



FUND ON INTERNATIONAL ENERGY (PIE) AN INTERNATIONAL PLATFORM HOSTED AT STICHTING EUROPEAN CLIMATE FOUNDATION

TIPS- ECF Fund- SMME in Just Transition Participation
Energy Sector Focus Group: 14 February 2024

Trade & Industrial Policy Strategies (TIPS), Elize Hattingh & Dominic Ramos



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Introduction

Project Team

**Project
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Workshop Outcomes

- To identify opportunities for SMMEs in the Energy Sector (youth-owned, female-owned)
- To unpack green business barriers for local green entrepreneurs in the energy sector
- To put forward recommendations for policy interventions
- To foster collaboration across stakeholders

Program

10:00 to 10:10 Welcome & Overview of the Focus Group Session

10:10 to 10:20 Introduction Speaker:

Elize Hattingh (Sustainable Researcher, TIPS)

10:20 to 10:45 Opportunities for SMME in the Energy Sector

Winni, DMRE

Billy Bokako (Senior Manager Incubation)

Ian Steuart (Just SA Team)

Abigagle, Nothando & Odirile from National Business Initiative (NBI)

10:45 to 11:30 SMME Barriers inputs

TIPS presentation, Dominic – set the scene

Case Studies: MLPC Projects & Phoki Consulting

11:30 to 12:00 Conclusion – summary of signature issues identified

Dominic Carlos

GREEN BUSINESS OPPORTUNITIES

Green Business Opportunities: Energy

1. Renewables
2. Energy Efficiency

Opportunities: Renewables & Energy Efficiency

Low hanging fruit in the renewable energy and energy efficiency fields includes the following SMME Opportunities:

- Solar Installation OR Sales and Distribution
- Energy Trading
- Power Grid Designing
- Solar water pumping system
- Wind Energy Installation
- Bio-fuel Production
- Solar refrigeration system
- Repair & Maintenance services
- Solar water heating system
- Electric Vehicles
- Energy Auditor Consulting
- Research & Product development

GREEN BUSINESS BARRIERS

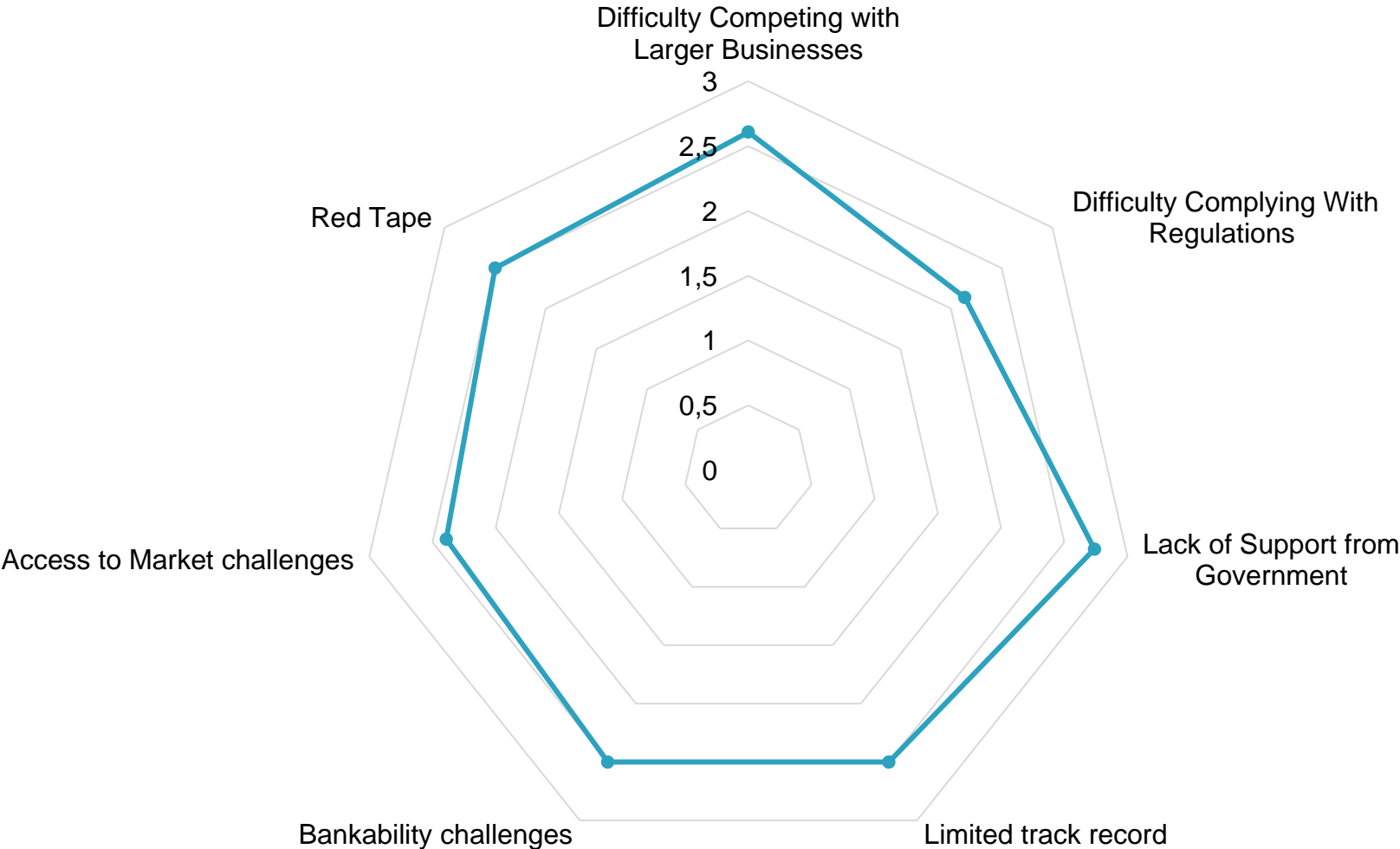
Green Business Barriers

1. Internal
2. External

Green Business Barriers

- Broader Barriers
- Internal and external business challenges
- Internal Business Barrier Severity Rating
- External Business Barrier Severity Rating

Broad Business Barriers



Authors' own calculations based off of The Business Barrier survey (2023)



Internal and External Business Challenges

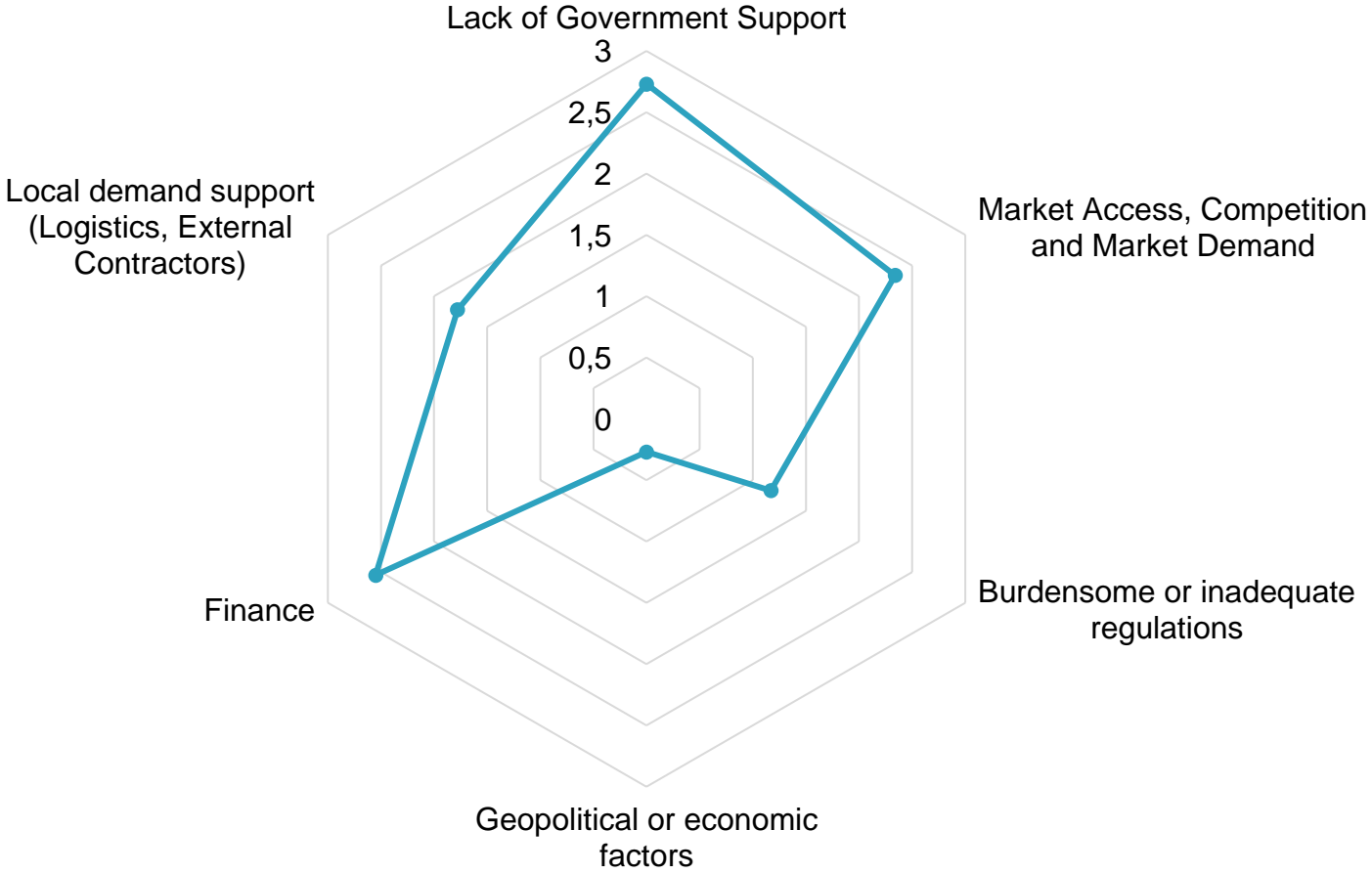
Internal Barriers

1. Strict Compliance
2. Marketing Capacity
3. Internal Operations
4. Finance and Capital management
5. Skilled Labour and Human resources
6. R&D and patent access

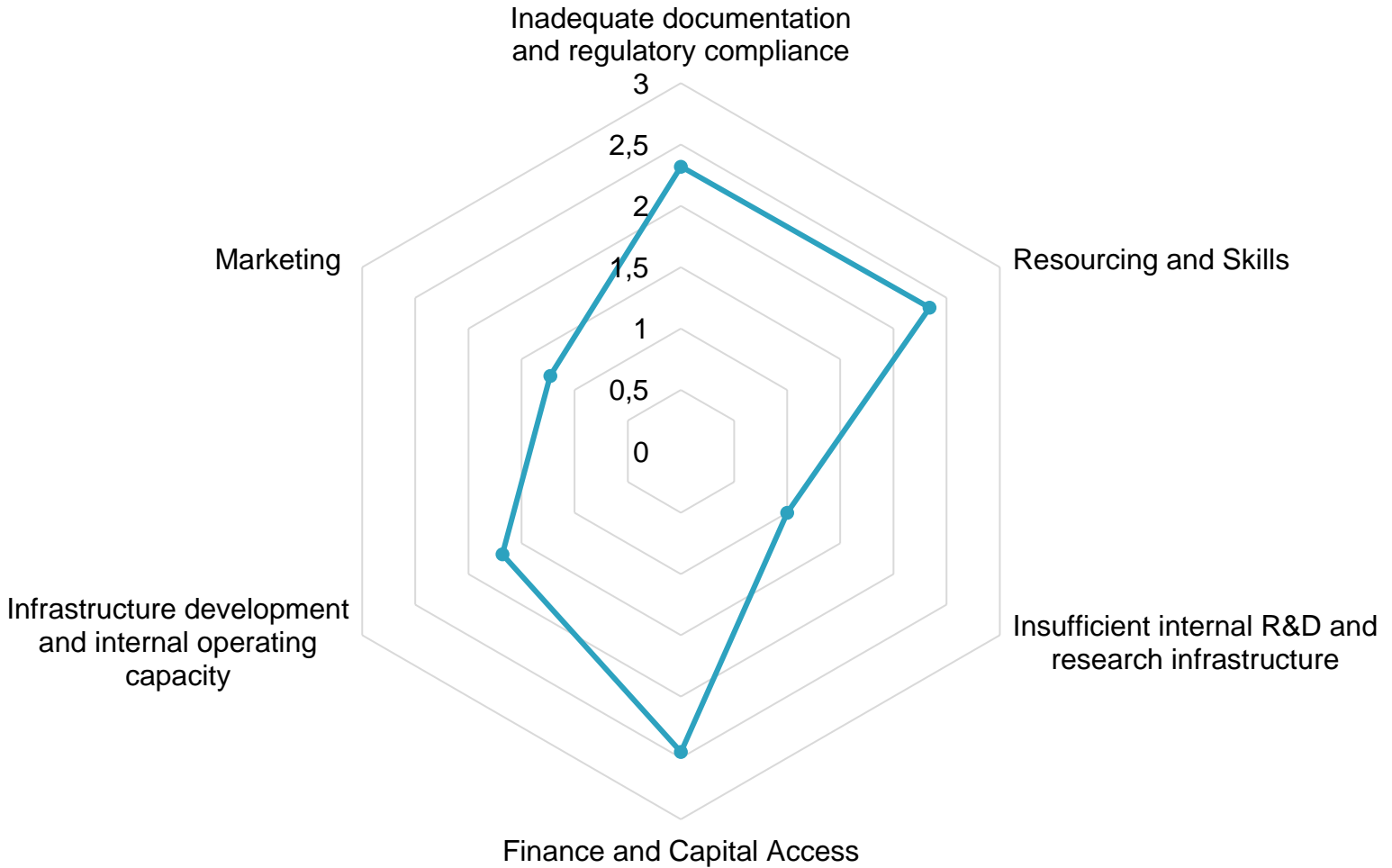
External barriers

1. Reach of Government support
2. Burdensome regulations
3. Geopolitical and macro-economic
4. Finance and Credit access
5. Lack of demand side support (logistics and external contractors)

External Business Barrier Severity Rating



Internal Business Barrier Severity Rating



Trade & Industrial Policy Strategies

Supporting policy development
through research and dialogue

www.tips.org.za

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