

## Africa-EU Renewable Energy Cooperation Programme

Creating opportunities for renewable energy



# Trade Mission

## Unlocking Business Opportunities for Solar Energy in Senegal

25 – 28 September, 2017 | Dakar, Senegal

The Africa-EU Renewable Energy Cooperation Programme (RECP) cordially invites you to participate in the trade mission to Senegal from 25 to 28 September 2017.

### Who Should Attend?

Project developers, manufacturers, service providers and consultants from **the solar industry including:**

- » Diesel substitution and hybrid solar-battery systems
- » System integrators, energy management systems and storage solutions for islands and mini-grids
- » Manufacturers and providers of PV components: inverter module, meter reader for network supply and charge controllers and batteries for off-grid usage
- » Service and installation of rooftop PV and solar cooling

### Benefits for Participants

- » Establish direct contacts with businesses and local authorities
- » Discover tremendous market potential and opportunities for investments
- » Gain thorough insights on local regulations and business culture
- » Intimate networking environment with handpicked participants

### Conditions for Participation

- » Registered business in the EU
- » Appropriate focus of industry/technology
- » Exportable products and services
- » On-time registration as admission is granted on “first come, first serve” basis

### Programme: 25 - 28 September 2017

<b>SUN 24</b>	<b>Welcome briefing in Dakar</b> » For European companies
<b>MON 25</b>	<b>Business day</b> » Market information sessions » Input on market potentials from Senegalese expert speakers » Introduction of European companies » Organised B2B-exchange and matchmaking
<b>TUE 26</b>	<b>Workshop</b> » Renewable energy and regulatory framework » Financing renewable energy projects in Senegal » European companies' presentations » Networking fair (informal B2B-exchange) » Evening reception
<b>WED 27</b>	<b>Roundtable and/or excursion</b> » Visit of institutions or companies » Exchange with local and international finance institutions » Exchange with governmental stakeholders » Time for individual appointments
<b>THUR 28</b>	<b>Site visits</b> » Best practice projects in and outside of Dakar

**Preliminary outline programme, subject to change.**  
**The programme will predominantly be in French with interpretation into English.**



### Market Overview

Senegal is one of the politically most stable countries in sub-Saharan Africa. The five year annual average growth rate of the overall economy was **4.7%** which exceeds by far the overall OECD growth for the same period. The country's strong economic growth has led to a **7%** increase of the annual electricity demand over the past decade. The overall country electrification rate is around **55%**. The Senegalese electricity generation mix is composed of oil & gas (**88.1%**), hydro (**8.6%**), biomass (**1.6%**) and solar PV (**0.1%**). The average price per kWh of electricity varies between **€0.13** and **€0.19**.



### Market Potential for Solar Energy

The country has significant solar energy resources. Solar irradiation is above **2,000 kWh/m<sup>2</sup>/year** for Global Horizontal Irradiation across most of the country. The average global daily irradiation is calculated at **5,43 kWh /m<sup>2</sup>/day** which gives excellent prospects for photovoltaic projects as well as for the use of solar thermal technologies. The falling prices of PV panels and system components make solar an attractive solution, particularly, if the costs of the alternatives – imported oil products – are high.

### The Trade Mission

The trade mission will consist of up to 15 European companies interested in the Senegalese market.



The RECP trade missions aim to **stimulate** the market for renewable energy in Africa by encouraging and supporting private sector engagement. More specifically, the missions will create **opportunities** for African and European private sector cooperation to develop businesses, acquire know-how and support technology transfer by engaging private sector companies as well as business associations on both continents.

**Participation in the trade mission is free of charge; however, participants are expected to organise their travel themselves and at their own cost.**

For further information please visit: [www.africa-eu-renewables.org/events](http://www.africa-eu-renewables.org/events)

**Please click here to register online.**

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