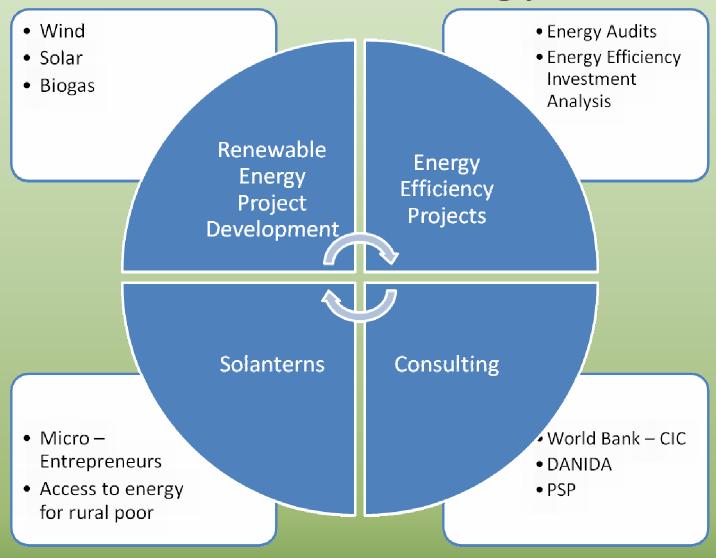


• CLEAN • EFFICIENT • AFFORDABLE • SMART •

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

Joseph Nganga C.E.O – Renewable Energy Ventures jnganga@africarenewables.com

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



World

Government loans and policy advisory/ implementation



Development VPU



Investments and advisory services for the private sector

- 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

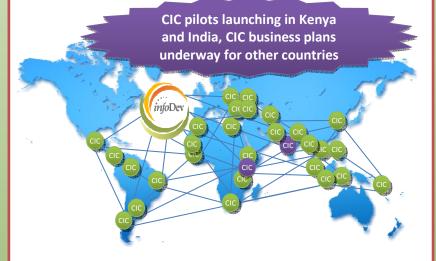
30 CICs in Host Countries Physically or virtually hosted centers that provide a holistic portfolio of services and financing to enterprises in the climate tech space Venture finance syndication labs, testing financing demonstratio and soft n facilities loans Climate Business Innovation incubation services Center transfer and IP policy advice training and Activities of Individual CICs Early Stage Financing Government Advisory Business Advisory Services Information Access

Facilities

Market Linkage and Entry

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:

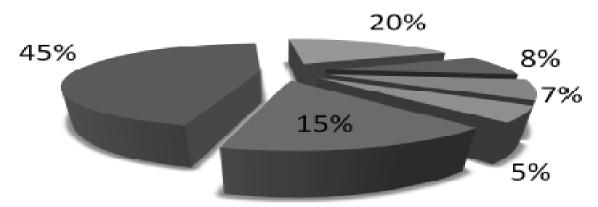
- •Countries want their private sector profitably involved in climate technologies
- •Key part of the climate technology solution
- Numerous barriers facing them

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



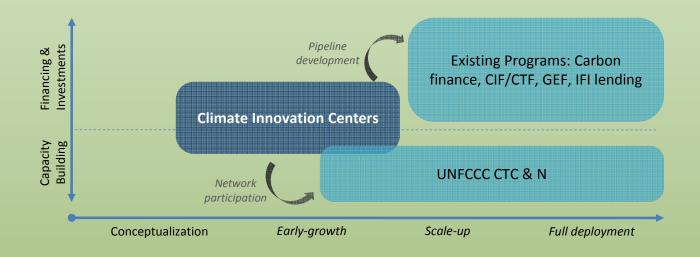
- Proof-of-concept finance from USD 25-75k
- Venture finance from USD 100-750k
- Training, education, seminars
- Market intellegence, technology databases
- Government & policy advisory
- Networking, B2B linkages, trade facilitation

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

Kenya CIC services and activities

Access to Enabling Advisory Services **Finance** Access to Facilities Information Environment Risk Capital Fund **Business Training** Policy Support Proof of Concept Basic & advanced Advice & advocacy Market Intelligence Computer Animated Seed Investments **Products** courses Desian Competitive Seminars and Events Rapid 3D prototyping Collaboration Investment Facilitation Local bank training Landscape Some office & CIC Network program networking space Syndication Technology Information Brokering of tech Working capital & Technical Training transfer and joint R&D consumer finance Tech quality & Regional outreach and facilitation Product design, & performance data Testing and demo visibility tech courses Initial production Finance Information Advisory Service Fund Database Packaged services TA Fund CIC Budget USD15.2m: Years 1-5 Revenue Model: 70% of costs covered at







. CLEAN . EFFICIENT . AFFORDABLE . SMART .

Joseph Nganga

jnganga@africarenewables.com

www.africarenewables.com

+254 721 211 406