ENGIE Key figures

160,000 employees around the world

€61 Bn of revenues

€11 to €12 Bn of investments in energy transition between 2019 and 2021

€182 M in Research & Development

€166 M in Innovative Start-ups

104.3 GW of installed power production capacity

No. 1 independent power producer (IPP) in the world

No. 2 global provider of technical installation services

No. 2 worldwide installer of charging stations for electric vehicles

320 urban networks for heating and cooling operated worldwide

55% Natural gas

27% Renewable energy

6% Nuclear

5% Other

7% Coal

Tomorrow

ENGIE leader in the zero carbon transition “as a service”
ENGIE has strong ambitions in Africa, a continent with a thriving need for energy to sustain its foreseen growth in the coming years.

ENGIE has had a footprint in Africa for decades, and an already well-established business in parts of the continent. Our portfolio of activities now comprises 3,000 MW of electricity generation facilities, both in operation and in construction, located in Morocco, Egypt, Senegal and South Africa; service activities in Morocco, Tunisia, Algeria, South Africa, Mozambique, Côte d’Ivoire, Burkina Faso, Mali, Senegal, Ghana and Niger; decentralized power generation, mini-grids development and Solar-Home-Systems (SHS) in 9 countries serving over more than 4 million people. We now have over 3000 employees, of which 98% are located in Africa.

Yoven Mooroooven, CEO of ENGIE Africa: “We see a real potential of untapped opportunities on the continent. We will continue to develop new business models that respond to Africa’s unique business and economic context and that will allow us to further develop our renewables portfolio, gas know-how and customer solutions offer. We will focus on the integrated zero carbon transition «as a service» through decentralized solutions that will make access to clean energy in Africa a reality. ENGI is the only player able to offer solutions across the whole energy value chain, from grid to off-grid, intent on offering innovative digital solutions that will shape the future of Africa’s energy business.”
**Power / Renewable energy**
- Thermal plant
- Onshore wind farm
- Solar PV farm
- Concentrated solar power (CSP) farm

**Decentralized power generation**
- Mini-grid
- Solar Home Systems

**Energy Services**
- Energy Services

**Engineering**
- Engineering & other services

**Natural gas**
- Onshore exploration & production

**Offices**
- Regional office
ENGIE Africa – A long-term partner for Africa’s growing energy needs
OUR ACTIVITIES

Power & Gas

We believe that grid scale generation will remain essential for meeting Africa’s growing energy needs. Estimates vary but typically indicate that 50% to 75% of the new installed capacity will be “on grid”. We have the intention to expanding our zero-carbon installed capacity, making the most of the tremendous renewable energy resources in Africa.

We are of the opinion that natural gas, as a substitute for coal or fuel, is one of the energy transition solutions for the next decades in Africa. In the following years, we will be participating to large LNG-to-power projects, small-scale LNG, and gas distribution activities.

In our Centralized Power Generation, we have more than 3 GW in Operation and construction and around 50 projects under development in both infrastructure and central generation.

To date, ENGIE Africa has compiled strong references across the continent.

We have plants in Morocco: the Tarfaya wind farm (300 MW) and the Safi thermal power station (1,386 MW). In Egypt, the construction of the Ras Ghareb wind farm (250 MW) is underway.

In South Africa, we operate Avon and Dedisa, 2 thermal power plants for a total capacity of 1005 MW and Kathu, a 100 MW concentrated solar thermal power station, which started operations early 2019, in addition to two solar PV parks: Aurora and Vredendal with a total capacity of 21 MW. We also operate the 94 MW wind farm Aurora Wind Power in the North of Cape Town. ENGIE is the leading Independent Power Producer in South Africa.

In Senegal, we are developing 2 solar photovoltaic projects of 2 x 30 MW and we are continuing the operation of Senergy (30 MW PV plant) and Ten Merina (29.5 MW PV plant).

“ENGIE is the leading Independent Power Producer in South Africa”
ENGIE Africa – A long-term partner for Africa’s growing energy needs

South Africa
- Aurora PV

Morocco
- Tarfaya Windpark

South Africa
- Kathu CSP
OUR ACTIVITIES

Customer Solutions

ENGIE operates in the three key markets of energy transition, which are “buildings and industry”, “cities and territories”, and “major infrastructures”.

We have a strong positioning on customer solutions and we focus on our partnerships.

We offer:

- Integrated B2B solutions (Energy Efficiency, Maintenance, HVAC, Green Mobility, District Cooling, Automated Control Facility Management) – supporting growth in industrial and service sectors by providing integrated, outsourced energy services;

- B2T services oriented towards the cities (Public lighting, Security, Area development, Airports, Mobility).

We aspire to becoming the leader in Energy Efficiency, Installation & Maintenance services in Africa by 2030 and to be the business partner of reference for our customers.

ENGIE’s energy services activities are spread throughout the continent but with a particularly strong presence in Morocco.

In Morocco, ENGIE has developed long-lasting partnerships with local stakeholders. The Group offers various services to match the growing market needs in terms of energy:

1. **Energy Performance**: tertiary and industrial energy performance contracts;

2. **B2T**: Smart Cities, Public Lighting, Sustainable Mobility (Tramway + LGV), Video-surveillance (CCTV);

3. **B2B**: C&I PV (Solar energy), Green Mobility (Charging stations for electric vehicles, Buses...);

4. **Integrated Facilities Management**: Facility Management (Hard & Soft Services) & Energy Efficiency;

5. **Installations**: Electrical infrastructures, Telecom, industrial and systems installations, tertiary and HVAC installations, fabrication and engineering.
ENGIE in Morocco has integrated its various subsidiaries offering customer solutions (B to C): Cofely Morocco, Cofely Tangier, Cofely Contracting, ENGIE Contracting Al Maghrib and ENGIE Finatech Services. The Group has also acquired the 51% held by Finatech Group, a subsidiary of Finance Com in the capital of their joint venture, ENGIE Finatech Services, dedicated to energy services. This new organization enables ENGIE to develop integrated solutions, ranging from financing to installation, maintenance and operationalization.

In 2018, we acquired local leaders Afric Power and Tieri in Côte d’Ivoire, which accelerated our expansion in energy services in Western and Central Africa. Afric Power and ENGIE Tieri specialize in the design, installation and maintenance of electrical systems and automated control mechanisms in West Africa.

ENGIE Thermaire and Ampair in South Africa employ more than 600 people across South Africa and Mozambique, and are major players in the HVAC installation and maintenance segment in the South African market. The companies have built strong partnerships with a variety of customers including power plants, commercial buildings, shopping malls and data centres.

“We aspire to becoming the leader in Energy Efficiency, Installation & Maintenance”
OUR ACTIVITIES

Innovation & New Businesses

With over 600 million people in Africa still without access to modern, affordable, safe and reliable energy, access to Energy is a key activity for us in Africa. ENGIE is already providing clean decentralized electricity to more than 3 million people in 9 countries. **ENGIE is the sole energy player with wholly owned solar home systems and mini-grids subsidiaries.** With our decentralized solutions towards targeted customers, **we will fully deploy the integrated zero carbon transition “as a service”**.

We believe that universal access to electricity is possible in the foreseeable future thanks to a smart combination of national grid extension, mini-grids and Solar Home Systems, depending on the local characteristics of the energy demand.
Access To Energy

With ENGIE PowerCorner, we electrify rural areas in Africa using solar mini-grids by providing clean and affordable electricity through smart grids, using digital solutions like mobile money and pay-as-you-go technologies. Electricity is produced via solar energy and battery storage offering 24/7 energy services. ENGIE is now present with PowerCorner in Tanzania and Zambia with 13 mini-grids in operation and construction.

Through Fenix, we offer solutions for off-grid power with expandable, lease-to-own solar home systems. To date, Fenix has sold over 500,000 solar home systems across Uganda, Zambia, Nigeria, Cote d’Ivoire, Benin and Mozambique changing the lives of more than 2.5 million people.

In the second half of 2019, ENGIE acquired Mobisol, a pioneer and leading provider of off-grid solar solutions. With the acquisition of Mobisol, ENGIE will be delivering solar home systems in 3 additional countries, complementing the six countries where we are already present with our solar home system company Fenix. Mobisol’s focus on productive use products, combined with Fenix’s inclusive home solar power systems, will enable us to make available an unparalleled range of affordable energy products as well as extending our customer base from rural to urban areas.

Innovation

The business context in Africa is unique. For this reason ENGIE Africa is focusing on new models, technologies and approaches tailored to the specific needs of the continent.

Our “Innovation Booster” selects strategic opportunities with high growth potential and digital and technological innovation. We launched several call for tenders related to e.g. electric cooking, urban power & clean water, e-mobility. “Proofs of Concept” will be realized in order to bring these opportunities to the market quickly in close collaboration with local players, including startups, incubators, development institutions and large players that are well-established in Africa.

ENGIE is committed to create new products and business models until clean energy is affordable to all up to the last mile.
Our commitment

ENGIE is a company committed to citizenship, diversity and solidarity in the communities in which it operates. Its CSR policy sets out the Group’s priorities and commitments to make energy and energy services a source of progress for all, generating shared value and helping to achieve the UN’s Sustainable Development goals.

At ENGIE Africa, we focus on accelerating solutions that meet not only individual interests, but the challenges of collective development as well; to capitalize on new technologies to make these solutions accessible to everyone.

ENGIE Project Companies, through economic development initiatives that include education, social welfare and health, aim to integrate previously disadvantaged communities into the mainstream economy.

In South Africa, for example, social and educational programmes have been set up near the sites of our power plants. ENGIE established independent funds to ensure that local organizations and communities can benefit from these projects. All of the Trust’s dividends will go to regional socioeconomic development initiatives for the entire duration of the power purchase agreements.

In Morocco, ENGIE is an active number of associations which supports students from disadvantaged backgrounds. We promote training and innovation in the renewable energy and energy efficiency sectors and set up awareness-raising programs for green jobs.

ENGIE is also partnering with Enactus Morocco, member of Enactus Worldwide, an international NGO which inspires students to improve the world through entrepreneurial action.
Our Solar Home System company Fenix provides Education Loans. In Uganda, the minimum cost a year for sending 1 child to primary school is between $111 and $184. With over 38% of Ugandans living below the poverty line and an average of 5 children per household, families are often forced to make a choice of who gets an education and who doesn’t. Fenix launched the education loan in 2017, and has supplied 12,566 loans to support the education of 54,500 children in Uganda.

Via ENGIE Rassembleurs d’Énergies – ENGIE provides technical and financial support for projects, sponsored by committed innovative entrepreneurs and contributing to sustainable energy access for vulnerable population groups. The African companies that Rassembleurs d’Énergies supports provide solutions such as clean cook stoves, biomass and biogas solutions, solar home systems, micro grids...

https://www.engie.com/en/commitments/providing-sustainable-energy-access-for-all/rassembleurs-denergies/

The ENGIE Foundation works in close collaboration with NGOs, institutions and associations involved in promoting access to energy for all and biodiversity. In Africa they have supported several projects such as the construction of a Children’s home in Dakar.


Created by employees of the ENGIE group in 2001, Energy Assistance is an association of volunteers who use their technical skills to support humanitarian programmes that provide access to electricity for everyone. They have carried out numerous electrification projects in schools, hospitals etc in several African countries.

http://energy-assistance.org

“integrate previously disadvantaged communities into the mainstream economy”
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