



## All eyes on Africa: Phanes Group CEO talks electrifying the continent

May 2017 | Martin Haupts, CEO Phanes Group

*We're pleased to be exhibiting at the Africa Energy Forum (AEF) in Copenhagen next month. In the build-up to the event, our CEO Martin Haupts spoke to EnergyNet – the forum organizers, about the best model for electrifying the continent and being an end-to-end solar provider.*

***Are there any African countries you are particularly excited about in terms of their energy development potential over the next few years?***

We are very enthusiastic about West Africa and several other markets, especially the development in Nigeria. The commitment of the Government to support the installation of renewable energy projects is promising.

Niger is planning to deploy off-grid solutions on a larger scale. We strongly believe that off-grid solar systems that are built on a strong and sustainable business model are the way to electrify the continent.

Phanes Group's focus lies on the sub-Saharan region. We have a promising pipeline that exceeds 600 MW, and we are planning to deploy 150-200 MW over the next three years. In Nigeria, we have a utility-scale project portfolio with a total of 260 MW in the Sokoto, Kebbi, and Kaduna states. The first of them, our Sokoto project, is targeted for financial close by the end of this year. This was one of 14 projects that was awarded a PPA by the Nigerian Government. We see ourselves not solely as providers of PV solar solutions, but also as a partner that builds sustainable infrastructure that is easy to deploy and access, while providing a clean source of energy. This is an important element of our impact investment and CSR strategy.

***What advice would you give to new investors on the continent?***

Know the market and sector. It is important to understand the country from an economic and regulatory perspective for a project to reach bankability. Learn about the different players in the market, who is serious and what is the value they can add to the countries' developments. Africa's markets will continue to be a major investment target in the years to come – especially in the renewable energy space. The continent needs investors that see the possibilities and make a commitment to Africa's future development. The time is definitely right.



***Why are you supporting the Africa Energy Forum this year?***

For Phanes Group, the Africa Energy Forum is one of the major events in our sector that brings immense value to the solar industry and Africa. As our business model covers the entire value chain, it is a good platform for us to meet new partners, stakeholders, investors, and other developers. We look forward to contributing to the discussion on challenges and opportunities facing the sector in the continent. Representatives from Phanes Group's different departments will be attending the event and will be able to address any enquiries.

***Which organizations are you excited to meet and hear updates from this year?***

We are interested in meeting with diverse organizations that are eager to accelerate solar energy deployment in Africa. Our team of experts will be available to discuss utility-scale opportunities as well as off-grid solutions. In this regard, we will also be present at the Off-The-Grid-Club to explore initiatives that will provide energy to rural communities that do not have access to electricity.

***What outcomes do you hope to see from the meeting?***

To learn about the latest developments and new technologies, initiate new business relationships, and discuss joint business opportunities. I am also looking forward to gaining current industry insights that will enable us to further our footprint on the continent.