

REPORT

OCT 2022



- 1. Who we are
- 2. Why a Climate Venture Building Conference
- 3. Conference Program
- 4. Conference Highlights
- 4.1. Testimonials
- 5. Profile of Partner Companies on Stage
- Closing Remarks by Wairimu Karanja

1. WHO WE ARE

Founded in 2012, <u>Persistent</u> is Africa's Climate Venture Builder. Persistent is a leader and pioneer investor in the off-grid energy and e-mobility sectors in Sub-Saharan Africa, with over 23 early-stage investments in pay-as-you-go (PAYG) solar distributors, commercial and industrial solar (C&I), e-mobility companies and technology enablers. Persistent has contributed to improving 5 million lives, powering 600,000 households, avoiding over one million tons of CO2e, and creating 15,000 jobs. Its sector-defining <u>publications and analysis</u> underscore the firm's commitment to a collaborative approach to accelerate the development of the climate sector.

In 2023, Persistent will launch the **Persistent Climate Venture Builder Fund,** a \$50-70 Million fund that we will use to continue our work over the past 10 years in venture building climate positive start-ups in Africa. The fund will be co-anchored by **FSDAi,** subject to necessary approvals at the time.



"As Africa's Climate Venture Builder we're all about Venture Building. We are excited to discuss real-life examples and how we can build on, but also evolve and iterate our model to continue, bringing unique value to Climate entrepreneurs."

2. WHY A CLIMATE VENTURE BUILDING CONFERENCE

The full day event on October 26th was an example of Persistent's commitment to a collaborative approach to accelerate the development of climate positive sectors, contributing to strengthening that venture ecosystem. It was the first time in the 10 years of Persistent history that we brought together our partner company leaders from across Africa, and exposed them to our shareholders, team members and other Persistent partners and friends.

The aim was to not only showcase the great work Persistent strives to do, but also to allow exchanges among Persistent's many constituents and to create more cohesion among everyone in the Persistent family.











3. CONFERENCE PROGRAM

While most of our attendees enjoyed one day full of lively discussions and networking, Persistent's Boards and shareholders also met prior to the conference.

We started the week with a Board of Directors and Advisory Board Meeting at Ikigai, a holistic Co-Working Space in Nairobi, followed by a Member Day with Persistent shareholders and team. We concluded with a Team Day the day after the full Conference Day. During these four days, the team, board members, shareholders and our partners were able to connect, network and exchange valuable ideas and insights.

Our focus was the main Conference Day, October 26th, where we had a full agenda in a diverse program. We were joined by a capacity audience consisting of many who are active in the climate space on the African Continent. We also live streamed key panel discussions, which recordings can be found on the <u>Persistent Youtube Channel</u>. You can find our video with impressions from our Conference in the <u>"Persistent Stories Section"</u> on the <u>Persistent website.</u>

According to the June 2022 Climate Policy Initiative - FSD Africa Report on the state of climate finance in Africa, by 2030, \$2.8 trillion is needed to address climate change on the continent. Yet not enough companies are getting started in Africa to meet the clean energy and climate action Sustainable Development Goals (SDG) articulated by the UN and ascribed to by all African member countries. Persistent's venture building model builds startups that will help African countries meet this challenge. Persistent does so not only by providing early-stage investment capital, but also filling the gaps and complementing the entrepreneur's strengths with skilled human capital.

Evans Osano, Director of Capital Markets at Financial Sector Deepening Africa (FSD Africa), delivered a Keynote Address in which he shared an overview of FSD Africa's pioneering work to develop capital markets in Africa and the intersection with Persistent's work of venture building climate-positive start-ups across the continent. According Mr. Osano, to Persistent's innovative venture building model is the motivation behind FSD Africa's support, through its investment arm FSDAi, in Persistent's recent Series C fundraise and Persistent's new \$50-70 Million Fund to be launched in 2023.





The core of the main Conference Day was four panels consisting of Persistent partner company leaders and moderated by Persistent team members. We were also able to give four partner companies the opportunity to present their business models and explain more about their successes and struggles.

PANELS:

- E-MOBILITY DAWN IN AFRICA
- VENTURE BUILDING AT PERSISTENT
- THE FUTURE OF OFF-GRID SOLAR
- COMMERCIAL & INDUSTRIAL SOLAR

PARTNER COMPANIES ON STAGE:

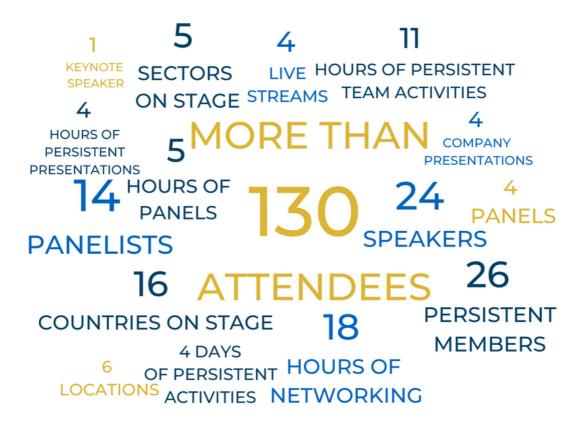
- CARBON CLEAN ECOSYSTEM BUILDER IN THE CARBON CREDIT SEGMENT
- HOHM ENERGY ECOSYSTEM
 BUILDER IN SOUTH AFRICA IN THE
 RESIDENTIAL SOLAR SEGMENT
- BEACON ECOSYSTEM BUILDER IN NIGERIA IN ENERGY EFFICIENCY





4. HIGHLIGHTS OF THE CONFERENCE

We are grateful and excited about the positive feedback we received from our attendees. Our first Climate Venture Builder Conference was a success, as the highlights show below:



4.1. TESTIMONIALS

"Hearing entrepreneurs share openly their successes and challenges and what more can be done in venture building showed the great need that Persistent is addressing in the African climate sector." - Masashi Mizoguchi, Managing Director, Kyuden international, and Board member at Persistent.

"In 32 years of sustainable finance, no question the "Persistent's 2022 Climate Venture Building Conference" was the best event I've ever attended. Gritty, real, entrepreneurs telling stories from the ugly frontline warts and all. Simply amazing."

- Paul Clements-Hunt - shared on LinkedIn

"It was a great pleasure to engage with the Persistent team, portfolio companies and partners at their first Climate Venture Builder Conference last week in Nairobi. The highlight of the week was definitely the visit to Ecobodaa Mobility a Kenyan e-mobility company manufacturing Electric bicycles. It is impressive to see how home grown businesses are tackling the climate crisis and building profitable organizations as they do so." - Rolake Rosiji - shared on LinkedIn

5. PROFILE OF PARTNER COMPANIES ON STAGE

Companies in the e-Mobility space:

Ecobodaa

Presented by Kim Chepkoit

Ecobodaa is an e-mobility startup founded by two Kenyan engineers providing affordable, connected electric motorcycle taxis (bodaboda's) to riders in Nairobi, that are available on a lease-to-own payment plan. They are responsible for controlling every part of the customer experience from motorcycle design, maintenance, revenue collection, and battery swaps. Ecobodaa's vision is to provide affordable. sustainable. and zero-emissions last-mile transportation in African cities.

"Electric two-wheelers provide the lowest entry point to electrifying transportation in Africa. E-mobility in Africa is going to start with the masses, not the upper-middle-class like in the Western World" - Kim Chepkoit



Tri sells electric, loT-connected 3-wheelers, directly to professional drivers in a lease-to-own scheme. This increases driver's daily profits by up to 2x, lowers entry barriers to asset ownership & allows for cost-efficient, real-time and remote fleet & customer management -at zero emissions.





FOUNDER





NIKO KADIJAIA FOUNDER

SolarTaxi Presented by Jorge Appiah

bikes.

Solar Taxi is an e-mobility start-up company that provides modern eco-friendly mobility facilities. The main objective is to offer its clients middle-class Electric vehicles (EV) as the best mobility option, which is eco-friendly at an affordable cost to meet the growing mobility demand and accessibility. The

company is located in Accra, Kumasi, Takoradi, and Tamale with a staff strength of 54. The company has plans of establishing an assembling plant for cars and

"E-mobility provides the unique opportunity to propel Africa's transportation and economic development in a sustainable fashion" - **Jorge Appiah**



JORGE APPIAH
CO-FOUNDER





Companies in the Off-Grid Residential Solar Sector:

ALTECH Presented by Washikala Malango

Altech is a leading distributor of solar lamps in the Democratic Republic of Congo. They work to enable off-grid households and institutions to have access to modern energy. Since 2022 Altech has started to explore the e-Mobility market.





WASHIKALA MALANGO
CO-FOUNDER

SolarWorks!

Presented by Arnoud de Vroomen

SolarWorks! has been active in Southern Africa for ten years, offering a range of quality solar products. Its key product line relates to Solar Home Systems (SHS) which give people access to energy for the first time in their lives and covers needs like lighting and charging mobile phones, while larger systems can offer television and refrigeration.



Oolu is one of the fastest growing off-grid solar companies in West Africa. Their model, developed with local communities, allows them to offer high-quality solar products on an affordable financing plan. They are proud of their after-sales commitment, with replacement parts under warranty and customer service representatives who speak the local languages of their customers.

"To boost solar uptake and transition to net-zero, we must enhance energy access and affordability through favourable policies that promote a business operating environment for developers and investors to thrive, drive end-user adoption with incentives and ensure an integrated approach to address the energy access issue and stimulate economic development" - **Doseke Akporiaye**





solarworks!

ARNOUD DE VROOMEN
CEO & CO FOUNDER





DOSEKE AKPORIAYE

MANAGING DIRECTOR NIGERIA

Companies in the Commercial and Industrial Solar Sector (C&I):

candi

Presented by Co-Founder Philippe Flamand

candi is a dedicated rooftop solar installer, financier and operator for SMEs across Asia and Africa. It brings together international capital, through its Swiss-based founders, and local expertise in order to provide a unique offering to this underserved sector. In so doing candi aims to reduce carbon emissions, create jobs, increase energy access and save money for small businesses, thereby releasing capital for more productive use in the economy.

"In a world of increasingly uncertain and expensive power, fully financed and risk-free solar literally provides the shortest distance to greater savings and certainty for almost any business owner. The future is now." **Philippe Flamand**



Presented by CEO Prince Ojeabulu

Rensource Energy is a leading provider of off-grid energy. It is using best-in-class technology, financial innovation, and a robust operational infrastructure to build West Africa's largest portfolio of micro utilities.

"Off-Grid Energy will continue to remain a source of energy that Commercial & Industrial Businesses can depend on, in terms of energy reliability, cost savings, and carbon footprint reduction. With the right partnership, any business can rest assured to meet its energy needs." - Prince Ojeabulu



PHILIPPE FLAMAND
CO-FOUNDER



PRINCE OJEABULU CEO

Companies in Carbon Credits Sector:

<u>Carbon Clear</u> Presented by CCO Tao Bindslev

The CarbonClear program provides off-grid solar providers access to the carbon market, enabling the issuing of quantifiable CO2 emissions reductions based on the solar off-grid installations deployed by their program partners in emerging economies. CarbonClear sells carbon credits through its website. The company is initially focusing on geographies with a high potential for deploying off-grid solar solutions through a lease-to-own or pay-as-you-go (PAYG) business model. CarbonClear aims to positively impact the lives of over 2.5 million people by 2022, and also expand to other sectors such as clean cooking, water kiosks, and sanitation.



Hohm Energy Presented by Founder Tim Ohlsen

Hohm Energy is an online software platform and marketplace that connects customers with accredited solar providers, product suppliers and financiers in a few clicks. Once Hohm has found a suitable fit, the team manages the client's entire solar journey from scoping for the solution, installation and ongoing operations and maintenance. With the Hohm Energy Advisor clients have wider access to their own support and guidance throughout the process. Hohm, which is currently growing in the South African market, aims to provide a global network and therefore is already focusing on expanding to Nigeria and Kenya.



TAO BINDSLEV





TIM OHLSEN FOUNDER

Beacon

Presented by Founder Bim Adisa

Beacon Power Services is the leading provider of data and grid management solutions for Africa's power sector. Its mission is to significantly enhance energy access for Africa's cities. The goal of BPS is to improve the quality and duration of electricity supplied to Africa's cities by creating smart grids across the continent and using data to reduce the considerable inefficiencies in the electricity distribution systems.





BIM ADISA FOUNDER

Others presented on stage where:

Triple Jump

Presented by Nekesa Simiyu

Persistent and Triple Jump have been partners since 2019, working together on two different mandates:

• EEGF

We leverage our unique industry expertise as a Fund Advisor to the USD 120 million Energy Entrepreneurs Growth Fund (EEGF), managed by Triple Jump. Initiated in 2019 by Shell Foundation and FMO, the EEGF provides catalytic financing for early and growth stage companies in Sub Saharan Africa operating in the access to energy ecosystem. Persistent provides pipeline opportunities, advice on origination and due diligence, as well as hands-on operational support to investees in order to help them transition into the next stages of development.

• CEI

In partnership with Triple Jump B.V. and GreenMax Capital Advisors, Persistent's expertise is also drawn upon to run the Crowdlending Window of the Clean Energy and Energy Inclusion for Africa Foundation (CEI Africa). The aim of the EUR 49 million foundation, set up by KfW on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ), is to supply climate-friendly electricity for people in Sub-Saharan Africa in co-financing with European Crowdlenders.



Triple Jump

NEKESA SIMIYU

SENIOR INVESTMENT ASSOCIATE

<u>Azuri</u>

Presented by Henrik Axelsson Lilja

Henrik has recently been an independent consultant for the Persistent Team, and supported on paygo operations advisory.

Azuri is a commercial provider of PayGo Solar Home Systems for rural off-grid homes. Azuri has integrated mobile technology with solar energy to turn a development challenge into a business solution. With users in 12 different countries across East and West Africa that now have access to clean, affordable solar-powered products.

"As the sector is finding the best way to sustainably provide and scale up universal energy access, let us not forget the fact that the future has already happened for millions of off-grid households now on SHS! As we look ahead, 'PayGo everything' is now unlocking new products and services building on our joint industry experiences to serve both existing and new customer segments." - Henrik Axelsson Lilja





HENRIK AXELSSON LILJA



7. APPRECIATION AND CLOSING REMARKS BY WAIRIMU KARANJA

Sometimes we get the question - what is venture building? What separates Persistent from a traditional VC fund? In organising the first Africa Climate Venture Building Conference, we set out to answer these questions, show-case our portfolio companies and have an honest discussion with industry players on the opportunities and challenges of climate investment in Africa. The conference turned out to be that and so much more.

WE ARE GRATEFUL FOR THE CLOSE TO 150 PARTICIPANTS FROM OVER 16 COUNTRIES, REPRESENTING OUR PORTFOLIO COMPANIES, OUR INVESTORS, DEVELOPMENT FINANCE INSTITUTIONS, CONSULTING PARTNERS AND OTHER CLIMATE FINANCE INDUSTRY STAKEHOLDERS.

We had gritty, no holds-barred conversations with our venture companies - start-ups that are at the forefront of climate and social impact in e-mobility, offgrid solar, energy efficiency, carbon credits and other climate tech. It was inspiring to hear first hand how our work building companies in the areas of finance, fundraising, operations, legal, compliance and ESG has helped to leapfrog companies from the start-up stage to growth-stage, multiply value and catalyse additional investments in these companies.

The discussions we began were not be exhausted in one day. Plans are underway for the next edition of the Climate Venture Building Conference, and regional meetings in Africa. We will communicate further details on these.

COP 27 took place in November in Egypt after our October conference. In his concluding remarks, UN Secretary General António Guterres recognized the important step taken in establishing the Loss and Damage Fund, and made several clarion calls, including: making good on the long-delayed promise of \$100 billion a year in climate finance for developing countries; having a credible roadmap to double adaptation finance; and changing the business models of multilateral development banks and international financial institutions to accept more risk and systematically leverage private finance for developing countries at reasonable costs.

We are privileged to be playing our part in fulfilling the COP agenda, and to be making a tangible difference to African climate-positive entrepreneurs with our hands-on venture building approach. We are grateful to our investors and partners who have been part of our climate venture building journey over the past 10 years. We aim to do more as we launch our Climate Venture Builder Fund.

REPORT OCT 2022



Contact us at joy@persistent.energy



