



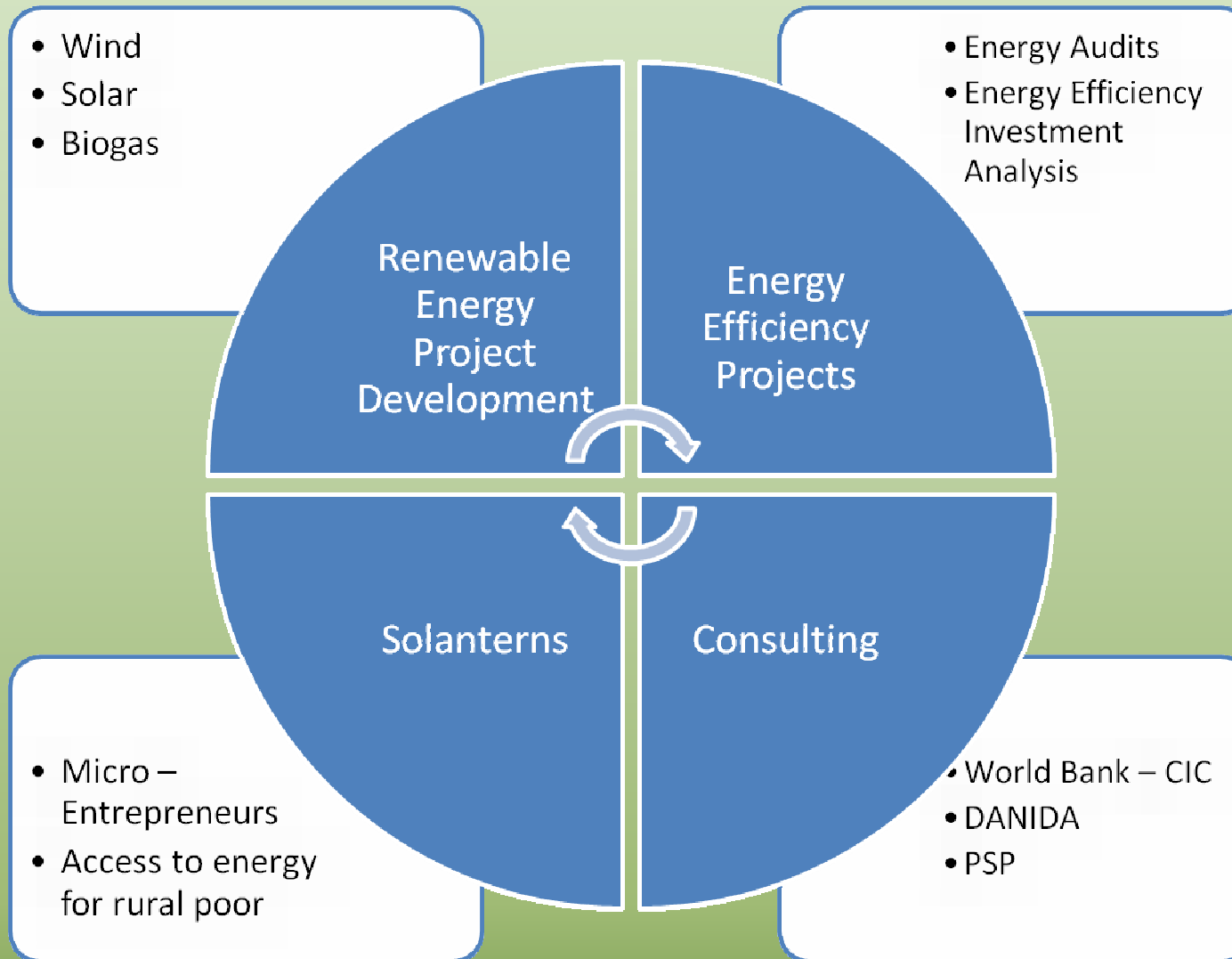
**Renewable Energy Ventures (K) Ltd**

• CLEAN • EFFICIENT • AFFORDABLE • SMART •

Conference on Innovation and Climate Change  
Organized by the World Intellectual Property Organization (WIPO)  
Geneva, July 11<sup>th</sup> and 12<sup>th</sup> 2011

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# About Renewable Energy Ventures



# Why Renewable Energy?

## Renewable Energy Tech

- Environmentally friendly
- Suitable even for distributed generation
- Expensive to acquire cheap to run
- Limited generation costs fluctuations
- Energy independence
- Jobs

## Fossil fuel Tech

- Environmentally hostile
- Optimal when centralized.
- Cheap to acquire, expensive over the life cycle.
- Volatile costs as a function of global commodity prices
- Subject to external forces
- Not so many.

# Quick Illustration

## Solar Lantern - \$25



- Brighter
- Cheaper
- Healthier
- Safer
- Limited energy cost variability

## Kerosene Lantern - \$4



- Dimmer
- \$100+ more expensive over a 3yr period.
- Indoor air pollutant
- Fire hazard
- Volatile costs.

# Another example

## **Small Hydro \$1,000/kW**

- Plant life – 30+ yrs
- Per kWh cost of generation  
- \$0.04 - \$0.10
- Environmentally friendly
- Predicable energy costs
- Energy Independence

## **Diesel Generator \$200/kW**

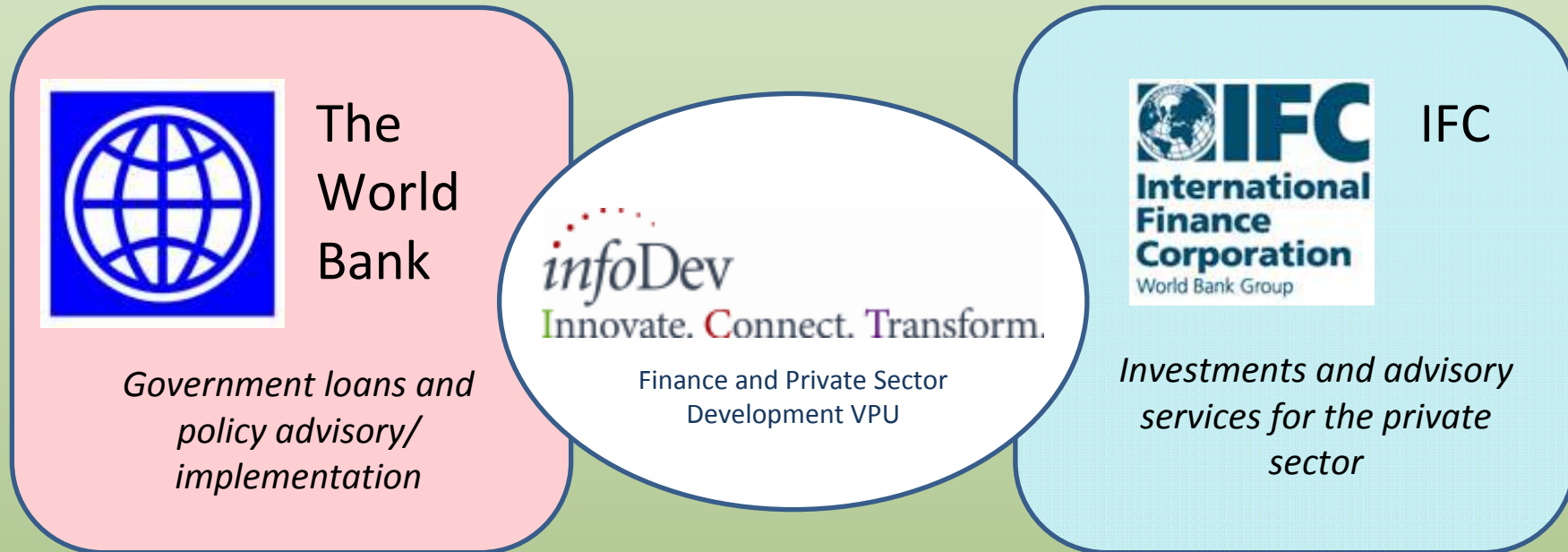
- Plant life – 5 to 10yrs
- Per kWh cost of generation  
- \$0.20 to \$0.40
- Environmentally hostile
- Volatile energy costs
- Subject to global factors

If the economics and benefits are clear, what are the barriers to scale up?

# Challenges to deployment of Climate Technologies

- Limited risk/early stage capital
- Access to information
- Technical capacity
- Policy barriers
- Consumer awareness
- For large RE projects, access to the 30% equity required by debt investors
- Inexperienced project developers/sponsors

## infoDev experience and positioning



- infoDev brings successful history of innovation in information and communication technology (ICT) for developing countries
- Rapid response team to react quickly to country needs
- A “mobile phone” technology solution for energy/climate?

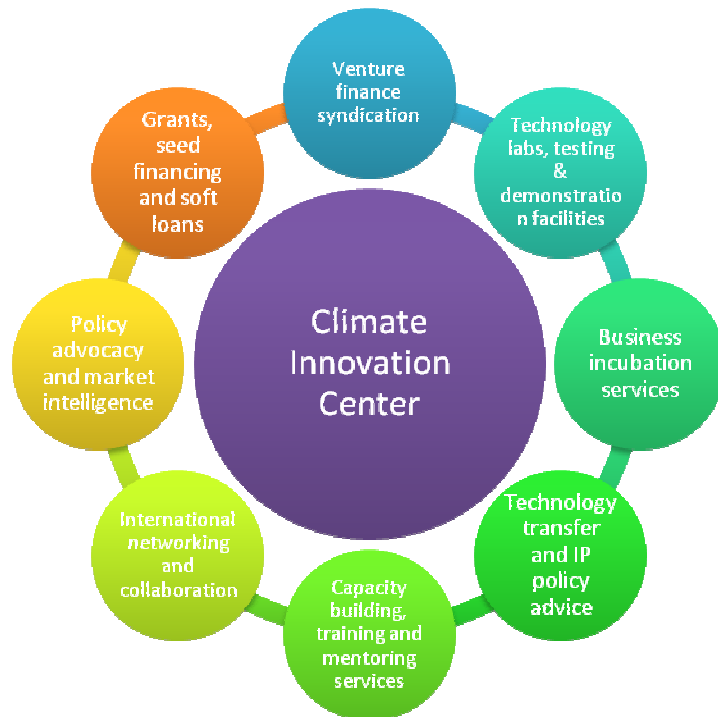


# A global network of Climate Innovation Centers (CICs) that address gaps to innovation and tech transfer

1

## 30 CICs in Host Countries

Physically or virtually hosted centers that provide a holistic portfolio of services and financing to enterprises in the climate tech space



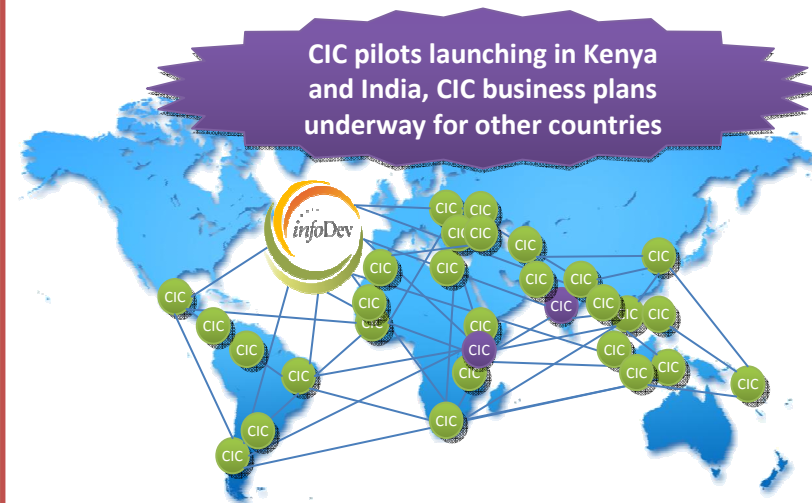
### Activities of Individual CICs

- Early Stage Financing
- Business Advisory Services
- Market Linkage and Entry
- Government Advisory
- Information Access
- Facilities

2

## Global Network Linking CICs

A global network linking locally driven CICs that delivers opportunities for collaboration, tech transfer and access to export markets



### Activities of Global Network

- Knowledge Platform
- B2B Forums
- Technology Transfer
- Demand Aggregation
- Sharing Best Practice
- A2F competitions

## Objectives of infoDev's Climate Innovation Centers (CICs)

Climate Innovation Center (CIC) Network to help developing countries create competitive industries for innovative climate technology solutions that meet local needs

### **Motivations:**

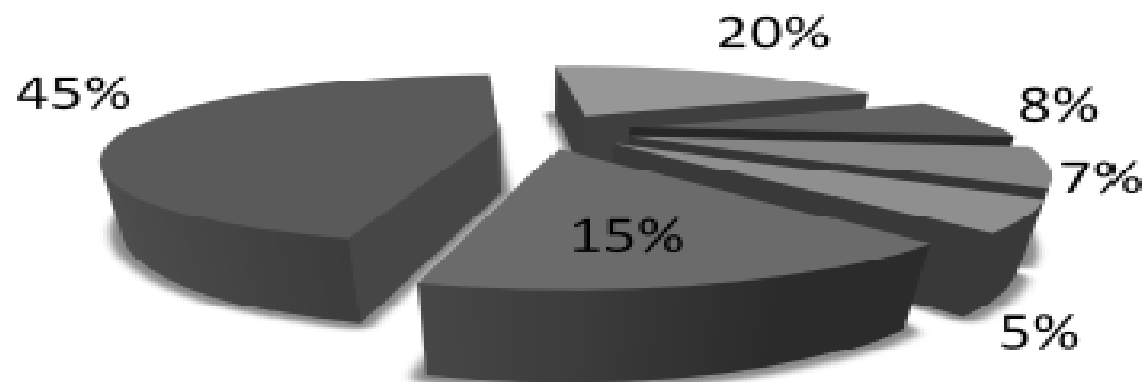
- Countries want their private sector profitably involved in climate technologies
- Key part of the climate technology solution
- Numerous barriers facing them

### **Objectives:**

- Climate change mitigation and adaptation through advanced technologies
- Economic development and job creation through competitive domestic industry

# The First infoDev CIC

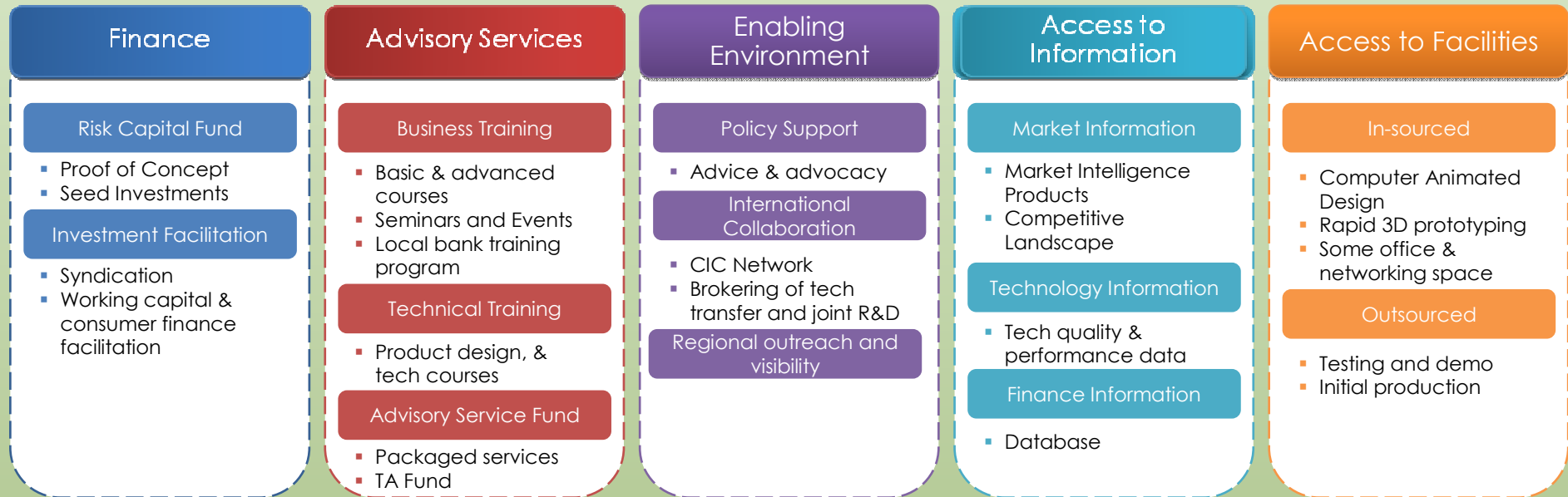
## Kenya CIC breakdown of budget and activities



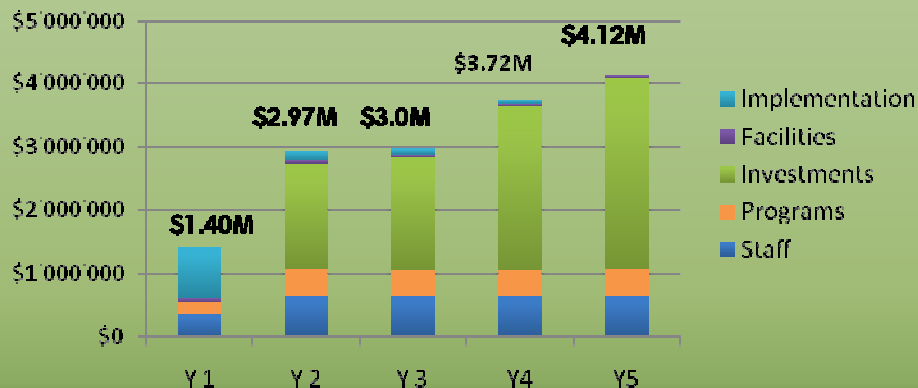
- Proof-of-concept finance from USD 25-75k
- Venture finance from USD 100-750k
- Training, education, seminars
- Market intelligence, technology databases
- Government & policy advisory
- Networking, B2B linkages, trade facilitation

# Kenya CIC: Center hosted in Nairobi providing a hub for support and financing

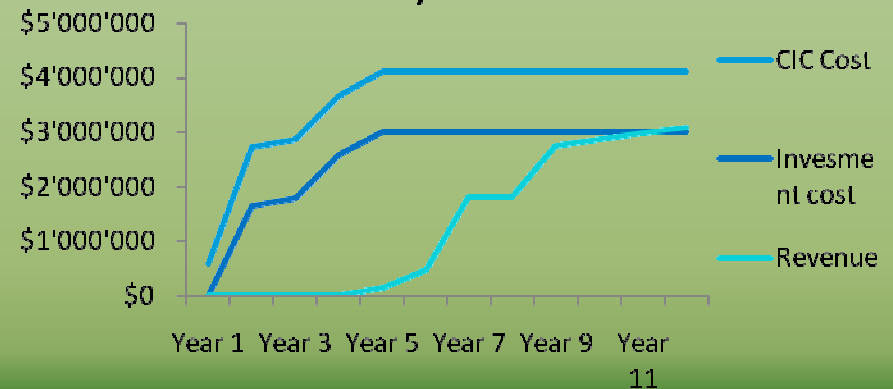
## Kenya CIC services and activities

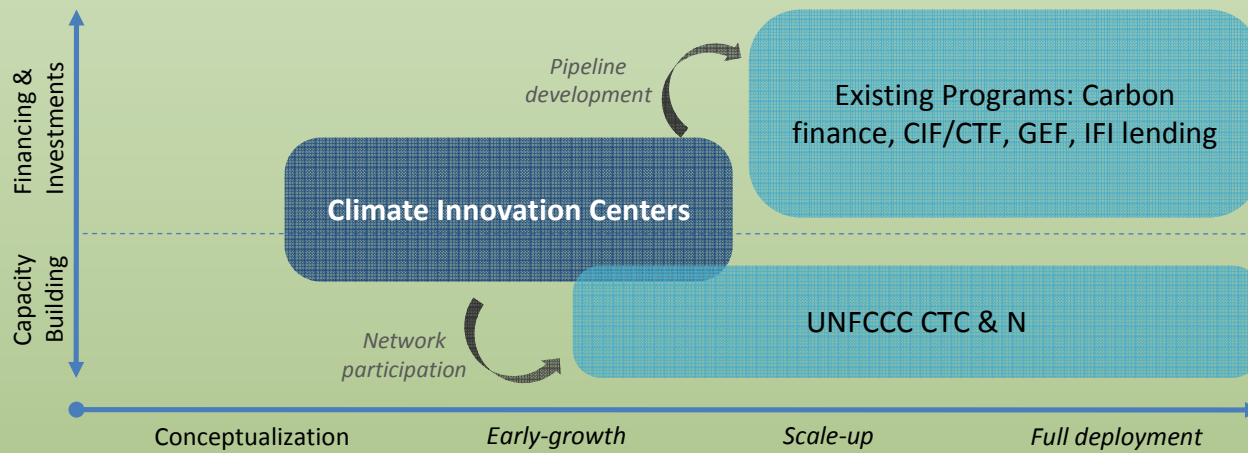


CIC Budget USD15.2m: Years 1-5



Revenue Model: 70% of costs covered at year 10







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