



Geoff Sinclair, Team Leader at Renewable Energy Performance Platform , chats with the Gridless Africa team on "Establishing Criteria For Clean Energy Financing in SSA"



Tuesday, 19th February 2019 @ 5pm WAT / 4pm GMT / 6pm CAT / 7pm EAT



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Today with Geoff Sinclair, Team Leader - [@repp_energy](#), focusing on "Establishing Criteria For Clean Energy Financing in SSA" proudly sponsored by [@TheSolarShopLtd](#) [#GridlessAfrica](#) [#GAEasternAfrica](#) [#Energy](#) [#Solar](#)

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Intro: Welcome to the 142rd edition of [#GridlessAfrica](#) Series [#GAEasternAfrica](#) [@TheSolarShopLtd](#)

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Intro: Join us in welcoming Geoff Sinclair of @repp_energy to tonight's edition of #GridlessAfrica Series #GAEasternAfrica @TheSolarShopLtd

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Intro: Join us in welcoming Geoff Sinclair of @repp_energy to tonight's edition of #GridlessAfrica Series #GAEasternAfrica @TheSolarShopLtd



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Hi @GridlessAfrica good to see you

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Q1: @repp_energy Please tell us more about your company; mission, vision, and goals. #GridlessAfrica #GAEasternAfrica

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Q1: @repp_energy Please tell us more about your company; mission, vision, and goals. #GridlessAfrica #GAEasternAfrica



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A1a: REPP stands for the Renewable Energy Performance Platform. It was founded in 2015 to speed up the growth of sub-Saharan Africa's renewable energy (RE) sector by helping developers overcome barriers to finance. #GridlessAfrica #GAEasternAfrica

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Q1: @repp_energy Please tell us more about your company; mission, vision, and goals. #GridlessAfrica #GAEasternAfrica



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A1b: It does this by working to mobilise private sector development activity – and investment – in small to medium-sized RE projects, typically up to 25MW.
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Q1: @repp_energy Please tell us more about your company; mission, vision, and goals. #GridlessAfrica #GAEasternAfrica



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A1c: The programme is supported with £148m funding from the UK's International Climate Finance @beisgovuk.
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Q1: @repp_energy Please tell us more about your company; mission, vision, and goals. #GridlessAfrica #GAEasternAfrica



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A1d: If you want to find out more about REPP and the projects we support, visit our website at repp.energy
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Q2: @repp_energy Tell us a little about your background in financing clean energy projects around the world?

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Q2: @repp_energy Tell us a little about your background in financing clean energy projects around the world?

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A2a: Me personally? I've been working in this field for around 20 years now, and joined @camco_tweets - which manages REPP - in 2015. #GridlessAfrica

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Q2: @repp_energy Tell us a little about your background in financing clean energy projects around the world?

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A2b: During my career I've completed transactions on over 1GW of RE and energy efficiency projects across Africa, Asia, Europe and the Americas... #GridlessAfrica

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Q2: @repp_energy Tell us a little about your background in financing clean energy projects around the world?

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A2c: ... and have experience across a wide range of RE technologies and financing structures in both the primary and secondary markets. #GridlessAfrica #GAEasternAfrica E

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Q3: @repp_energy What is the state of clean energy finance in Africa? #GridlessAfrica #GAEasternAfrica

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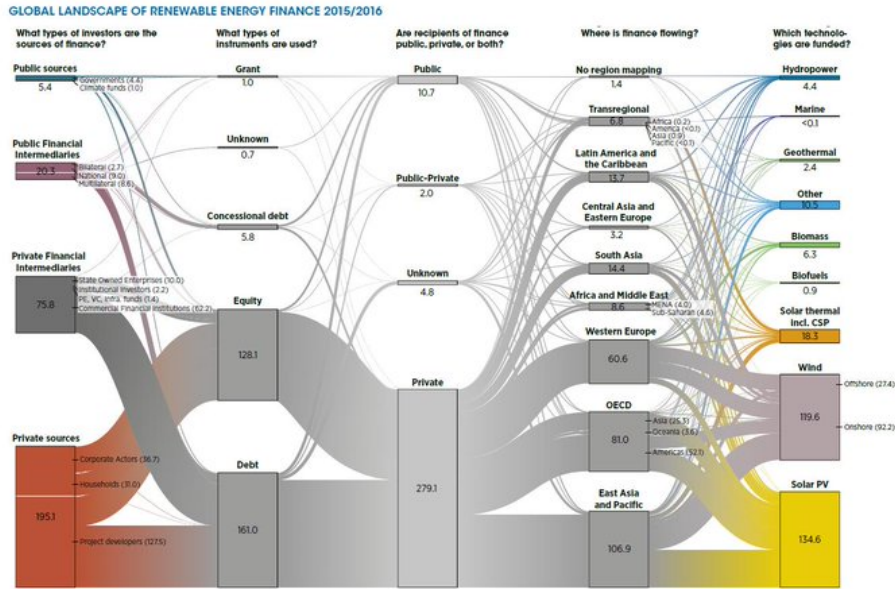
Q3: @repp_energy What is the state of clean energy finance in Africa? #GridlessAfrica #GAEasternAfrica



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A3a: This chart from @IRENA shows Africa as being a fairly small player compared to other regions, but there's much more to it than that. #GridlessAfrica #GAEasternAfrica pic.twitter.com/t4YXDRHlk1

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Q3: @repp_energy What is the state of clean energy finance in Africa? #GridlessAfrica #GAEasternAfrica



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A3b: With the cost of RE dropping fast, African countries are innovating quickly in financing for off-grid RE, particularly with micro payments. #GridlessAfrica #GAEasternAfrica

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Q3: @repp_energy What is the state of clean energy finance in Africa? #GridlessAfrica #GAEasternAfrica



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A3c: The challenge right now is that developers are taking VC-style money in at parent level, but there's a mismatch with the return profile of utility assets.

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Q3: @repp_energy What is the state of clean energy finance in Africa? #GridlessAfrica #GAEasternAfrica



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A3d: REPP is working with partners to develop the market for off balance sheet, asset-level finance.

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Q3: @repp_energy What is the state of clean energy finance in Africa? #GridlessAfrica #GAEasternAfrica



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A3e: It's happening quickly and I'm optimistic about the future. There's a lot of interest from sources of capital, so once we have the structures set up there should be a good market for this asset class. #GridlessAfrica

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Q4: @repp_energy What are some financing schemes increasing clean energy in Africa? #GridlessAfrica #GAEasternAfrica

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Q4: @repp_energy What are some financing schemes increasing clean energy in Africa? #GridlessAfrica #GAEasternAfrica



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A4a: As well as REPP, there are some notable others, including @EEP_Africa @PFAN_Global #Electrifi @EDFInetwork @RockefellerFdn @EAVAfrica @SunFunder @OmidyarNetwork @crossboundary. #GridlessAfrica #GAEasternAfrica microgridinvest.org

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Microgrid Investment Accelerator

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Q4: @repp_energy What are some financing schemes increasing clean energy in Africa? #GridlessAfrica #GAEasternAfrica



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A4b: Donors and DFIs are also going great work: @beisgovuk @DFID_Climate @AFD_en @cdcgroup @opicgov @fmo_development @AfDB_Group @powerafricaus to name a few. #ESMAP is doing great stuff too. #GridlessAfrica #GAEasternAfrica

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Q4: @repp_energy What are some financing schemes increasing clean energy in Africa? #GridlessAfrica #GAEasternAfrica



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A4c: More broadly, check out the list of REPP Partners at repp.energy/about/partners/ #GridlessAfrica #GAEasternAfrica

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Q4: @repp_energy What are some financing schemes increasing clean energy in Africa? #GridlessAfrica #GAEasternAfrica



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A4d: Apologies to those I missed! #GridlessAfrica #GAEasternAfrica E

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Q5: @repp_energy How does Africa rank in terms of clean energy financing opportunities and risks? #GridlessAfrica #GAEasternAfrica

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Q5: @repp_energy How does Africa rank in terms of clean energy financing opportunities and risks? #GridlessAfrica #GAEasternAfrica



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A5a: 600 million Africans don't have access to electricity - that's got to be the biggest market opportunity in the world #GridlessAfrica #GAEasternAfrica

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Q5: @repp_energy How does Africa rank in terms of clean energy financing opportunities and risks? #GridlessAfrica #GAEasternAfrica



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A5b: There's opportunity right across the spectrum - from solar home systems in rural areas to minigrids and commercial and industrial installations. #GridlessAfrica #GAEasternAfrica

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Q5: @repp_energy How does Africa rank in terms of clean energy financing opportunities and risks? #GridlessAfrica #GAEasternAfrica



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A5c: Opportunity is increasing as load grows and existing networks struggle to keep up. #GridlessAfrica #GAEasternAfrica

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Q5: @repp_energy How does Africa rank in terms of clean energy financing opportunities and risks? #GridlessAfrica #GAEasternAfrica



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A5d: Policy risk is important in a lot of African countries, although honestly it's probably no worse than some OECD countries. But the most important: developer execution We need more, bigger, better resourced developers in the continent. #GridlessAfrica

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Q6: @repp_energy What do investors look out for before they commit to investing in an African renewable energy startup? #GridlessAfrica #GAEasternAfrica

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Q6: @repp_energy What do investors look out for before they commit to investing in an African renewable energy startup? #GridlessAfrica #GAEasternAfrica



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A6a: Ironically, the main thing is track record and ability to execute their plan. Of course, there are the normal things as well: a well put together project that stacks up technically, legally and financially. #GridlessAfrica #GAEasternAfrica

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Q6: @repp_energy What do investors look out for before they commit to investing in an African renewable energy startup? #GridlessAfrica #GAEasternAfrica



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A6b: A lot of private investors are hampered by the current small size of deals, long delays and high transaction costs. . #GridlessAfrica #GAEasternAfrica

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Q6: @repp_energy What do investors look out for before they commit to investing in an African renewable energy startup? #GridlessAfrica #GAEasternAfrica



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A6c: That should change as the market grows, and in the meantime REPP is working alongside developers to overcome these issues more quickly. #GridlessAfrica #GAEasternAfrica

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Q6: @repp_energy What do investors look out for before they commit to investing in an African renewable energy startup? #GridlessAfrica #GAEasternAfrica



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A6d: I read this paper recently and thought it gave a good run-down of risk analysis res4africa.org/wp-content/upl... #GridlessAfrica #GAEasternAfrica E

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Q7: @repp_energy What negative trends have you observed within the financing space in Africa? #GridlessAfrica #GAEasternAfrica

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Q7: @repp_energy What negative trends have you observed within the financing space in Africa? #GridlessAfrica #GAEasternAfrica



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A7a: Grants and concessional money have an important role - but there are also a lot of donor and DFI interventions that really distort the market.

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Q7: @repp_energy What negative trends have you observed within the financing space in Africa?
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A7b: "Buying down" tariffs using concessional finance or initiatives that can't be scaled across Africa looks good on a brochure but it is really counterproductive long-term. #GridlessAfrica #GAEasternAfrica E

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Q8: @repp_energy What intervention is needed to improve the financing ecosystem of Renewable energy solutions? #GridlessAfrica #GAEasternAfrica

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Q8: @repp_energy What intervention is needed to improve the financing ecosystem of Renewable energy solutions?
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A8: Well, of course I would say REPP! But more generally, we need risk-tolerant financiers that are willing to work with developers and help build a strong RE development and financing ecosystem in the region.
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Q9: @repp_energy What advice do you have for developers looking for finance? #GridlessAfrica #GAEasternAfrica

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Q9: @repp_energy What advice do you have for developers looking for finance? #GridlessAfrica #GAEasternAfrica



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A9a: 1) Think about what you want from a financing partner and choose the right one. Not everyone is right for you and it's a hard problem to solve once you have made the leap. #GridlessAfrica #GAEasternAfrica

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Q9: @repp_energy What advice do you have for developers looking for finance? #GridlessAfrica #GAEasternAfrica



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A9b: 2) Prepare before you approach them. It's hard to turn a bad impression into a good one once you're started off on the wrong foot. #GridlessAfrica #GAEasternAfrica

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Q9: @repp_energy What advice do you have for developers looking for finance? #GridlessAfrica #GAEasternAfrica



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A9c: 3) Remember they are really busy people and have lots of options, so figure out how you are going to make your deal more attractive than others really quickly and succinctly

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Q9: @repp_energy What advice do you have for developers looking for finance? #GridlessAfrica #GAEasternAfrica



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A9d: 4) If you tell them you will do something, do it. If they say they need some action or info, provide it. Don't just keep hassling them #GridlessAfrica #GAEasternAfrica

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Q9: @repp_energy What advice do you have for developers looking for finance? #GridlessAfrica #GAEasternAfrica



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A9e: 5) Talk to REPP - repp.energy/contact/. We can often help. #GridlessAfrica #GAEasternAfrica E

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Q10: @repp_energy Please tell us a bit about the team of individuals that makes up REPP energy? Do you have volunteer or employment opportunities for interested persons? #GridlessAfrica #GAEasternAfrica

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Q10: @repp_energy Please tell us a bit about the team of individuals that makes up REPP energy? Do you have volunteer or employment opportunities for interested persons? #GridlessAfrica #GAEasternAfrica



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A10a: REPP has a Board looking after for the overall direction and strategy of the programme, and a dedicated Investment Committee responsible for the technical and financial assessment of individual projects. #GridlessAfrica #GAEasternAfrica

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Q10: @repp_energy Please tell us a bit about the team of individuals that makes up REPP energy? Do you have volunteer or employment opportunities for interested persons? #GridlessAfrica #GAEasternAfrica



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A10b: You can see them at repp.energy #GridlessAfrica #GAEasternAfrica

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Q10: @repp_energy Please tell us a bit about the team of individuals that makes up REPP energy? Do you have volunteer or employment opportunities for interested persons? #GridlessAfrica #GAEasternAfrica



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A10c: REPP is managed on a day-to-day basis by Camco Clean Energy - @Camco_tweets - which has been dealing with sustainable energy in Africa since the 1980s. #GridlessAfrica #GAEasternAfrica

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Q10: @repp_energy Please tell us a bit about the team of individuals that makes up REPP energy? Do you have volunteer or employment opportunities for interested persons? #GridlessAfrica #GAEasternAfrica



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@repp_energy

A10d: Camco (camco.energy) has a great team from a range of backgrounds, including project development, finance, engineering, risk and law. The thing that binds us is our dedication to push the #EnergyTransition and alleviate poverty. #GridlessAfrica #GAEasternAfrica pic.twitter.com/u6sBwIU9d7

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A10e: As you can see, we could especially do with more women in the team #GridlessAfrica #GAEasternAfrica

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Q10: @repp_energy Please tell us a bit about the team of individuals that makes up REPP energy? Do you have volunteer or employment opportunities for interested persons? #GridlessAfrica #GAEasternAfrica



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A10f: REPP doesn't have employees but @Camco_tweets is always on the look out for good, enthusiastic people with a passion for the sector. #GridlessAfrica #GAEasternAfrica

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Q10: @repp_energy Please tell us a bit about the team of individuals that makes up REPP energy? Do you have volunteer or employment opportunities for interested persons? #GridlessAfrica #GAEasternAfrica



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A10e: If that sounds like anyone following this TweetChat today, send us a copy of your CV via camco.energy/contact/. #GridlessAfrica #GAEasternAfrica E

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