



Energy for Development

Key Service Line - REAS





Energy for Development

Facilitating Affordable and Clean Energy for All



Deep technical, in-house competence in engineering, infrastructure design, construction, costing, E&S and economics



Multi-decade experience and track-record in developing countries, particularly Africa



High integrity & ISO certified project/program management systems



Responsible and efficient use of lines of credit and donor funding in the energy sector



Facilitated achievement of SDG 7: Affordable and Clean Energy 4 All



*“The Get FiT Program has **enabled the diversification of Uganda’s generation mix, delivering clean, renewable energy** to the national grid. The small hydropower plants constructed under the GET FiT Program have helped to guarantee Uganda’s energy security, thereby supporting the country’s electrification and industrialization agenda.”*

Eng. Ziria Tibalwa Waako
CEO, Uganda Electricity Regulatory Authority



Energy for Development

Services

- We **implement** multi-year, multi-disciplinary national renewable energy investment programs
- We **appraise and evaluate** international development programs in the clean energy space
- We **create** electricity sector master plans
- We **advise on** maximising Productive Use of Energy and Clean Cooking
- We help aid donors **measure and monitor sustainable developments impacts** from their clean energy sector investments



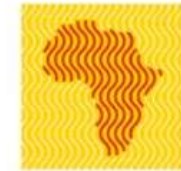


Energy for Development

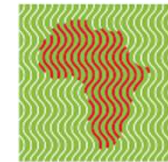
Case Study – Programme Implementation

GET FiT Programme Series

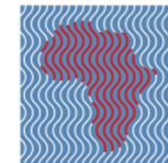
- In 2013 Multiconsult was selected by KfW and the Ugandan electricity regulator to lead a **EUR 100 million multi-donor support programme** for small-scale RE power plants (hydro, bio and solar).
- The programme (GET FiT) was **designed largely by Multiconsult** and involved a combination of regulatory development, human capacity building, technical and financial assessment of applicant projects, monitoring and evaluation, programme level financial planning and reporting.
- Since 2013, the program has provided targeted support to 17 renewable energy projects in Uganda, leveraging about **USD 450 million in private investments**.
- In 2017 Multiconsult was awarded the implementation contract for **GET FiT Zambia** and successfully tendered **140 MW of solar PV projects** at a record low price for Sub-Saharan Africa.
- In 2020 Multiconsult was awarded the implementation contract for **GET FiT Mozambique**.



**GET FiT
UGANDA**



**GET FiT
ZAMBIA**



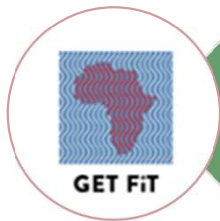
**GET FiT
MOZAMBIQUE**

Click logos for program home page



Energy for Development

Key References & Clients – Utility support and IPP tenders



GET FIT Programme Implementation

Client: KfW **Period:** 2011 – ongoing

Implementation of national programs to catalyse private sector investment in small-scale renewable energy generation in Uganda, Zambia and Mozambique, incl. innovate results-based financing, capacity building and technical assistance.



Zanzibar Energy Sector Support Program

Client: Sida **Period:** 2016 – 2020

Implementation of energy sector reform program in Zanzibar to support the development of a sustainable energy sector through financial turn-around of public utility ZECO and building regulatory and policy-making capacity with Ministry and Regulator (ZURA).



GET Access Mini-grid Tender Program

Client: MEMD, Uganda **Period:** 2018– ongoing

Design and implementation of a national mini-grid tender program for private mini-grid developers covering 130+ sites and 125,000 people. Largest program of its kind in East Africa with total planned investment of 35 MEUR.

Clients





Energy for Development

Key References & Clients – Financial institutions and TA



Development bank of Zambia

Client: REA, Zambia **Donor:** World Bank **Period:** 2019 – 2021

Institutional development and TA for preparing DBZ to be come an eligible financial intermediary for a World Bank line of credit for sustainable finance. Including E&S and technical assessments as well as credit appraisal and portfolio risk management.



Zambia National Commercial Bank - Zanaco

Client: Zanaco **Donor:** AfDB **Period:** 2022 – 2023

Institutional strengthening and TA for the bank to take part in financing the development of renewable energy projects in Zambia. Included E&S risk assessment and management, technical assessment, credit appraisal, sector understanding and transaction advisory.



German-Armenian Fund (GAF)

Client: KfW **Period:** 2024 - ongoing

Gender assessment of the financial and energy sector in Armenia and recommendations for gender transformation considerations to be included in the GAF Renewable Energy and Energy Efficiency programme providing financing to households and SMEs through local commercial banks.

Donors and IFIs





Renewable Energy Procurement Services

Key Service Line - REAS

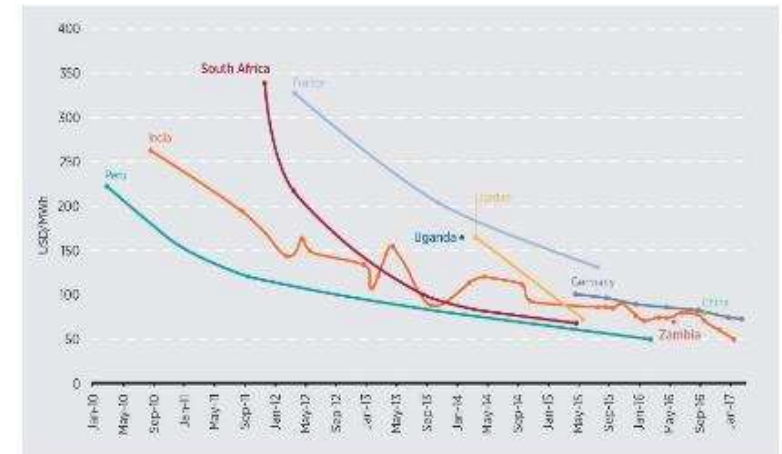


Renewable Energy Procurement Services

Efficient procurement is key for scaling up RE

- Achieving the **just energy transition** requires vast amounts of renewable energy generation capacity – as quickly and cost-efficiently as possible
- International tenders are delivering the **most competitive prices and quality outcomes** globally
- Well-designed tenders **reduce risks for investors** while keeping the procuring entity in the driver’s seat.
- Failed tender procedures can have severe negative consequences for the scale-up of generation capacity and the perception of the power sector investment climate in the host country
- It is critical that international competitive tenders are designed and implemented by **experienced advisors** with the full range of expertise and tools at their disposal for effective and smooth implementation.
- Multiconsult has a strong multidisciplinary team that represents a **one-stop-shop providing strategic, financial and technical support across the tender lifecycle**

Figure 1 Utility-scale (> 5 MW) solar PV: Average bidding tariff (USD/MWh), 2010-17



Based on IRENA (2017)

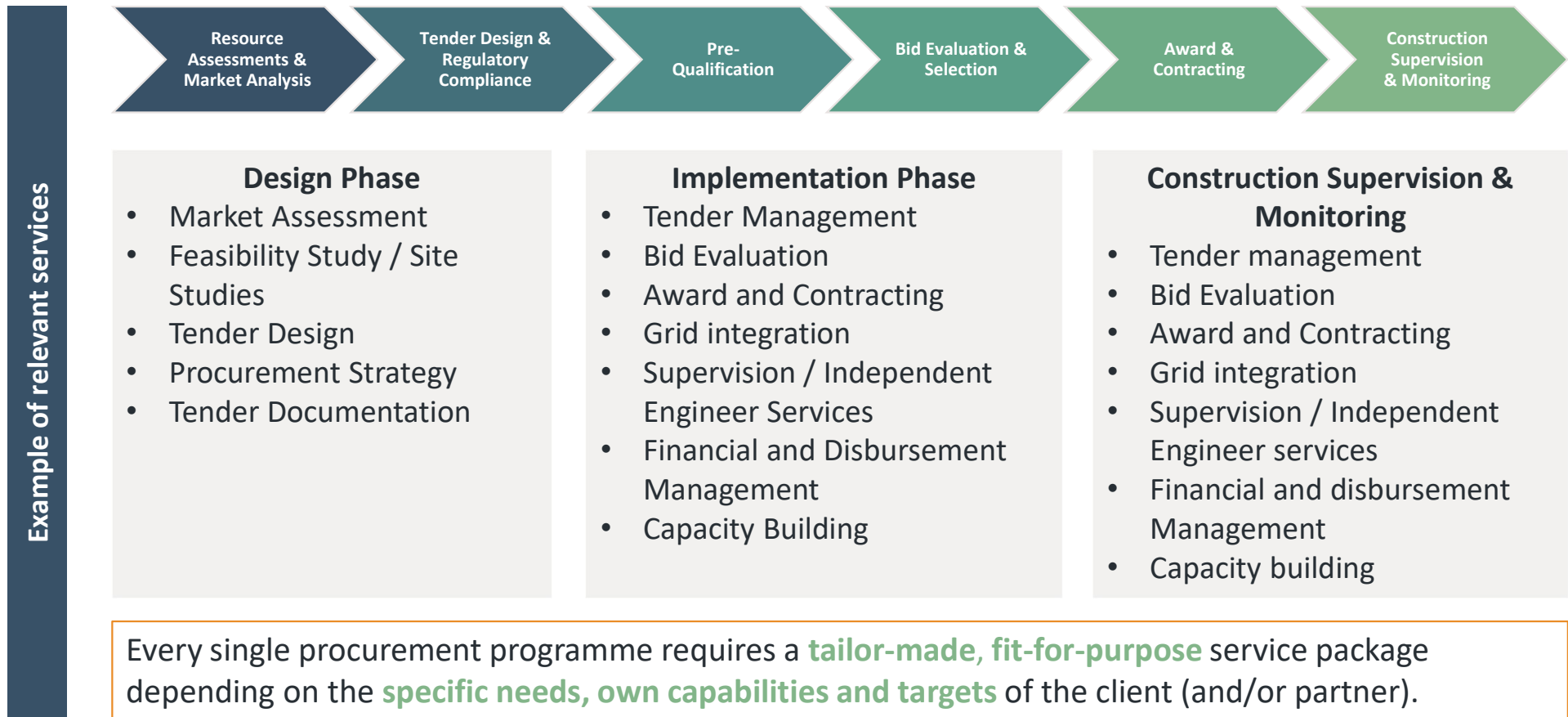
“Multiconsult has done a highly commendable job on our renewable energy tenders in both Uganda and Zambia. Their team offers truly multidisciplinary and integrated expertise to carry out these complex tenders in challenging markets. They have advised us on the entire process from design to implementation to construction supervision.”

Jan Martin Witte KFW

Multiconsult

Renewable Energy Procurement Services

Methodology & Activities - Procurement is a process



Renewable Energy Procurement Services

Case Study - Tender and Technical Advisory of a Floating PV Plant

Time period: ongoing

Scope of work:

- Technical Feasibility Assessment
- Tender design (legal, technical requirements)
- Documentation
- Preparation
- Implementation and Execution
- Support in PPA and other commercial negotiations

Take aways:

- **First of its kind utility-scale floating PV installation in Africa** requires dedicated, customized approach
- **Multidisciplinary and continued support and assistance** make a difference and lead to success (successful awards vs projects built/generation added)



Quadran International wins Seychelles tender for large-scale floating PV with bid of \$0.095/kWh

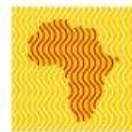
The 4 MW plant will be deployed in Lagoon le Rocher on Mahé Island. Construction will likely begin in the second quarter of this year, while details of the 25-year power purchase agreement should be finalized by the end of March.

JANUARY 10, 2020 **EMILIANO BELLINI**

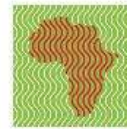
UTILITY SCALE PV SEYCHELLES

Renewable Energy Procurement Services

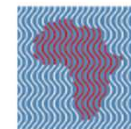
Clients & References - Our Client's Success Is Our Top Priority



GET FiT
UGANDA



GET FiT
ZAMBIA



GET FiT
MOZAMBIQUE

GET FiT Programmes in Uganda, Zambia and Mozambique: Development and Implementation of IPP Solar PV and BESS procurement programs



Powering villages on two islands with Solar PV with Battery Storage in Zanzibar. Baseline study, through EISA to implementation/ construction supervision



Procurement of a utility-scale battery system in Svalbard, Northern Norway. Pre-feasibility study through owners engineer during construction



Green finance

Key Service Line - REAS





Helping clients fulfil their potential of enabling green transition

Value Proposition



Multiconsult brings insight and reliable assessments of sustainability and impact on environment, helping clients take necessary steps toward sustainable activities and a reduced climate footprint



Multiconsult gives insight and has a profound understanding of risk

Methodology & activities



Energy and climate performance of potentially sustainable financial activities

- Baseline establishment
- Setting qualification criteria based on international standards (IFC, EP, SBTi, EU and CBI) and justifying these in investor presentations



Annual portfolio analysis

- Identifying qualifying volume and related avoided energy use and climate gas emissions connected to GSS+ bonds
- Total loan book assessment



Verification, DD and second-party opinion

- Climate Bonds Initiative approved verifier
- SPO and assessments on asset level



Green and social loan advisory

- Setting sound and practical qualification criteria
- Digital web-tools



Capacity building

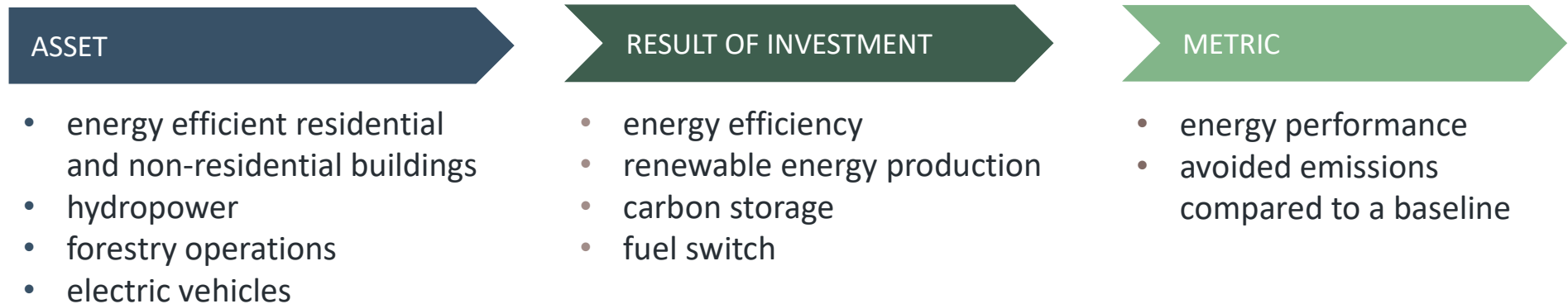
- Preparing for client discussions on financing sustainable activities
- Impact of green finance on municipalities activities



Providing banks with criteria and assessments of green bonds

Case Study

Ahead of SpareBank 1 Østlandet's first green bond issuance, Multiconsult delivered a report on the bank's portfolio:



Multiconsult provides the bank with annual impact analyses, describing the assets energy performance and avoided emissions. Multiconsult has developed a digital energy savings calculator now integrated in the bank's web pages.

Multiconsult set the market standard for mortgage-backed covered bonds together with ING back in 2018:

"... Multiconsult's expertise on a broad range of sectors, including residential & commercial buildings, renewable energy and transportation has been well recognised by the most sophisticated of green and ESG focused investors.we appreciate the detail and robustness of the approaches used in relation to both baseline assessments and impact reporting in relation to green bonds."

- James Riley, Financial Institutions Debt Capital Markets, ING

Partners, Clients & References

Partners:



Clients:

Private:



Public:





Multiconsult