



Developing Mini-Grids in Nigeria

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Country Manager

ROKOTA | NIGER | 1st MG via REA/WB PBG | Commissioned Dec 2019

~2500
Customers
served

416
Connections

4.0
CSAT



PV
64
kWp

Storage
360
kWh

PV / Batt. Inverter
75 / 54
kVA

Generator
60
kVA



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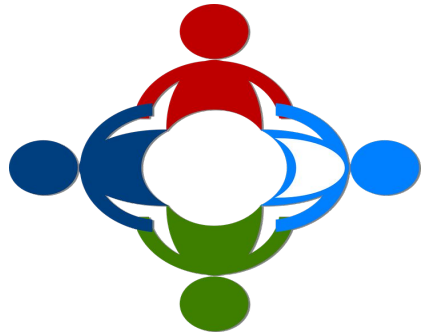
How to Develop Mini-Grids



*Tricky parts**

MOST CHALLENGING PARTS OF DEVELOPMENT

1. Site Selection & Understanding Your Customer

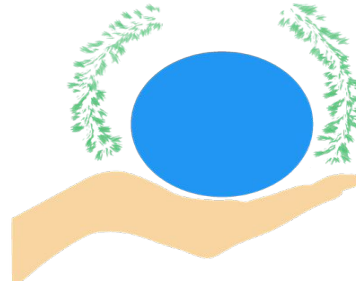


1. Productive Utility
2. Willingness to Pay
3. Language of Power
4. Ability to pay

Empathy + Education + Embedding

REA
Productive Load Program

2. Secure Regulatory Approvals



1. EIA certificate via ESMP
2. NERC registration / Permit
3. NEMSA

Planning

REA NERC Desk

3. Secure Funding



1. Access to Finance
2. Cost of Finance
3. Return on Investment IRR

Long-term Play + Seek Grants + Borrow Local**

REA PBG Subsidy
REA / WB Brand lends credibility

Transforming Lives Through smarter power



A Few Happy Children from Rokota, Niger State , Nigeria

QUESTIONS?
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