

# Leveraging RE/EE for business growth, the role of AGI-ESC

Tuesday, 28<sup>th</sup> March 2023

Accra



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# The AGI Energy Service Centre

## Energy Service Centre

Knowledge transfer  
& public education

General energy  
consultation

Technical  
Advisory

Assistance throughout  
Project implementation

Financial  
advisory

Honest & independent broker

- Platform for orientation, news and technical information
- Providing research services on RE/EE
- Seminars and workshops
- On-site energy audit of facilities
- Assistance for development of business strategies and project implementation
- Advise customers on financing options
- Connect to financial institutions

# The AGI-ESC's services



**Offering a pool of experienced experts**

## **Specific services for Commercial & Industrial electricity consumers:**

- Independent Solar Feasibility studies
- Independent Energy Audits
- In house training for Commercial & Industrial staff in Energy Management Systems
- Provision of advisory support on RE/EE investment options
- Second opinions, Transaction advisory services, Owner's engineering services

## **Training for RE/EE service companies:**

- Hands-On Energy Efficiency Audit
- Best practices in the installation and maintenance of Solar PV
- Business Development

**- Market analysis on RE and EE in Ghana**

**- Advocate for the adoption of RE/EE in Ghana and more**

# What our services have translated to

## Training of energy service providers



**278 individuals** from  
**service providers**

have been trained in delivering quality renewable energy and energy efficiency services

## Training of C&I companies



**157 individuals** from  
**95 C&I companies**

have been trained on how to invest in renewable energy and energy efficiency measures.



## Investments into renewable energy



**2.5MW**  
**1,200 tCO<sub>2</sub>/a**

The project supported the preparation of investments of 2.5MW renewable energy, that can save up to 1,200 tCO<sub>2</sub>/a.

## Investments into energy efficiency



**1,360MWh/a**  
**650 tCO<sub>2</sub>/a**

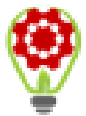
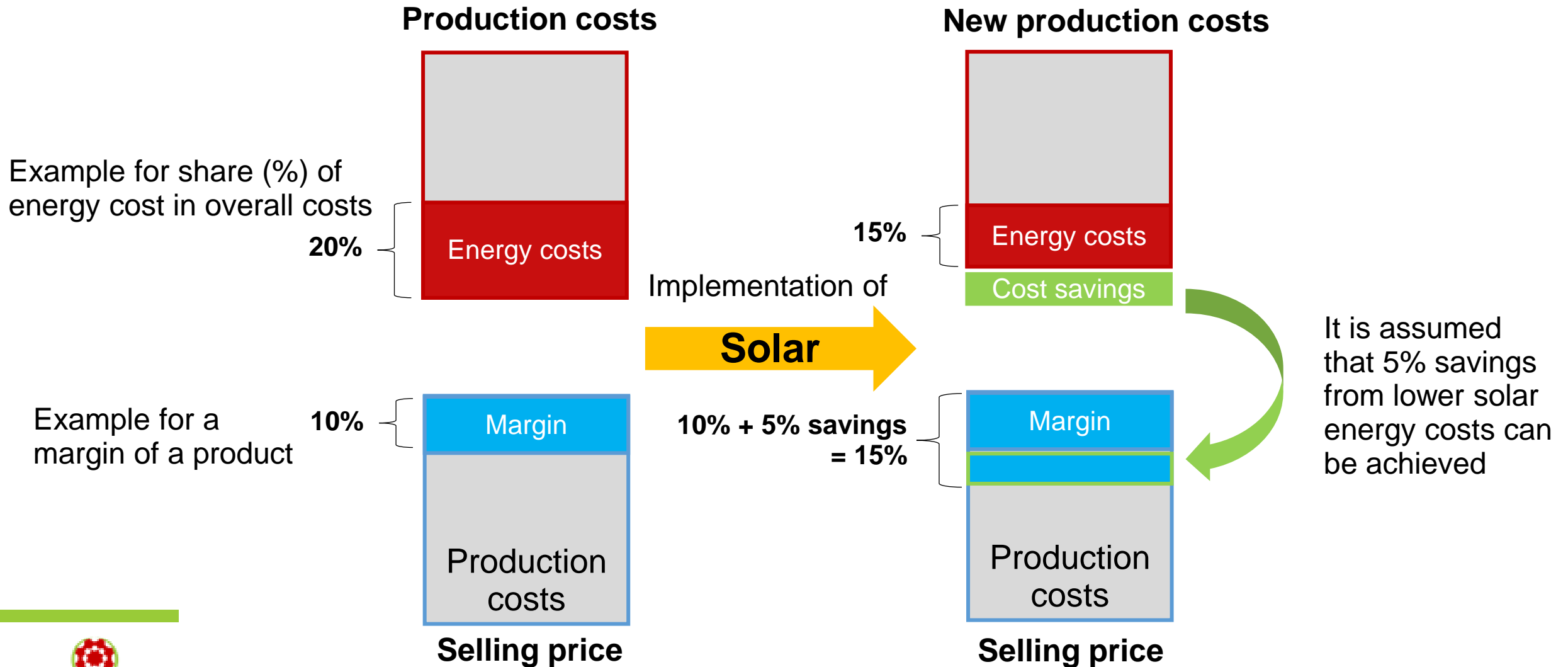
The project supported the preparation of investments into energy efficiency measures that can save up to 1,360MWh/a equivalent to 650 tCO<sub>2</sub> /a.



# What solar can do for your business!



# What Solar can do for your business: Reduction of energy costs!



# What Solar can do for your business: competitive advantage!

## A business case example:

Two companies sell their product at 100GhC per bottle in Ghana. The production costs are the same. Both companies usually sell 1 million bottles/ year. Turnover is 100m/y. The profit margin shall be 10%. Company A runs its business conventionally, company B reduces it's cost through solar energy.



#	million (ghc)
turnover/y	<b>150</b>
margin 10%	15

#	million (ghc)
turnover/y	100
margin 10%	10



#	million (ghc)
turnover/y	100
margin 15%	<b>15</b>

Company A (left) has to sell 50% more, i.e. 500,000 more bottles to make the same profit as company B (right)!

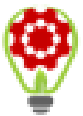
In highly competitive markets this is impossible.

In the long run the company with lower margin will be pushed out of the market.



# Benefits

- ❖ Decrease your production costs
- ❖ Increase your competitiveness
- ❖ Improve your carbon footprint





Thank you



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