



AFRICAN RURAL ENERGY ENTERPRISE
DEVELOPMENT (AREED)



(AREED II) Programme

WORKSHOP ON THE ENERGY END USERS FINANCE COMPONENT 9- 12 April, 2008, SALY, SENEGAL

Day 1:	Wednesday, 9 April
08:00 – 09:00	Registration
Session 1:	Opening and Introduction
09:00 – 09:30	Official opening <ul style="list-style-type: none">• J. P. Thomas (ENDA),• L. Agbemabiese (UNEP)• I. Togola (Partner Forum Chair)
09:30 – 10:00:	Review of AREED Experience, Lessons and Components of AREED II <ul style="list-style-type: none">• AREED lessons learnt (S. Sarr)• The End user finance component of AREED II (L. Agbemabiese)
10:00 – 10:30	Questions and Answers
10:30 – 11:00	Coffee break
Session 2:	The financial needs of rural end users: Case studies and experiences with financial mechanisms
11:00 – 13.00	<ul style="list-style-type: none">• Financial mechanism experiences: Acces Energy et Media (AREED company)• Other AREED partner experiences• Presentation of the REEEP assessment work (J. Maclean) Discussions
13:00 – 14:30	Lunch





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Session 3:

Presentations of the pre-selected MFIs and their perception of the energy end users' financial needs

14:30 – 16:00

- **Senegal:** ACEP (S. Sarr), PAMECAS (M. Gassama) and CMS (E. Diop)
- **Zambia:** MBT (G. Nkuwa) and PRIDE - ZAM (S. Thole)
- **Tanzania:** VSDA VICOBA (D. M. Likokola) and PRIDE –TZ (E. Ntambi)
- **Mali:** AfrICa – SA (I. Dolo and K. Bamba)
- **Ghana:** FASL (H. H. Ngoah) and GCSCA (O. Y. Asamany)

16:00 – 16:30

Coffee break

Session 4:

Plenary discussion on the financial needs of the end users and potential financial products and services for renewable energy equipments

16:30 – 18:00

Facilitated discussion session on the following questions:

- What are the financial needs of the rural end users of renewable energy products and services?
- What type of financial services can be developed in a sustainable way for the energy end users?

19:00 – 21:30

Dinner





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Day 2:

Thursday, 10 April

Session 5:

Country discussions - Energy-end-user financing opportunities, challenges and solutions

9:00 – 10:30

Group discussion among the different stakeholders of each country

- **Senegalese group:** ENDA (Secou Sarr) + ACEP (Souleymane Sarr), CMS (E. Diop) and PAMECAS (M. Gassama)
- **Zambian group** CEEEZ (F. Yamba) + MBT (G. Nkuwa) and PRIDE - ZAM (S. Thole)
- **Tanzanian group** TaTEDO (E. Sawe) + VSDA VICOBA (D. M. Likokola) and PRIDE - TZ (E. Ntambi)
- **Malian group** MFC (I. Togola) + AfrICa – SA (I. Dolo and K. Bamba)
- **Ghana's group** KITE (F. Attah-Owusu) + FASL (H. H. Ngoah) and GCSCA (O. Y. Asamany)

10.30-11.00

Coffee break

Session 6:

Plenary I - Energy-end-user financing opportunities, challenges and solutions.

11:00 – 13:00

First part: each group will present their proposed solutions and country implementation strategies

- Senegalese group
- Zambian group

13:00 – 14:00

Lunch

14:00 – 18:00

Plenary II - Energy-end-user financing under AREED II: Country-specific Implementation Strategies and Follow-up Actions

- Tanzanian group
- Malian group
- Ghanaian group

19:00 – 21:30

Dinner with presentation and discussion of the idea of an African Platform for Energy-Microfinance





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Day 3:

Friday, 11 April

- 09.00 - 13:00 Field visit facilitated by ENDA to Senegalese energy projects in rural areas (VEV and Access Energy et Media) and to some of their clients.
- 13:00 – 14:00 Lunch in a local restaurant on the way
- 14.00 – 18.00 Field visit facilitated by ENDA to at least a branch of each of the pre-selected Senegalese MFIs (ACEP, CMS and PAMECAS) and to some of their clients
- 19:00 – 21.30 Back to Dakar: closure of workshop and cocktail dinner

Day 4:

Saturday, 12 April

In-house event for AREED partners only!

Session 7:

Paving the way forward: the implementation of a sustainable end user financial component in AREED II

- 09:00 – 09.30 revisiting the main issues discussed during the previous days
- 09.30 - 10:30 Analysis of the potential partnerships that could be established with the financial institutions in each country.
- 10:30 – 11:00 Coffee break
- 11:00 – 11.30 Decision taking on the potential partnerships for each country.
- 11.30 -12:30 Discussion concerning the contents of the Memorandum of Understanding
- 12:30 – 14:00 Lunch

Session 8:

EDS and the seed financing component of AREED

- 14:00 – 15.30 Review and agreement on the EDS and on the seed financing component
- 15:30 – 16.30 Conclusions of the workshop

