



Salon International des Energies Renouvelables, des  
Energies Propres et du Développement Durable

# «Win win»: the partnership with two winners

**6th ERA fair for renewable energies** - Centre des  
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# About us

- Advisory boutique firm specialised in renewable energy projects in the Middle East and Africa
- Providing a full range of services at all stages of the development of renewable energy projects from sourcing opportunities to providing local partner services
- Clients include solar module manufacturers, solar PV developers and wind developers
- Dedicated to carrying out own project development in Algeria



# Outline

- 1) About us
- 2) Context for renewable energy development in Algeria
- 3) What is a «win-win » partnership?
- 4) How we can help you achieve a «win-win » relationship?
- 5) Recent example of a «win-win» relationship
- 6) Conclusion



# Context for renewable energy developement in Algeria



## Context

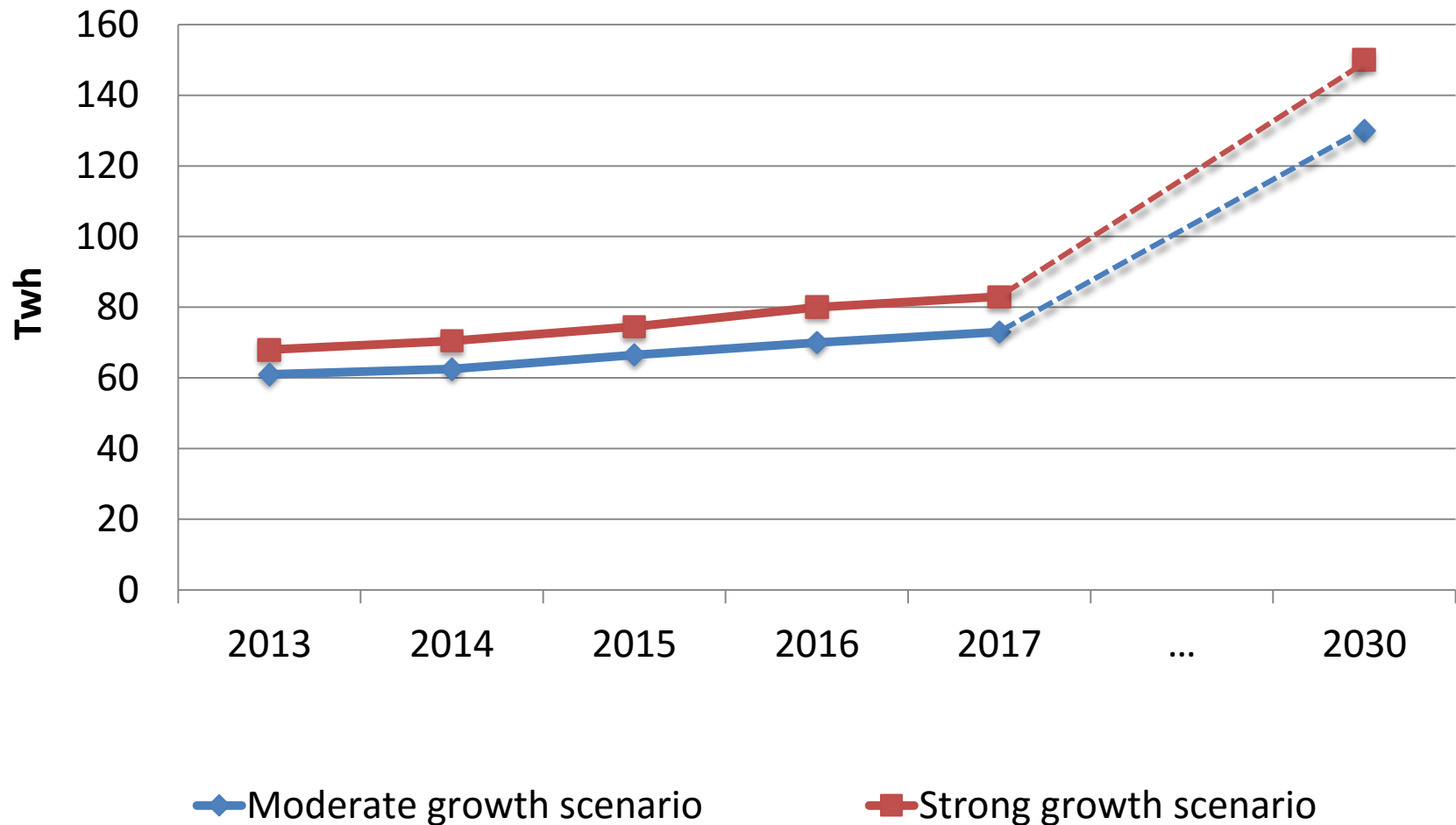
- Important solar potential
- Decreasing cost of renewables
- Uncertainty over oil and gas prices
- Uncertainty over oil and gas reserves
- Environmental issues and sustainable development

## Challenges

- Development of alternative energy sources
- Development of a renewable energy industry
- Diversification of the national economy
- Becoming an actor in the world market of renewable energy



# Growth of electricity consumption in Algeria



# Key facts and figures

- **22,000** MW of renewable power generating capacity including **13,500** MW of solar PV
- **2030**: a programme that will take another **15** years to realise
- **20** year PPA and a FiT at around **\$0.20** Kwh
- Over the next six years, construction of over **50** solar PV projects
- The global cost of the renewable electricity program is expected to reach between **60-100 billion US dollars**
- Expected volume of natural gas saved, over the period of 2011 and 2030, from the renewable power plants in operation is **300 billion m<sup>3</sup>**



# Win-win



David Ricardo (18 April 1772 – 11 September 1823)



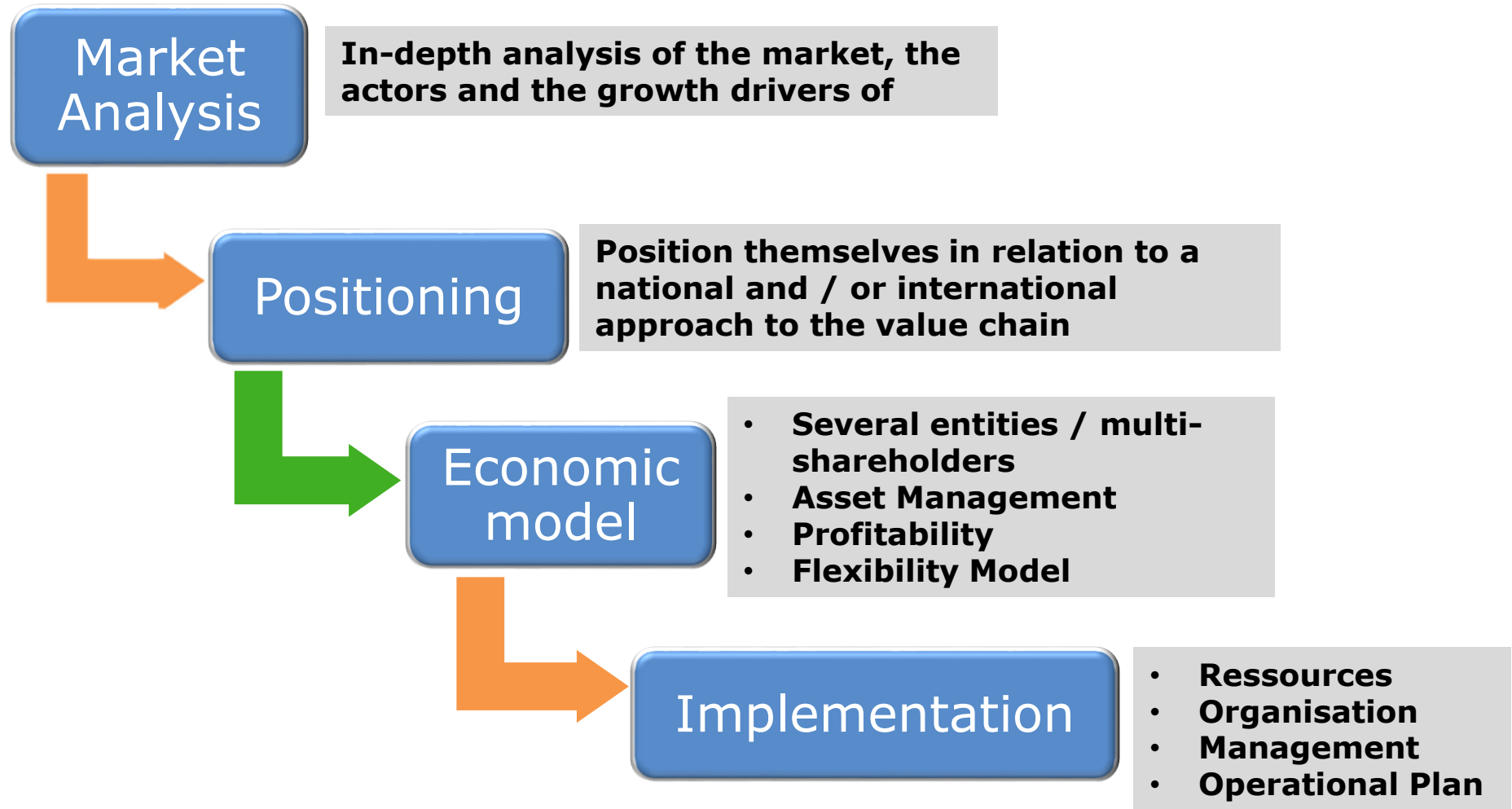
- Identify what you can offer a partner and then offer it to them
- You need to partner with organizations that have similar vision regardless of their company size
- Every partnership needs a clear mutually agreed upon plan and follow up
- You need to approach the marketing of your partnership in complimentary ways to effectively market your shared vision together
- Seek to build long term relationships, not a one time fling
- Work hard but benefit equally



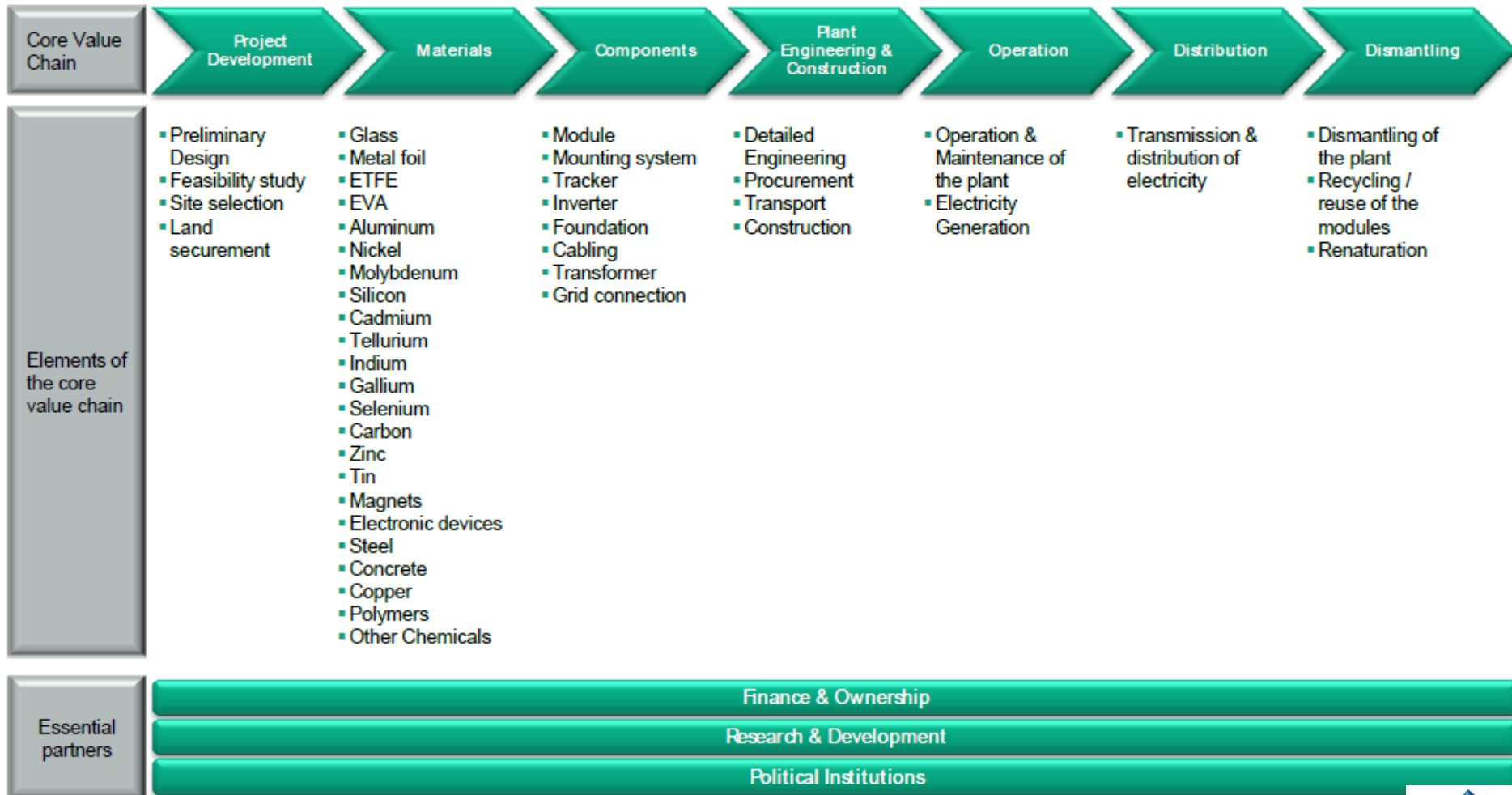
# How we can help you achieve a «win-win » relationship?



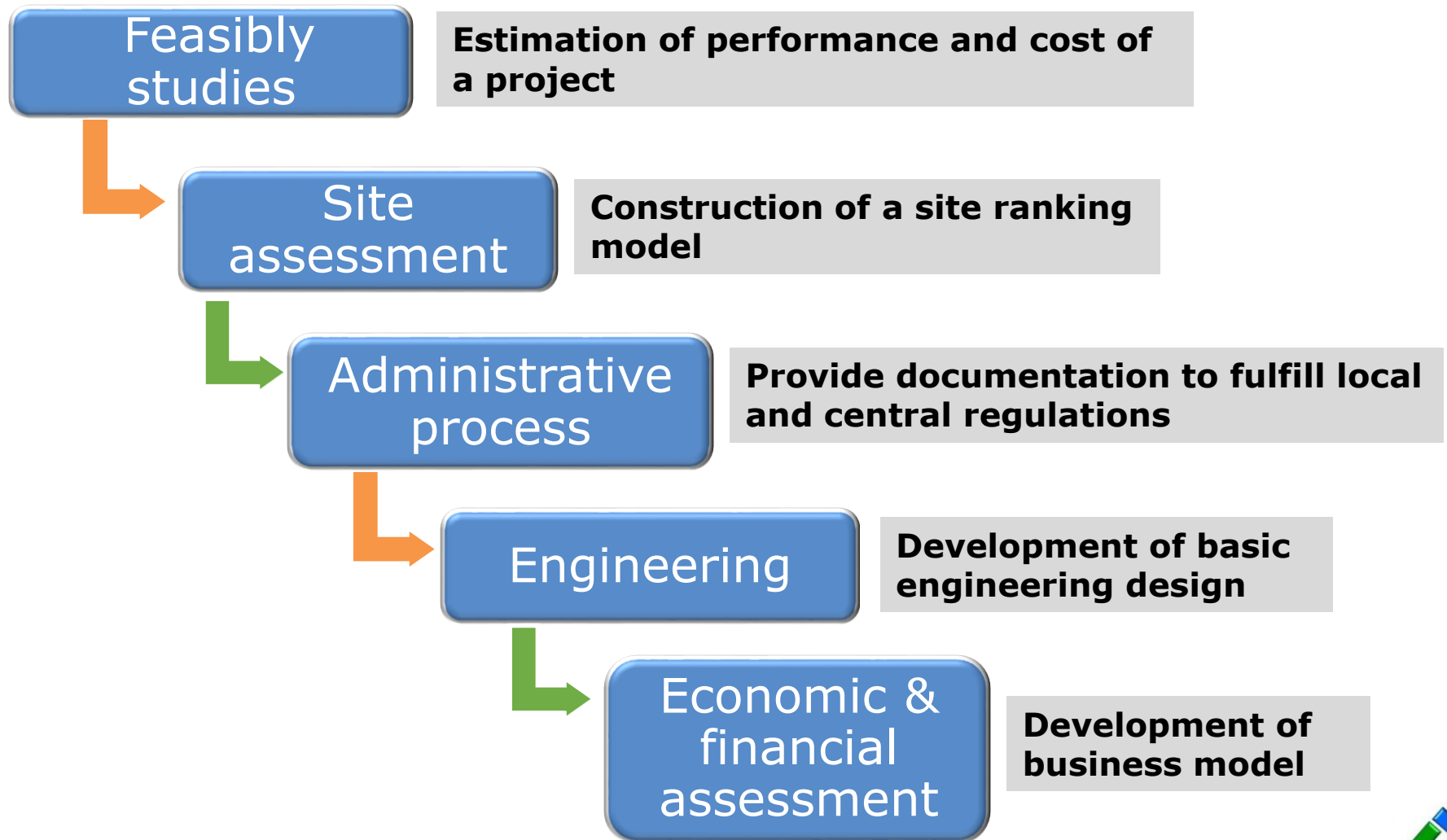
# Market Entry Strategy



# Value Chain



# Project development steps



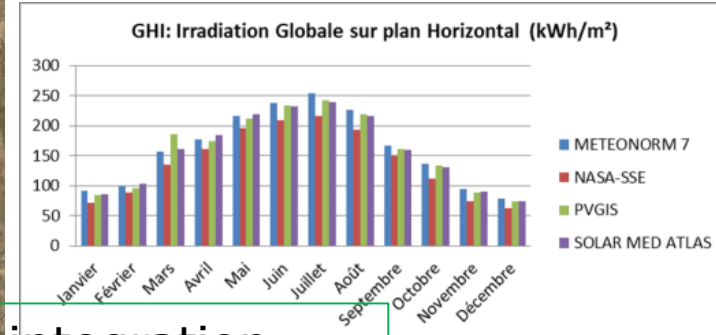
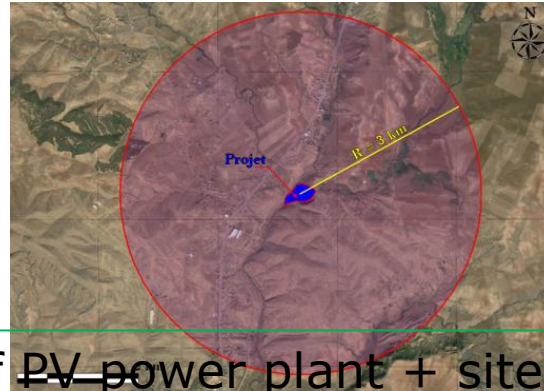
Recent example of a «win-win»  
relationship



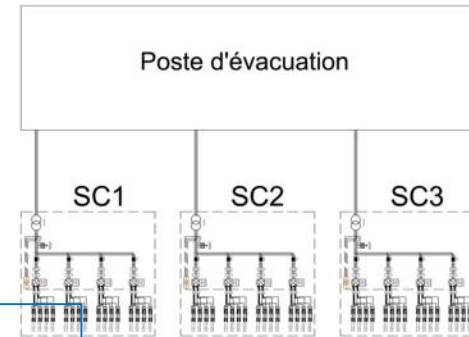
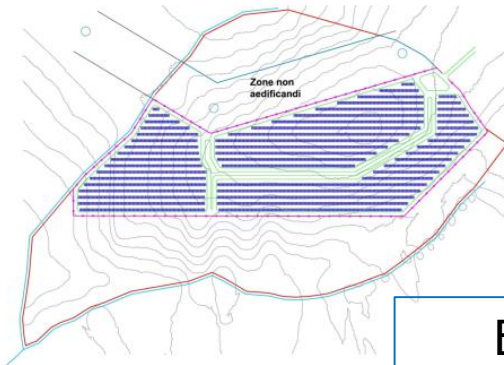


# Development steps of the first private IPP PV project in Algeria

## Site assessment



## Design of PV power plant + site integration



## Economic assessment

Year	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
Subsidy	851382	837328	834638	830968	827320	824072	821000	818000	815000	812000	809000	806000	803000	800000	797000	794000	791000	788000	785000
Cost of Production	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Earnings	551362	631320	634430	636364	637569	638472	639418	640405	641432	642500	643618	644786	645904	647072	648290	649508	650726	651944	653162
Total	1402744	1468648	1469068	1468668	1467792	1466872	1465970	1465070	1464170	1463270	1462370	1461470	1460570	1459670	1458770	1457870	1456970	1456070	1455170
Costs	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Production	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Loan Interest	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Loan Repay	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Operation & Maintenance	43850	85233	13147	18707	24266	30825	37384	43943	50502	57061	63620	70179	76738	83297	89856	96415	102974	109533	116092
Depreciation	222180	321428	321428	321428	321428	321428	321428	321428	321428	321428	321428	321428	321428	321428	321428	321428	321428	321428	321428
Net Cash Flow	2442384	412321	476741	484754	491088	497635	504443	511524	518962	526786	534998	543600	552592	561974	571746	581908	592460	603402	614844
Operating Profit	-1891022	235805	215695	286176	196421	806431	303319	41301	381222	395433	480451	475289	432671	445539	466895	475638	486322	508043	522850
Capital Gains Tax	-1891022	235805	215695	286176	196421	806431	303319	41301	381222	395433	480451	475289	432671	445539	466895	475638	486322	508043	522850
Annual Net Profit	-1891022	235805	215695	286176	196421	806431	303319	41301	381222	395433	480451	475289	432671	445539	466895	475638	486322	508043	522850
Terminal Value after Depreciation	1800883	1281237	953416	628306	290960	-28408	-355852	-683317	-680317	-680317	-680317	-680317	-680317	-680317	-680317	-680317	-680317	-680317	-680317
Net Present Value	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0

# Conclusion

- RnE est un partenaire de haut niveau pour développer des fermes solaire « clés en main » pour le compte d'investisseurs locaux et internationaux en Algérie.
- RnE est votre 'guichet unique' pour vous accompagner de la conception jusqu'à la concrétisation de votre projet
- Aide au Financement/Conseil/Développement
- RnE vous apporte le/les partenaires internationaux «crédibles» pour un montage type 51/49 et construit et structure pour vous les SPV.







# Thank you for your attention

- [contact@rnepartner.com](mailto:contact@rnepartner.com)
- [www.rnepartner.com](http://www.rnepartner.com)

