

# Globeleq - Trusted power partner

Cameroon's steady recent economic growth has been underpinned by rising levels of electrification. The country is one of the best-connected in West Africa, with total electricity consumption soaring by nearly 200% between 1990 and 2018, although its electricity shortfall is still an estimated 5000 megawatts. Companies like Globeleq, a leading regional utility developer that currently supplies 20% of Cameroon's electricity needs, will continue to play an important role in shaping the country's development path.

Globeleq was founded in 2002, rising quickly to become an industry leader by operating or acquiring a stake in multiple power facilities worldwide. It has since shifted its focus to Africa, where deep experience in implementing new projects using an array of generating technologies across a variety of geographic locations has kept it on a strong growth trajectory. Frederic Mvondo General manager of Globeleq Cameroon explained that Globeleq's reputation as a trusted partner comes from a combination of ambitious vision and committed shareholders:

"When I came to Cameroon, it was



Frederic Mvondo  
General Manager - Globeleq

my mission to revamp the country's entire energy sector, and we have been successful in that. Our added value is our shareholders, CDC and Northfund, which are strong financial backers providing long-term financing that allows us to weather shocks. We have been at the heart of our shareholders' ambition to develop African electricity, and it's a major bonus for the country."

Today Globeleq has regional offices in Nairobi, Cape Town, and Douala, as well as 13 power plants scattered across Cameroon, Tanzania, South Africa,

Côte d'Ivoire, and Kenya, with combined generation of more than 1400 MW. An additional 2000 MW of new capacity is currently under development, and the company is increasingly focused on renewable energy, particularly solar energy, where it is active in five countries including Cameroon. This leaves the door open for new investment in a fast-growing sector, according to Frederic Mvondo:

"Although Cameroon has oil and gas and exports coffee, cocoa, wood and rubber, we are an economy that imports practically everything. However, the Government has decided to curbe it. We believe that there is going to be a great need for more electricity to accompany the growth of our agriculture and agro-industrial sector, which we are projecting as a result of the 2021 finance law. Investors can see those who came here to do business, like Telecom businesses and Agriculture and logistics platforms investors such as Bolllore, and be inspired. There are challenges, but great opportunities too" he concluded.



# ENEO - Powering Cameroon, step by step

Cameroon has already made major strides in expanding access to electricity by liberalizing its utility sector, privatizing its state-owned utility company, and welcoming foreign investment to meet soaring demand for more access to energy. The country's overall access to electricity grew from 53% to around 63% between 2014 and 2019 as a result, while renewable energy is set to play a major role in addressing future demand.

The now privatized utility company, ENEO, is Cameroon's main electricity producer and distributor, serving 1.4 million customers across the country. The Government of Cameroon retains a 44% stake in the company, and British firm ACTIS, an experienced investor in growth markets, holds a 51% share, while workers own 5%. The company recently extended a 10-year production and distribution agreement with the Government from July 2021 to July 2031. The company employs 3700 people; and has been connecting an average of 80,000 customers and businesses annually to the power grid since 2014 - significantly expanding access to electricity to the people of Cameroon.

Eric Mansuy, Director General of ENEO Cameroon since November 2019, is a Senior Engineer, Top management staff in



Eric Mansuy  
General Director - ENEO

electrical sectors in Europe, Asia and Africa, with more than 30 years of experience.

He said his top priorities now are capitalizing on the support from the Government of Cameroon to restore the financial stability of the energy sector, accelerating the investment plan, improving efficiency, safety, strengthening customer care, increasing bill payment collections, and reducing technical and commercial losses.

Beyond that, Mansuy explained that innovation and renewables would guide the company's future development strategy.

"Step by step, we are modernizing the electricity service. ENEO is building new lines and reinforcing existing ones to

improve quality of service. Intelligent and prepaid meters are gradually taking over to modernize meter reading. We are working to strengthen our customer care. We are further digitalizing our services so that our customers can interact more with us and access our services using their phones. Solar energy is growing and we continue to need investment in more panels, especially in off-grid areas. Globally, we need to move away from fuel powered plants, which are costly, and go with cheaper green energy."

As he looks to the next 10 years and grid expansion plans, Mansuy emphasized the important role the private sector will play in boosting capacity and delivering new projects, particularly given the Government's increased focus on new hydroelectric projects.

"I agree with the industry experts who have found that Cameroon has the potential to be the 'water castle' of electricity in the region. The potential is huge. I was just in parliament, where we identified hydropower and renewable energy as the way forward. There is a wealth in that industry and progressively it will all be exploited, meaning yes, investors do need to be involved," he concluded.

