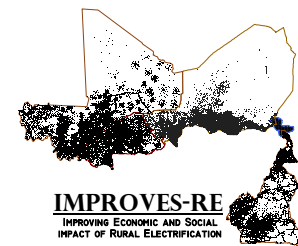




Rural Energy Entrepreneurs in Mali & Burkina Faso



Context: IMPROVES at ‘meso-level’
‘from planning to implementation’



Profiles of Rural Energy Entrepreneurs

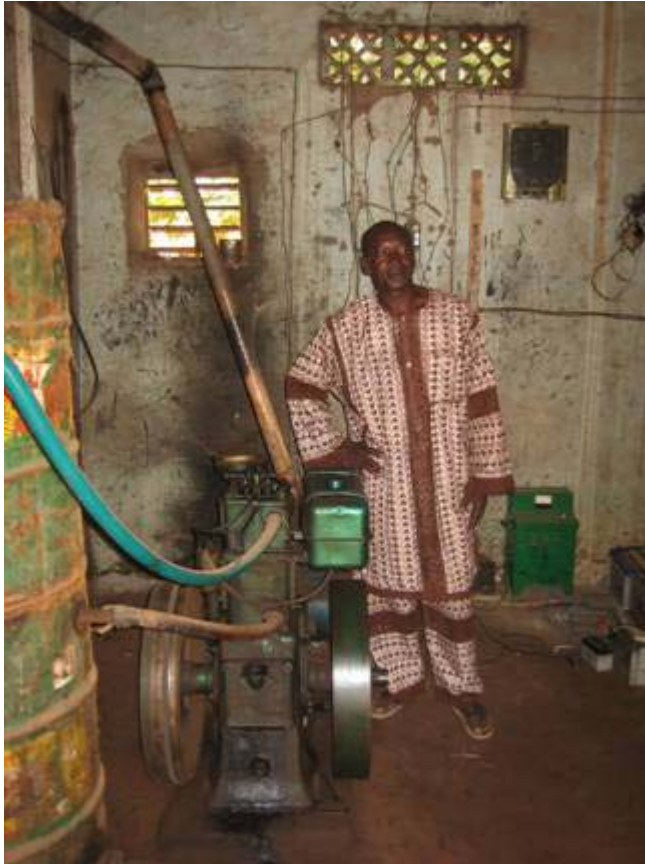




Purpose of the study

- *Give insight into the experiences and reality of rural entrepreneurs: get to know their businesses and the circumstances under which they operate*
- Interviews in Mali and Burkina Faso
- Not statistically representative!
- Additional project output
- Joint effort with ETC EASE project
- Responsibility with ETC

Entrepreneurs with or without external financial support



Mr. Bagaga, informal entrepreneur, Mali



Motors at the International Production Project (PPI), formal energy entrepreneur, Burkina Faso

Formal and informal entrepreneurs



Batteries for charging in Koumantou, Mali



Electricity wires in Sebba, Burkina Faso

Local knowledge



Energy demands

POYRE YAALI de Sebba

Tarif de Distribution de l'énergie électrique

Catégorie d'abonné	Tarif	
	Composant fixe	Composant variable
Type	P.C.T.A. (mon)	P.C.P.A.A.W.L.
Monophasé	1500	0
Monophasé	3 - 2460	11500
Monophasé	5 - 3440	21200
Monophasé	10 - 4620	31000
Monophasé	15 - 5000	32000
Triphasé	10 - 7260	190
Triphasé	15 - 9070	190
Triphasé	30 - 12250	190

N.B : T.V.A. en sus mais avec une franchise pour les 150 premiers kWh consommés.

* - Sur compte de Juin - 2006 -

Payment capacities



Type of client

● ● ● | Different technologies

Different technologies



...more technologies



Fixed prices per month



One light bulb: 1000-3000
FCFA



Full battery charge: 500
FCFA

fixed prices (continued)



Phone charge: 250 FCFA



Milling: 50 FCFA

Main operating costs



Costs for Mr Maré in Burkina Faso: diesel for his engine



Mr. Maré's main business: a bar (buvette)

● ● ● | **Span of control: 20-70 customers**



● ● ● | **Small local electricity providers key
in 'pre-electrification' of rural
areas**



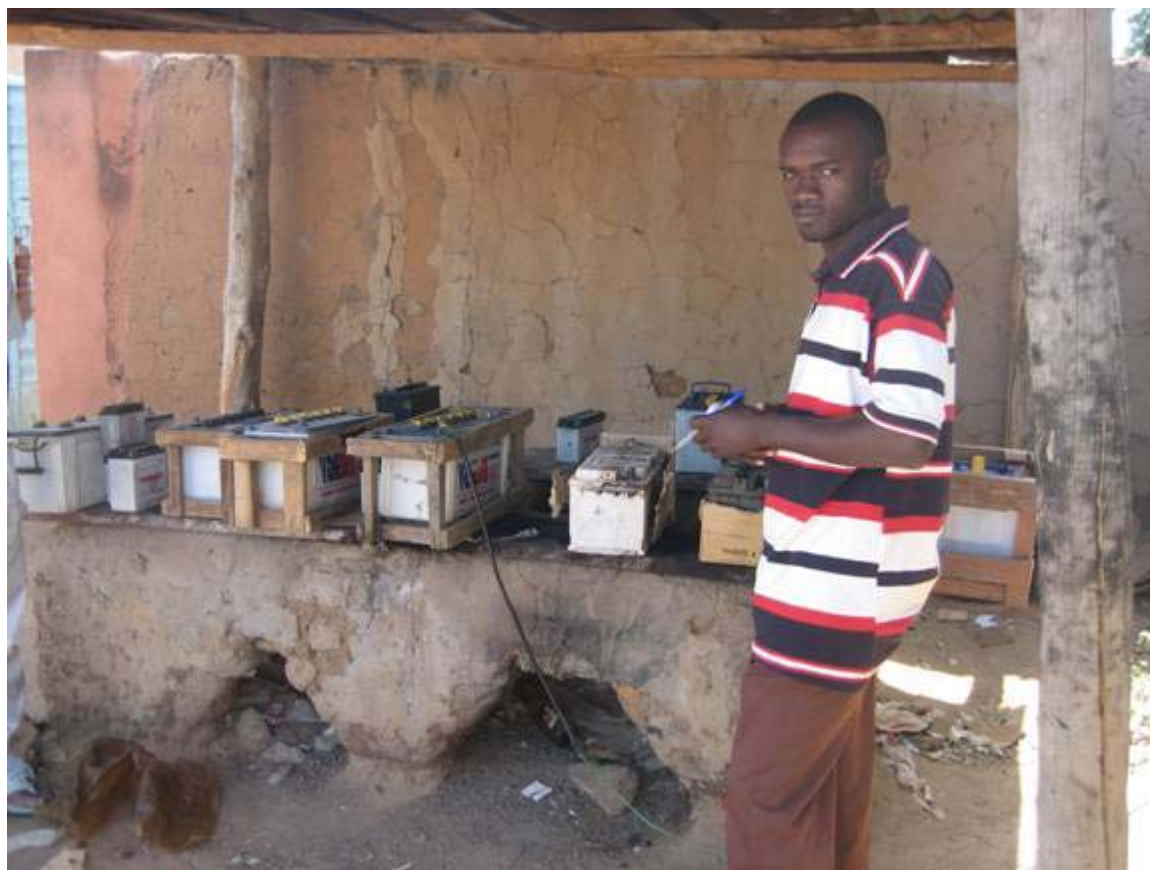
Stories of four entrepreneurs



Mr. Oumar Bagaga, informal energy entrepreneur in Ségou, Mali



Mr. Mandjou Tounkara, formal energy entrepreneur in Nossombougou, Mali



Mr. Amox Maré, informal energy entrepreneur in Gomboussougou, Burkina Faso



**Mr. Kindo, technician, and Mr. Yonli, mechanic,
of the International Production Project (PPI) in
Sebba, Burkina Faso**



SWOT Analysis Rural Energy Entrepreneurs (REE)

STRENGTHS:

- REEs have diversified activities to sustain their business
- REEs are flexible and can adapt quickly to changing markets
- REEs are embedded in and accepted by local authorities/communities
- Low operating costs
- Fast 'time-to-market'

WEAKNESSES:

- Difficult for REEs to comply with technical or administrative requirements
- Weak technical and financial management skills
- REEs serve a limited number of customers
- Working in isolation, lack of business support
- REEs use outdated equipment
- REEs and their customers lack creditworthiness
- Some commercial customers complain about limited service



SWOT Analysis Rural Energy Entrepreneurs (REE)

OPPORTUNITIES:

- REEs can (pre-) electrify marginal rural areas in a cost-effective and sustainable way

THREATS:

- Large rural electrification programmes/companies entering the area?
- Increased technical and administrative requirements (standards)?



Statements from previous presentations

- Niger:
 - need to build the capacity of local operators
- Mali:
 - lack of local and national actors
 - their weak technical, financial and management capacity
 - importance of MFPs for income generation for rural women

Local energy entrepreneurs are players in the electricity sector



Include them in rural energy planning?

● ● ● | ETC Energy IMPROVES Team

