AG-ENERGY NEXUS: POWERING AGRO-PROCESSING

WEDNESDAY 24 NOVEMBER
14.00-15.00 GMT+2
EEP AFRICA KNOWLEDGE WEEK 2021

AG-ENERGY NEXUS: COOLING AS A SERVICE

22 NOV
14.00-15.00
GMT+2

LEADERSHIP: BUILDING AN INCLUSIVE ENERGY TRANSITION

23 NOV
14.00-15.30
GMT+2

AG-ENERGY NEXUS: POWERING AGRO-PROCESSING

24 NOV
14.00-15.00
GMT+2

FINANCING: GROWING BEYOND GRANT FUNDING

25 NOV
14.00-15.30
GMT+2

Learn more and register:
https://eepafrica.org/knowledge-week-2021-agenda/

Media partner

ESI AFRICA
NEWS | KNOWLEDGE | POWER
AGENDA

- Welcome & introduction to EEP Africa
- Framing remarks
  - Tanya Kothari, Shell Foundation
- Company & technology overviews
  - Riccardo Ridolfi, Equatorial Power
  - Matt Carr, Agsol
  - Peter Nyeko, Mandulis Energy
- Follow up questions to panelists
- Audience Q&A
ABOUT EEP AFRICA

- **Early stage financing** for innovative clean energy technologies and business models
- **Active portfolio** of 65+ projects utilising 10 renewable energy technologies
- **Regional focus** on 15 countries across Southern and East Africa
- **Support services** in business development, investment facilitation, knowledge sharing and partnerships
- **Multi-donor fund** managed by the Nordic Development Fund (NDF), with funding from Austria, Finland & NDF
- **Invested** over EUR 50 million since 2010
PORTFOLIO FAST FACTS

66%
Project developers are start-ups

42%
Locally-led companies

34%
Women-led companies

88%
Off-grid projects

12%
On grid projects

51%
Productive use of energy projects
AUDIENCE POLL

Which region are you tuning in from?
Presenter: Tanya Kothari
CASEE Research & Advocacy Manager
Shell Foundation
Ag-Energy Nexus: Powering Agro Processing

Insights from the CASEE programme

24 November 2021
Shell Foundation Mission

SF catalyses sustainable and scalable solutions to global development challenges

**Enterprises Models**

**Co-Creation**

**More than Money**

**Independent but Linked**

**Structure**
- UK-registered charity (established in 2000)

**Governance**
- Mixed Board of Trustees

**Funding**
- Up to $40m per year

**Independence**
- SF Business Principles

**Focus Areas**
- Access to Energy
- Sustainable Mobility
Leverage USPs to Accelerate Market Growth

Foundations, Governments, NGOs, DFIs, Social Investors, Private Sector

**Growing Supply**
- Differentiated Incubation
- Market Pioneers: First Mover Disadvantage
- Business Support vs Technical Assistance
- Attract & Retain Talent
- Effective Governance

**Institutional Support**
- Supportive policy environment
- Standards & regulation
- Industry benchmarks
- Interface with public utilities
- Transparent Market Data
- Impact Measurement / M&E

**Building Demand**
- Map consumer preferences
- Social Marketing
- Willingness & ability to pay
- Supply Chain Management
- Distribution Partnerships
- Quality Assurance

**Structured Finance**
- Risk & Growth Capital for ALL stages
- Blended Finance
- Enablers to Offset Risk (Grant to PRI)
- Working capital in value chain
- Project Finance /Asset Finance
- Impact Monetisation
Catalysing Agriculture by Scaling Energy Ecosystems (CASEE)

The Catalysing Agriculture by Scaling Energy Ecosystems (CASEE) programme is a £30 million partnership between Shell Foundation and the UK Government. It delivers access to energy for smallholder farmers in sub-Saharan Africa and South Asia by supporting agriculture-focused businesses to test new models and technology with the potential to reach commercial viability.

CASEE aims to:

- STRENGTHEN agriculture and food systems, by scaling innovative businesses
- IMPROVE more than a million lives
- MOBILISE £110 million of additional investment into the agriculture ecosystem
- GENERATE robust evidence on the role of patient capital and pathways to scale

Access to productive-use energy can enable smallholder farmers to enhance agricultural output and profitability with reduced environmental costs and increased climate change resilience.
Building demand: Understanding customers
The energy-agri nexus opportunity

The opportunity is promising, but challenging

Tariff structures should be agreed upfront between partners

More evidence is required to catalyse partnerships in the sector

Matchmakers have a huge role to play to bridge the energy and agriculture silos
AUDIENCE POLL

What is the biggest barrier for wider adoption of RE-powered agro-processing appliances?
LESSONS FROM THE FIELD

Discussion with EEP Africa portfolio companies
EEP Africa Project: Rural Economic Agro Labs through Mini-grids (REALM)
EEP Africa Project: Solar Mills: Powering Rural Productivity
EEP Africa Project: Bio-Energy Powering Agriculture and Rural Livelihoods (BEPeARL)
AUDIENCE POLL

What type of productive use appliances for agriculture are needed most?
DEMAND FOR ELECTRICITY

• What are the differences between mini-grids in rural or island settings in terms of customer energy needs and consumption patterns?
• What partnerships have you created to stimulate demand for electricity among mini-grid customers?
CUSTOMER BEHAVIOUR

• What have you learned about farmer needs and customer behavior you had not expected?
• What kind of partnerships have you created, such as with mini-grid developers?
CIRCULAR ECONOMY

• What partnerships are needed to make your integrated and circular model work?
• What service packages do you offer to meet the varying needs of rural customers?
AUDIENCE Q&A

Type in the Question box and your queries will be directed to our moderator and panelists
JOIN US TOMORROW!

FINANCING: GROWING BEYOND GRANT FUNDING

Lauri Tuomaala  
EEP Africa

Chris Browne  
EEP Africa

Alex Kanyonga  
Lion’s Head Global Partners

Bethany Larsen  
Charm Impact

Prosper Magali  
Enso

Sharon Yeti  
Powerlive

Winner  
Project of the Year 2021

THURS 25 NOV - 14.00-15.30 GMT+2
JOIN US TOMORROW!

EEP Africa
PROJECT OF THE YEAR

2021 FINALISTS

Jaza
POWELIVE
SISTEMA.bio

Creating value from waste

NDF Nordic Development Fund
THANK YOU!

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https://eepafrica.org/

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info@eepafrica.org

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