



# 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  
Lead**

Elize Hattingh

[elize@tips.org.za](mailto:elize@tips.org.za)

**Buhle**

Project  
Coordinator

[buhle@tips.org.za](mailto:buhle@tips.org.za)

**Dominic**

Intern

[dominic@tips.org.za](mailto:dominic@tips.org.za)

**Michael**

Researcher

[michael@tips.org.za](mailto:michael@tips.org.za)

**Seutame**

Economist

[Seutame@tips.org.za](mailto:Seutame@tips.org.za)

# 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

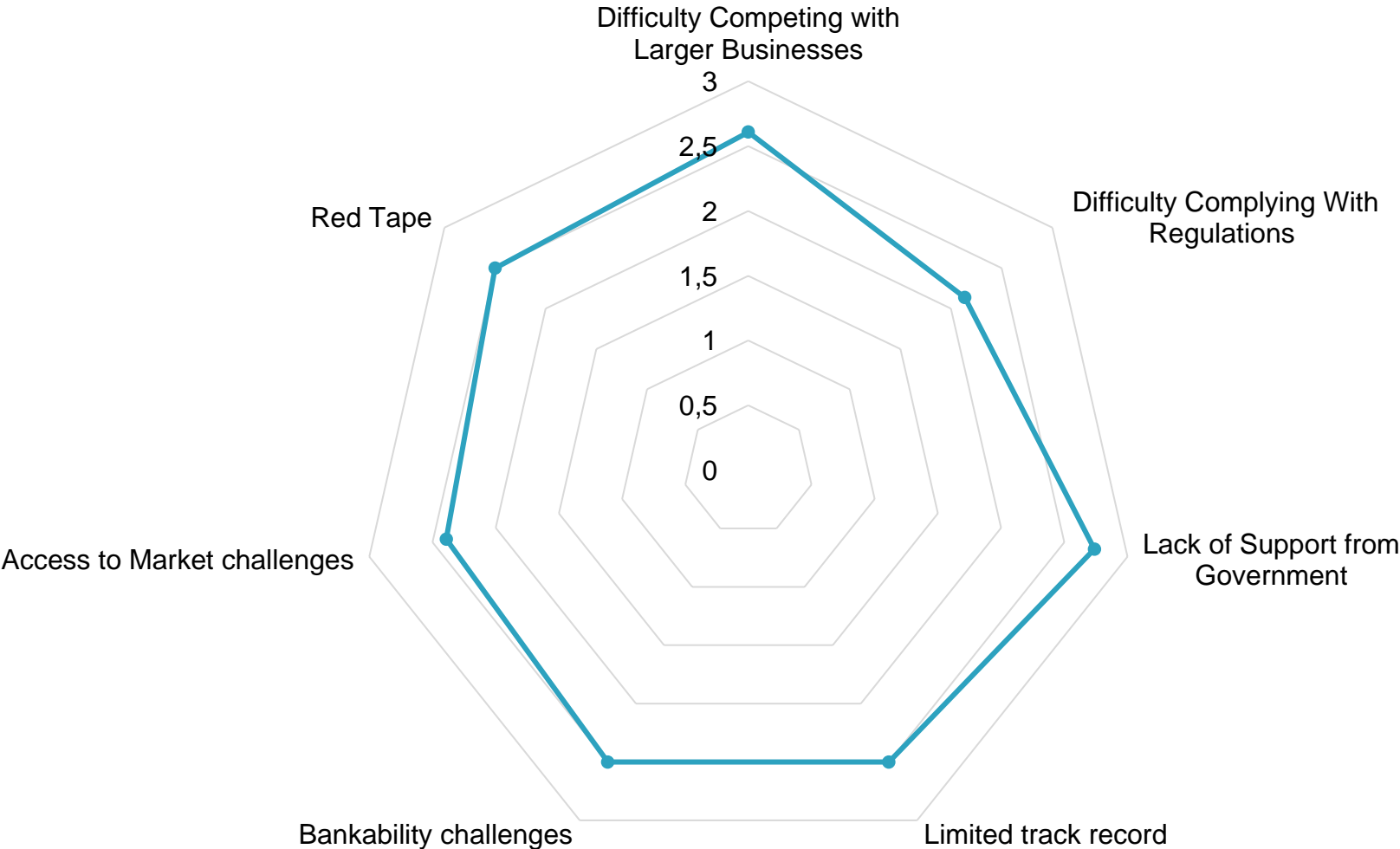
# Green Business Barriers

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

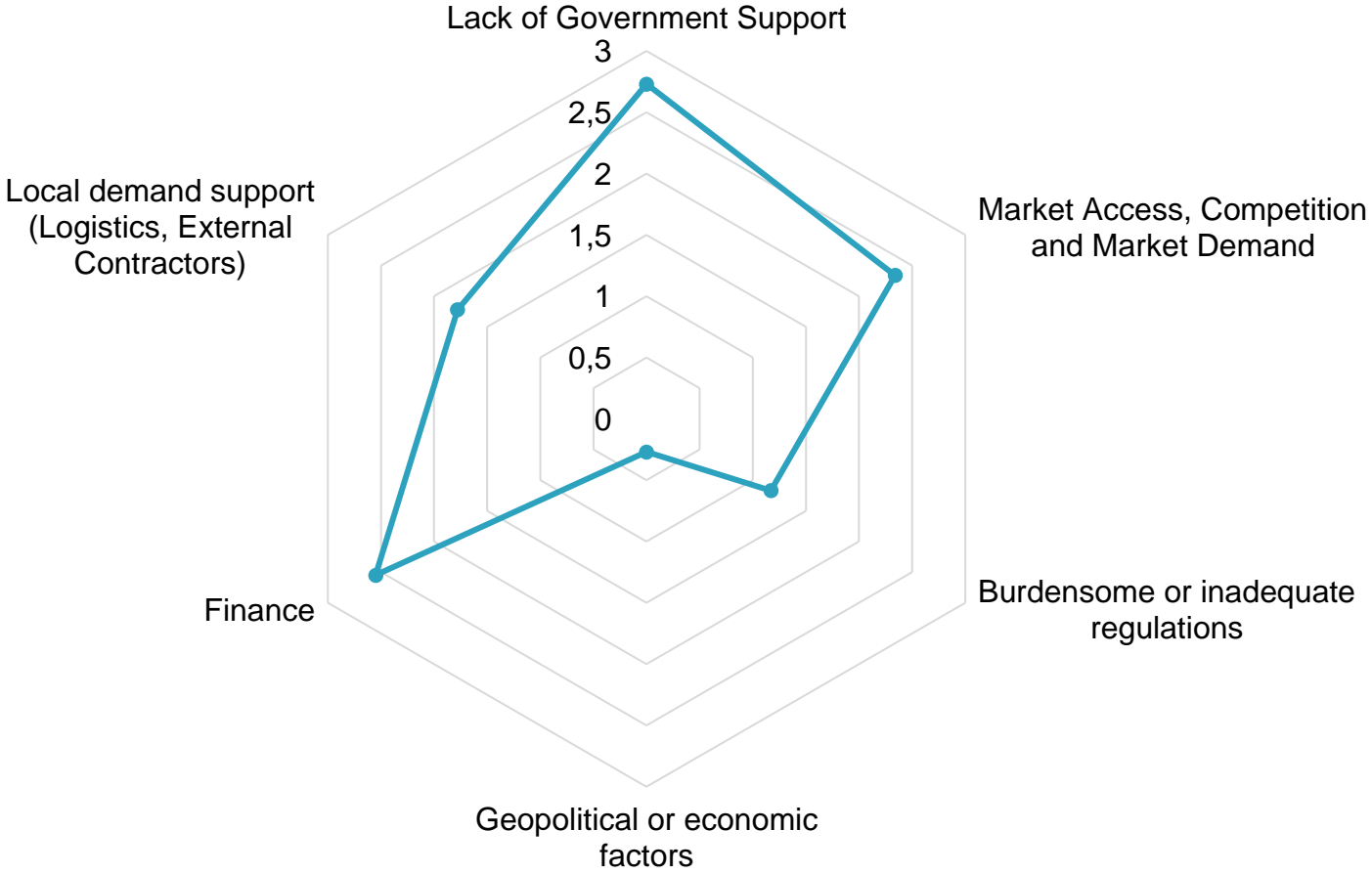
## Internal Barriers

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

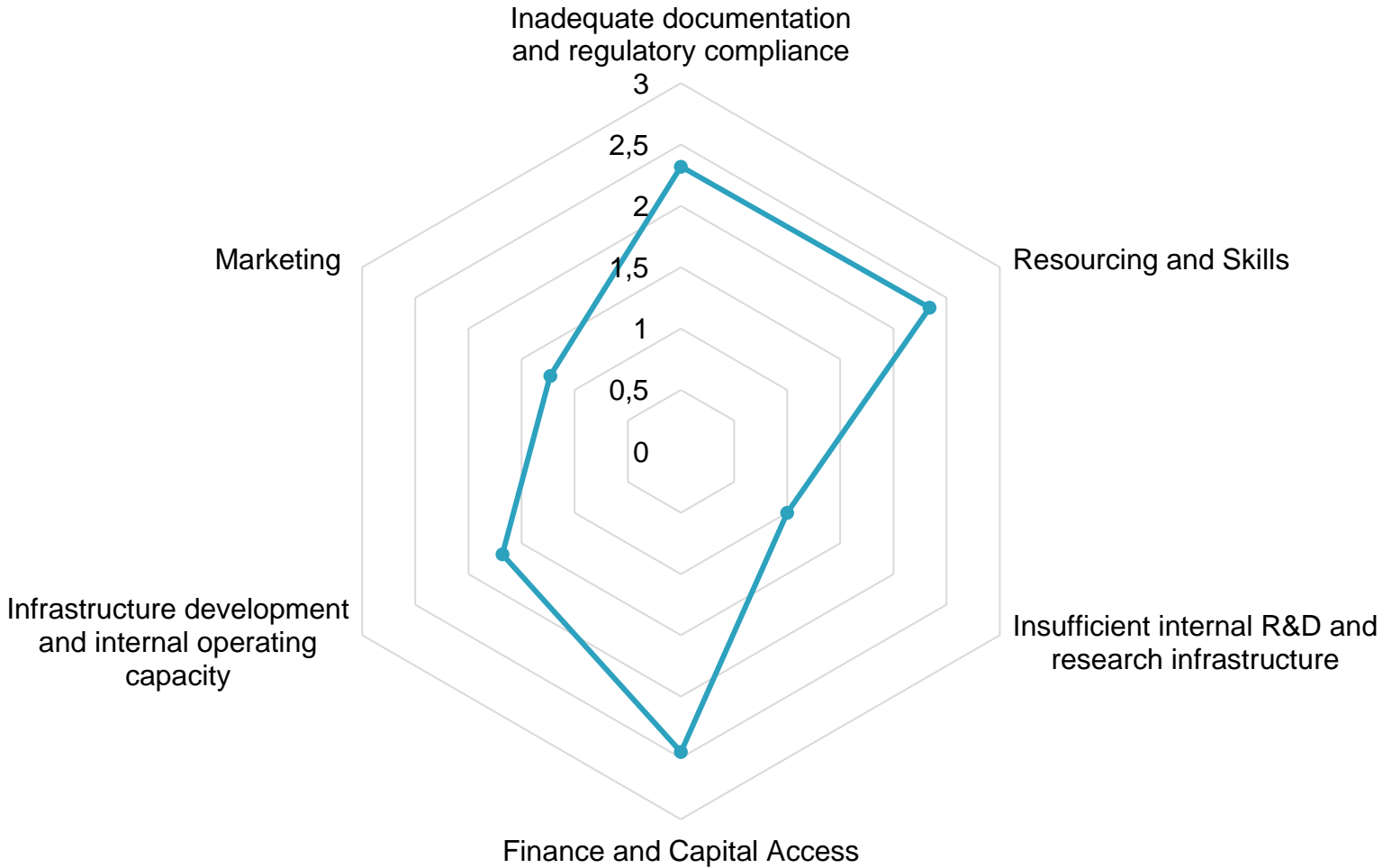
## External barriers

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](http://www.tips.org.za)

**Elize Hattingh**

Sustainable Researcher

TIPS

[elize@tips.org.za](mailto:elize@tips.org.za)

+27 72 797 1299

