



ENTREPRENEURSHIP

OPPORTUNITIES AND CHALLENGES

IN DECENTRALISED ENERGY ACCESS IN ETHIOPIA

Energy entrepreneurship: a remedy for Ethiopia's energy deficit



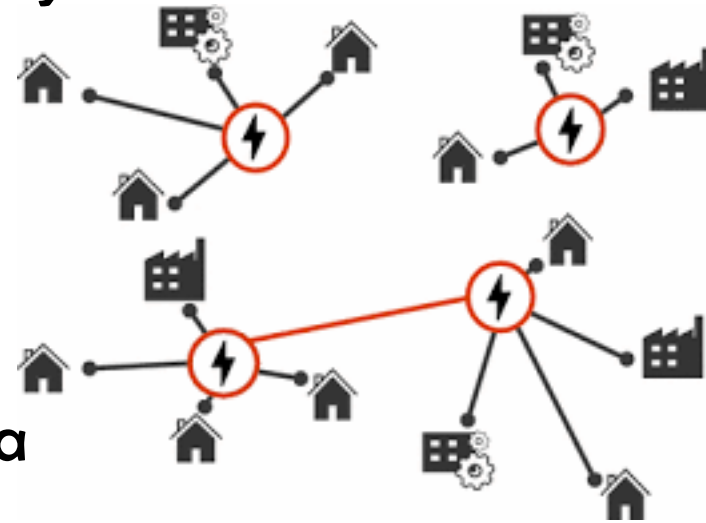
Why energy entrepreneurship

- Increased demand of electricity
 - Commercial, industrial, residential
 - Essential services – healthcare, food, water
- Shift of energy access burden from government to private/ individuals
- Energy market is growing



Challenges

- Scattered settlement of the rural household
 - less access of roads
 - more time, finance and labor is required for distribution, maintenance & installation business
- The low income of the targeted community
- Unaffordability of decentralized energy technologies
- High market price, associated with the frequent increase of supplies
- The demand for intensive promotion for a relatively low revenue



Energy-related technology : very time consuming and capital intensive—to develop and scale-up

Challenges

- Lack of financial access: loan, grants, equity
 - Lack of skill: business management, contractual
 - Lack of student and innovators business incubation centers
 - Lack of networking platforms : to connect the industry with professionals
 - Business licensing requirements for start up
 - Involvement of brokers
- Poor quality uncertified products in the market



Coping strategies

- Incentivize entrepreneurs to operate in under privileged regions
- Update the heavy tax regulations and create business friendly decentralized energy business ecosystem
- Find organizations that fund research programs
- Design an intensive student Incubator program to assist students to commercialize their energy innovations by focusing on both product (technology) and business development



Thank you for your attention!



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