

Overview THEnergy – Consulting services for rural electrification

THEENERGY

PLATFORM
RENEWABLES & MINING



Two Due Diligence Processes
in Rural Electrification



THEENERGY

PLATFORM
RENEWABLES ON ISLANDS



Quick introduction THEnergy



International clients, 85% of revenues from outside of Germany

Project developers / EPCs

Development organizations

Investors / utilities

Associations

Component manufacturers

Storage manufacturers



Consulting services for rural electrification / energy access

1. Market intelligence
2. Due diligence
3. Workshops
4. Reports / white papers



THEnergy services: Market intelligence for rural electrification

THEnergy successfully provided market intelligence regarding energy access

Analysis of a dozen of countries in Africa

Study of several markets in Asia

Our clients: From the biggest multinational companies and to start-ups

Regulatory analysis

Market drivers, entry barriers, and market potential – market segmentation

Comparison of different energy access solutions such as mini-grids, SHS, grid extension

Classification of the key market players

Identification of potential investment targets



THEnergy services: Due diligence in rural electrification

THEnergy made 2 major due diligences in rural electrification (client is one of the 50 biggest global companies)

Location: East Africa and India plus activities in Nigeria

Incl. thorough business case analysis

End-customer and stakeholder interviews in remote villages

Comparison minigrids vs. solar-home systems

Technical analysis of pilot sites

- ⇒ As a result, THEnergy has developed a streamlined due diligence process for rural electrification projects
- ⇒ Full due diligence results
- ⇒ Significantly reduced costs for pot. investors



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panorama

THEnergy streamlines due diligence processes for rural electrification projects

Thursday, 05 April 2018

Robin Whitlock

THEnergy has been consulting investors in rural electrification-related due diligence processes and has developed a streamlined approach that will significantly cut costs on both sides.

THEnergy services: Workshops in rural electrification

THEnergy provides workshops that give insights into rural electrification

For clients who consider to get involved in the sector

Investors

Suppliers (control systems, components, etc.)

Development agencies

Technical overview

Analysis of the potential off-take and productive use opportunities

Chances and risks

Evaluation of the overall rural electrification business case



- ⇒ Thorough information
- ⇒ Saves clients time and resources
- ⇒ Excellent also to inform internal decision-makers

THEnergy services: Reports / white papers

THEnergy has already written a dozen reports / white papers for its clients

Content: Reports that are to the point

THEnergy has a excellent reputation as an industry expert

Typically 15+ articles per report released

Social media presence: 29k+ LinkedIn & 34k+ Twitter followers

Quality

X

Reach

=>

Impact!



THEnergy: Satisfied customers

Satisfied customers are the best references for our consulting services!

"The workshop Thomas gave was a great introduction to the growing market and gave us all many different areas to focus our business on as we develop this area further." Commercial Manager, Uniper

"THEnergy consultancy and research services support us in being well informed. This helps us to position our company in a quickly developing environment in the hybrid and off-grid market." Managing Director, SMA Sunbelt GmbH

"THEnergy improved our product visibility and opened new market opportunities with early adopter customers for our innovative PV tracker." Chief Executive Officer, HeliosLite

THEnergy
the microgrid consultancy

More testimonials from satisfied customers on our homepage:

<https://www.th-energy.net/english/customer-testimonials/>



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