



SOLAR PV OPPORTUNITIES IN EGYPT AND JORDAN

April 9, 2019
Rory McCarthy



AGENDA

About Yellow Door Energy
Success Factors for Solar
Egypt Solar PV Opportunities
Jordan Solar PV Opportunities
Is Solar for You?

OUR STORY

2015

Founded in Dubai
Operating in UAE &
Jordan

+30

In-house solar &
energy efficiency
experts

+100
MW

Solar projects with
commercial &
industrial customers

Solar PV

Solar lease
Power purchase agreements
Build own operate transfer

Energy Efficiency

Energy savings contracts

\$65 MILLION SERIES A



Middle East
Forbes

arabian
Business

FIVE GLOBAL INVESTORS

March 12, 2019, 5:11 PM
UAE's Yellow Door Energy Expands Across MENA With \$100M In New Investments

Amany Zaher
FULL BIO
My favorites



Credit: Yellow Door Energy Dubai Team

UAE solar firm Yellow Door Energy secures \$65m investments

Arab Petroleum Investments Corporation says among investors in Series A funding round



“This raise represents one of the largest venture investments on record for a Middle Eastern solar company.”


greentechmedia:

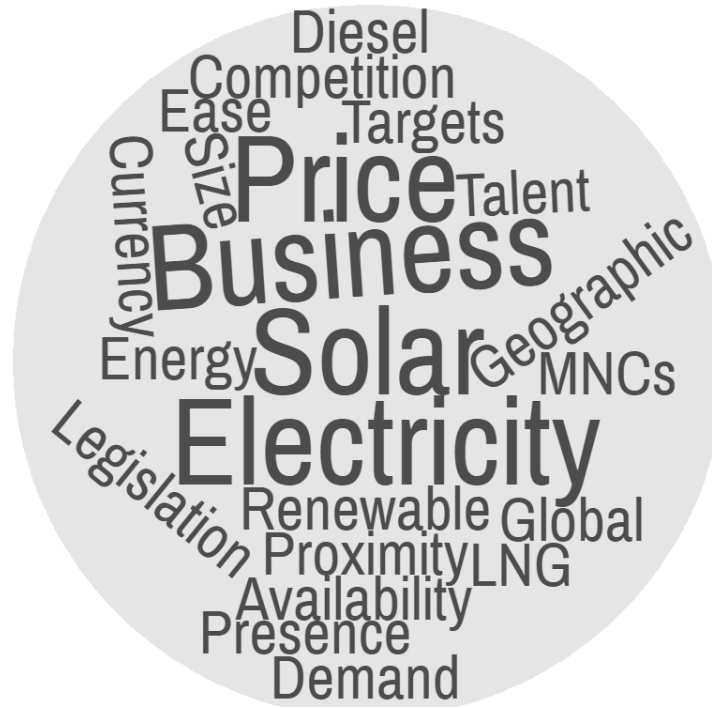


OUR CUSTOMERS IN UAE AND JORDAN



SUCCESS FACTORS FOR SOLAR

 YELLOW
DOOR
ENERGY



Irradiation

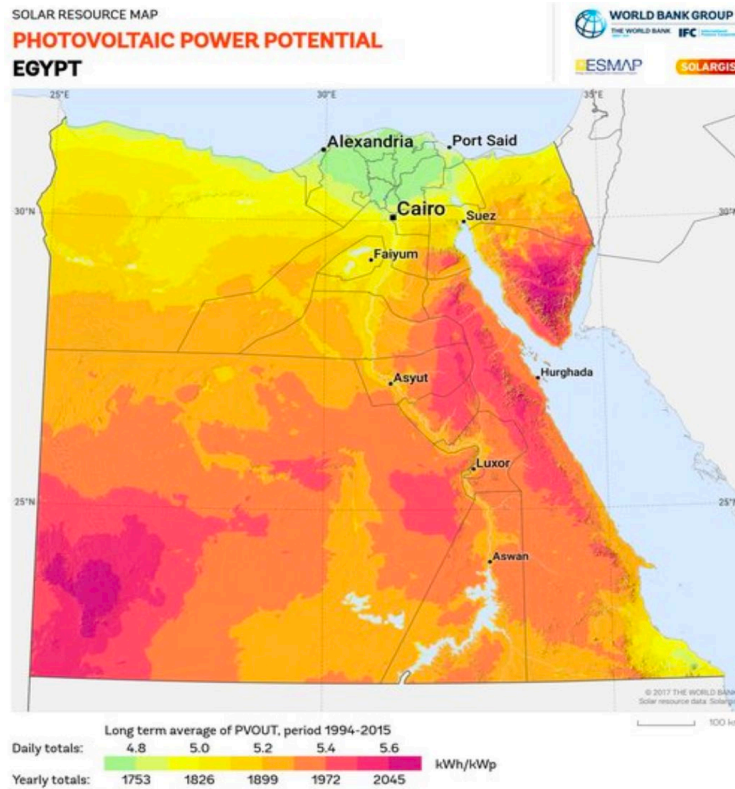
Market Potential

**Legislation & RE
Targets**

Electricity Prices

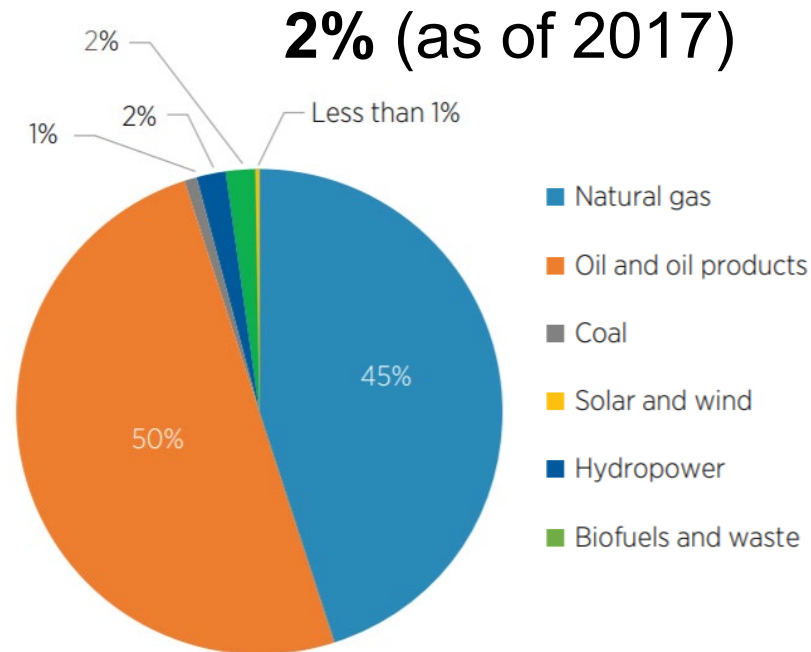
EGYPT: HIGH POTENTIAL FOR SOLAR

Irradiation



High potential for PV due to **high levels of irradiation, between 1,753kWh/kWp – 2,045kWh/kWp**

Market Potential



Currently **solar and wind makes up 2%** of existing energy capacity mix.
Lots of potential for more solar.

Legislation

Wheeling: Wheeling charges not clear long-term

Net-Metering: generated surplus electricity is discounted from customer's electricity bill. Capped at 20MWp

Auction: Utility scale - provide bid winners with either EPC or BOO contracts

FiT: Expired on October 2017

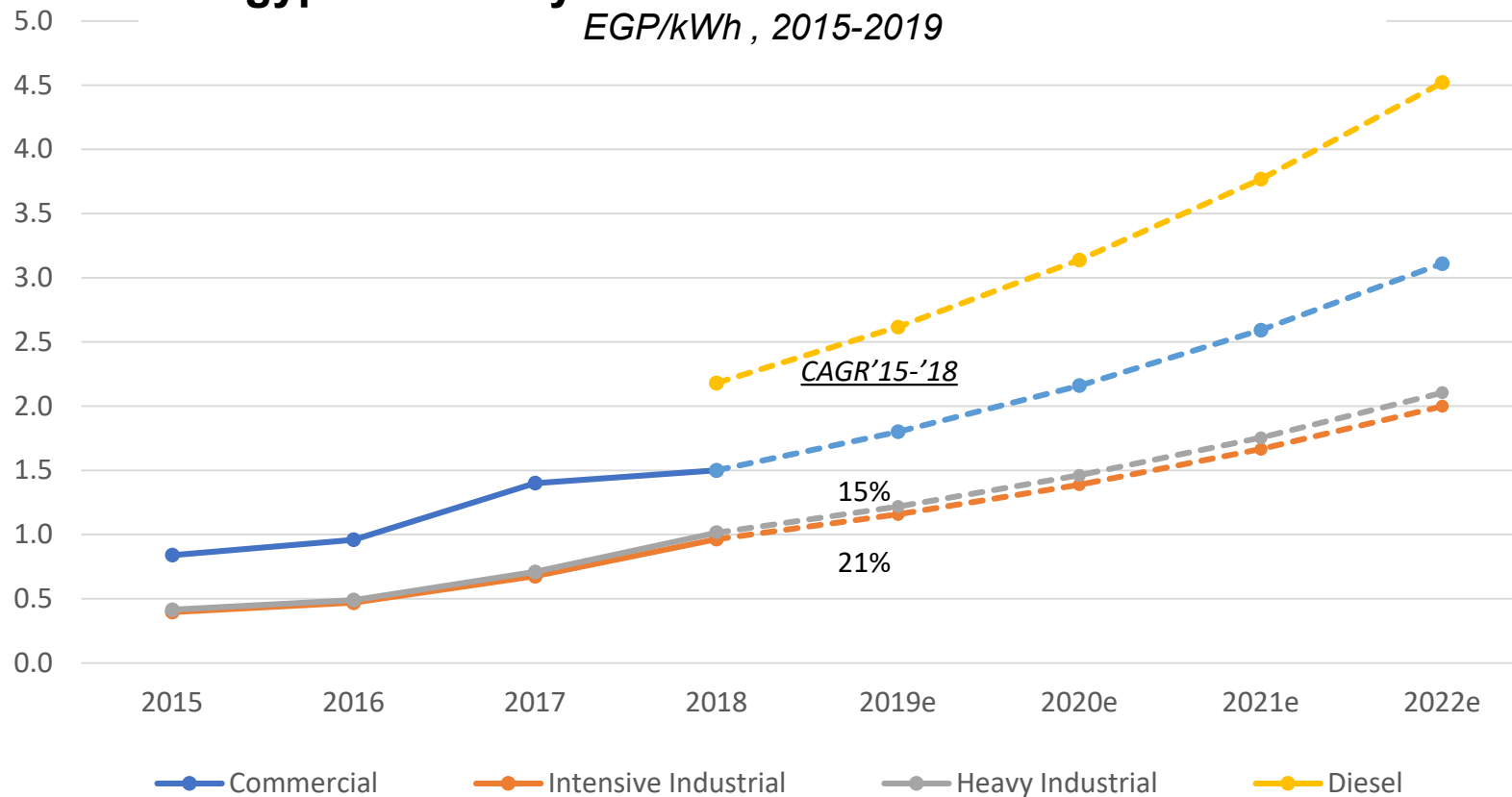
RE Targets

20% by 2022

42% by 2035

EVOLVING ELECTRICITY PRICE POINTS

Egypt Electricity Prices for Different C&I Offtakers
EGP/kWh , 2015-2019



Egypt to cut electricity subsidies by 2022

March 28, 2019 at 12:41 pm | Published in: Africa, Egypt, News



Poor neighbourhoods in Egypt suffer from improper infrastructure and limited access to electricity [Jarod Carruthers/Flickr]

March 28, 2019 at 12:41 pm

IS SOLAR FOR YOUR BUSINESS?



Who should look at solar and solar leasing?

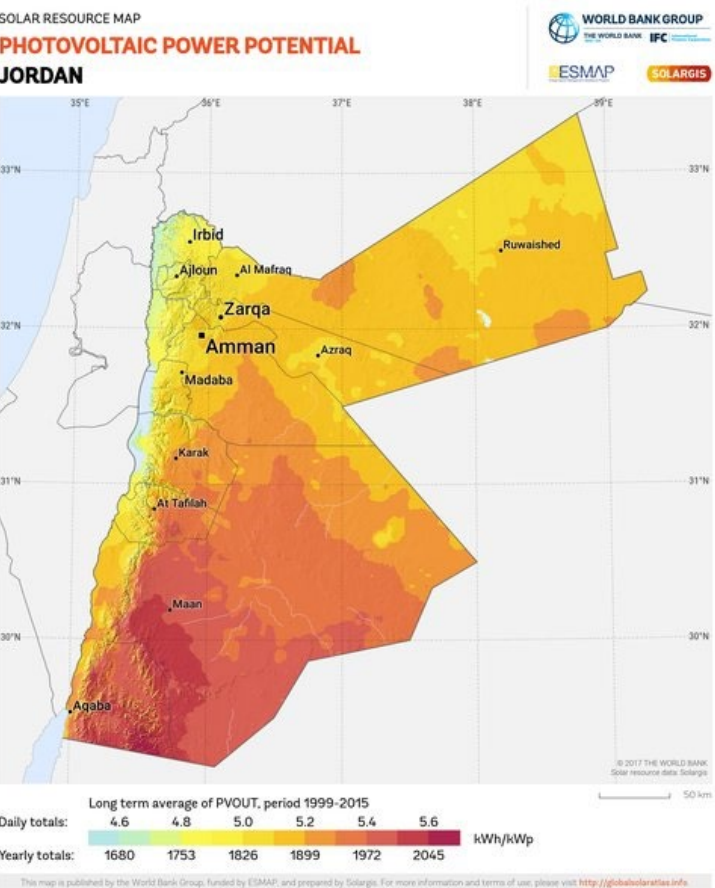
- Commercial or industrial establishment
- 4,000 square metre roof / parking lot / available land
- 700,000 kWh energy consumption annually

What are the benefits?

- Save money immediately
- Control energy costs
- Reduce carbon emissions → clean air

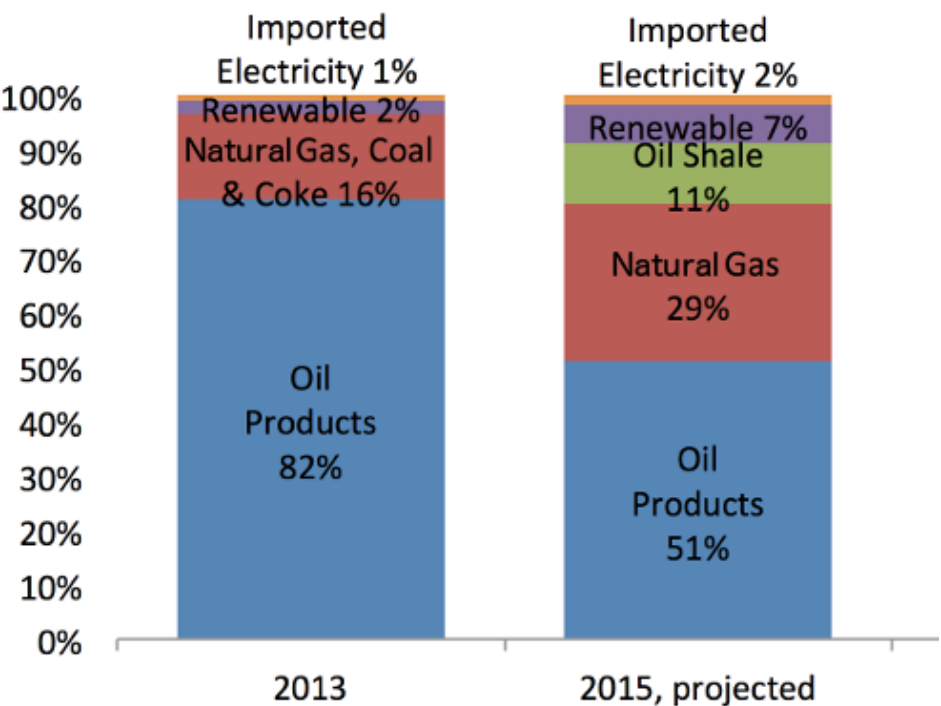
JORDAN: HIGH POTENTIAL FOR SOLAR

Irradiation



High levels of irradiation

Market Potential



+90% of energy currently generated by oil or natural gas
+10% of energy generated by RE – overachieving target
Lots of potential for solar

Legislation

Net Metering
Wheeling
National Energy Strategy 2030 to be launched in H2 2019

Electricity Prices

High electricity prices (15-30 c/kWh)
Dependent on fossil fuels

RENEWABLE ENERGY

TARGET: 20% BY 2020



“We are also harnessing our rich resources of clean, renewable energy. Indeed, by next year, we expect one-fifth of our energy will be generated through renewables.”

His Majesty King Abdullah II
Opening Remarks at the World Economic Forum on the
Middle East and North Africa
Dead Sea, Jordan | April 6, 2019

IS SOLAR FOR YOUR BUSINESS?



Who should look at solar and solar leasing?

- Commercial or industrial establishment
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- 700,000 kWh energy consumption annually

What are the benefits?

“Specialty Hospital operates 24 hours a day, 7 days a week. By generating electricity from solar energy, we're able to reduce our costs and demonstrate our sustainability leadership, all without compromising our commitment to top quality patient care.”

Dr. Fawzi Al-Hammouri

Chairman of the Private Hospitals Association
General Manager of the Specialty Hospital

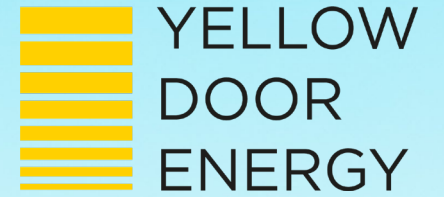
IN SUMMARY

Both Egypt and Jordan have high potential for solar PV, driven by:

- High irradiation levels
- High electricity prices and expected rising costs
- Favourable regulations and ambitious RE targets

The future is bright!

THANK YOU!



Rory McCarthy

Chief Commercial Officer

Yellow Door Energy

Rory.McCarthy@yellowdoorenergy.com

+971 4 454 3033

www.yellowdoorenergy.com

