ENERGY ACCESS VENTURES

EAV

Presentation to RIAB

October 24th, 2018

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Building Blocks For Economic Growth

Startups are strengthening these via smart, frugal and decentralised solutions

Energy	Connectivity	Mobility	Water & Agriculture	Financial Services

Building Blocks For Economic Productivity

Start-ups in Africa are leveraging technologies, novel business models and big data to provide

Smart, Frugal and Decentralised Solutions

PEG, PAYGO ENERGY, Solarise Africa, KIVU GREEN ENERGY, OFF-GRID ELECTRIC

MAWINGU WiFi, TIZETI, Parallel Wireless, ATHONET, tensera

Data Integrated, LORI, zipline, SafeBoda YOUR CITY RIDE, EKORENT KAUPUNGIN SIISTEIN MENOPELI

sunculture, InspiraFarms, CT CITY TAPS, HYDROIQ see every drop..., AGSOL

Port It, asaak, RENT TO OWN, Afrika Loan, Lendable

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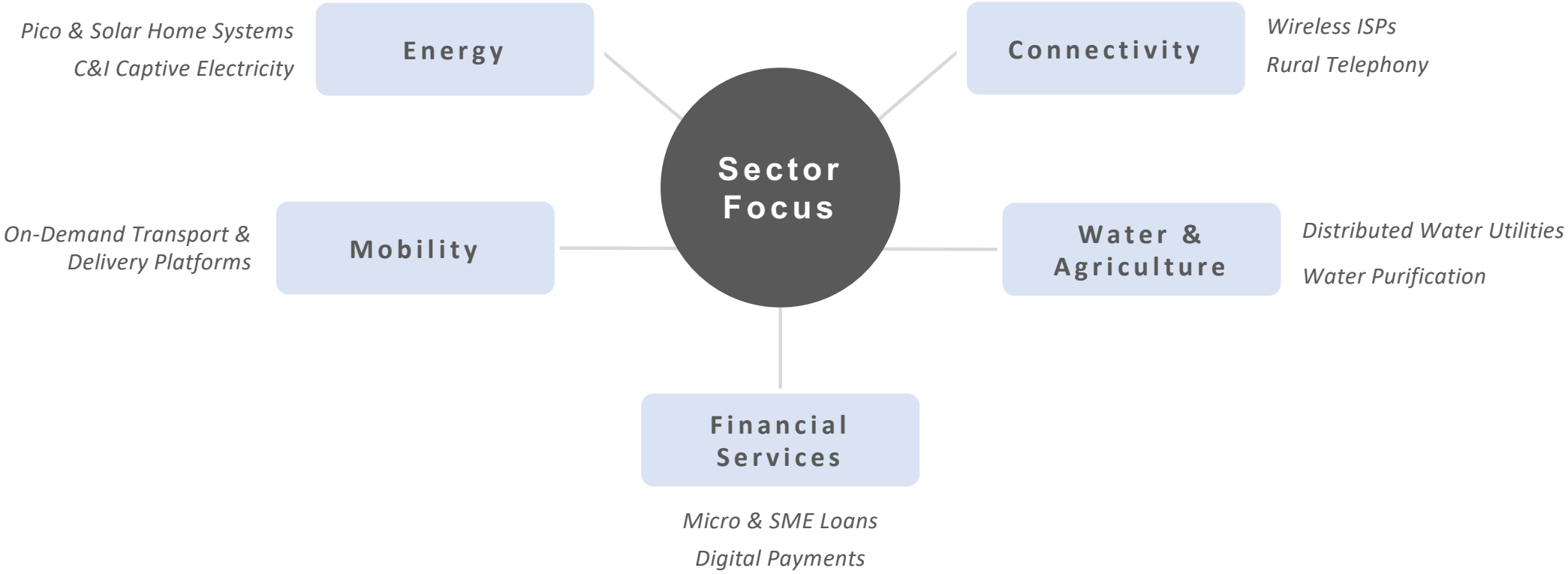
Key Investment Themes

EAV invests in high-potential opportunities across key building blocks



Underlying Technological Capabilities					
Digitised, Distributed Systems	Machine Learning & Artificial Intelligence	Big Data & Analytics	Internet of Things	Blockchain	Drones & Robotics

The 'Energy as a service' transition

Key drivers of the current paradigm shift: **a few ingredients now allow new business models in Africa which are profitable and sustainable, for both residential and commercial/industrial customers**

- *Energy efficiency*
- *Lower cost of renewable energy & storage*
- *Digitization*
- *Prosumer models*
- *X as a service*

- **Energy as a Commodity model:** Historically, users both C&I and Residential bought their energy from the utility company (e.g. Kenya Power). Merits of the model include:
  - **Scale:** Utility companies deploy massive networks to supply electricity to multiple users.
  - **Efficiency:** Through the deployment of large scale, centralized power generation assets.
  - **Nearly universal access**: Energy supply to a geographically diversified customer base, through cross subsidies.

- The **Energy as a Service** model differs from the traditional model through:
  - Ownership of energy generation assets (the user or the supplier or a 3rd party)
  - Pricing and Payment structure:
    - It's mostly digitized and decentralized
    - Reduces inefficiencies present in collective infrastructure
    - Focuses on those that can pay

PORTFOLIO

Off-Grid Electric is a Tanzania-based company which delivers affordable, clean power solutions to rural and peri- urban communities who currently have little or no access to electricity.

d.light provides efficient and affordable solar lighting solutions to off-grid communities. Through their innovative products, d.light has empowered more than 64 million lives, helped save energy-related costs totalling to $5.1 billion.

PEG distribute and finance solar home systems for low-income households in rural and peri-urban areas in Ghana and Ivory Coast.

PORTFOLIO

InspiraFarms designs, manufactures, supplies and finances solar powered cold storage solutions and food processing technology to growing agribusinesses throughout East Africa, Central America and beyond.

SunCulture designs, manufactures, finances and distributes solar-powered irrigation systems and provides agronomy support services that make it simpler and cheaper for farmers in Africa to grow high-quality crops

PayGo develops smart metering systems that enable customers to pre-pay for clean cooking using Liquefied Petroleum Gas (LPG).

Our Portfolio Snapshot

We have invested in and added value to high-performing companies

	What does the company do?	What has been EAV's value-add?		
d.light	d.light is a global leader in solar-powered solutions for people without access to reliable electricity	Drove focus on profitability and achieved profitability for first time in 10 years	Supported BusDev, e.g. by pushing for PEG partnership – now main African partner	Brought additional investors into company ($30m in equity and debt)
PEG AWIA KANIA	PEGAfrica brings off-grid solar to rural and peri-urban communities in West Africa	Shifted supplier from M-Kopa to d.light	Introduced to Schneider Electric for customer engagement support	Improved capital efficiency by reducing delinquency rate
OFF·GRID ELECTRIC	Off-Grid Electric is an off-grid solar company with a mission to bring clean energy to rural Africa	Introduced to DFI debt providers	Introduced to strategic portfolio and channel partners	Provided strategy input to expansions plan
InspiraFarms	InspiraFarms supplies, energy-efficient refrigerated storage and food processing solution for agribusinesses in Africa	Assisted with articulation of vision	Guided CEO on funding strategy	Introduced to business partners (e.g. Danone)
sunculture	SunCulture provides solar irrigation kits to farmers in Kenya using a cash & carry model	Introduced and drove discussions with EDF as new investor	Introduced to potential key hires and supported with hiring process	Forced creation of business plan strategy for new product
PAYGO ENERGY	PayGo Energy connects cylinder fleets to a single platform, accelerating LPG adoption and revolutionizing distribution	Shifted business model from B2C and B2B	Coached CEO	Introduced to Total who is now the biggest B2B partner
Solarise Africa	Solarise Africa finances off-grid solar projects for commercial & industrial customers	Assisted with the definition of vendor-finance business model	Introduced to potential solar partners, including Solar Century	Introduced to additional investors, including debt providers

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