

**Das ökonomische Umfeld der RE Unternehmen
im südlichen Afrika :**
Entwicklungen, Interventionen, Perspektiven

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Regional Setting

40 Million People without Electricity

Country	MCap	A km ²	Cap/km ²	ElecRt	PM	Ep TWh	Ec TWh	\$GDP/Cap	growth	Inflation	HIV%
Namibia	1,8	825	2,2	22%	1,420	0,03	0,89	4500	4,0%	8,8%	19,5
Botswana	1,6	582	2,8	28%	1,153	0,50	1,45	7800	4,7%	6,6%	35,8
Zambia	10,0	752	13,2	10%	8,933	7,82	5,84	870	3,9%	21,5%	20,0
South Africa	43,6	1219	35,8	42%	25,315	194,38	181,52	9400	2,6%	5,8%	19,9
Germany	82,2	357	230,1	100%	0,016	537,33	501,72	26600	0,6%	2,4%	0,1

- **Great Diversity**
- **Economic Growth Zone**
- **Improving Privatization**
- **Large RE Potential**
 - 40 Million People not being electrified
 - Irradiation Level 1500-2500 kWh/a
- **Economic Challenges**
 - Inflation
 - Brain Drain
 - HIV



Country Profile

Namibia



Application	Actual				Potential		
	Units	Power	Cost	Invest	Units	Power	Invest
Solar Home Systems	2,600	150 kW	60 N\$/W	9 mN\$	9,000	900 MW	54 mN\$
Solar Water Heaters	2,000	3000 kW	30 N\$/W	84 mN\$	16,000	24 MW	160 mN\$
Solar Cookers	300	110 kW	1,5 N\$/W	0,2 mN\$	25,000	10 MW	14 mN\$
PV -Pumping	700	500 kW	60 N\$/W	27 mN\$	5,000	3 MW	180 mN\$
PV - Refrigeration	2,000	700 kW	10 N\$/W	7 mN\$	4,000	1,4 MW	13 mN\$

- Programs Home Power!, NamREP
- Off-Grid Electrification Plan
- Government Support
- Active Private Market
- PV-Manufacture
- Partner: R3E-Institute



Country Profile

Botswana



- NPV Program, RIIC
- Government Market
- Electrification Plan
- UNDP 80 Villages
- SWH Manufacture
- Partner: BOTECH



Country Profile

South Africa



- **Concessions**
- **Government controlled (Eskom)Market**
- **RE White Paper**
- **PV Manufacture**
- **Partner: OW, SESA**



BA-Interventions

- **Overall Goal:** Private-sector organizations actively contribute to a sustainable energy service
- Increase the knowledge in planing, business economics, and technology
- Include RE in rural energy planning
- Improve cooperation of private enterprises, government offices, finance sector, NGOs, and donors
- **Business-Advisory for SME**
- Technical, service training for technicians
- RE Policy forum w/business
- **INSABA:** Focus on productive RET application, economics
- Enhanced outreach: IAT network



Perspective

- China, India pressure on low-cost market
- Government controlled rural electrification remains slow
- Private sector for quality installations, productive applications with service
- Training level adequate
- Financial offers adequate
- Challenge for long-term micro management



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Attention