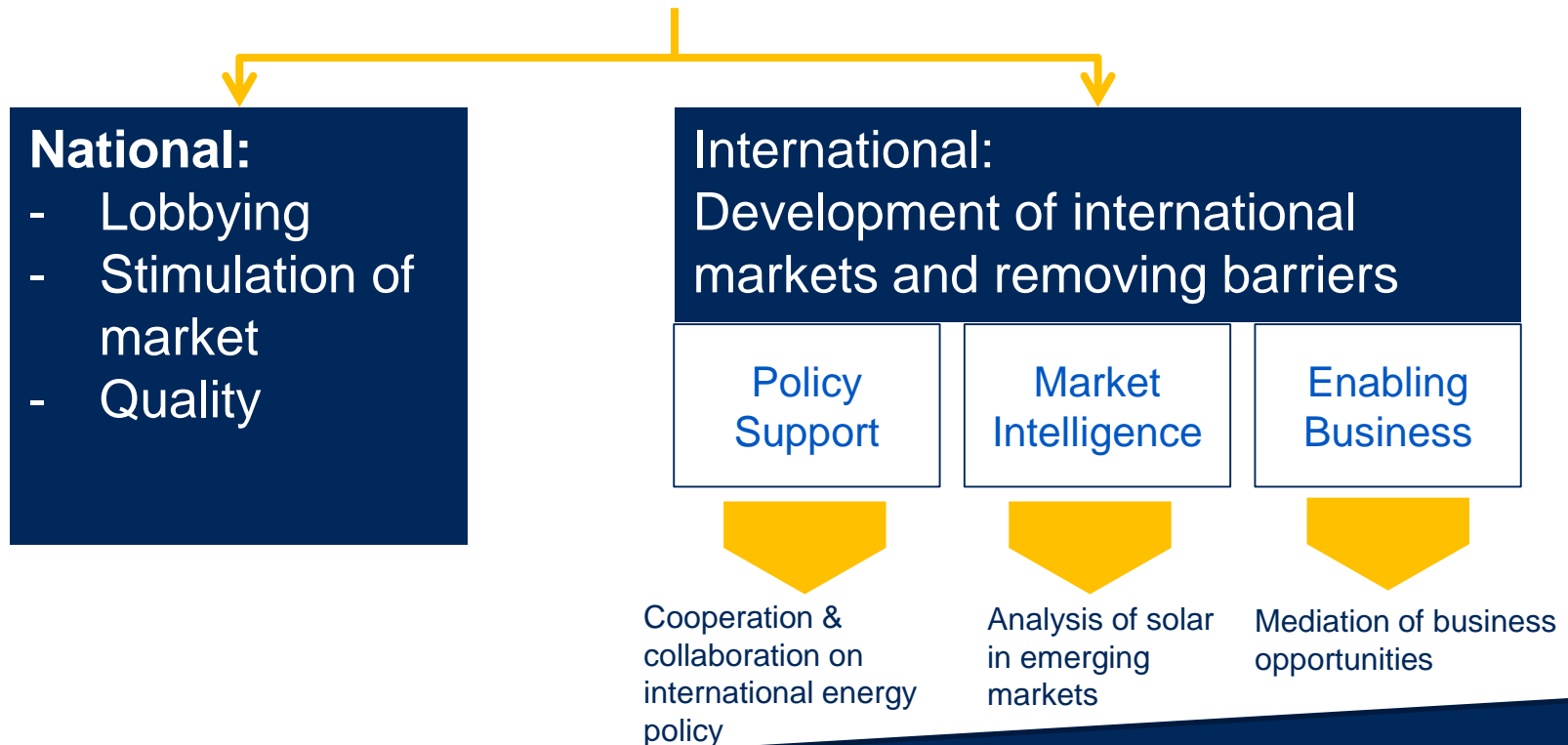




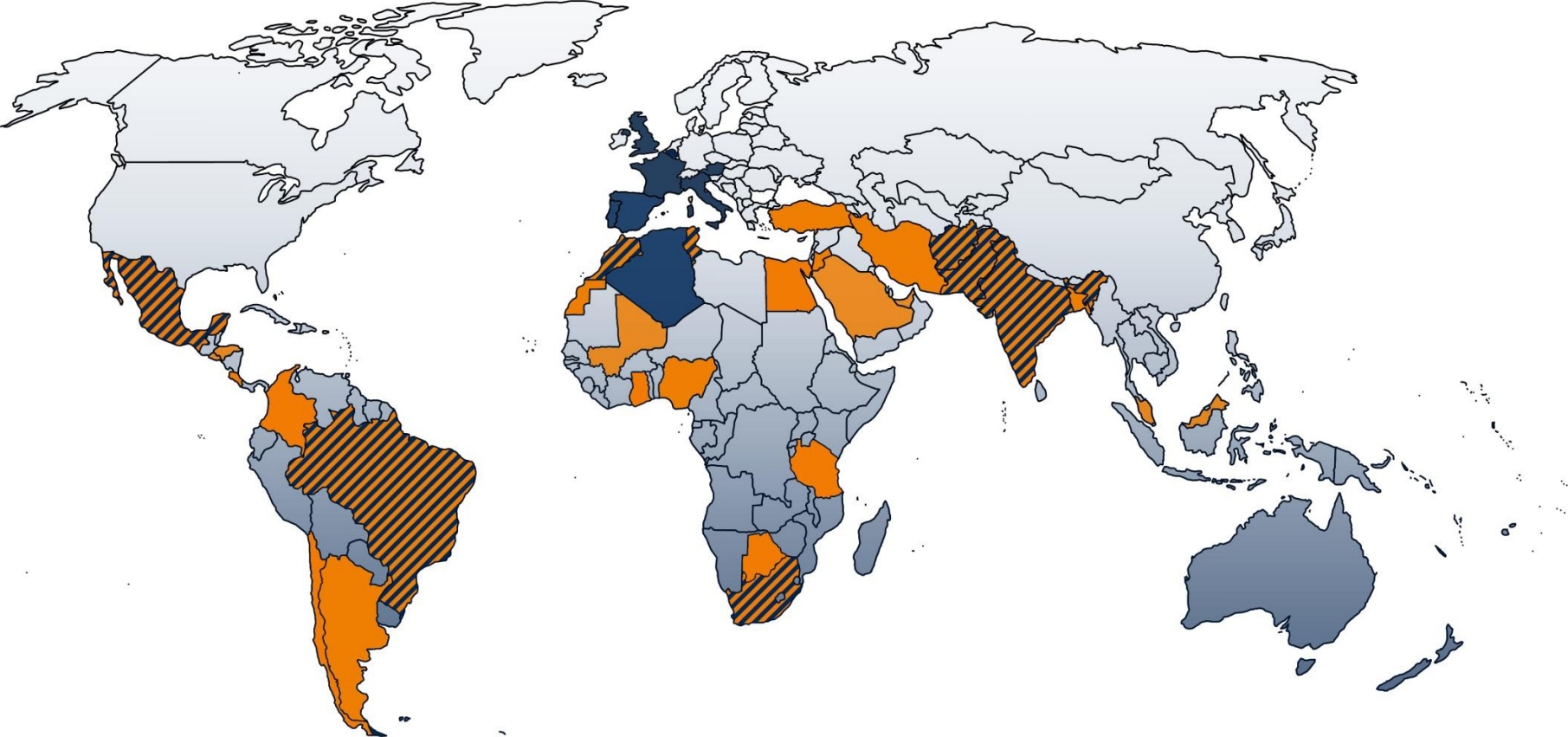
Role of Entrepreneurship and innovation for Decentralised Energy Access

Mathias Böswetter, BSW-Solar

The Association serves the interests of the members within two scopes



BSW-Solar: Working worldwide to improve frameworks for the use of solar energy!



Partnerships, business networks

Projects, Market reports, esp. "Enabling PV"

both

Cooperation Agreements of ESEDA and BSW-Solar signed in September 2018



Potential fields of cooperation:

- Improvement of market framework from technical, educational and legislative aspects
- Capacity building among associations
- Common projects and activities
- Matchmaking among members
- Quality infrastructure for PV
- Advocacy and lobbying



MEMORANDUM OF UNDERSTANDING (MoU)
between
Solar Energy Development Association-Ethiopia (SEDA-E)
&
BUNDESVERBAND SOLARWIRTSCHAFT e.V.
(German Solar Association, BSW-Solar)

Preamble

The transition from a conventional energy supply towards a renewable energy system is the common mission of both parties, driven by the need to protect the climate, replace fossil energy and secure energy supply. Solar PV is one of the best instruments to achieve these targets efficiently. Due to its low cost, scalability, integration potential and climate benefits, Solar PV should be a principal source of electricity generation and beyond. This transition is empowered and driven by companies, supplying technology and services. Both Solar Energy Development Association-Ethiopia and BSW-Solar represent the solar companies in their country. They are committed to shape the solar energy transition in a sufficient manner by cooperating, exchanging best practice and by seeking business opportunities for their members.

1.0 Parties

This is the Memorandum of Understanding (MoU) between two parties of the Solar Energy Development Association-Ethiopia and Bundesverband Solarwirtschaft e.V. (BSW-Solar)

Solar Energy Development Association-Ethiopia (SEDA-E) is a non-profit civil association established in 2018

BSW-Solar:

Representing around 1000 member companies, Bundesverband Solarwirtschaft e.V. is the interest group of the German solar energy business. Forming a strong community of companies, BSW-Solar acts as an informant and intermediary between business and the political and public sectors. It represents the common commercial interests of businesses within the entire solar energy value chain.

BSW-Solar exerts a decisive influence on creating and securing a suitable policy framework for stable growth, and thus on ensuring investment security throughout the solar industry. BSW-Solar's objective is to establish solar energy as a permanent pillar of a global energy industry.

With the goal of advancing the creation of solar markets worldwide, BSW-Solar shares its expertise and over thirty years of experience in shaping the framework conditions and funding programs for solar markets. BSW-Solar's consulting and advisory services

Solar Energy Development Association-Ethiopia
Addis Ababa
Ethiopia

Bundesverband Solarwirtschaft e.V.
Lietzenburger Straße 53, 10719 Berlin
Germany

... why did it happen in Germany first?

- There was support for renewables across party lines on a national level
- **There was a strong environmental movement paired with world-class engineering and business-minded entrepreneurs**
- A permit for a PV installation was two pages
- There was high availability of skilled crafts and trade
- There was a priority for green energy connections to the grid
- Willingness to invest and remunerate for PV electricity



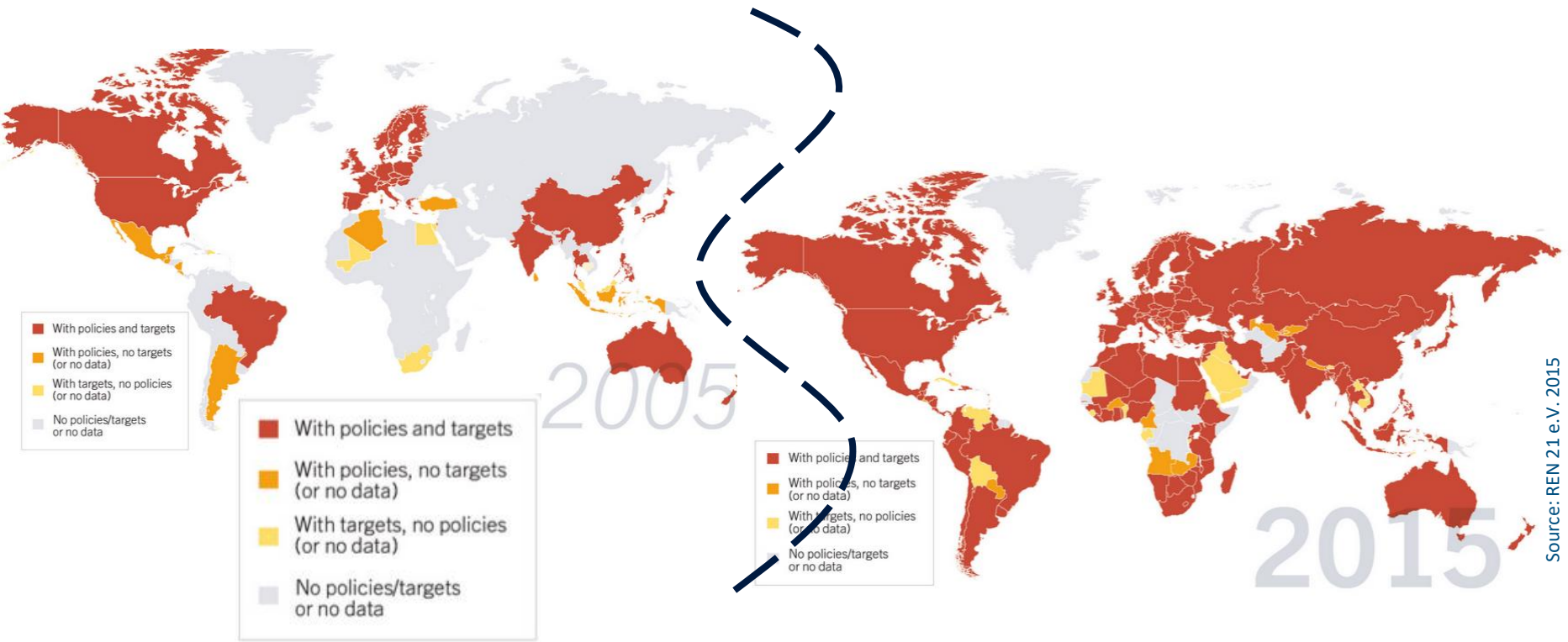
Image Credit: NASA, Iconshock

What can German Entrepreneurs offer?

- **All Solar solutions** needed for utility-scale and residential PV: modules, inverters, components, batteries, EPC-services, O&M services
- **Quality products** that are designed for a long life time at very low maintenance costs that undergo some of the strictest testing requirements in the world.
- **Knowledge** and a lot of experience around marketing, sales, installation, maintenance and in qualifying and training your staff.
- Not only **state-of-the art** but also **innovative** and **reliable** technology with long warranties.
- Often 20 or more years of **experience** with **grid connected** or **off-grid** solar applications!
- **Digitalization** enables new use cases and business models.



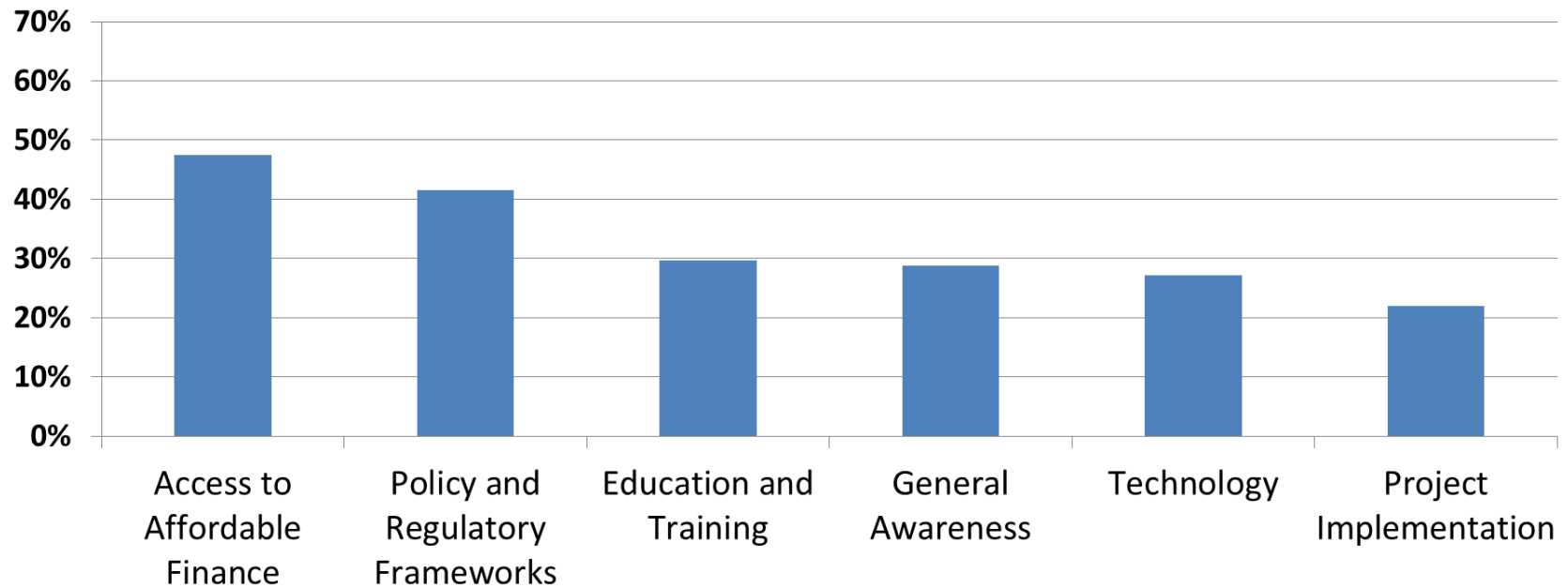
Main challenge: Policies and frameworks



Source: REN 21 e.V. 2015

Main challenge: Access to finance

Access to affordable finance remains a key barrier for the growth of the solar sector worldwide!



Source: IRENA

Main challenge: Quality of Education & Installation



The PV Passport - securing installation standards for distributed PV:

- Germany
- South Africa
- Pakistan
- Vietnam



Thank you for your attention!

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