

Leveraging RE/EE for business growth, the role of AGI-ESC

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Accra



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The AGI Energy Service Centre

Energy Service Centre

Knowledge transfer
& public education

General energy
consultation

Technical
Advisory

Assistance throughout
Project implementation

Financial
advisory

Honest & independent broker

- Platform for orientation, news and technical information
- Providing research services on RE/EE
- Seminars and workshops
- On-site energy audit of facilities
- Assistance for development of business strategies and project implementation
- Advise customers on financing options
- Connect to financial institutions

The AGI-ESC's services



Offering a pool of experienced experts

Specific services for Commercial & Industrial electricity consumers:

- Independent Solar Feasibility studies
- Independent Energy Audits
- In house training for Commercial & Industrial staff in Energy Management Systems
- Provision of advisory support on RE/EE investment options
- Second opinions, Transaction advisory services, Owner's engineering services

Training for RE/EE service companies:

- Hands-On Energy Efficiency Audit
- Best practices in the installation and maintenance of Solar PV
- Business Development

- Market analysis on RE and EE in Ghana

- Advocate for the adoption of RE/EE in Ghana and more

What our services have translated to

Training of energy service providers



278 individuals from
service providers

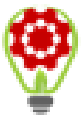
have been trained in delivering quality renewable energy and energy efficiency services

Training of C&I companies

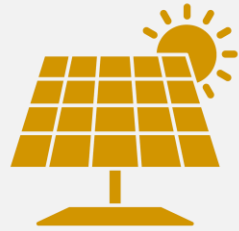


157 individuals from
95 C&I companies

have been trained on how to invest in renewable energy and energy efficiency measures.



Investments into renewable energy



2,500MW
1,200 tCO₂/a

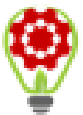
The project supported the preparation of investments of 2,500MW renewable energy, that can save up to 1,200 tCO₂/a.

Investments into energy efficiency



1,360MWh/a
650 tCO₂/a

The project supported the preparation of investments into energy efficiency measures that can save up to 1,360MWh/a equivalent to 650 tCO₂ /a.

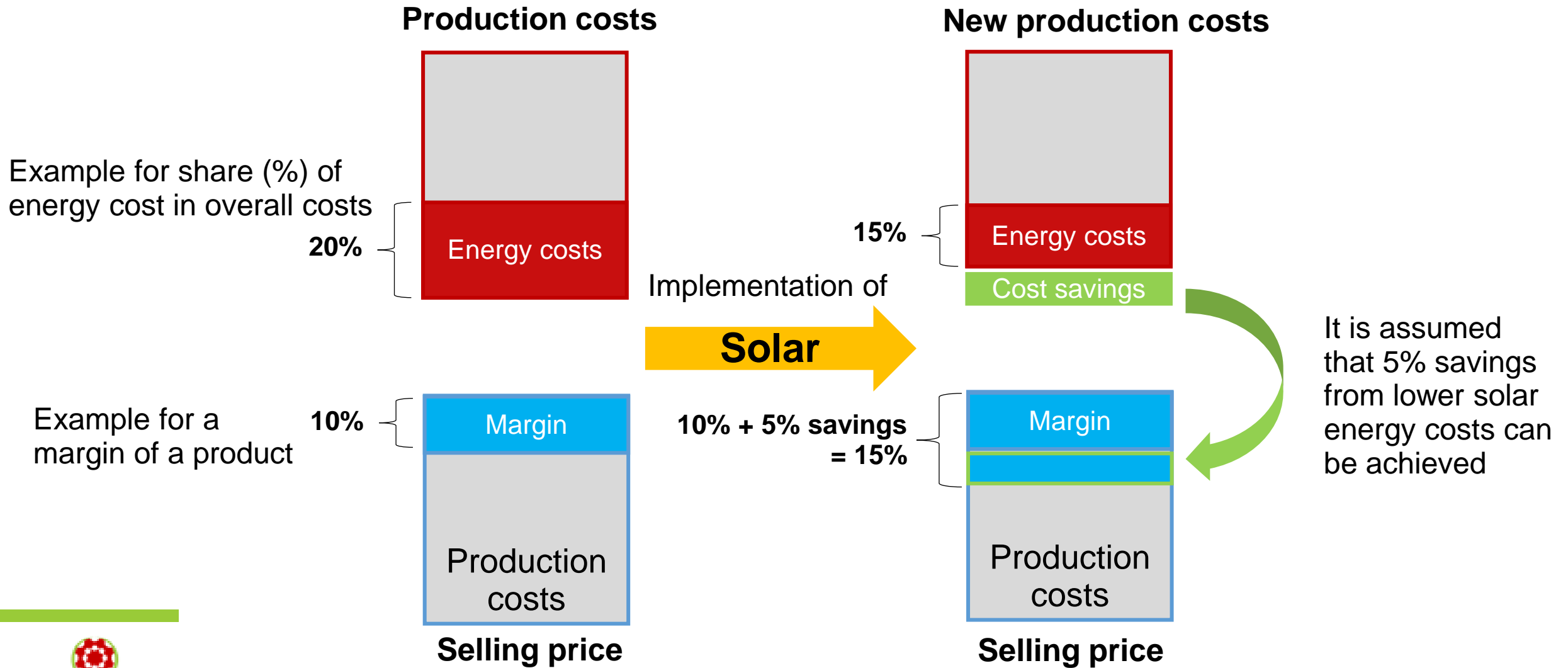


What solar can do for your business!



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What Solar can do for your business: Reduction of energy costs!



What Solar can do for your business: competitive advantage!

A business case example:

Two companies sell their product at 100GhC per bottle in Ghana. The production costs are the same. Both companies usually sell 1 million bottles/ year. Turnover is 100m/y. The profit margin shall be 10%. Company A runs its business conventionally, company B reduces it's cost through solar energy.

#	million (ghc)
turnover/y	100
margin 10%	10



#	million (ghc)
turnover/y	150
margin 10%	15



#	million (ghc)
turnover/y	100
margin 15%	15

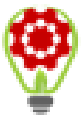
Company A (left) has to sell 50% more, i.e. 500,000 more bottles to make the same profit as company B (right)!

In highly competitive markets this is impossible.

In the long run the company with lower margin will be pushed out of the market.

Benefits

- ❖ Decrease your production costs
- ❖ Increase your competitiveness
- ❖ Improve your carbon footprint





Thank you



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