



THE VOICE OF THE **MINIGRID & DRE SECTOR**

AMDA 2026–2030 STRATEGIC PLAN

***ENABLING OUR MEMBERS TO ELECTRIFY AFRICA THROUGH
DECENTRALISED RENEWABLE ENERGY***

Photo credit : Nuru (AMDA Member)

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A Message From the Board Chair



Africa's development ambitions will be realised through the delivery of sustainable electricity at scale. Minigrids and other distributed renewable energy solutions are now indispensable infrastructure for powering communities, enterprises, and local economies across the continent. This Strategy sets out AMDA's clear intent for 2026 to 2030: to make the minigrid sector investable, scalable, and firmly positioned at the centre of Africa's electricity delivery landscape.

Achieving universal energy access will depend on financially viable minigrid companies operating within enabling policy, regulatory, and investment environments. This Strategy responds directly to that reality. Informed by deep engagement with our members, partners, and the CEO Roundtable, it focuses on the fundamentals the sector needs most: credible and actionable sector intelligence, coordinated advocacy, effective capital mobilisation, and high value convening that aligns governments, investors, and developers around shared delivery goals.

AMDA's role is clear. As the trusted industry voice, we will continue to shape policy and regulatory frameworks, unlock private capital, and strengthen collaboration across countries and programmes. We are well positioned to do so, supported by a capable management team, committed staff, and a strong organisational culture, with the full backing of an engaged and experienced Board.

This Strategy reaffirms AMDA's responsibility to lead with clarity, discipline, and purpose. By strengthening the foundations for scale, we will help ensure that minigrids play their full role in expanding electricity access, enabling economic opportunity, and supporting Africa's long term development ambitions.



CHRISTOPHER OLOBO

Chair, AMDA Board

Chief Executive Officer, Dhamana Guarantee Company



A Word From the CEO



AMDA exists to advance the scale and sustainability of Africa's minigrid and distributed renewable energy sector. Since our establishment in 2018, AMDA has evolved from a coalition of pioneering developers into a data driven industry body operating at the heart of Africa's energy access agenda. This Strategy reflects that evolution and defines the role AMDA will play between 2026 and 2030.

At its core, AMDA serves its members and the wider ecosystem by strengthening the conditions required for growth and investability. We do this by shaping policy and regulatory frameworks, facilitating access to capital, convening the sector, and delivering unified, actionable intelligence that informs decision making and reduces risk. Together, these functions translate ambition into execution, unlocking investment and accelerating the delivery of reliable, affordable electricity at scale.

Partnerships are central to this approach. We will be deliberate in how we collaborate, aligning with governments, investors, and development partners where shared objectives deliver measurable outcomes. Working alongside our members and allies, AMDA will continue to strengthen an enabling environment in which minigrids and other distributed renewable energy solutions play a central and enduring role in expanding access, enabling economic activity, and supporting Africa's development ambitions.



OLAMIDE NIYI-AFUYE
Chief Executive Officer, AMDA

About AMDA



Africa Minigrid Developers Association (AMDA) is the pan African industry association representing private sector minigrid developers and allied partners. AMDA exists to strengthen the conditions required for a bankable, scalable, and sustainable minigrid sector that is central to achieving universal energy access across Africa.

As the unified voice of the sector, AMDA works to advance enabling policy, regulatory, and financial frameworks that support long term growth and investment. We do this by delivering actionable sector intelligence, coordinating targeted advocacy, facilitating access to capital, and convening stakeholders to align priorities and accelerate execution. Through these functions, AMDA positions minigrids as a core component of Africa's electrification and development pathways.

Since inception, AMDA has focused on translating ambition into measurable impact. We support our members to build resilient, well governed businesses through flagship programmes including CEO Roundtables, AMDA Capital Connect, CFO Placement Programme, Innovation Exchange Fora, market coordination sessions, and tailored finance and capacity building initiatives.

Working with partners, investors and policymakers, AMDA has contributed to capital mobilisation, strengthened developer capabilities, informed policy reform across multiple African regions, and delivered trusted sector intelligence through flagship publications including the Benchmarking Africa's Minigrids reports and other market insights. Collectively, this work has helped establish minigrids as a credible, mainstream infrastructure solution for closing Africa's electricity access gap and supporting inclusive economic development.



AMDA's Purpose



AMDA's Golden Circle

WHY

AMDA exists to provide value to its members and the minigrid sector empowering them to rapidly scale the provision of clean, sustainable, and affordable electricity to Africa

HOW

AMDA provides strategic and operational support to its members and their partners to help integrate Renewable Energy minigrid, meshgrid, or metrogrid solutions across Africa's energy landscape

WHAT

AMDA provides value-adding member services, including: strategic policy engagement, access to capital, industry convenings and actionable industry intelligence

AMDA's 2026-2030 Strategy Seeks to Build on AMDA's Strengths



1 Good team

“AMDA; keep up the good work! They are a positive team I can't think of any weaknesses they have, but if I did - I'd be sure to let 'Lamide know.”

- Large developer

- » Staff dedication, commitment, passion, and spirit makes for a good team culture
- » Strong CEO/ C-suite showing good regional leadership
- » Approachable people that work for AMDA

2 Good member offerings

“The recent evolution of AMDA has been great to see. There is an intentionality to their member services now that I believe will provide value.”

- Large associate member

- » Facilitating connections and networking with other developers
- » Good value for an affordable membership fee
- » Positive opportunities or learnings that emerge from Action Learning Event-related or CEO Roundtable

3 Gaining credibility in market

“I think AMDA is going in the right direction. They provide more benefits than I utilize. Increasingly, their outputs are useful.”

- Small developer

- » The 'Benchmarking Africa's Minigrids' report is positively received by many
- » AMDA's convening power is growing
- » Having a positive reputation/ trusted collective voices

Our Members' Footprint



600+
Minigrids
Deployed

127,000+
Installed Connections



1,000,000+
People Impacted By
Access To Minigrid
Electricity



24
Countries Where
AMDA Members
Operate

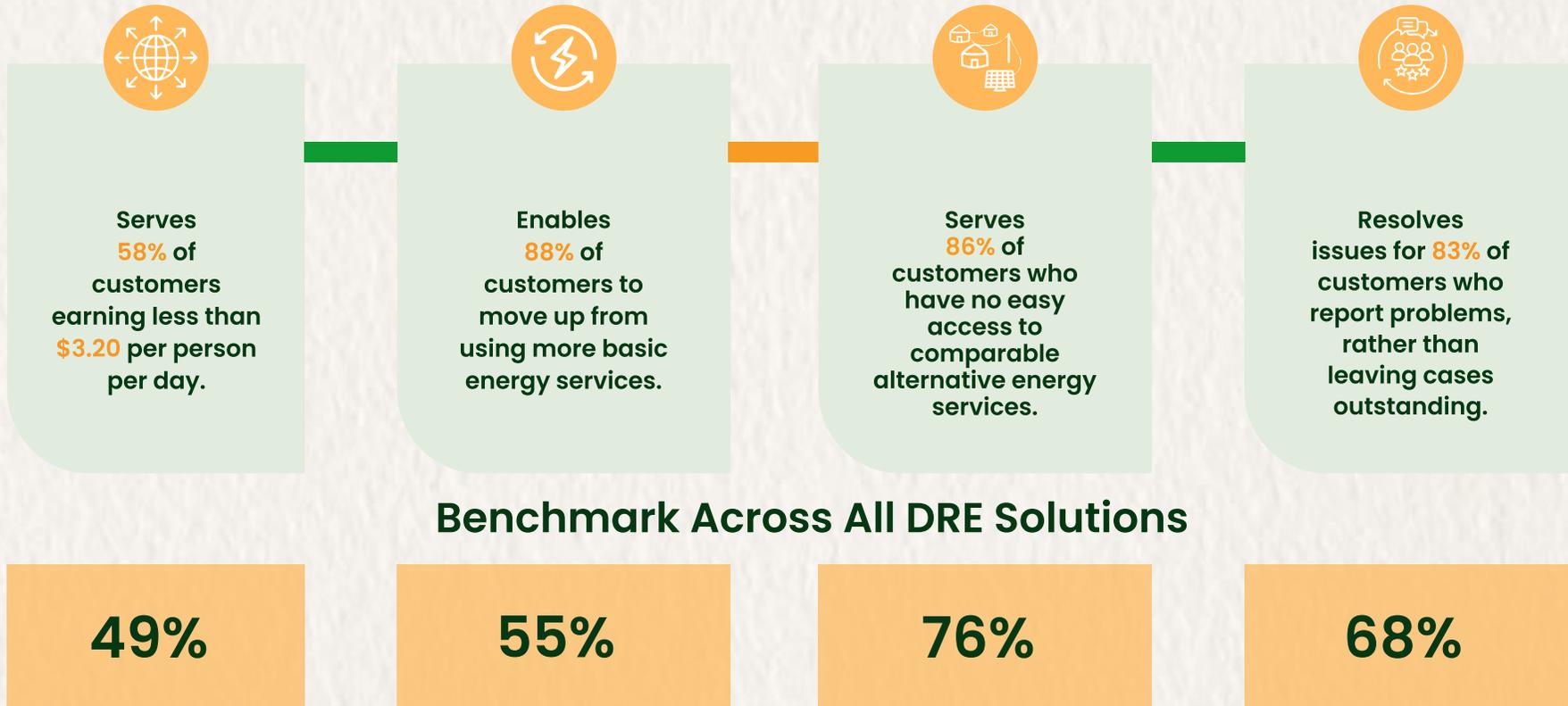
63
Member Companies

Based on data provided by 27 AMDA members

The Minigrid Sector Is Inherently Impactful



Minigrids perform well on important impact metrics compared with other energy access sectors.



Source: 60 Decibels Off-grid Energy Benchmarks (2024) The data covers 115 energy companies, across 27 countries, and over 34,000 customers.

'Benchmark' = the median performance for companies across all energy access subsectors: Solar Home Systems, Cooking, Solar Lanterns, Appliances, and Minigrids.

Positioning Minigrids for Scale Under Mission 300



Capital mobilisation is an opportunity for acceleration

- » Minigrids have demonstrated strong growth momentum and are now entering a scale phase that requires larger, more coordinated pools of capital.
- » Between 2012 and 2024, AMDA members mobilised approximately USD 640 million across debt, equity, and grant financing, demonstrating growing investor confidence and a maturing project pipeline.
- » The next phase of sector growth will focus on strengthening fundraising capabilities, improving risk allocation, and aligning capital structures with national electrification priorities under Mission 300.
- » With clearer policy frameworks and improved market coordination, minigrids are well positioned to attract increased private and blended finance at scale.

AMDA's role: AMDA strengthens investment readiness, improves market coordination, and engages capital providers to align financing structures with scalable minigrid delivery under Mission 300.

Improving industry intelligence to unlock investment

- » Minigrid data availability is improving, with increasing coverage of performance, financial, and operational metrics across markets.
- » AMDA's Benchmarking Africa's Minigrids reports are recognised as a trusted source of sector performance and financial benchmarks, providing investors and policymakers with greater visibility into market dynamics.
- » There is an opportunity to further streamline data collection across developers, governments, and financiers, improving comparability and reducing fragmentation.
- » Strengthened sector intelligence will support better risk assessment, more efficient capital deployment, and stronger alignment between public and private financing instruments.

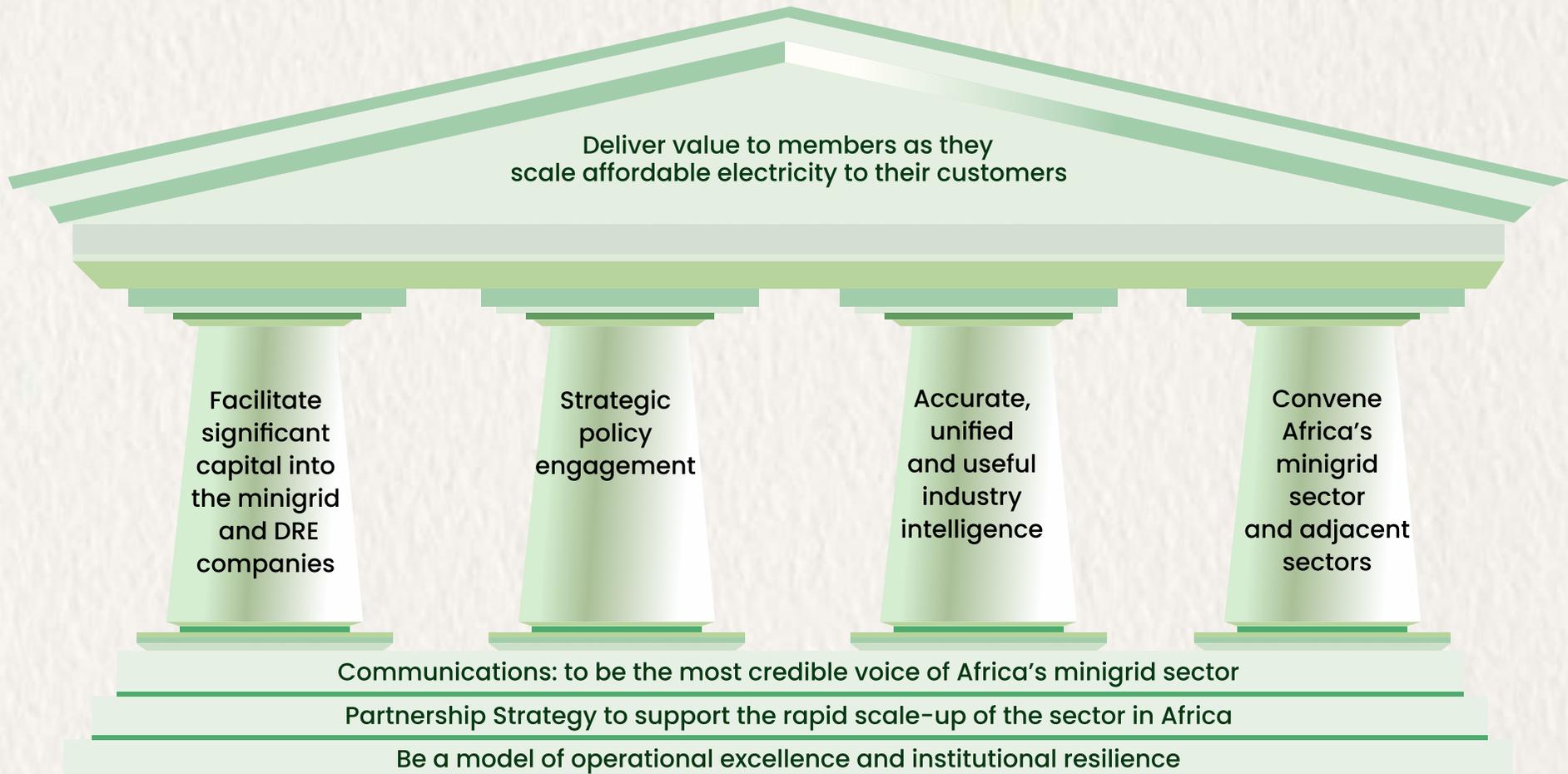
AMDA's role: AMDA serves as a trusted custodian of sector intelligence, improving data quality, comparability, and transparency to inform investment, policy reform, and market coordination.

Mission 300 creates a scale opportunity for minigrids

- » Mission 300 sets ambitious access targets, creating a clear demand signal for scalable, private sector led electrification solutions, including minigrids.
- » Achieving these targets will require a significant increase in minigrid connections, supported by coordinated policy reform, investment mobilisation, and implementation capacity.
- » Mission 300 highlights the importance of blended finance and co financing, with a growing role for private capital alongside public and concessional funding.
- » With supportive tariff frameworks, targeted subsidies, and regulatory certainty, minigrids can play a central role in delivering reliable electricity at scale while supporting national development objectives.

AMDA's role: AMDA represents the private sector minigrid industry within Mission 300 processes, supporting alignment between policy, financing, and delivery to enable scale.

AMDA's Strategic Objectives



AMDA's Ambition Statements



	Strategic Objectives	By 2030...
1	Deliver value to members and their customers	AMDA consistently delivers tangible value to members and their customers, scaling demand and PUE partnerships and measurable socio-economic outcomes.
2	Facilitate significant capital into the minigrid and DRE companies	AMDA has enabled over \$2.5 billion of capital to flow into minigrids companies through structured vehicles, guarantees, and investment-readiness support, drawing in institutional investors.
3	Advocate for beneficial policies by engaging in key African countries	AMDA's recommendations are embedded in national and regional frameworks across the continent, with Mission 300 countries implementing reforms that unlock private investment.
4	Be the go-to place for accurate, unified and useful sector intelligence	AMDA is the definitive authority for certified, standardised minigrid data and intelligence in Africa, with a digital platform integrated into global evidence systems and BAM report recognised as the sector's annual benchmark.
5	Be the most credible voice for – and convener of – Africa's minigrid sector	AMDA is Africa's most credible and sought-after voice on decentralised energy, headlining global fora and convening high-impact dialogues that shape policy and investment.
6	Be the partner of choice for engaging with minigrid developers in Africa	AMDA is the preferred coordination hub for governments, DFIs, investors, and developers, co-leading scalable programmes and platforms that accelerate energy access.
7	Be a model of operational excellence and institutional resilience	AMDA operates as a resilient, transparent, and values-led institution with diversified revenues, strong controls, and a learning culture that empowers high performance.

Productive Use of Energy (PUE) and Demand Partnerships



Productive Use of Energy (PUE) and Demand partnerships represent significant opportunities to deepen impact and enhance the sustainability of distributed energy solutions. These areas are a core focus of AMDA 2026 -2030 strategy and form a key component of AMDA’s action plan, supporting member value creation, project viability, and long-term sector growth.

Strategic Industry Partnerships	Integrated PUE Acceleration Program	Community-Led Demand Partnership Platforms
<p>We will forge robust partnerships with industries that have high energy demand, such as agro- processing, mining, towercos/ telcos, cold chain logistics, and small-scale manufacturing. By collaborating closely, we can co- design deployment models that directly address their energy needs and create a shared demand pipeline for sustainable growth.</p>	<p>This program will establish a marketplace for vetted PUE appliances, complemented by flexible financing partnerships for rural MSMEs.</p> <p>We will collaborate with developers, financial partners, and local stakeholders to support MSME incubation and facilitate field pilots that introduce innovative PUE categories, helping to build a more diverse and impactful energy ecosystem.</p>	<p>We aim to aggregate energy demand by working with local cooperatives and government bodies, enabling group off-take agreements and more predictable energy consumption. We will also collaborate with developers and community partners to support PUE training programs, helping local populations build the skills needed to use energy productively.</p>

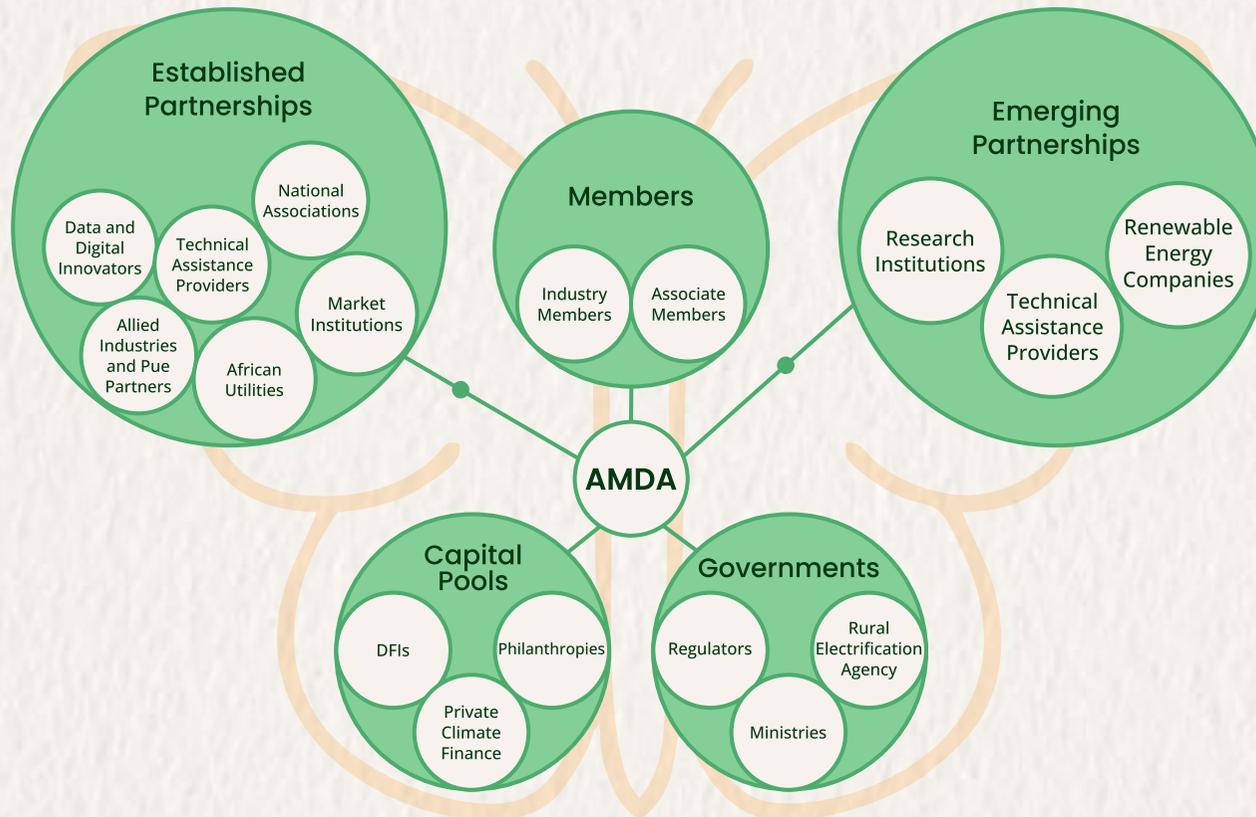


Photo Credit: Bboxx

AMDA's Partnership Strategy



Strategic partnerships are central to the execution of AMDA's 2026 -2030 strategy. AMDA's Partnership Strategy encapsulates our approach for building and governing partnerships that enables AMDA deliver its priorities, accelerate growth, and achieve outcomes that cannot be realised through internal capabilities alone.



AMDA operates at the nexus of developers, policymakers, and capital providers, supported by a strong network of core partnerships that enhance its service to members and the wider sector.

AMDA's Theory of Change



AMDA's activities help to drive the rapid and cost-effective scale-up of clean, sustainable, and affordable electricity across Africa.

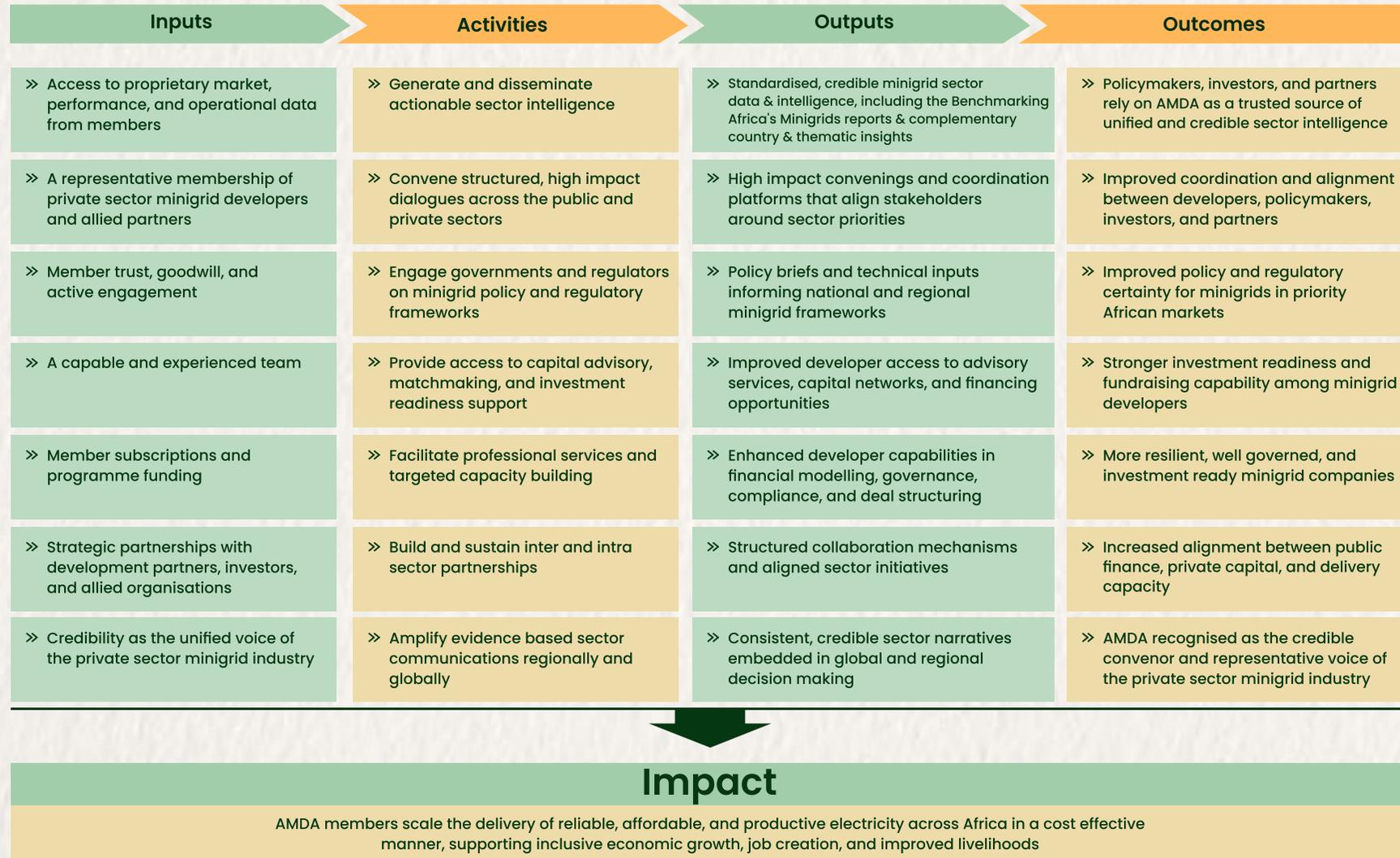




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