

Proposal on: EV Technologies in Eswatini: Challenges and Opportunities

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NEXT GEN
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About Eswatini Electricity Company

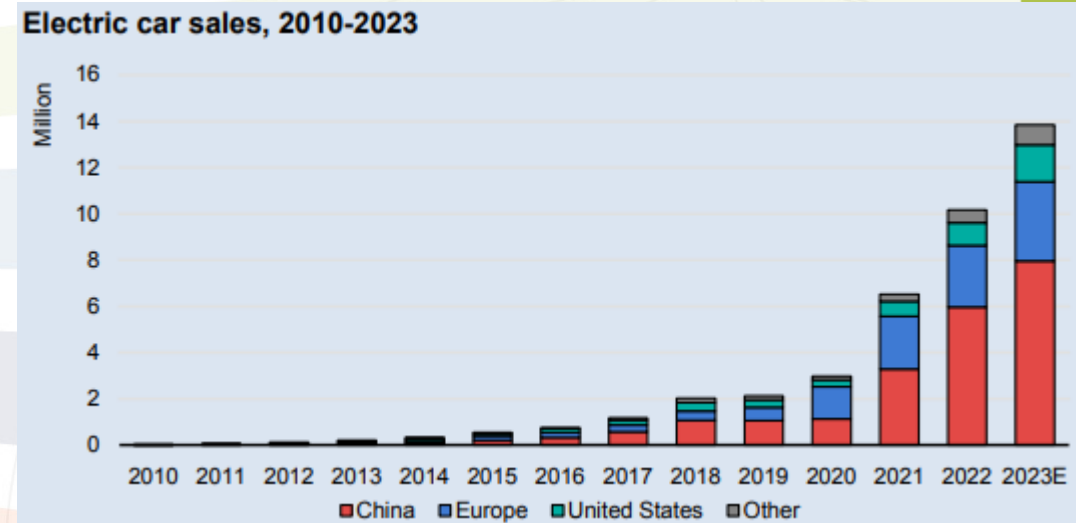
- Eswatini Electricity Company is power utility-vertically integrated
- Imports 70% of electricity from neighbouring countries and internal generation mostly from RE technologies
- **Current access rate is 82% , ranked number 3 in Southern Africa region**
- Utility strategic initiatives is partnerships with private investors and non-core revenue
- The utility also has carbon-emission reduction target
- **Identified the gap and opportunity in the EV charging infrastructure**



Background from Power Utility Perspective



- Global decarbonisation drive is leading to EU ban of production ICE by 2035
- Studies indicate EV market will surge 43% over next 5 years due to battery efficiency and cost reduction
- Most vehicle manufacturers producing EVs and plan to produce trucks. Clear indication for future market share EVs
- In Eswatini there's a gap in EV charging infrastructure yet this presents an opportunity for utility to explore a new revenue stream



The Eswatini Current EV Adoption Scenario



- Less than 10 battery EVs are registered in Eswatini
- No recorded electric car sales in the country
- In comparison, South Africa has approximately 200 000 units
- First quarter of 2023 saw a 106% increase in EV sales despite loadshedding
- Approximately 100 public charging stations



Challenges in EV Adoption in Eswatini

- Lack of public charging infrastructure- incites range anxiety
- Lack of commercially viable business model
- High cost and small market share of EVs
- Lack of national EV policy
- High electricity imports generated from fossil fuels



Opportunities in Eswatini EV Market

- **Landscape is ripe for public private partnerships to boost presence public charging stations**
- Solar PV integrated EV charging
- EV training O&M
- **Reliable internet connection and metering for advanced charging infrastructure**
- Introduction of EV power public transport to boost rural EV adoption

What we propose

- **Partnership with companies that help us deliver EV charging infrastructure in Eswatini**
- **Across value chain value chain-business model, capital, infrastructure, O&M training**

