

# THE PARTNER OF CHOICE FOR HUMANITARIAN ENERGY



ETHIOPIA



# WHY

There are 84 million forcibly displaced people (FDP) worldwide. Of these, 4,7 million are in Ethiopia<sup>1</sup> and it is estimated that less than 7% of Ethiopian FDP have access to energy<sup>2</sup>.

Displacement worldwide lasts 20 years on average for refugees and more than 10 years for most FDPs<sup>3</sup>. However, the perception that the instability of refugees is of a temporary nature, has greatly hindered private sector involvement and contribution towards the deployment of sustainable energy infrastructures in countries worldwide.

Ethiopia is no exception.  
**UNTIL NOW...**

1. UNHCR, 2021  
2. IRENA, 2019 + extrapolation  
3. European Commission, 2021

## WHO



**HumEn - Humanitarian Energy** is an Ethiopian private limited company which aspires to become the partner of choice for the humanitarian world in its search for clean and sustainable energy services both in Ethiopia and beyond. HumEn believes that more can and should be done to provide sustainable energy solutions to those who need them the most and aims to contribute to the energy transition agenda in the humanitarian sector by providing cleaner and more sustainable energy solutions than those currently in use.

HumEn is owned by two corporate shareholders:



**Mercy Corps Global** is the majority shareholder. Mercy Corps Global is an international non-governmental, humanitarian aid organization, that works on the front lines of crisis, disaster, poverty, and climate change to create a world where everyone can prosper. Beyond delivering aid to meet urgent needs, Mercy Corps delivers long-term solutions to make lasting change possible. It has headquarters in the United States, the United Kingdom and the Netherlands.



**Rensys Engineering and Trading PLC** is the minority shareholder. It is an Ethiopian private limited company and provides renewable energy solutions for under-served communities. Since its establishment, the company has improved the lives of millions of people through supplying solar home systems, mini-grids and solar lanterns.

Mercy Corps' expertise in operating in fragile contexts both in Ethiopia and globally, together with Rensys' knowledge of the Ethiopian energy off-grid market, are enabling **HumEn to position itself at the forefront of sustainable energy supply in humanitarian settings in the country**, while contributing to the Government's goal to achieve universal electrification by 2025.

# WHAT

HumEn designs, finances, deploys and operates solar and battery-based power infrastructures on behalf of its clients, through two business models:



## Solar-hybrid mini-grids for refugee settings and host communities.

HumEn generates, distributes and retails power to refugee and host communities in Ethiopia, providing reliable, 24-hour, renewable energy services. It designs, pre-finances, builds, operates and maintains all installations and recovers the investments through collections of consumption-based payments from its users. Charges are affordable, pre-paid and based on kWh-based metering.



## Solar and battery-based systems under the Energy Service Company (ESCO) model for humanitarian agencies (UN, NGOs) and operations.

HumEn undertakes energy efficiency improvements such as replacing diesel generators with renewable energy-based solutions that improve quality, reliability and security of supply. HumEn designs, pre-finances, constructs and guarantees performance through an asset-leasing model whose payments from the client are linked to energy greening and efficiency performance goals.



# HOW

**HumEn will invest** up to three million USD on its initial pipeline of projects, with the ambition to scale-up its activities once the viability of the business is proven. The Engineering, Procurement and Construction (**EPC**) **elements are outsourced to a consortium of national and international leading companies** in the sector, and **operations are delegated** to Rensys through a service-level contract with HumEn.

For mini-grids, HumEn provides **cost-effective tariffs** that are below those incurred by users operating diesel generators, while providing market returns that are in line with sector benchmarks. For the ESCO model, case-by-case delivery contracts are signed with the prospective customers to achieve **agreed energy greening and efficiency performance goals** over three to seven years of contract duration.

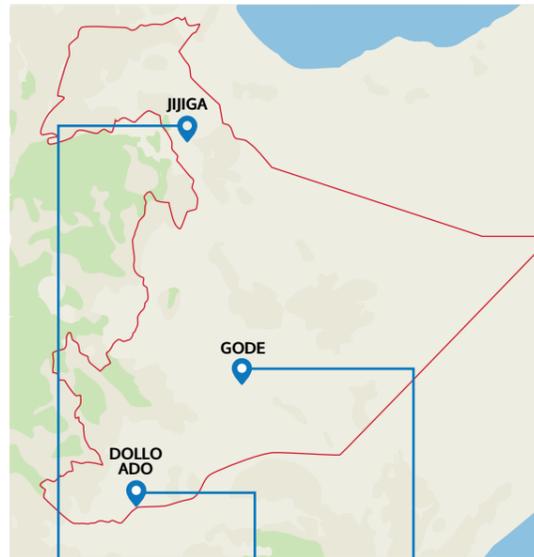


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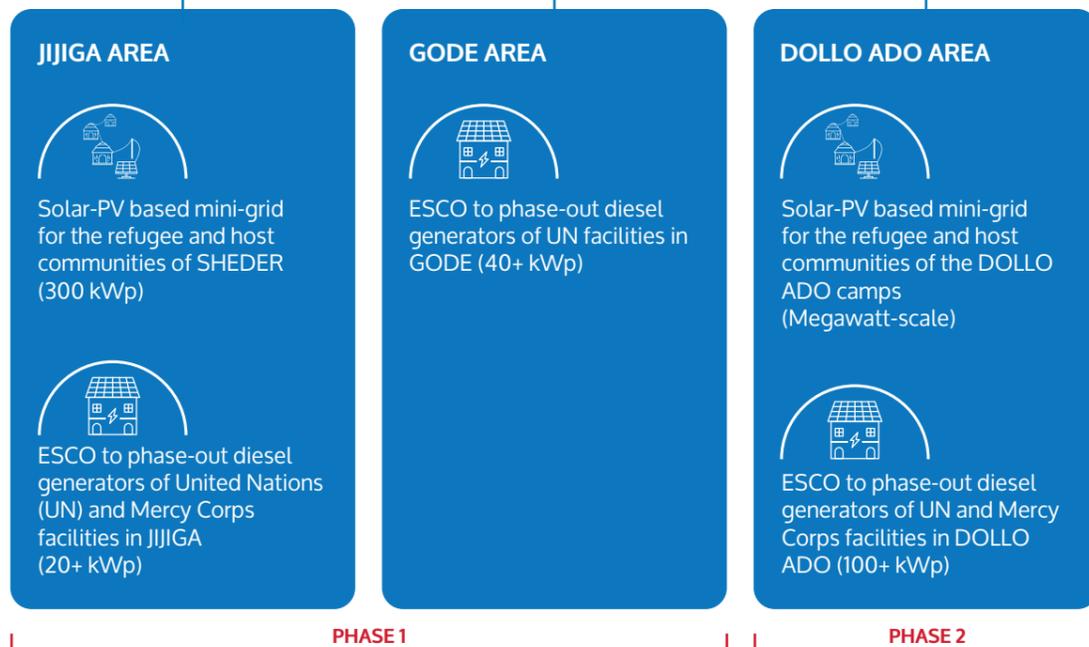
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# WHERE



HumEn has chosen to start its operations in the **Somali Regional State of Ethiopia** due to the **strong demand and potential** for solar PV-based energy solutions here. The initiative has **substantial support** from prospective clients, be they refugees, host communities or institutional humanitarian agencies. All currently depend heavily on diesel generators.

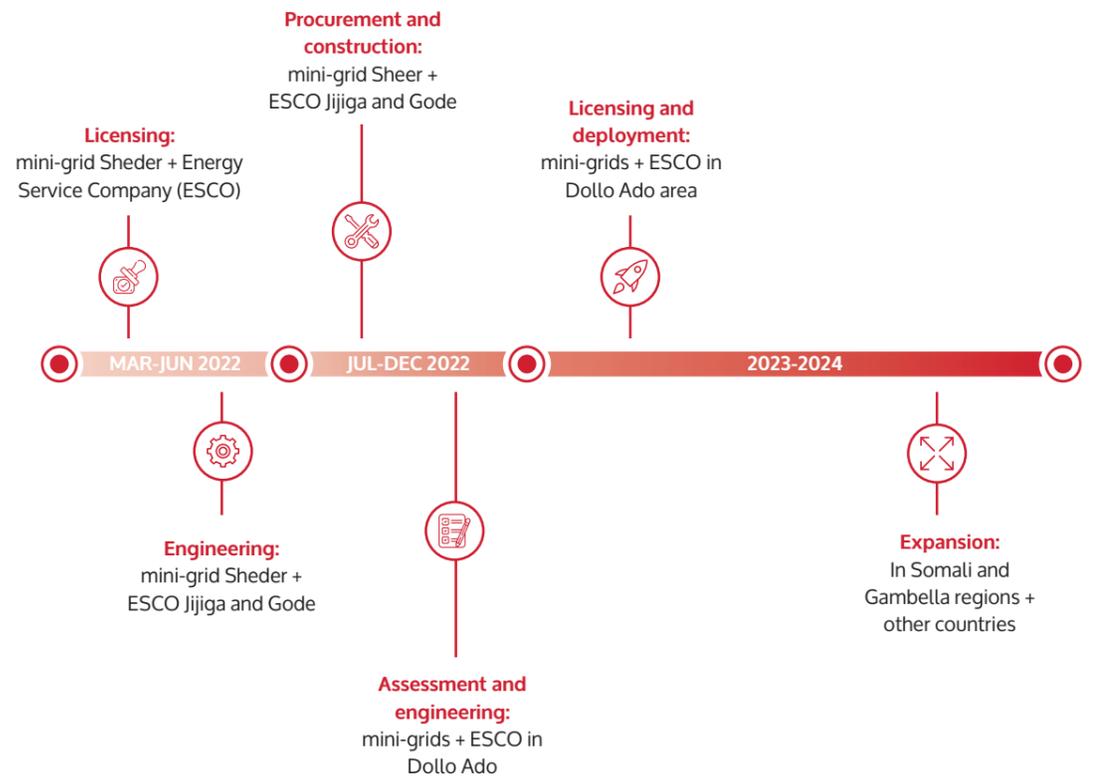
In a follow-up phase, having proved the market viability of the proposed model, HumEn aims to move to the Gambella region, as well as other parts of the country and beyond.



EXPANSION IN OTHER CAMPS IN SOMALI + EXPANSION IN GAMBELLA REGION

HumEn operates within "Enter Energy", a programme aiming to develop innovative market-based models for sustainable humanitarian energy globally.

# WHEN



# YOU

**As an investor**, you can support HumEn through patient equity, concessional loans, or catalytic grants to help us meet our expansion and profitability targets by 2023.

**As a humanitarian agency**, you can support HumEn by becoming a client of our services, through an ESCO-based model which would green your operations and guarantee a reliable power supply.

**As a donor/development actor**, you can support HumEn through catalytic grants, de-risking guarantees, visibility and exposure, and any other form of start-up support.



# HUMEN

Humanitarian Energy

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