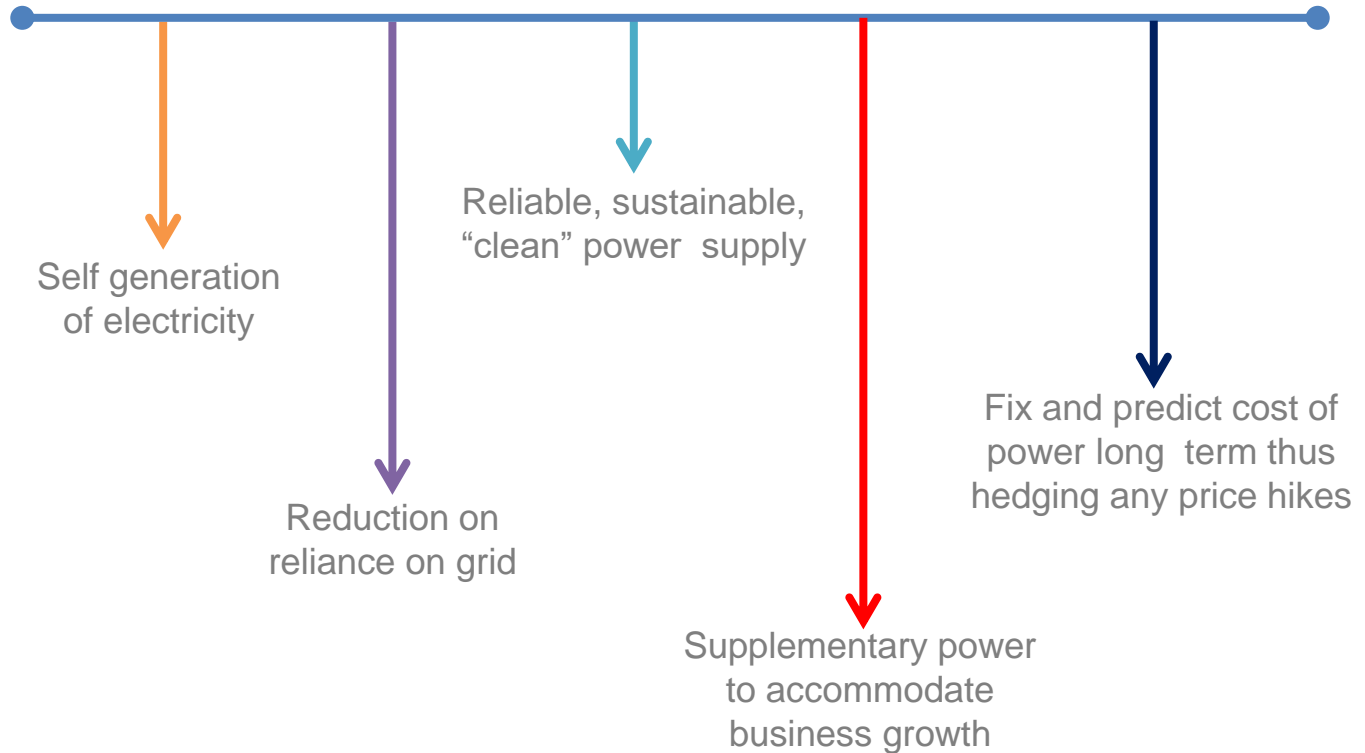
Design of the PV plant



C&I solar energy projects



Integrated power solution

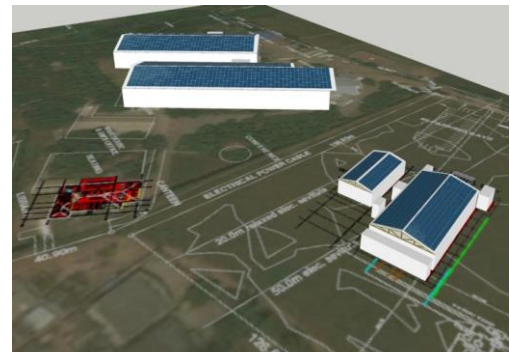


Solar rooftops

➤ 450 kW rooftop in Morocco



➤ 3 MW hybrid in Ghana



Solar PV / Hybrid benefits



life span
20-25 Y

Solar PV can be implemented rapidly compared to other forms of conventional power



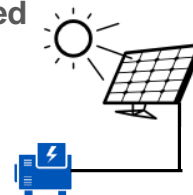
A 5 MW plant can be built in a few weeks

Solar PV / hybrid solutions are
Scalable & Adaptable



LOW operations and maintenance **COSTS**

Solar PV easily **integrated** with other sources of energy such as diesel-generated power resulting in a **hybrid solution**



Return on investment within a few years



High power availability during the daytime **AND** production of electricity during cloudy days



It is a **low-carbon** source strategy to **REDUCE carbon emissions** and address climate change



Enhances image: corporate social responsibility and may offer an opportunity for the sale of carbon credits

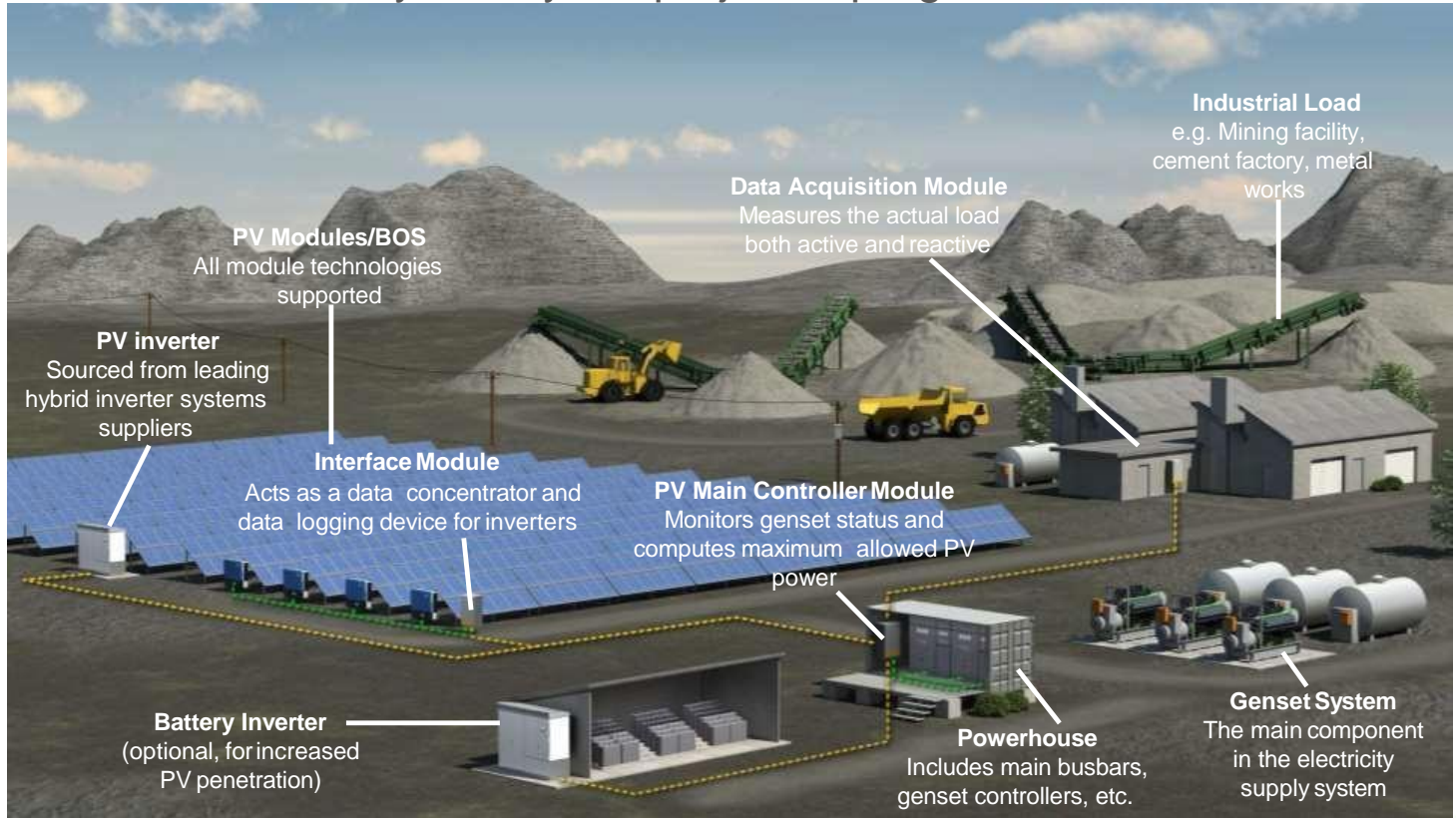


Reduce/ eliminate cost and energy consumption from the electrical grid



Mining

Case study of a hybrid project in progress in Soudan



Containerised solar solutions



Remote and off-grid areas

Our subsidiary **ABM Glolal Energy** provides containerised mobile solar solutions perfect for remote and off-grid areas in Middle East and Africa



Lessons learned



- The countries that have been most successful are those:
 - with clear and consistent REN policy/framework,
 - have followed up with open and transparent process, &
 - put in place favourable conditions to attract investors
- It takes time
- Not reinventing the wheel / Don't be afraid to ask
- Learn to walk before you can run
- FiTs have a role to play in unlocking a market initially. This is crucial to encourage local private sector initiatives in renewables and will foster job and wealth creation, build local capacity and help the government to meet its targets



CONTACT

Renewable Energy Partner

UK

1st Floor
2 Woodberry
Grove Finchley
London N12 0DR

Algeria

18 rue d'Auzia
Hydra
16016
Algiers

Morocco

representative office
Souissi
10170
Rabat

As well as *local partner* offices in **Ghana, Nigeria, Zambia and UAE**

<http://rnepartner.com/>

contact@rnepartner.com





Your renewable energy partner in the Middle East and Africa