Energy Efficient Lighting and Appliances in Southern and Eastern Africa

Private Sector Engagement
Outline

• Opportunities for partnership
• Types of partnership
• RBF procedure
Scope of Partnership

- **Awareness raising:** Manufacturers, retailers, distribution companies
- **Quality testing:** Manufacturers and retailers
- **Demand Side Management:** ESCOs
Types of Partnerships

Business advisory council
• MOU defining joint objectives

Capacity building & skills development partnerships (PPDPs)
• Upgrading of local/regional EE training and training centers
• Engagement imperatives such as 50% cash co-financing and other technical requirements

Awareness Raising
• Communicating benefits and the need for action
• Prepare material and organize events for raising awareness, such as EE week
Results based financing for ESCOs

**Pipeline of projects**
- Call for proposals for installation of 100,000 lightbulbs
- Selection of best projects against pre-determined criteria
- Fund manager to conclude agreements with selected companies

**Technical Assistance**
- Technical assistance for adoption and installation of lightbulbs
- Average 33% subsidy, incentive threshold linked to saving

**Disburse incentives**
- Performance verification
- Confirmation of savings
- Disbursement of incentive
THANK YOU

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