AG-ENERGY NEXUS: COOLING AS A SERVICE
COOLING AS A SERVICE
Ag-Energy Nexus Session at Knowledge Week 2021

Moderator:
Chiedza Mazaiwana, Portfolio Coordinator for Southern Africa
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
EEP AFRICA KNOWLEDGE WEEK 2021

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

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AGENDA

- Welcome & introduction to EEP Africa
- Framing remarks
  - CLASP / Global Leap Off-Grid Cold Chain Challenge
- Company & technology overviews
  - SokoFresh
  - InspiraFarms
  - Phaesun / SelfChill
  - Tree_Sea.mals / Baridi
- Follow up questions to panelists
- Audience Q&A
AUDIENCE POLL

Which region are you tuning in from?
Presenter: Ruth Kimani
Associate for Clean Energy Access, CLASP
Cold Chain Market – Global Overview

1.3B tons  Food lost or wasted per year globally

Estimated CO2 emissions from global food loss and wastage per year

4.4B tons

15%  Estimated income reduction from food loss for 470 million smallholder farmers and downstream value chain actors in emerging economies
Cold Chain Market in SSA

40-50%  Percentage of food in SSA that perishes before it reaches the customer$^1$  $^2$

Percentage up to which post-harvest food losses could be saved through cold storage solutions$^3$  30%

1.5m  Number of off-grid farmers serviceable with cold storage solutions by 2030$^1$

Market opportunity by 2030$^1$  US$ 1.32b

$^1$ http://www.fao.org/3/a-i3950e.pdf
$^2$ http://www.inspirafarms.com/whats-new_may2018/
Ex. Agricultural Cold Chain
Ex. Challenges in the sector

- Affordability
- Uncertainty about the commercial viability of first mile cold chain solutions
- Limited availability and/or access to supporting infrastructure
- Wide variety of uncoordinated stakeholders in the broader cold chain
Intervention – Global LEAP Off-Grid Cold Chain Challenge

- a global competition to identify & promote the most energy efficient, sustainable and cost-effective technologies that can meet the cold storage requirements for various cold chains in off-grid areas - combining rigorous technology and business model assessment

- 2nd iteration of the Challenge underway which will see 16 walk-in cold storage products field tested across Nigeria, Kenya, Uganda and India
Intended Impacts + Outcomes

**Cold Storage Manufacturers** can differentiate their products in the marketplace and increase sales.

**Off-Grid Energy Companies, Distributors & Produce Aggregators** can easily identify and procure energy efficient, high-quality cold storage products/units.

**Investors** can identify the most promising companies in an early-stage, dynamic global market.

**Cold Storage Businesses** can test, innovate and strengthen their business models and identify and build relevant partnerships for their target markets.
Thank You.
LESSONS FROM THE FIELD
Discussion with EEP Africa portfolio companies
COMPANY SPEAKERS

Denis Karema  
CEO  
SokoFresh

Julian Mitchell  
CEO  
Inspirafarms

Florian Martini  
Project Manager  
Phaesun

Tracy Kimathi  
Founder  
Tree_Sea.mals
EEP Africa Project: Empowering Zero Food Loss (2021 - present)
EEP Africa Project: Selfchill Zambia and Tanzania (2021- present)
EEP Africa Project: Solar Powered Communal Refrigeration (2021 - present)
AUDIENCE POLL

What is the biggest market barrier to scaling up cooling as a service in Africa?
SKILLS & TECHNOLOGY TRANSFER

What role can companies experienced in developing cooling solutions in other regions play in helping grow the cooling as a service sector to scale in Africa?
Why did you choose the meat value chain?

How can cooling as a service benefit a meat market?
FIRST-MILE COOLING

How does on-farm cold storage strengthen agricultural value chains?

Which types of produce is this most appropriate for?
MARKETS GAPS & SEASONALITY

How can an integrated model that aggregates produce fill a market gaps?

How can companies deal with the challenge of seasonality in providing services and building market linkages?
AUDIENCE Q&A

Type in the Question box and your queries will be directed to our moderator and panelists
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BUILDING AN INCLUSIVE ENERGY TRANSITION

Faith Chege
EEP Africa

Mark Gavhure
BBC Storyworks

Cindy Bavo
Jaza Energy

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KNOWLEDGE WEEK

Awardees
Rising Energy Leader 2021

TUES 23 NOV - 14.00-15.30 GMT+2

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Founder
Green Impact Technologies

Aman Baboolal
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Plentify

Madrin Maina
Technical Operations Manager – East Africa
Sistema.bio

Tracy Kimathi
Founder
Tree..Sea.mals

Ziwa Hillington
Managing Director
Green Bio Energy
THANK YOU!

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