RELP

Renewables for all.

# From Fuel Shock to Clean Power

Practical, hands-on pathways for Pacific utilities and governments

**33rd PPA Annual Conference & Trade Exhibition**

Nadi, Fiji · 2–5 November 2026



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# 1 The Pacific Energy Challenge

# 2026 fuel shock: the true cost of diesel

**~80%**

of Pacific Island Countries' energy comes from imported oil products

**US$6bn**

spent on fossil fuel imports every year - 5 to 25% of GDP

**US$0.47**

average household tariff per kWh - almost 3x the global average

**>90%**

of electricity from imported diesel in some island systems

## 2026 in the Pacific

**Mar–Apr**

Strait of Hormuz disrupted; oil peaks above US$118/bbl

**14 Apr**

Tuvalu declares a state of emergency; daily blackouts

**Apr**

Marshall Islands declares a 90-day economic emergency

**Apr–May**

Fuel reserves fall to ~20 days in Fiji and Solomon Is.

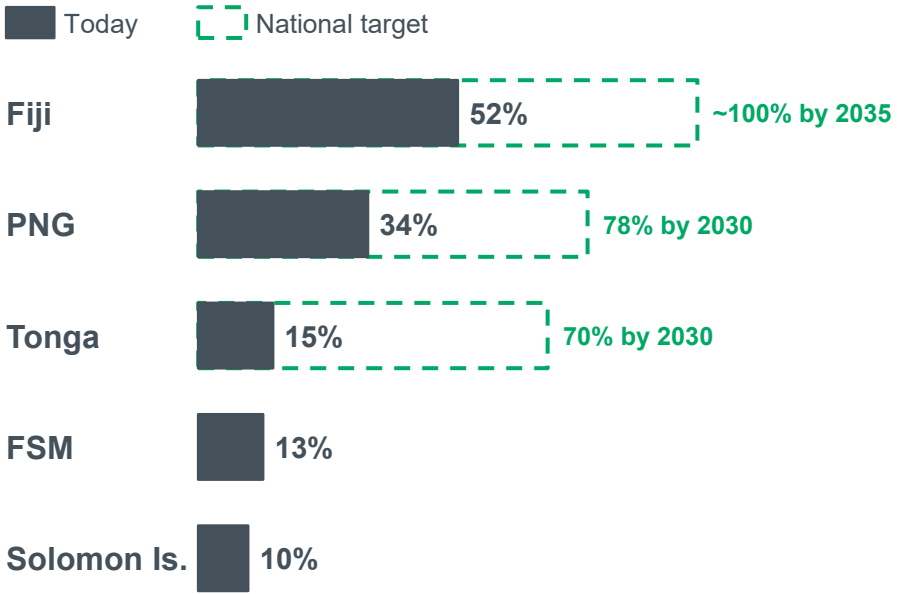
**May**

Energy Ministers (Port Moresby) call for scale-up

*Sources: UN News (Apr 2026); PINA (May 2026); Devpolicy (Jun 2026); UNSW ICRR, Counting the cost of fossil fuels in the Pacific (Aug 2026).*

# Ambition is high - delivery is yet to catch up

**Share of electricity generated from renewables, by country**




*Gap between bar and outline = renewable generation still to be built*

## US$700m

a year could be saved by replacing diesel generation with solar, batteries and better grids

## 1/3

of the finance needed: US$216m received in 2024 vs ~US$650m a year required

## Root causes

small, fragmented projects · uncertain off-taker credit · unclear IPP rules · limited delivery capacity

*Sources: World Bank Group report on Pacific energy financing (via Devdiscourse, Aug 2026); UNSW ICRR (Aug 2026); World Bank/Delphos-HNEI (2022).*

# 2 About RELP

# About RELP

## WHO WE ARE

**Independent, non-profit**, funded by philanthropy and provide pro bono consulting for governments. Led by former public officials with 20+ years in the public and private energy sector.

## IMPACT DRIVEN

**Accelerate RE & BESS deployment** by unlocking private investment at scale through competitive procurement.

## OUR TOOLS

**Expert support** for RE & BESS auctions
**AREA**: digital platform, from modelling to eTendering
**De-risking**: credit-enhancement tools

## WHERE WE WORK

Latin America & Caribbean, Africa and Asia. **Auctions supported** in Jamaica, Barbados, Pakistan, Togo, Senegal, Ghana and Guinea. Regional: Caribbean (CAPP) and West Africa (WAPP).

# Board of Advisors



**MICHAEL LIEBREICH**
RELP Founding Member
Member of the Board of Advisors
Founder New Energy Finance (BNEF)



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# Partners


IRENA
International Renewable Energy Agency


The Nature Conservancy


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RMI


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olade


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African Trade & Investment
Development Insurance


TransitionZero


OCUR
ORGANISATION OF CARIBBEAN
UTILITY REGULATORS


AFRICAN
SCHOOL OF
REGULATION

# Hands-on, not desktop advisory

| 1 | 2 | 3 | 4 | 5 |
|---|---|---|---|---|
| Country Grid Characterisation and Risk Assessment Study | Auction design & term sheets drafting | Request for Information and finalisation of auction documents (RfP, PPA, CA…) | Request for Proposal | Technical support in bid evaluation |

## Embedded

We act as the Ministry's implementation partner.

A RELP local, full-time country energy expert is always embedded in the Ministry of Energy.

## End-to-end

We start from grid studies to contract signature, not just a report.

We draft the tender documents iteratively, hand-in-hand with the Government and a dedicated Task Force of Ministry officials and key stakeholders.

## Free & independent

Philanthropy-funded, no commercial interest in the outcome.

No one-off "best practice" reports: all our work is iterative and always continued with the government.

*Methodology: RELP, Aggregated Procurement in the Caribbean for BESS and Renewables (ADB Asia Clean Energy Forum, 2025).*

# Track record & pipeline

| Country / region | Scope | Size | Status | Key results |
|---|---|---|---|---|
| Jamaica | RE tender with the Generation Procurement Entity | 1st tranche: 100 MW<br>2nd tranche: 300 MW RE + 150 MW BESS | Tranche 1: awarded<br>Tranche 2: implementing | ~5x oversubscribed (484 MW); 12 projects, 11 bidders<br>Average awarded price: US$61.58/MWh |
| Barbados | First competitive BESS auction | 60 MW BESS | Tranche 1, not awarded yet | Highest subscription in the Caribbean: 330 MW / 1,320 MWh; 19 projects, 12 bidders |
| Togo | 400 MWp solar programme - Tranche 1 Nangbéto | 110 MWp | RFI open (19 Oct 2026) | RFP due Dec 2026 |
| Pakistan | Multi-year clean energy programme (RE, BESS and ITP) | Potential: 2.6 GW PV + 435 MW wind; additional transmission lines and BESS | IGCEP & TSEP approved (Sept 2026); initial support ongoing | Market risk assessment and lenders workshop; review of IGCEP/TSEP; tender initiatives assessed with PPIB |
| Senegal · Ghana · Guinea | RE & BESS auctions | Potential: 500+ MW | Design | |
| Caribbean (CAPP) · WAPP | Regional / aggregated procurement | Potential for the region: 8.6 GW | Design | |

# Jamaica's award price in perspective

*US$ per MWh (1 MWh = 1,000 kWh)*

**A. GENERATION PRICE - what the utility pays for new solar power**

**1. Jamaica auction**
Avg. price awarded, 1st tranche (RELP-supported)



**US$61.58**

**2. Caribbean benchmark**
Average for comparable Caribbean solar projects



**~US$72**

**B. RETAIL TARIFF - what households pay (incl. networks and taxes)**

**3. Jamaica today**
Residential tariff: US$0.29/kWh



**US$291**

**4. Pacific today**
Average household tariff: US$0.47/kWh



**US$470**

For reference: the global average cost of new utility-scale solar was US$43/MWh in 2024 (IRENA). Rows 3-4 include networks, losses and taxes, so they show what consumers pay today rather than a like-for-like price comparison.

**14% lower**

Jamaica's price (row 1) vs the Caribbean benchmark (row 2)

**~1/5**

of what Jamaican households pay today (row 1 vs row 3)

**US$415m**

projected net savings vs fossil generation over the 20-year contracts

*Sources: RELP; Jamaica Gleaner (13 Mar 2026); GlobalPetrolPrices.com, Jamaica electricity prices (Jun 2025); UNSW ICRR (Aug 2026); IRENA, Renewable Power Generation Costs in 2024.*

# 3

# Practical Solutions for Pacific Needs

# Three Pacific needs, one practical toolkit



## Mitigate the fuel crisis

- Fast-track solar + BESS tenders that displace diesel
- Ready-to-adapt standard documents cut preparation time
- Storage to raise renewable hosting on small grids



## Country energy transition plans

- Grid characterisation and hosting-capacity studies
- Multi-year auction roadmap in tranches to 2030
- Aligned with national RE targets and utility plans



## Working with IPPs

- Competition that delivers the lowest price
- Bankable, standardised PPA and concession terms
- De-risking tools to offset off-taker credit risk

**From one-off projects to investable pipelines**

# Case in point: Togo's 400 MWp programme




**Timeline**

| 19 Oct 2026 | 9 Nov 2026 | End Nov 2026 | Dec 2026 |
|---|---|---|---|
| RFI opens on AREA | RFI closes | RFP package finalised | RFP published |

**What transfers to the Pacific**

- Government secures the site and studies, shared in a virtual data room
- Two-envelope tender: technical pass/fail, then lowest price wins
- Standard bankable contracts: concession, PPA, interconnection, lease
- Market feedback (RFI) shapes the final RFP before launch

*Source: Government of Togo / RELP, 400 MWp Clean Energy Programme - Tranche 1 RFI presentation (Lomé, 19 Oct 2026).*



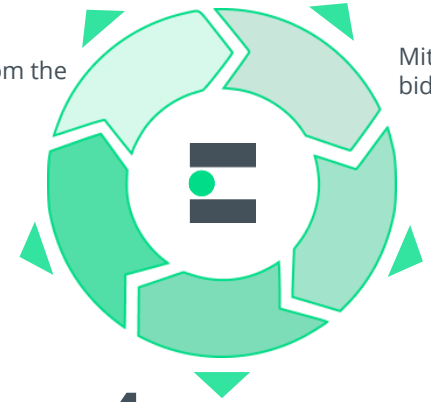
# RELP's digital platform

(Analytics for Renewable Energy Auctions)

# AREA Platform

## (Analytics for Renewable Energy Auctions)

AREA is RELP's strategic, secure digital platform for designing, executing, and monitoring renewable energy auctions with precision, transparency, and collaboration.



**1**

**CASE DEFINITION**

Collect and analyse data from the country context and other reference countries.

**2**

**MODELING**

Mitigate risks and design the bidding process.

**3**

**PROGRAMME STRUCTURING**

Preparation of the intelligent contracts and Legal documents.

**4**

**E-TENDERING**

Procurement process, from the call for tenders to the awarding and PPA signing.

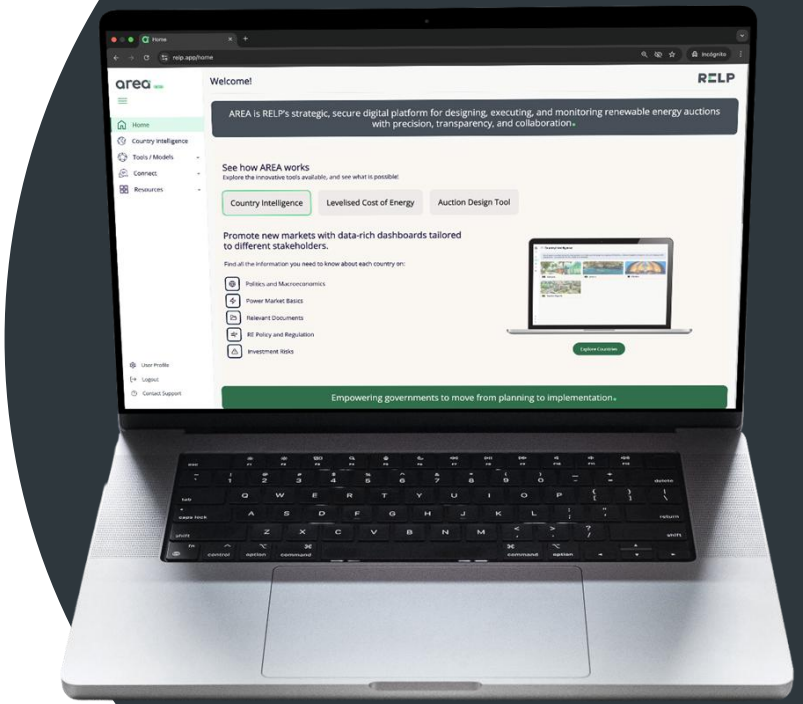
**5**

**EXECUTION & MONITORING**

Audit the auction process to ensure transparency, and monitor project progress and compliance.

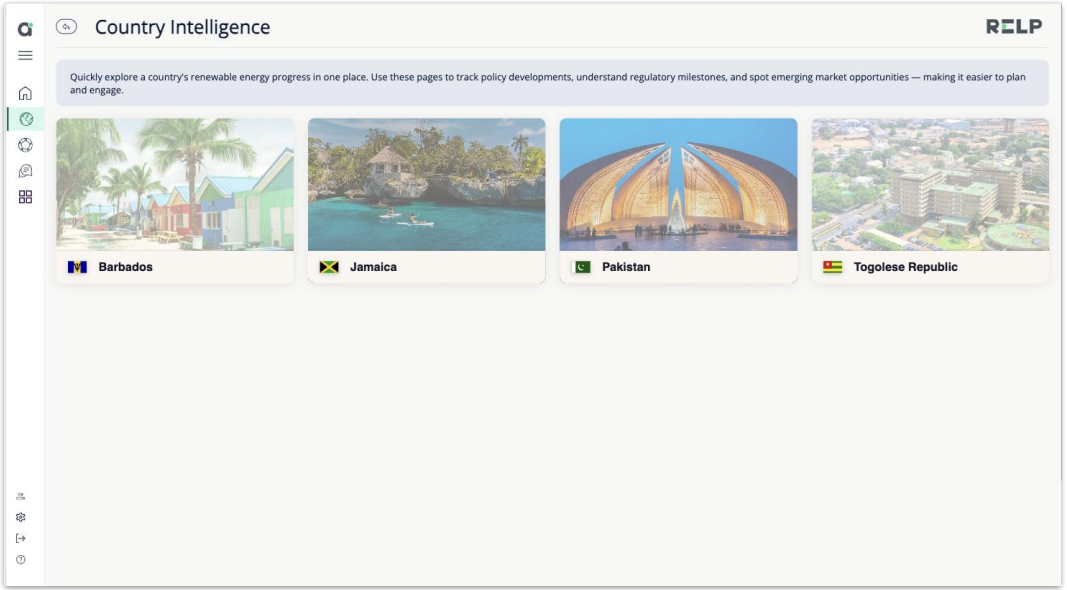
# What can you do with AREA?

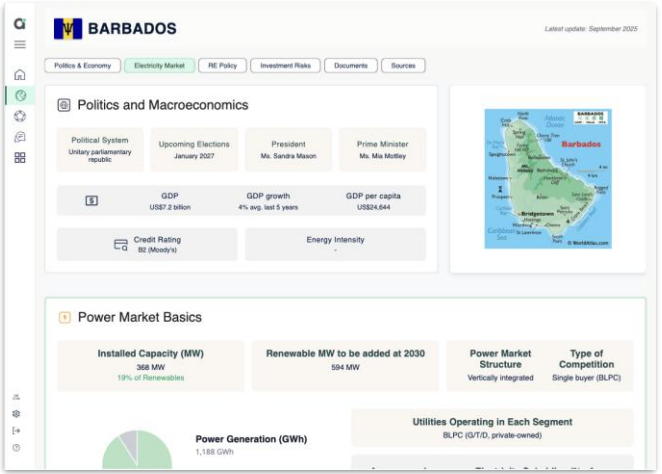
- **Design better clean energy tenders** and procurement processes.
- **Analyse programme risks** and make faster, more informed decisions.
- **Access high-quality data and insights** for investors.
- **Support efficient market entry and execution** in emerging economies.



# Country Intelligence

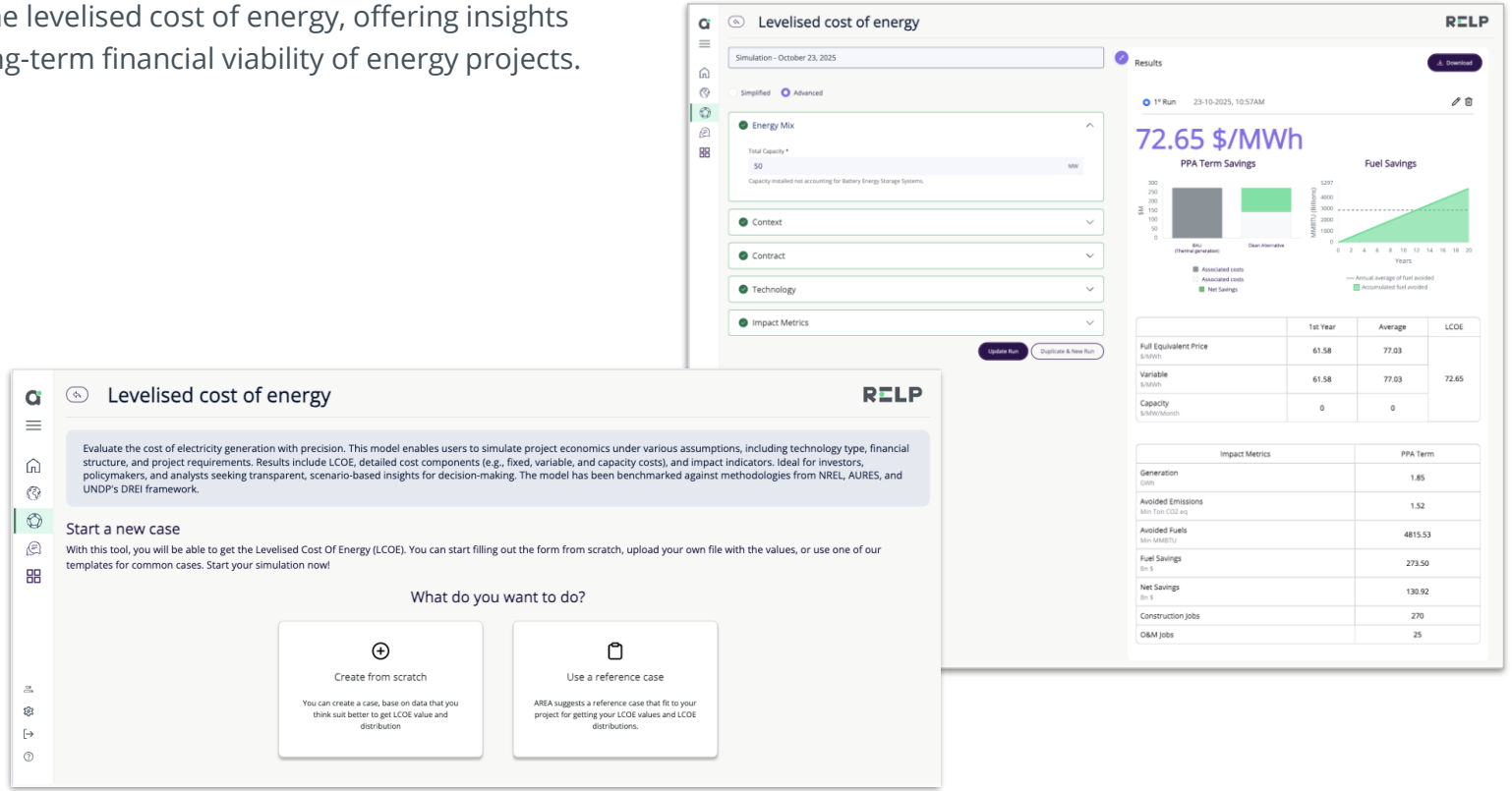
Promote new markets with data-rich dashboards tailored to project developers/owners, financiers and development partners.



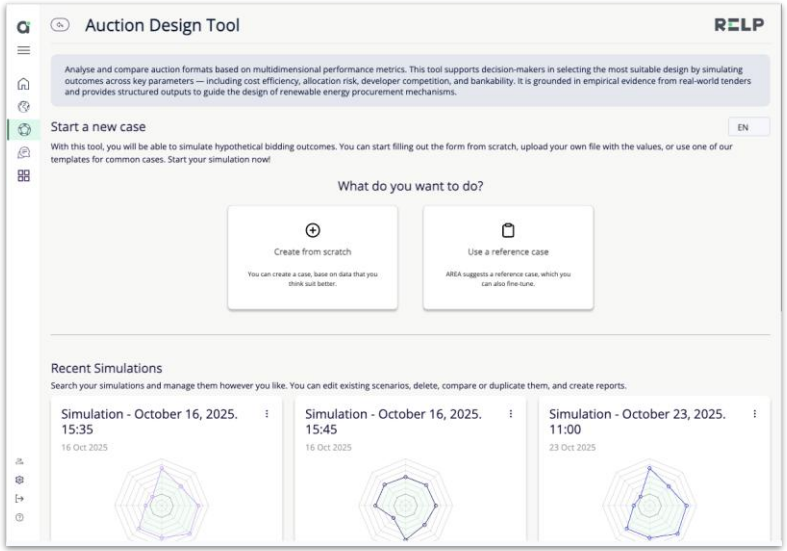
# Levelised Cost of Energy (LCOE)

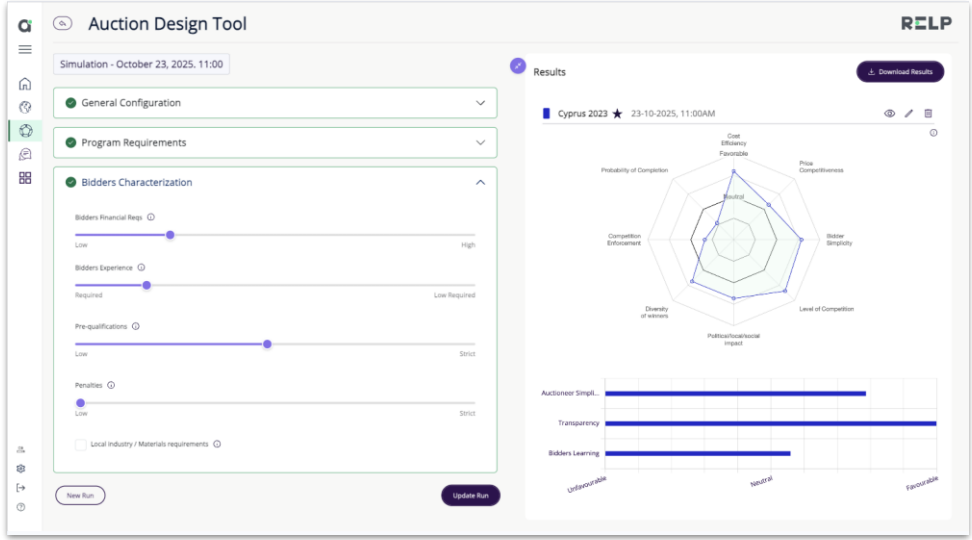
Estimate the levelised cost of energy, offering insights into the long-term financial viability of energy projects.



# Auction Design Tool (ADT)

Simulate expectations according to auction design needs. Specify the auction design elements, visualise potential scenarios, and refine your approach for strategic goals during the tender process.



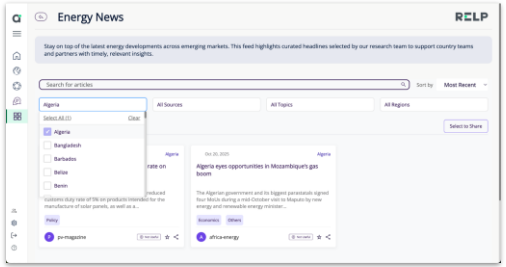



# Resources

## Energy News

Daily energy updates provides a curated feed of energy related news from more than 20 trusted sources, filtered by country or topic.

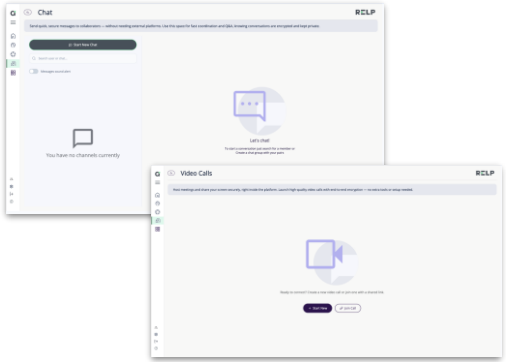
The system automatically ranks articles by topics relevance, allowing users to easily discover the most important updates.




## Chat & Video Call

Communicate and collaborate securely with your team. Send encrypted messages, host meetings, and share your screen, all within the same platform.

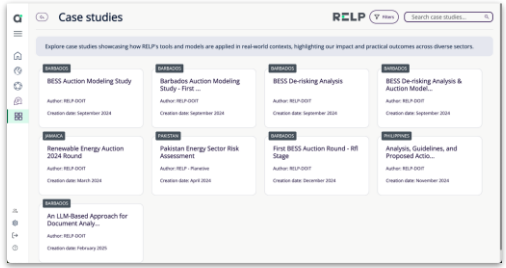
Stay connected, productive, and protected without relying on external tools.




## Case Studies

Case studies showcase real examples of how specific strategies or solutions were applied to achieve measurable results.

They provide insights into challenges, actions taken, and key outcomes.



# Complementing partners, not duplicating

## World Bank

**Leads broader capacity building**

e.g. US$2.5bn East Asia & Pacific energy programme

## ADB · Pacific PMU

**Leads legal, regulatory and technical support and transaction advisory**

Pacific Partnership for Energy Security (PPES) PMU with PPA; TA for 7 South Pacific countries

## RELP

**Hands-on design and execution of competitive procurement**

Auction programmes · AREA eTendering · de-risking mechanism design · aggregated procurement

**All in service of Pacific governments and PPA member utilities**

*Sources: World Bank, Scaling up energy transition in EAP (2025); PPA/ADB, PPES presentation (Sep 2025); ADB TA 59262-001 (Dec 2025).*

# PPA services: Strategic Plan 2025–2029

| Service category | Lead delivery unit | Examples of deliverables |
|---|---|---|
| **Energy transition & system optimisation** | **TRAS + PMU** | **Grid-loss studies, utility storage tenders, IPP contract support** |
| **Training & knowledge exchange** | **TASU** | **Course core curriculum, inclusive workforce programme, CEO mentoring, development of guidelines** |
| Climate resilience & disaster response | TRAS | Rapid post-disaster assessment, resilience audits, disaster recovery toolkit |
| **Rapid technical support** | **TRAS** | **On-call diagnostics, tariff & finance workshops, standards compliance checks** |
| **Data & benchmarking** | **CADS** | **Annual benchmarking report, KPI dashboard, datasets availability and reporting** |

**RELP's core expertise - storage tenders and IPP procurement - maps directly onto several service categories**

*Source: Pacific Power Association, Strategic Plan and Implementation Approach September 2025 – August 2029 (23 September 2025).*

# 4

# Aggregated Procurement

# Why aggregate? Small markets pay more

## The small-market penalty

- Fixed structuring costs: project finance typically needs US$5–7m+ per deal
- Low volumes mean no bulk discounts on panels, batteries and grid equipment
- Fewer bidders show up for small, remote, one-off tenders

## Regional momentum

- Pooled procurement floated at the Pacific Energy Investment Forum (Port Moresby, May 2026)
- Regional joint procurement is the 3rd component of PPA/ADB's Pacific Partnership for Energy Security

**up to 30%**

lower prices from economies of scale (BNEF analysis of 150+ auction rounds)

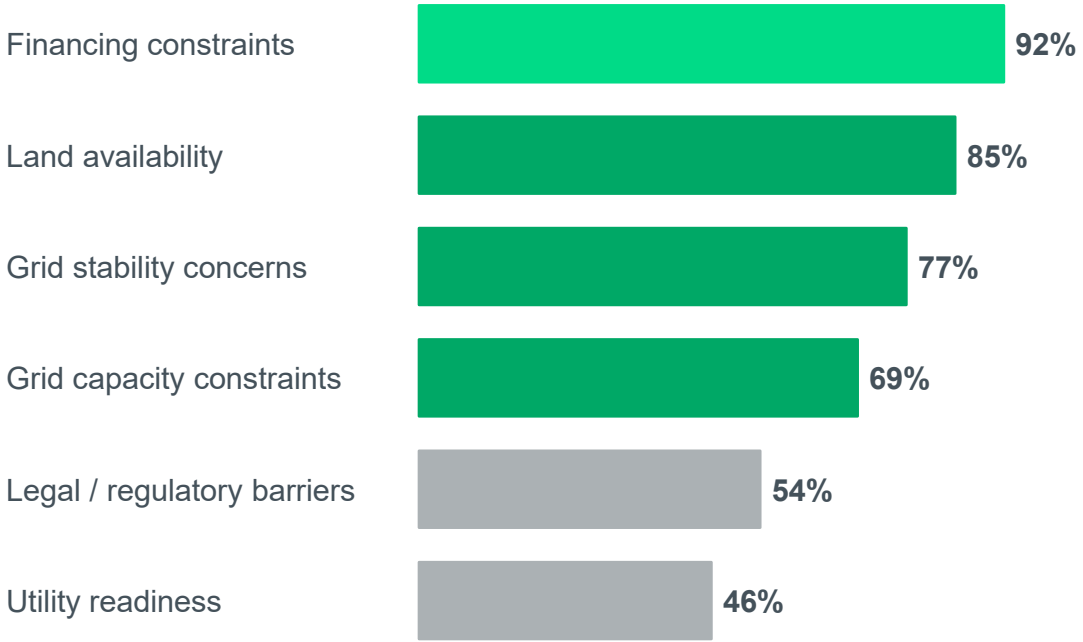
**~US$200m**

estimated savings per 300 MW aggregated (RELP estimate, Caribbean)

*Sources: World Bank/Delphos-HNEI (2022); PINA (May 2026); PPA/ADB PPES (Sep 2025); RELP-GEAPP, OLADE Energy Week (2025); GEAPP (2026).*

# The problem: what holds island markets back

**Key reported challenges for aggregated procurement (% of countries)**




**CAPP readiness survey**

**13**
countries

**9**
regulators

**4**
energy ministries

*Source: RELP / GEAPP, Caribbean Aggregation Procurement Programme (CAPP) - country readiness surveys (2026).*

# Addressing sovereignty and data concerns

| | |
|---|---|
| ***"We lose control of our energy decisions"*** | Participation is voluntary. Capacities auctioned in each country follow its long-term procurement goals and grid analysis. Each government/utility signs its own PPA, licence or concession, as applicable. |
| ***"Our laws are different"*** | Standard core documents with country-specific annexes, adapted to national law and approved by each country. |
| ***"Sensitive grid and utility data will be shared"*** | Grid data is used only to select optimal interconnection points and keep procurement within grid limits. Bidders see all auction documents, but only auction-relevant grid data (e.g. interconnection capacity) is published; the rest stays confidential. |

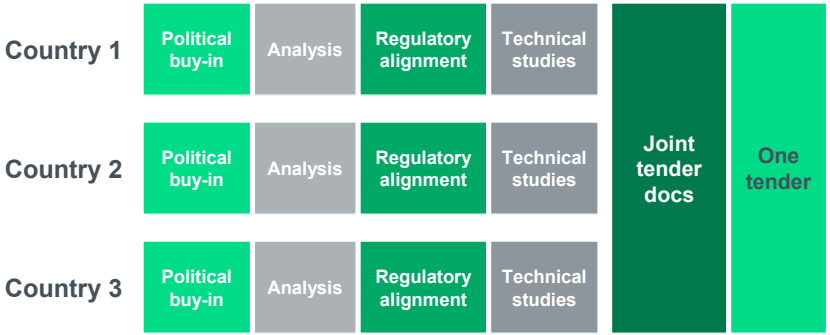
**The model is decided with the countries**
a single multi-country procurement or country-level coordinated procurements. Joining a cluster involves commitments, but countries can opt out at a later stage.

**CAPP today**
Cooperation agreements under negotiation with the Dominican Republic, Suriname, Antigua & Barbuda and Bermuda.

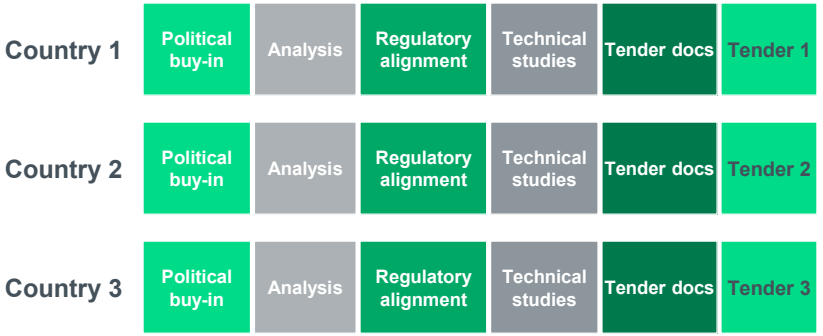
*CAPP = Caribbean Aggregated Procurement Programme. Source: RELP.*

# The solution: aggregation

## A. Multi-country single procurement




## B. Country-level coordinated procurement




**Scale**
Pooled demand attracts more bidders and compresses prices

**Standardisation**
Common documents, adapted to each country's law

**De-risking**
Guarantees make PPAs bankable where off-taker credit is perceived to be weak

*Each country keeps its own contracts; the model (A or B) is decided together with the participating countries.*

*Source: RELP / GEAPP, CAPP Architecture (Oct 2026).*

# Let's work together

1

## Quick win

A diesel-displacement solar + BESS tender, using ready-to-adapt documents

2

## National programme

Turn your transition plan into a multi-year auction roadmap

3

## Regional pilot

Join a Pacific aggregated procurement pilot with like-minded utilities

**Free · independent · hands-on.** Talk to us during the conference or write to yulanda.chung@relp.ngo

# THANK YOU

Questions & Answers



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