

# ACCESS TO ELECTRICITY IN DEVELOPING COUNTRIES

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- EDF
- Strategy Drivers
- RESCO model
- Rural Electrification Map
- Case Study
- Main Difficulties

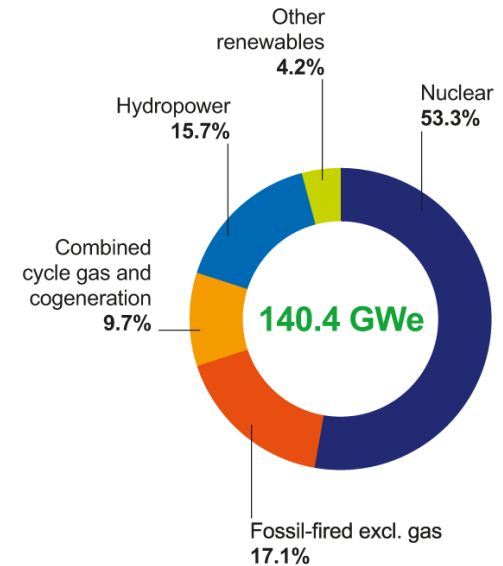


## A GLOBAL LEADER IN ELECTRICITY

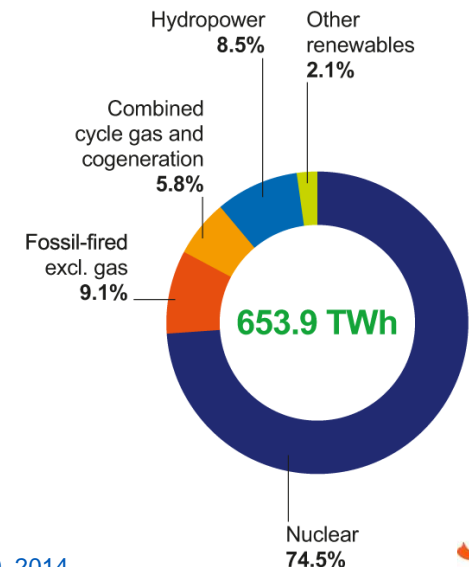
**€75.6** billion in sales  
**39.1** million customers  
**158,467** employees worldwide  
**85.1%** generation without CO<sub>2</sub>

- ▶ **A global leader in electricity**
  - Covering the entire business chain:
    - generation (from nuclear to renewables)
    - networks, sales & marketing, trading
    - Expanding in the gas chain, trading and energy services
- ▶ **An international group**
  - rooted in Europe and committed for the long term
  - to partnerships and cooperation agreements
  - in high-growth countries
- ▶ **A responsible group**
  - A Code of Ethics for the entire group
  - 11 commitments as a responsible industrial firm, employer and partner

### INSTALLED CAPACITY



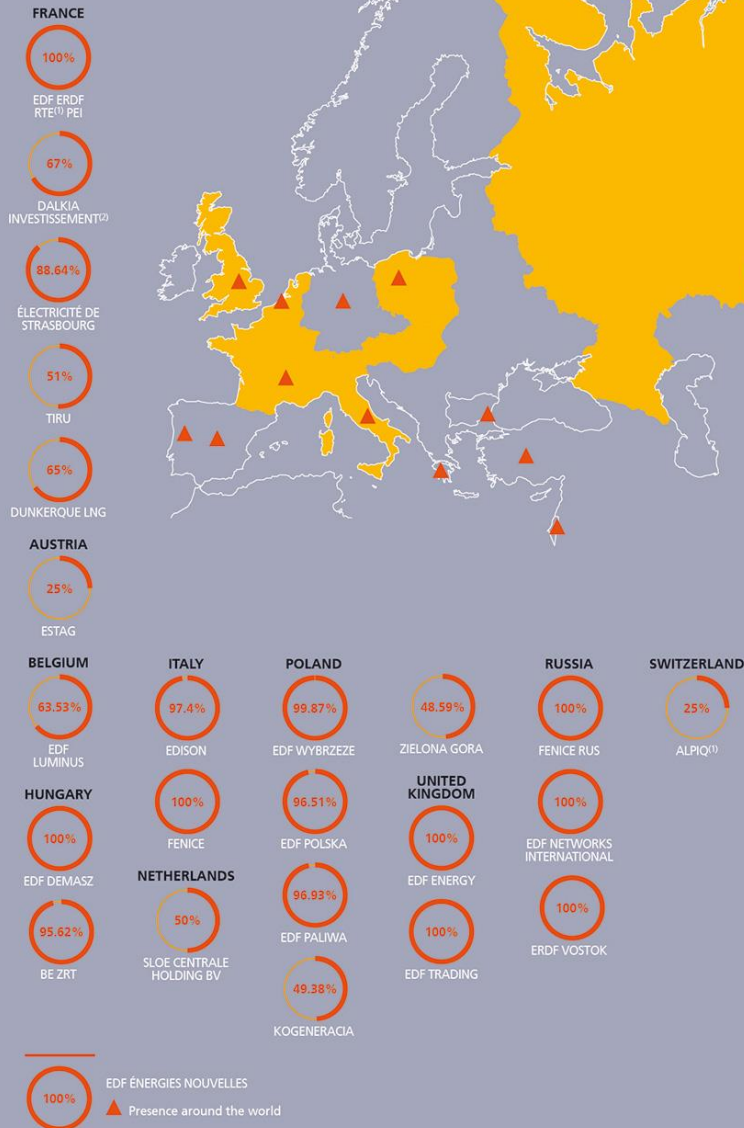
### GENERATION



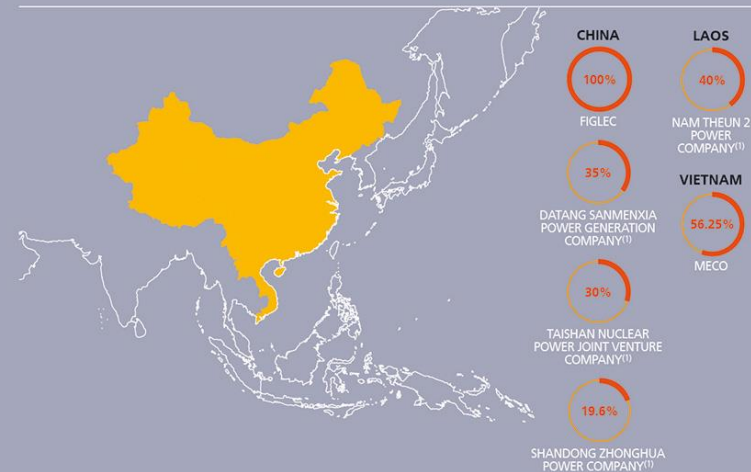
# THE EDF GROUP AROUND THE WORLD

(CONSOLIDATED DATA AT 31 DECEMBER 2013)

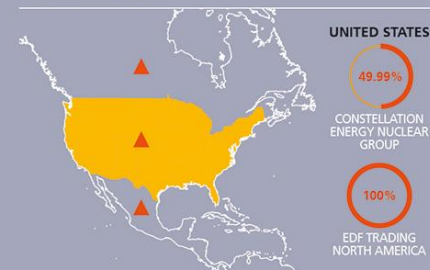
## EUROPE



## ASIA



## NORTH AMERICA



## SOUTH AMERICA



<sup>(1)</sup> Accounted for by the equity method. <sup>(2)</sup> Under the agreement signed on 25 March 2014 with Veolia Environnement, EDF will take over Dalkia's business activities in France and Veolia will take over Dalkia's international operations, subject to approval by the competent competition authorities.

# ACCESS TO ENERGY – STRATEGY

## 1. To contribute to improve the access to electricity

In rural and urban-periurban areas - via perennial and adapted models, by supporting the innovation

## 2. To accompany the great investment's projects

## 3. To involve Humanitarian's aspect (specific Program "HELP" by EDF Foundation)

## 6 Geographical criteria

- The country must be safe and politically stable;
- It must have the political will to promote energy access over the long term;
- It must have an appropriate regulatory and institutional framework;
- it must be eligible for international aid (development bank or other funds subsidies....);
- At least one local partner must participate;
- The local electricity company and government must be willing to work with the Group.

## 5 Key elements

- financial viability,
- continuity,
- Partnership
- Innovation
- Learning from experience and sharing of experience

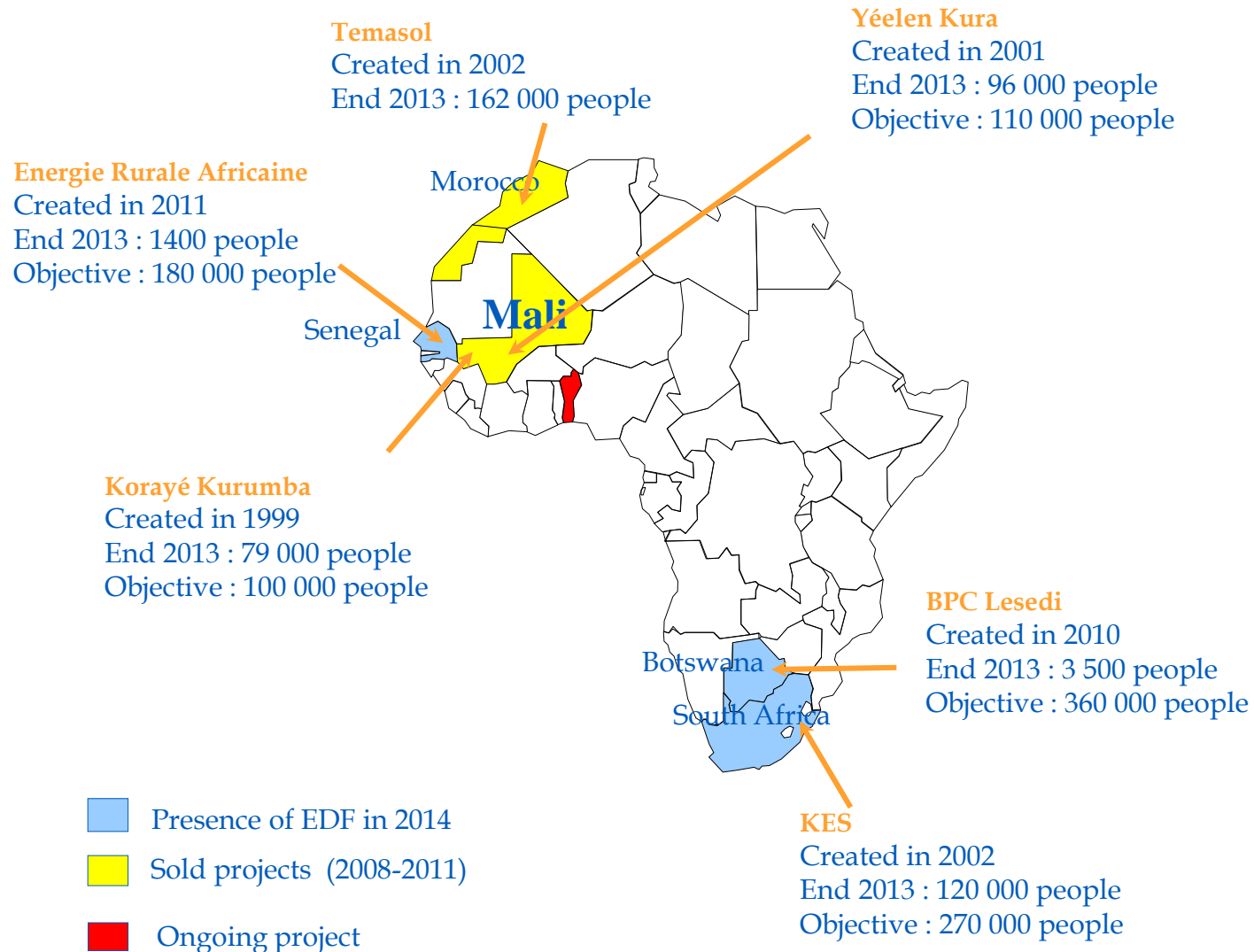
# The Rural Electricity Service Company

## (RESCO model)

- ▶ In the late 1990s, EDF and ADEME developed the RESCO concept to enable electricity services to be delivered by companies under local law.
- ▶ The RESCO concept: to offer a range of services supported by a company that is managed locally and governed under local law.
- ▶ Financial mechanism: Equity-Grant-Loan
- ▶ The purpose of RESCOs is to sell decentralised energy services, improving the daily life of rural households:
  - providing domestic and public lighting,
  - accessing to the radio, television, telephone, .....;
- ▶ They can also supply energy to craftsmen, tradesmen, industries, and the health and social sectors (schools, health centres, etc.).

# Rural electrification in developing countries

## Projects launched by EDF





# CASE STUDY: SENEGAL

WHERE ?:



# CASE STUDY: SENEGAL

► **EDF + Local Partner** = ENERGIE RURALE AFRICAINE SA

► **MAIN FIGURES:** ¼ of the country, > 2,000 villages

## ► **SERVICES SCALE:**

- S1 (5 lamps+1 radio outlet): 5€/month
- S2 (7 lamps+2 radio outlet): 8.5€/month
- S3 (12 lamps+3 radio or TV outlet): 15€/month
- S4 (According to customer demand)

► **FINANCING PROGRAMME:** 14M€

. FDA / LOAN / EQUITY

► **DEVELOPMENT OVERVIEW:** 18,000 customers,  
3 years implementation, 25 years concession duration



# MAIN OBSTACLES

- ▶ APPLICATION OF LOCAL FRAMEWORK
- ▶ APPLICATION OF CONCESSION'S AGREEMENT
- ▶ GUARANTEES
- ▶ RELATIONS WITH NATIONAL ELECTRICITY COMPANY
- ▶ RELATIONS WITH RURAL ELECTRIFICATION AGENCY

# THANK YOU FOR YOUR TIME...



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