



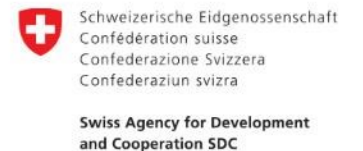
EEP AFRICA CALL FOR PROPOSALS

Grant financing for innovative clean energy solutions

7 February 2024, EEP Africa Knowledge Week



Government of Iceland
Ministry for Foreign Affairs



AGENDA

1. EEP Africa introduction
2. Alumni Network Launch
3. Announcement of 2023 EEP Africa Projects of the Year
4. Announcement of 2023 EEP Africa Rising Energy Leader
5. Call for Proposals 2024
6. Tips for interested applicants
7. Q&A

EEP AFRICA INTRODUCTION

EEP AFRICA – QUICK FACTS

Facility type: Multi-donor trust fund

Donors: Austria, Denmark, Finland, Iceland, NDF, Norway and Switzerland

Fund period: Open ended

Focus region: Southern and Eastern Africa

Niche: Risk tolerant early-stage financing for locally driven innovative clean energy projects

Fund manager: Nordic Development Fund

Implementation support partners: SNV and Open Capital (see team [here](#))



EEP AFRICA PILLARS

Clean Energy Financing

Open, competitive calls-for-proposals (CfP)

Grants & repayable grants

Minimum 30-50% co-financing required (can be partly in-kind)

Typical grant size EUR 200-500k (can go up to 1 million)

Business Development & Investment Facilitation

Business development support (BDS) for improved investment readiness

Investment facilitation through virtual and in-person matchmaking

Awards & Alumni network

Knowledge, Learning & Partnerships

Knowledge products and events

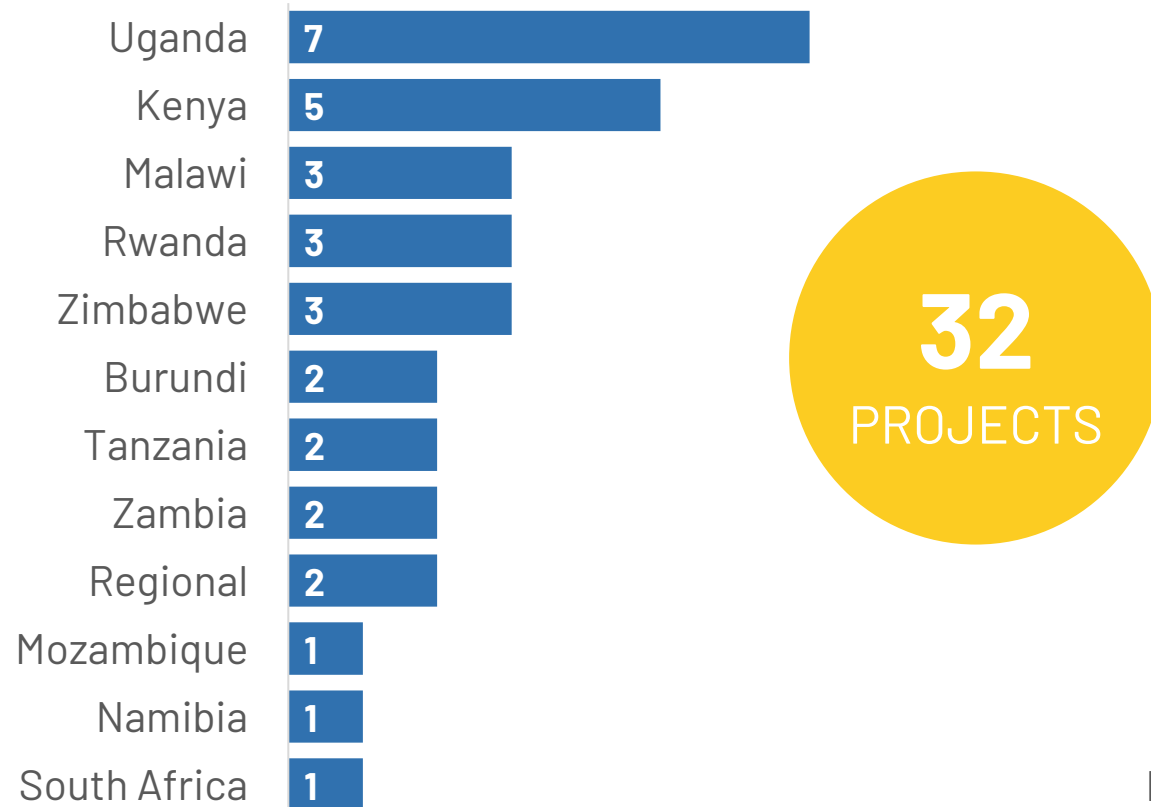
Working with partners to amplify the lessons, as well as to harmonise activities

Visibility and peer-to-peer learning opportunities for grantees

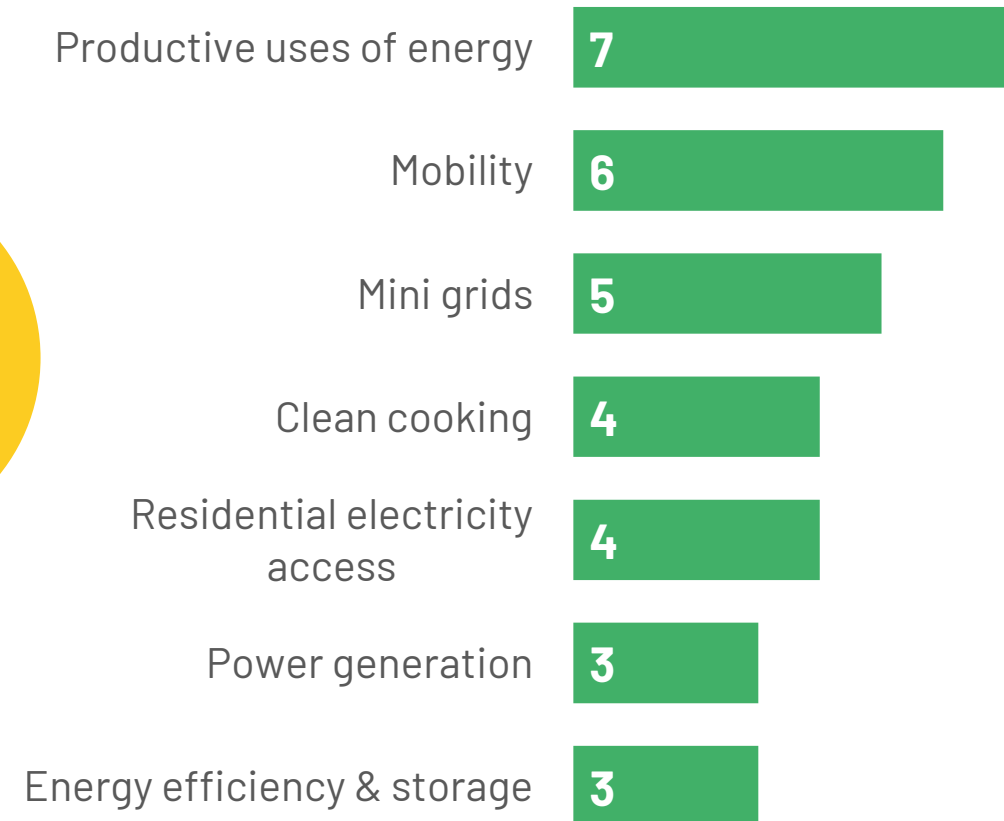
Alumni network

INCOMING PORTFOLIO FROM CFP 2023

Geographic distribution



Technology focus



WHAT DOES SUCCESS LOOK LIKE?

Emphasis on improved investment readiness for pilot projects

- Team composition
- Investor documents
- Data and financial management systems
- Proven market fit or successful pivot

Results expected from scale up projects

- Unit sales
- Decent jobs
- Clean energy capacity & emission reductions
- Leveraged investment

Learning from failure (all projects)

- Lessons capture for the benefit of the sector



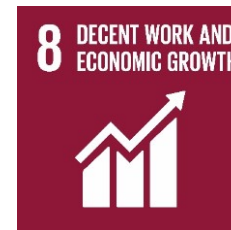
- Savings on energy-related expenditure
- Additional income from productive use



- Share of women in leadership
- Share of women-led companies
- Share of women in the work-force



- People with enhanced energy access
- Clean energy capacity created



- Full-time jobs
- Temporary jobs
- Commission-based jobs



- GHG emissions reduced or avoided
- Leveraged investment

ALUMNI NETWORK LAUNCH



EEP AFRICA ALUMNI NETWORK

Networking

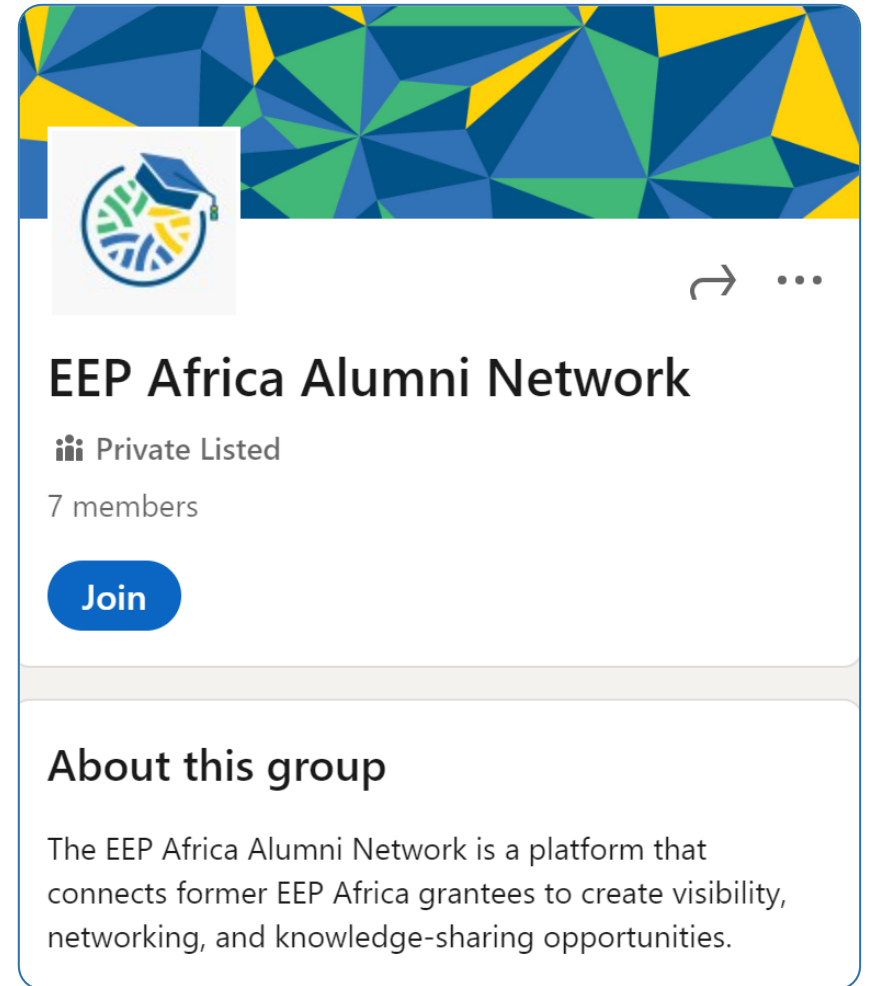
- Investor introductions
- Side events at conferences

Visibility

- Case studies
- Event panels
- News and SM

Knowledge

- Cohort trainings
- Webinars
- Support materials



2023 EEP AFRICA AWARDS





EEP Africa 2023
**PROJECT OF
THE YEAR**

2023 AWARD JURY PANEL



Ada Marmion
AECF



Daphne Pit
GET.invest



Jacob Lorentzen
NDF



Nyamolo Abagi
CLASP





EEP Africa 2023
**PROJECT OF
THE YEAR**

2023 FINALISTS

baridi

GreenImpact
Technologies



SokoFresh

2023 PROJECT OF THE YEAR

Scale Up



SokoFresh



EEP Africa 2023
**PROJECT OF
THE YEAR**
Scale up

2023 PROJECT OF THE YEAR

Start Up



baridi



EEP Africa 2023
**PROJECT OF
THE YEAR**
Start up

RISING ENERGY LEADER 2023





EEP Africa 2023
**RISING ENERGY
LEADER**

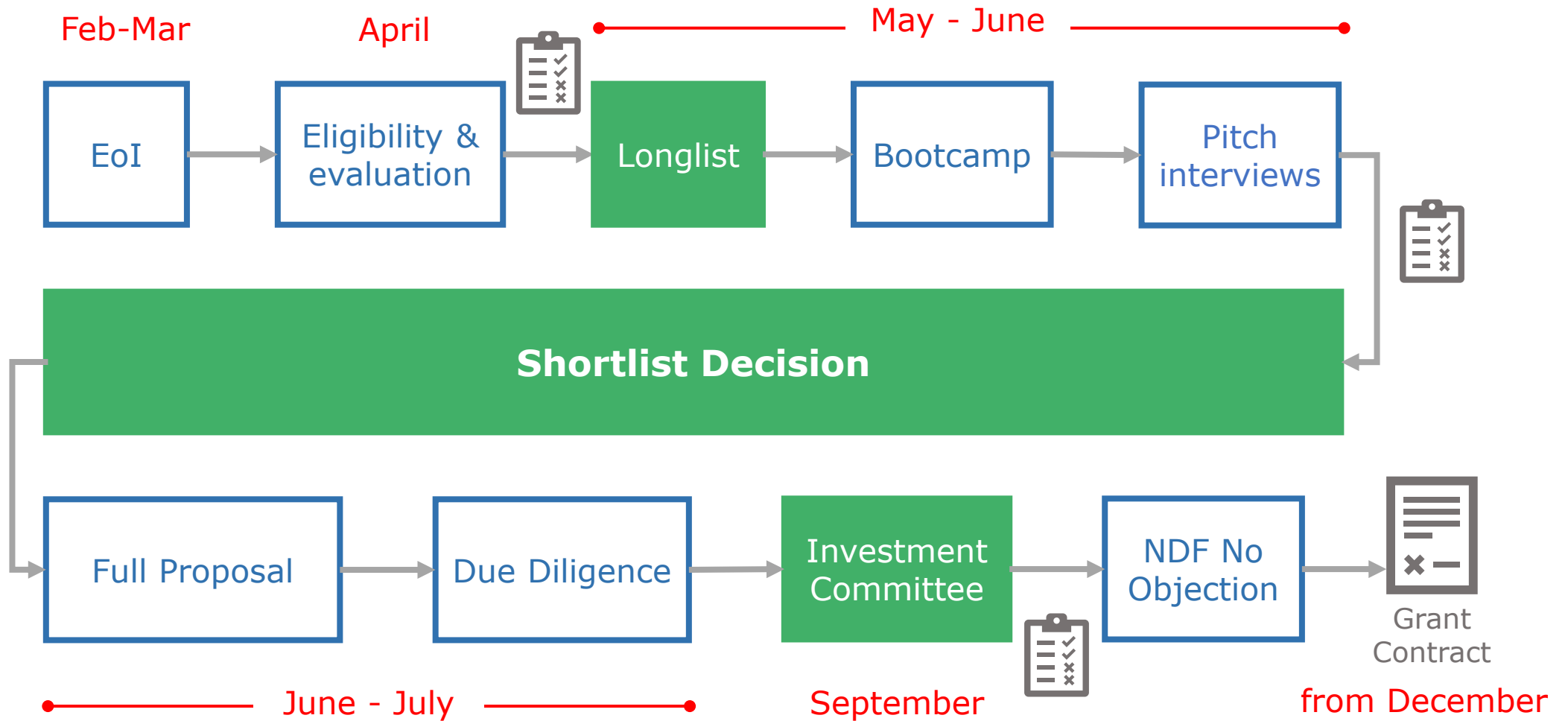
Precious Vuma
Business Development &
Marketing Manager,
Powerlive



CALL FOR PROPOSALS 2024



CALL FOR PROPOSALS PROCESS



CFP 2023: LESSONS & OBSERVATIONS

Highly competitive call with large volume of applications

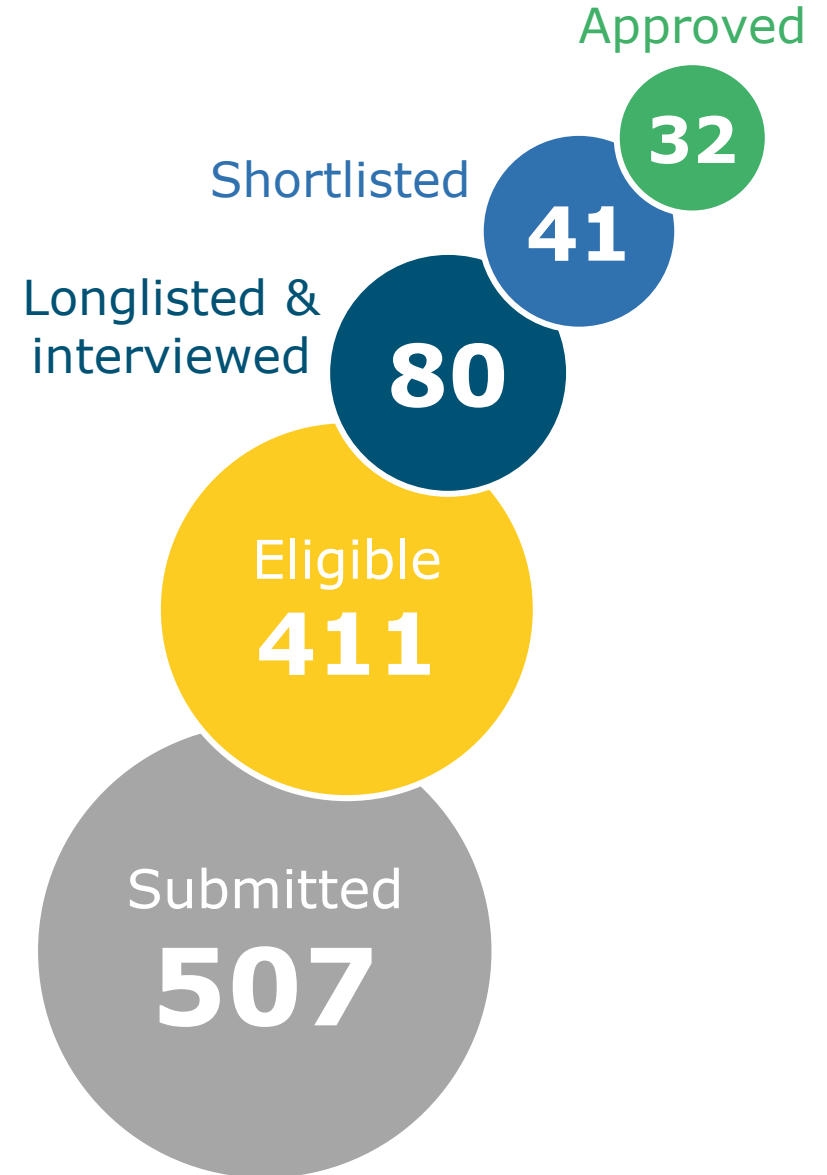
- ☼ 20% of applications ineligible
- ☼ Some (parent) companies submitting numerous applications via subsidiaries

Questions need simplification and streamlining

- ☼ Repetition in answers and too much focus on context instead of project
- ☼ Demonstrate active development, additionality and pathway to profitability

More informed Investment Committee decisions based on process changes

- ☼ Webinars, feedback sessions and reference checks supported proposal quality
- ☼ Pitch interviews were key for identifying solid shortlist and support needs



TIPS FOR INTERESTED APPLICANTS

AM I ELIGIBLE TO APPLY?

Who can apply?

Registered legal entities aiming to run a sustainable business (companies, start-ups, social enterprises).

Geographic restrictions

Project activities need to take place in one or more of EEP Africa's 17 target countries.

How long can I stretch the grant?

Typical project duration is approximately 24 months with some flexibility.

Which technologies are eligible?

Anything linked to renewable energy and energy efficiency.

What types of projects can be funded?

Feasibility, pilots, replication and scale-up



EXCLUSION LIST

Activities that increase use of fossil fuels and/or prolong the technical or economic lifetime of heat and power production using fossil fuels. This includes projects based on LPG technology.

Projects that mainly focus on market studies, capacity building/training or policy development, R&D or where no MVP has been established yet.

Technologies and business models that have already been proven in the focus market and thus should not require grant financing.



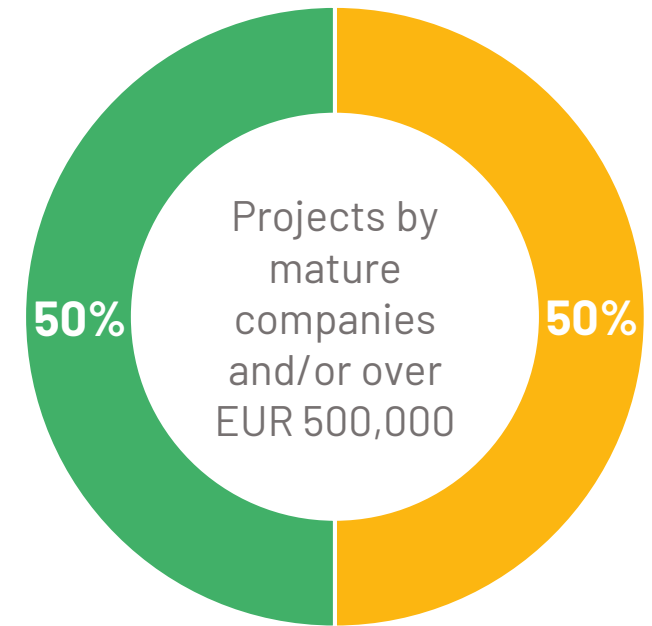
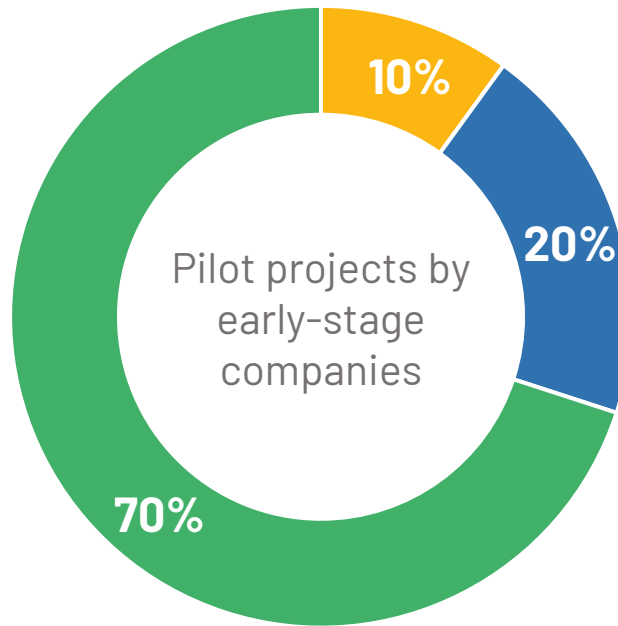
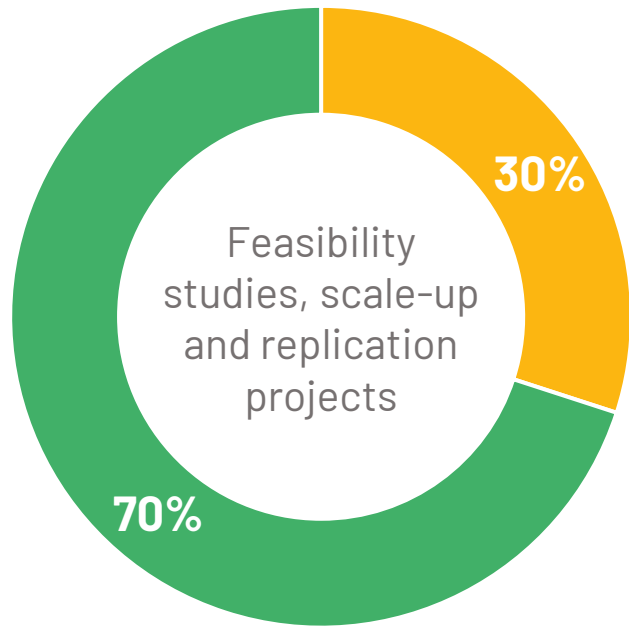
WHAT CAN THE GRANT COVER?

- ❁ The grant budget can be used flexibly depending on the vision of the grantee.
- ❁ It is meant to help you on your journey of becoming a successful and sustainable business.
- ❁ The grant can cover, for example:
 - Staff costs
 - Fixed assets and goods
 - External services (BDS, marketing, etc)
 - Office costs
 - Transportation and travel
 - Audits, licencing, permits



CO-FINANCING APPROACHES

Co-financing requirements depend on **project type** and **company maturity**:



EEP Africa grant (max)

Cash co-financing (min)

In-kind contribution (max)

DESIRED GRANTEE CHARACTERISTICS

- ☼ “Skin in the game”
- ☼ Clearly defined roles and responsibilities of team members and partners (incl. vacant positions)
- ☼ Strong local presence and understanding of the market/customer
- ☼ Honestly listed business development needs (need for BDS is not penalised)
- ☼ Clearly defined need for the grant
- ☼ Realistic project outputs (potential for sustainable growth more important than immediate results)
- ☼ Active, transparent and respectful communication
- ☼ Enthusiastic and committed leader/team



DESIRABLE PROJECTS...

- ❁ are in active development.
- ❁ are innovative and have not been proven at scale in the focus market.
- ❁ mitigate, or help adapt to, climate change.
- ❁ have a minimum viable product or basic business model.
- ❁ are locally driven.
- ❁ promote inclusiveness within the business and/or along the value chain.
- ❁ reach the bottom of the pyramid.
- ❁ produce significant co-benefits to local communities.



GET YOUR DOCUMENTS READY!

- ☼ Company registration
- ☼ TIN registration
- ☼ Account holder confirmation
- ☼ Land rights (if relevant)
- ☼ LoIs from partners
- ☼ Financial data (audited reports for more mature companies)
- ☼ Clear plan for licenses and permits required to run the business
- ☼ Risk mapping and mitigation
- ☼ Contact information of past/current investors and/or mentors



TYPICAL QUESTIONS

<p>Can I apply if I don't have co-financing secured?</p>	<p>YES. In such case we expect you to present a credible plan to obtain it. Otherwise list it as a major BDS need. Co-financing is required to be in place and verified prior to the EEP Africa grant disbursement.</p>
<p>What can be considered as co-financing?</p>	<p>Co-financing can be in the form of EQUITY, DEBT or GRANT. Pilot projects by early-stage companies can provide partly IN-KIND CONTRIBUTIONS as further clarified in the Guidelines and Project Implementation Manual.</p>
<p>Can NGOs, research institutions or government organisations apply for an EEP Africa grant?</p>	<p>NO. EEP Africa's mandate is to support legal entities that aim to run a business. This typically means companies or social enterprises. Other types of organisations can TRY TO PARTNER with a company as part of their grant application to, for example, provide community outreach services or other support functions that will help the company in its path to profitability.</p>
<p>Can my company be awarded more than one EEP Africa grant?</p>	<p>NO. Any lead applicant can have only ONE ACTIVE GRANT AT A TIME. However, you may appear as a partner for another grantee in cases where such involvement is not seen to distract you from your own EEP Africa project. YOU MAY APPLY FOR ANOTHER GRANT as a lead applicant once your old project has been completed.</p>
<p>Are there any target commitments in the call based on fund size, geography or technology?</p>	<p>NO. However, EEP Africa aims to support a DIVERSIFIED PORTFOLIO of projects across technologies, business models, geographies, project developers and stage of development.</p>

NEXT STEPS FOR APPLICANTS

1. Sign up for EEP Africa newsletter and social media channels.
2. Thoroughly read the **Application Guidelines, Project Implementation Manual, and FAQ** once published on the website.
3. Expected call launch on **Feb 19th!**
4. If you feel your business idea is still too early, you can start getting ready for Q1 2025.



QUESTIONS?

Contact:

cfp@eepafrica.org

Learn more:

<https://eepafrica.org/>

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