

Welcome and Introductions

Financing Commercial Sales of Solar Water Pumps

Feb 15th, 2017

Intercontinental Hotel, Nairobi

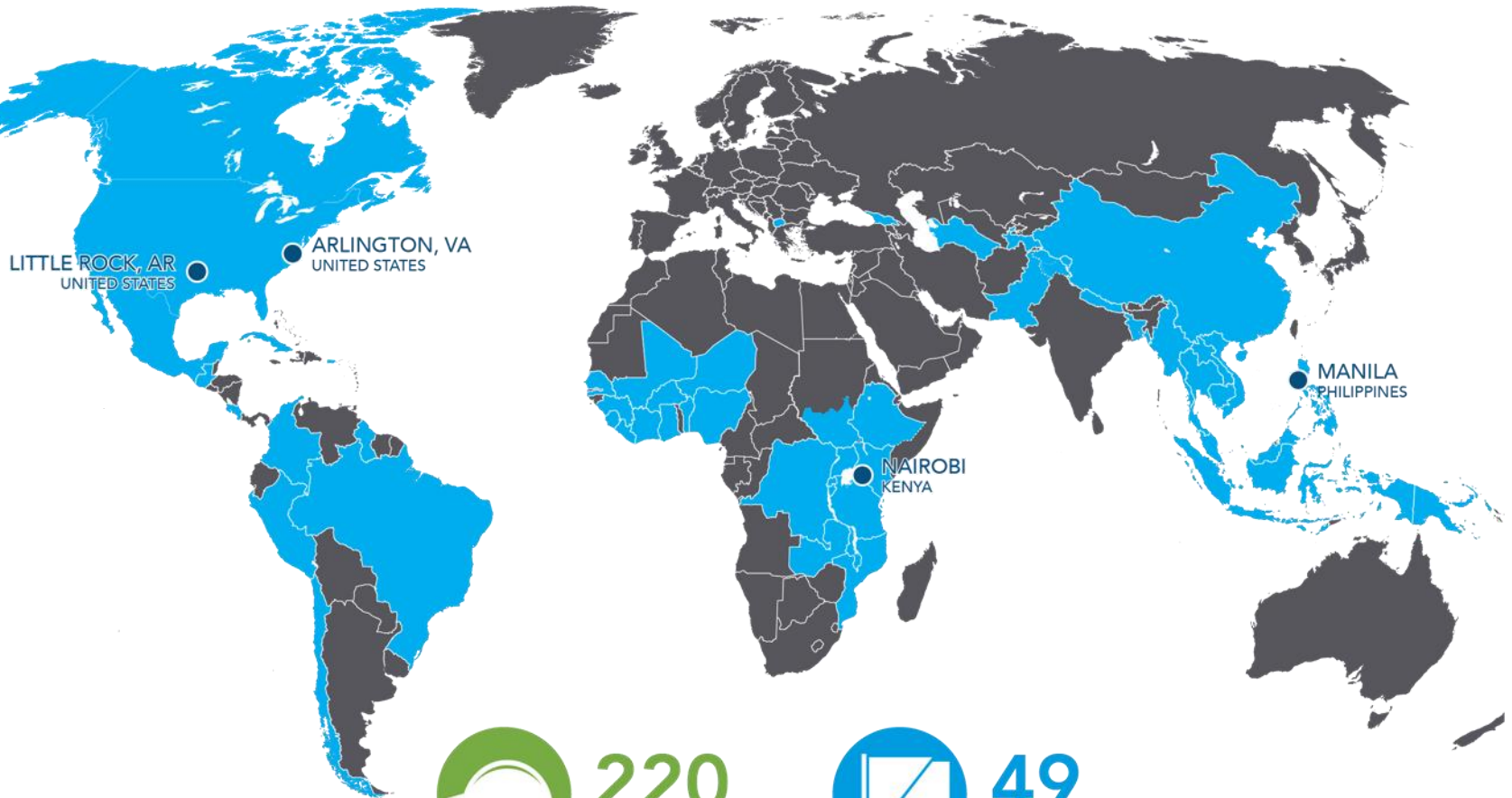
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A Powerful Mission

Winrock's mission is to **empower the disadvantaged, increase economic opportunity and sustain natural resources** across the globe.

Our Global Reach



220
PROJECTS



49
COUNTRIES

Kenya Smallholder Solar Irrigation Project

Accelerate commercial sales of small solar water pumps (SWP) for irrigation, to increase productivity of high value horticulture through demonstration, demand aggregation, and increased access to financing.

Kenya Smallholder Solar Irrigation Project

- April 2015 – February 2017
- “Powering Agriculture” activity under the Renewable Energy Leader with Associates (RELWA) Cooperative Agreement funded by USAID
- Implemented in close partnership with USAID’s Kenya Agricultural Value Chain Enterprises (KAVES) Project and DuPont Kenya

Project approach

- Test SWPs on farms to recommend to farmers and financing institutions quality of pumps on the market. (Technology Profile, Poolside Demos).
- Demonstrate pumps to farmers, already aggregated by ag value chain project, to create demand, in partnership with KAVES and pump companies. (KAVES, KIWASH, Farmer Testimonials).
- Assist FIs to develop loan products for SWPs by jointly identifying risks and their mitigation and demonstrating bankability through independent sample ROI studies. (Financing Pilots).

Question

- Why has it been harder to expand the market for a renewable energy product which can generate income (solar irrigation pump) than one used for consumption (solar lighting)?
- Of the hundreds of people we have met in the past two years in the course of the project we have unequivocally heard that solar pumps have a crucial role to play enhancing farmer incomes and improving the environment.

Value of the project

- Demonstrated solar water pumps to thousands of smallholder Kenyan horticulture farmers
- Supported SWP companies to reach KAVES and DuPont farmers and achieve sales of hundreds of pumps
- Enabled pioneering MFIs to develop SWP loan products
- Attracting investors and banks to expand SWP financing (Business to Business meetings)

Energy access

- Standardized small consumption products (solar lanterns and home systems) are easier to scale up.
- Important role for financing institutions in energy access (Roundtable discussion)
 - PAYG is clearly leading in Tier 1 access,
 - FIs have a role to play in achieving higher Tier access particularly for productive usage of energy.



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