Overview THEnergy – Consulting services for rural electrification

Two Due Diligence Processes in Rural Electrification
Quick introduction THEnergy

International clients, 85% of revenues from outside of Germany

- Project developers / EPCs
- Development organizations
- Investors / utilities
- Associations
- Component manufacturers
- Storage manufacturers

THEnergy Sustainable Consulting
- off-grid renewables
- remote microgrids
- solar-diesel hybrid
- onsite storage
- C&I
- corporate PPAs

Profound experience
- Consulting in on-site renewables since 2013
- Experience in renewables and conventional energy
- Background in business and strategy consulting

Implementation
- Workshops for subsidiaries, country organizations
- Executive board presentations
- Tailor-made trainings
- Interim management

Workshops
- "Introduction to Rural Electrification"
- "Market Entry: Remote Microgrids"
- "Successful PPA for Solar-Diesel Hybrid Microgrids"
- "Offsite Solar for C&I Customers"

Market intelligence
- Data for business plans and strategy
- Identification of partnerships
- Analysis of buying behaviour
- Lead generation

Communication
- Market entry support
- Influence (e.g., AIDIscoverHydropower)
- Reports / white papers
- Social media

Satisfied Customers
- Renewable energy & storage companies
- Utilities / oil & gas
- C&I off-takers

Due Diligence
- Project due diligence
- Due diligence for corporate acquisitions (e.g., two large due diligences in rural electrification)

In-depth knowledge of many target sectors
- Mining
- Telecommunication
- Food & Beverages
- Hospitality
- Rural electrification
- Agriculture
- Islands

Associations

Component manufacturers

Storage manufacturers

Integrating energy technologies for sustainable development
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
## 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.

**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 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

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

More testimonials from satisfied customers on our homepage: https://www.th-energy.net/english/customer-testimonials/
Dr. Thomas Hillig
Managing Director

Dr. Thomas Hillig Energy Consulting
Pestalozzistr. 40b
D-80469 München

M +49(0)152 361 864 42
thomas.hillig@th-energy.net
www.th-energy.net