

# SEforALL Green Industrialization Programme: Advancing Local Value Chains for Jobs and Industrialization



Briefing note for the African Climate Foundation, 21 February 2025

Global South governments increasingly recognize that energy transition and green growth strategies must be closely tied to industrialization and job creation goals to reduce import dependency and maximize socio-economic benefits. To build and sustain local value chains for energy transition technologies, including solar PV modules, batteries and electric vehicles, concerted efforts are needed anchored on national and regional green industrialization plans that consider local contexts, including mineral resource availability, existing industries, comparative advantage, and regional demand creation and value chain development opportunity.

Translating these plans into action requires working closely with governments on the deployment of industrial policy tools addressing demand- and supply side incentives, access to financing, trade, technology access and skills and firm-level capabilities. We are seeing countries in Africa, including South Africa, Nigeria, Kenya, Morocco and Zambia, beginning to deploy these tools to attract investments in domestic manufacturing, with backward linkages to critical minerals where available. While the opportunity and policy ambitions exist, several gaps and barriers remain. These include, for instance, the lack of a holistic green industrialization plan and enabling industrial policy and regulatory framework, limited availability of country-specific data and analytics, insufficient demand for economies of scale, regional market access challenges, competitiveness vis-à-vis imports, skills gaps, as well as access limited access to technology and financing.

This briefing note provides an overview of Sustainable Energy for All's (SEforALL) Green Industrialization programme and highlights our approach to support the Global South to build national and regional renewable energy manufacturing capabilities and value chains advancing industrialization and job creation goals.

## Our approach

SEforALL has been spearheading efforts on green value chain development over the past three years building on our expanding in-country partnerships on energy transition planning, working closely with governments, development partners, trade facilitation agencies, financing institutions and industry.

Our *Green Industrialization programme* is supporting country- and regional-level action to develop domestic value chains for energy transition technologies in the Global South, with three ongoing initiatives across regions:

- [Africa Renewable Energy Manufacturing Initiative](#): Launched in 2023 with support from Bloomberg Philanthropies, we have been working in countries, including Nigeria, Ghana, Kenya and South Africa, to advance local renewable energy manufacturing for solar PV modules, batteries and electric vehicles with a focus on supporting industrial policy design, skills building, enterprise development and investment facilitation.
- [Council for Critical Minerals Development in the Global South](#): Launched in May 2024, in partnership with Swaniti Initiative and the Institute for Transportation Studies, the government-led Council facilitates south-south collaboration and delivers tailored country-level support towards critical minerals supply chain development with forward linkages to manufacturing. We currently engage with India, Ghana, Brazil, South Africa, Nigeria and Indonesia, as well as [recently onboarded](#) the Africa Minerals Strategy Group to the Council. Our funders for this initiative include the SED Fund and ClimateWorks Foundation.
- [ASEAN Energy Transition and Green Value Chains for Carbon Neutrality project](#): Launched in January 2025 with funding from the ASEAN-UK Green Transition Fund, the project will be supporting the implementation of the ASEAN Mining Development Vision and the ASEAN Carbon Neutrality Strategy specifically components related to the development of regional green value chains and greater intra-regional trade.

**SEforALL would welcome the opportunity to partner with the African Climate Foundation and develop a new initiative under our Green Industrialization programme, together with the Green Industrial Development Expert Panel (GIDEP), to jointly amplify efforts to foster the development of green industrial hubs on the African continent.**

## Our Offering

SEforALL's Green Industrialization programme partners with governments, industry, academia and financing institutions and development agencies to build renewable energy manufacturing capabilities and value chains advancing regional and national industrialization and climate goals through the following pillars of work:

Pillar	Key highlights
<b>1. Support governments in the development of best-in-class industrial policy framework,</b> including policy measures to stimulate domestic demand, assessment of comparative advantages, incentive design for local manufacturers, and enhance access to regional and global markets.	<p>Countries are increasingly integrating components of local manufacturing in energy, renewable energy and electric mobility policies and strategies. Support is extended at design and implementation stage to ensure optimum outcomes. In Kenya, we have fed into the <a href="#">draft national e-mobility policy</a> and draft National Energy Policy 2025-2034 to strengthen the local content and manufacturing components. In Nigeria, we have supported on fiscal incentive design for EVs leveraging experience from India and an <a href="#">inter-governmental exchange visit</a> was facilitated in 2024. SEforALL is also supporting the work of the Nigeria Project Evergreen - a programme to establish the country's first green manufacturing industrial park. In Ghana, we have partnered with the Ghana Investment Promotion Centre to jointly convene the renewable energy manufacturing ecosystem to identify gaps and guide policy and incentive calibration, with the <a href="#">first in-country workshop</a> hosted in late-2024.</p> <p>To facilitate South-South exchange, a <a href="#">virtual policy dialogue series</a> was launched in 2024 to tackle different facets of industrial policy design and implementation bringing perspectives from South Asia, ASEAN and Latin America. In 2024, three dialogues were organized with deep-dives on <a href="#">trade policies</a> and <a href="#">Special Economic Zones</a> reaching 600+ participants.</p> <p>We see an opportunity to expand and deepen country-level support by offering tools and capacities for national ministries and agencies to develop holistic national industrialization plans based on state-of-the-art data and facilitating multi-stakeholder engagement processes.</p>
<b>2. Develop state-of-the-art data and analysis,</b> guiding regional and national-level decision making on policy design and investments.	<p>The programme has identified major gaps in data and analytics at a country-and regional-level on existing market size for various energy transition technologies, future potential, competitiveness of local assembly/manufacturing, influence of demand- and supply-side incentives and opportunities for localization.</p> <p>In Nigeria, SEforALL is working with the Ministry of Solid Minerals Development to undertake a minerals demand-supply assessment to inform strategy design for local value chain development. A similar assessment is also planned for Ghana. With support from the Africa GoGreen Fund, we will be undertaking a national demand-assessment study in 2025 to quantify the market size opportunity and model impact of industrial policy interventions on competitiveness of local manufacturing of EVs, batteries and solar modules in Kenya, Nigeria and Ghana. Targeting investors, we developed country-specific <a href="#">Renewable Energy Manufacturing Policy and Investment Guides for Nigeria and Ghana</a>, with Kenya in the pipeline.</p> <p>We see an opportunity for sub-regional assessments focusing on ECOWAS, SADC and EAC identifying optimum value chain configurations based on existing industrial capacities and mineral resources, and identifying key trade and industrial policy levers. Such an assessment could guide specific actions under regional economic communities (e.g. on standards, tariffs, skills) and the Africa Continental Free Trade Agreement, as well as of regional institutions, including trade facilitation agencies and national development banks.</p>

<p><b>3. Build Africa's green manufacturing workforce,</b> by identifying skills gaps and partnering with the government, academia, training institutions and industry players to develop curricula and support delivery of tailored programmes covering both technical and non-technical aspects.</p>	<p>In 2024, we conducted an assessment to identify immediate training and skills gaps facing renewable energy manufacturers in Nigeria, Ghana, Kenya and South Africa. SEforALL has been working closely with African training institutions to bridge the skills gap and matchmaking support has been extended to over six African enterprises. BasiGo in Kenya, for instance, were connected to training institutions in India to design in-house High Voltage Safety Training for electric bus assembly line technicians. The programme supported the <a href="#">Spiro EV Academy in Kenya</a>, launched in August 2024, with curriculum development involving Technical University of Kenya and the Flemmin Technical Academy.</p>
<p><b>4. Strengthen the ecosystem for African renewable energy manufacturing enterprises</b> through knowledge sharing and capacity building, partnership and investment facilitation and market access support.</p>	<p>We have delivered end-to-end facilitation support to over 20 companies pioneering renewable energy manufacturing in Africa. On the financing front, for instance, the programme maintains a <a href="#">dossier of grants</a> available for enterprises which is updated on a quarterly basis. We will also be launching the <i>Renewable Energy Manufacturers Financiers' Collective</i> in 2025 to bridge the gap between projects and enterprises and financiers. The Collective is onboarding key financing partners, including Afriexim, NSIA/Ripple, FinnFund, Cygnum Capital, FCDO Manufacturing Africa, among others. The programme is also engaging with international OEMs and manufacturers to position Africa as an investment destination and facilitate engagement with local private sector.</p>
<p><b>5. Advance regional cooperation and engagement,</b> by bringing tailored data and analytics and mainstreaming the green value chain agenda in regional and global fora, including the G20 and the subsequent ASEAN Presidencies.</p>	<p>On the African continent, SEforALL is engaging with regional partners, including the African Development Bank, Afriexim, the African Union and the Africa Minerals Development Centre, to collaborate more closely on country- and regional-level activities to support local value chain development. Advancing a regional approach is an emerging priority for the programme working closely with economic communities and regional integration efforts, including the Africa Continental Free Trade Agreement. In this context, we also see an opportunity to deepen our engagement with various green industry SEZs across the continent as a starting point for stronger regional cooperation on value chains. SEforALL is also in discussions with South Africa's G20 Presidency to support on its energy agenda, including the Energy Transition Working Group priority on developing a roadmap for green industrialization hubs in Africa.</p>

## Next steps

We welcome feedback on this briefing note and how we can jointly strengthen renewable energy manufacturing and green value chain development in Africa. The team would be happy to provide a detailed briefing on the programme and discuss opportunities for collaboration with the African Climate Foundation and the Green Industrial Development Expert Panel.

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