

Renewable Energy Project Development in Africa

Seeing it from the Project Developers Perspective

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Policy and Legal Barriers

- Political Commitment
 - A clear legal framework can only be developed over time
 - Assistance of the public authorities
 - Willingness to overcome constrains in the approval procedure
 - Centralised Responsibilities
 - Cooperation or Acceptance by the State owned Power Utility with/for IPPs
 - Project based Power Purchase Agreements in the short term; feed-in Tariff system in the mid term; (forget Green Certificate schemes)
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Financial Barriers

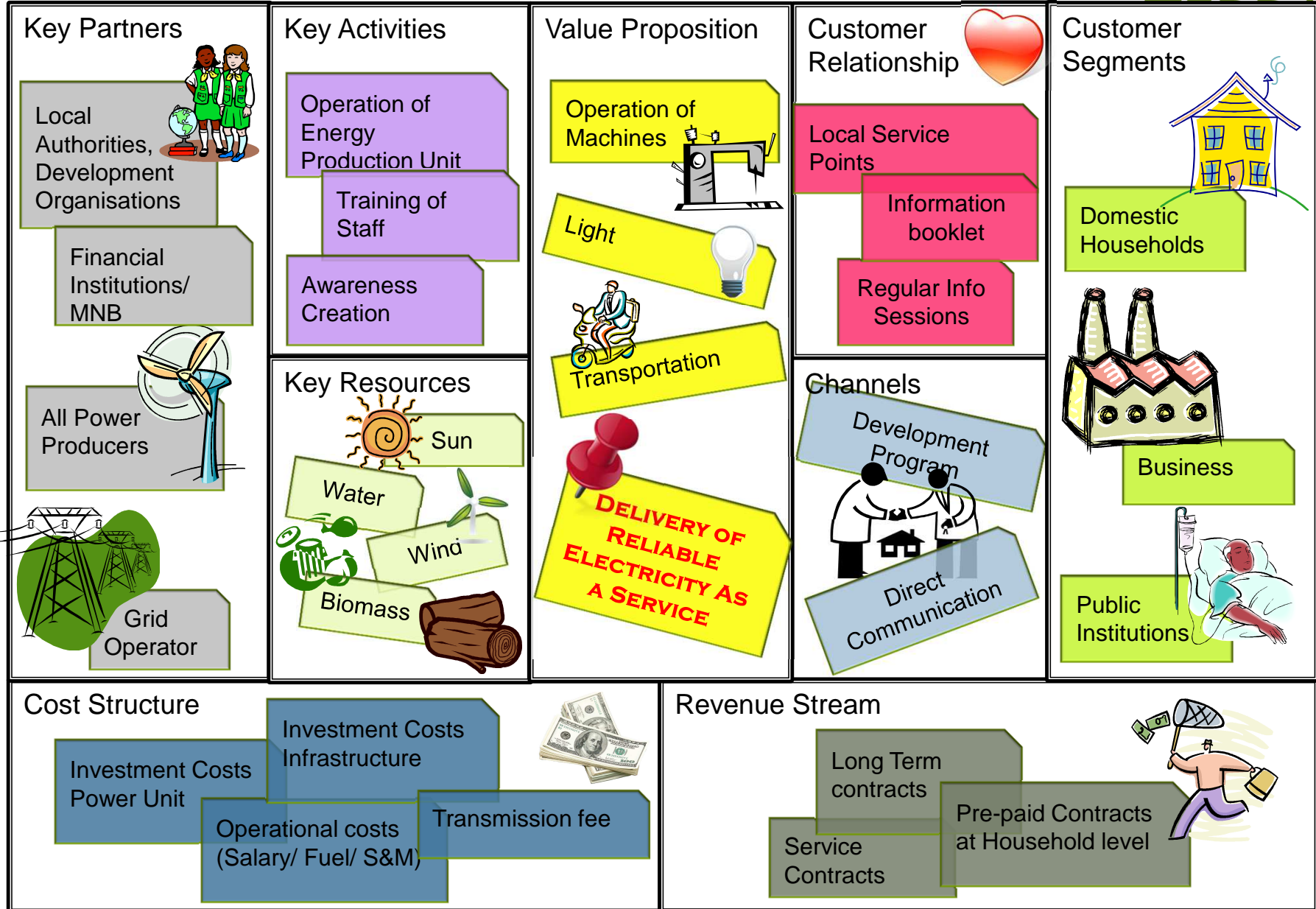
- Adequate Business Model
 - RES requiring high Investments
 - High Equity requirements
 - Involvement of Multinational/Development Banks as a must
 - Required Equity Return based on Risk (also perceived risk)
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Technical Barriers

- Available Natural Resources
 - Technical Know-how especially for the operational phase
 - Logistic & Infrastructure
 - Grid Capacity
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A different Perception is needed...

- Renewable Energy is an economic necessity and not an environmental issue
 - Renewable Energy is cost competitive not in the future but today
 - It need to be seen as Business in order to guarantee Sustainability
 - New Business Models need to be developed in order to address the complex environment
 - Energy supply as a service to independent customers
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What we do...

TerraProjects is your Partner throughout all Project Development Phases:

- Concept and Strategy Development
- Planning and Assessments
- Permitting Process
- Equity & Debt Financing
- Realisation & Construction
- Operation & Maintenance

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