



# Africa Lights The Way

## The Path to Universal Energy Access in an Era of Shrinking Aid

REPOWER WEBINAR

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# Introduction

*The Africa Minigrid Developer Association (“AMDA”) is an industry association created by private sector minigrid developers and operators, development partners and investors interested in improving political and financial environments for minigrid companies in Africa.*

*Since its existence in 2018, AMDA’s work has involved accelerating minigrid companies’ pathway to scale and profitability. As of October 2025, we have 61 members in 24 countries across 5 regions in Africa.*

*We support our members through our 4 core pillars:*

- ✓ **Member Value Services**
- ✓ **Access to Capital**
- ✓ **Policy, Regulatory & Regional Coordination**
- ✓ **Research, Data & Standards**



**27 AMDA members have deployed**  
**600** minigrid sites electrifying  
**≈ 1M** people across Africa

An aerial photograph of a rural village in a tropical setting. In the foreground, a large array of solar panels is installed on a raised platform, with a few people visible nearby. The middle ground shows a cluster of houses with dark roofs, surrounded by dense greenery and palm trees. The background is hazy, showing more of the village and distant hills.

**How are governments  
across Africa shaping the  
journey to universal  
energy access on their  
own terms?**

One of the most powerful example is the **M300 National Energy Compact.**, so far adopted in 29 countries. These are country-led plans outlining reforms and investments needed to achieve universal energy access in Africa by 2030.

**AFUR Tariff Tool**: This tool, co-designed with stakeholders like AMDA, helps regulators harmonize regulations and proactively address critical concerns like **grid arrival** for minigrids, while systematically mainstreaming DRE solutions into the national energy architecture.

**Policy reforms** to meet ambitious targets:  
Zambia slashed solar project approval times from six months to just 48 hours

These favorable, clear policies are yielding results by **attracting the right kind of investment**. We are now seeing private sector-led initiatives, such as **Zafiri** and **Africa 50**

- ✓ AMDA is working with AFUR to train regulators on the AFUR Tariff Tool.
- ✓ AMDA also works closely with the private sector to help them secure financial instruments and products that are specifically tailored to minigrid business cases, reducing reliance on aid and attracting commercial capital.



**What role do renewable  
and decentralised energy  
models play in driving  
electrification and  
economic transformation?**

## Interconnected Minigrids



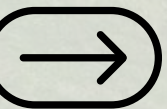
- IMGs combine renewables and storage while connecting to the main grid, offering a **hybrid solution** to weak or absent power (PowerGen, Toto)
- Nigeria is now mandating that DisCos procure at least **10%** of contracted energy from **DRE sources**.

## Productive Use of Energy



Electricity for activities that generate income, improve efficiency, or create jobs:

- AMDA member, **Hydrobox** (Kenya) power **cold storage facilities**, allowing farmers to access larger, more profitable markets for perishable goods.
- **Tourism: ANKA** (Madagascar) power coastal hotels and restaurants, enabling towns to attract tourists and boost local income.
- **CEESolar**'s project in Anambra and Enugu State, Nigeria, powers the entire **rice value chain**, including irrigation, milling, packaging, and distribution. This dramatically boosts local agricultural output and market access, demonstrating **PUE at scale**.



## Allied Industries



To strengthen commercial viability, minigrid developers are increasingly pursuing Allied Industries( associating themselves with sectors like Telcos or e-mobility to drive demand.) This focus on **demand partnerships** is critical and feeds directly into the Anchor-Business-Community model.

## Connecting the Last Mile

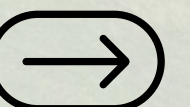


- Decentralized renewables like minigrids offer the most **cost-effective, rapid, and scalable** solution.
- **50%** of the M300 National Energy Compact targets rely on (DRE) solutions.

## AMDA's strategy



Recruitment of someone to drive demand partnerships, which will support the viability of DRE solutions and feed into anchor business community models





**Can commercially  
sustainable approaches  
accelerate access while  
reducing dependence on  
aid and subsidies?**

## ○ ABC Model

The ABC model solves this by ensuring the initial base load and revenue come from a stable, high-consuming customer, the Anchor Customer, before connecting the rest of the community.

- **Anchor**: large, reliable, credit-worthy consumer that commits to purchasing a substantial amount of power from Day One.
- **Business**: local small and medium-sized enterprises (SMEs), shops, workshops, agro-processing facilities, who provide the next layer of sustainable revenue for the minigrid operator.
- **Community**: residential households

## ○ Hybrid C&I with Minigrid




Utilizing the predictable, high-volume demand of a **Commercial & Industrial (C&I) customer** and then expanding that system to serve the local community (PowerGen).

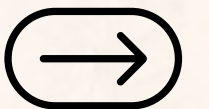
## ○ Joint Venture (Minigrids & SHS)

Forming strategic partnerships, such as ANKA and MOON, to **co-fund** and **co-deploy**. Solar Home Systems (SHS) are used for fast deployment and initial revenue, with the minigrid serving as the more durable, long-term infrastructure solution.



## ***To further boost viability and attract investment***

-  **REC Revenue:** Utilizing Renewable Energy Certificates (RECs) as an extra revenue stream to monetize the environmental attributes of the clean power generated.
-  **AMDA Capital Connect:** aims to connect minigrid developers with private investors. This program matches developers and investors, followed by a mentorship period, culminating in a closed-door pitching session.
-  **AMDA Finance Series:** aimed at equipping minigrid developers with the financial knowledge and tools required to develop and secure funding for their projects and support their scaling-up initiatives.





🔍 [www.africamda.org](http://www.africamda.org) ✕

# Thank You!

THINK MINIGRIDS, THINK AMDA!