



# The case for E-Mobility in Africa

*Ghana-EU Business Forum  
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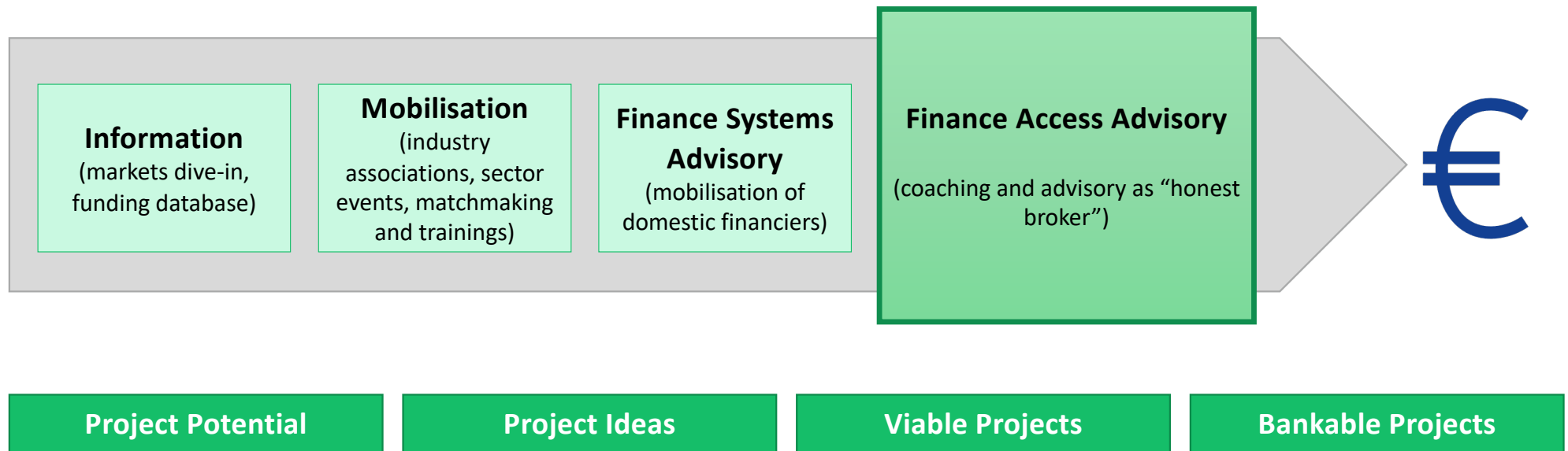


# GET.invest in a nutshell



- **Leading European programme mobilising investment** in clean energies, **support investment demand and supply side by building a pipeline** of investment-ready projects
- **Team Europe One Stop Shop** for Green Energy Investments
- **Supports all relevant delivery models**, incl. on- and off-grid electricity, clean cooking, productive use, XL/ infrastructure projects and SMEs
- **Broad partner network** incl. financiers (i.e funding database) and associations
- **Active in Sub-Sahara Africa, the Caribbean & the Pacific**
- Supported by the **European Union, Germany, Norway, the Netherlands, Sweden, and Austria.**







# Our scope of services



# Catalysing E-Mobility Market Growth









## Barriers

-  Absence of a roadmap to guide EV development
-  Limited access to financing
-  Limited charging infrastructure
-  Unreliable grid/electricity supply
-  Dependence on fossil fuels
-  Poor road networks/transportation infrastructure

## Drivers

100,000 EVs added within 2 years in Ethiopia thanks to import ban on ICE vehicles and policy/fiscal incentives for EVs!

-  Integrated, long-term EV sector planning/roadmap
-  Enabling policies, regulations and incentives, **tax exemptions** for EVs and batteries
-  Mechanisms to promote access to financing, especially **asset financing** solutions
-  Policies to limit the importation of ICE vehicles
-  Trade policies and regulations to encourage domestic EV manufacturing
-  Consumer awareness raising of benefits of e-mobility and cost savings of switching to an EV

## *Running an urban e-mobility business*

### Some solutions

Financiers need to:

- **Understand** e-mobility economics and business models, as long-term investment
- **Patient capital** to account for the amortization period before achieving positive cash flows
- **Unlock grant funding** in the early years
- Consider the **high** environmental and socio-economic **impact**

Companies need to:

- **Understand** the economics of their business model, have a solid grasp on their growth trajectory and what they need to achieve incrementally to get there.
- **Leverage key partnerships** (local and international)

# Market Insights

## Cost Comparison Analysis



ANNUALIZED COST	E-MOTORCYCLE	ICE MOTORCYCLE
Capital Cost	€478	€177
Fuel/Charging Cost	€102	€525
Maintenance Cost	€118	€236
Insurance Cost	€36	€21
<b>Total Annualized Cost</b>	<b>€734</b>	<b>€959</b>

Over the average four-year life of a motorcycle, switching to an e-motorcycle results in annualised cost savings of €224, or 23% per year

# Thank You For Your Attention!



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