

RLI INVESTMENT SNAPSHOT	
<b>ENGIE Energy Access Uganda</b>	
<b>Reason for Selection:</b>	<p>ENGIE Energy Access Uganda is Africa's leading provider of off-grid solar, Pay-As-You-Go, and mini-grid solutions. Engie aims to scale their off grid solar model for transforming rural energy and overcome barriers for the 80% of Ugandans who do not have access to electricity by offering a long-term investment model that allows them to afford solar energy solutions.</p> <p>Engie currently provides affordable solar kits and supplementary financing solutions within refugee and host communities which improves the overall standard of living for refugees. Engie continues to scale its model and pick on lessons learnt from its coverage over nine Sub-Saharan countries, promoting clean energy and affordable financing while being profitable.</p>
<b>Location:</b>	Kampala, Uganda
<b>RLI Business Category:</b>	R3, R5
<b>Company Background:</b>	<p>ENGIE Energy Access is a leading off-grid solar, Pay-As-You-Go (PAYGo) and mini-grid solutions provider in Africa, with a mission to deliver life-changing, affordable, reliable, and sustainable energy solutions with exceptional customer experience.</p> <p>It is part of the ENGIE Group, a European and global energy leader, and is a result of the integration in 2020 of Fenix International (including Fenix International Uganda), ENGIE Mobisol and ENGIE PowerCorner.</p> <p>With over 1,700 employees, operations in 9 Sub-Saharan African countries, over 1 million customers and 6 million lives transformed so far, ENGIE Energy Access is striving to impact 20 million lives by 2025.</p>
<b>Industry/Sector:</b>	Renewable Energy
<b>Products and Services:</b>	<p>Engie's Solar Home Systems cover the full scale of needs from 10W to 200W. These high-quality, expandable products range from basic lighting and mobile charging to larger household and business appliances. They are financed by affordable loans paid through mobile money from just UGX 500 per day. Advanced product engineering and an inclusive credit model ensure long-term customer satisfaction.</p>
<b>Management Team:</b>	<p>Engie Energy Access Uganda has a diverse and vastly experienced team.</p> <ol style="list-style-type: none"> <li>1. Robert Philippe – Country Director</li> <li>2. Patrick Tusingwire – Head of Commercial</li> <li>3. Marjoleine Bemire - Head of Customer Experience</li> <li>4. Sarah Chemutai – Head of Human Resources</li> <li>5. Hugo Hotte – Head of Operations</li> <li>6. Patricia Kawooya – Head of Finance &amp; Administration</li> <li>7. Jack Pegler – Head of Customer Finance</li> </ol>
<b>Employees:</b>	<p>Full Time Employees - 357</p> <p>Male - 178</p> <p>Female - 179</p>

<b>Market Overview and Trends:</b>	<p>Out of the 17 million refugees under the UNHCR mandate, 90% of them have limited access to electricity, whereas those with access to it often do so through environmentally polluting generators—UNHCR alone uses around 3,000 generators. (UNHCR). Refugee camps are often located in remote areas that are particularly inhabited by vulnerable communities with low purchasing power. The market for off-grid solar electrification solutions is steadily growing, with the companies behind this success growing both financially and operationally as well. Refugees with a high unemployment rate and limited access to electricity (electrification rate – 24%) can find work and expand their businesses through solar energy e.g telephone charging stations, sell of cold drinks, mobile money stations, etc.</p>
<b>Estimated Investment Needs:</b>	<p>USD 1,000,000</p> <ul style="list-style-type: none"> <li>- Extend Engie’s distribution channel in RHCs,</li> <li>- Pre-finance the cost for the hardware (i.e., solar kits),</li> <li>- Liquidity to provide financing agreements with customers, and</li> <li>- Working capital to cover overheads.</li> </ul>
<b>Target Funding Source(s):</b>	<ul style="list-style-type: none"> <li>- Local bank for local currency financing.</li> <li>- Grant provider to de-risk the market &amp; bridge the affordability gap.</li> <li>- Green investment funds seeking to scale renewable energy solutions.</li> </ul>
<b>Investment Opportunity:</b>	<p>Engie is now looking to scale its reach and services by continuously innovating and testing new products and market approaches, extend distribution channels to meet more customers in hard-to-reach areas, prefinance the cost of hardware such as solar kits, have sufficient working capital to meet overhead costs as service coverage expands. ENGIE will be able to meet the needs of its clients while also making profits and growing the business.</p>
<b>RLI Social Impact Opportunity:</b>	<p>Engie already has experience working in refugee settlements in Uganda, (Kiryandongo and Rwanwanja camps) and with a business model that is tailored for vulnerable communities lacking access to energy in remote areas:</p> <ul style="list-style-type: none"> <li>- Engie provides last-mile distribution solutions to distribute solar kits thanks to a wide network of sales agents.</li> <li>- Engie provides financing solutions for their customers to afford solar kits, which can be repaid by mobile money. This facility in payment can match with the potential mobility of refugee communities.</li> <li>- Engie’s operations are labour intensive and would require recruitment of sales agents with refugee communities and/or host communities.</li> </ul>
<b>RLI Support Strategy:</b>	<p>Support Engie to access low-cost local currency financing from sources like UDB, which would significantly lower the cost of financing. Opportunity exists to connect to green energy investment funds for working capital and technical assistance. The RLI ecosystem can support private sector entities like Engie by facilitating a network of actors operating in the refugee camps. This could promote the identification of potential partners for the distribution, sales, and other operational considerations.</p>