

Getting Your Off Grid Business Investment-Ready

March 2021



Together with



The significant energy access gap in Nigeria means the opportunities for economic and social impact by addressing the gap are also considerable

Challenges



~30GW to 195GW

Size of energy gap which would cost \$40-200 billion to address



75% of households & SME's

Either off grid or bad grid (<4 hrs per day);



120 million people affected

Nigeria now has largest off grid population in the world, negative impact on Nigerian socio-economic performance;



>20 million generators

Diesel/petrol solutions fill the gap, emitting 5-7 million MT of CO2 annually;

Opportunities



~\$15-20 billion

Amount Nigerians already spend on alternative energy solutions – 10x the grid;



~\$10 billion

Investment opportunity in minigrids;



>10 million SHS units

Estimated market size for Nigeria;



High willingness to pay

3.5x India \$ 2x East Africa;



Sound policy trajectory

Minigrid & Eligible Customer regulations, \$500 million NEP, mobile banking regulatory changes, franchise regulations



~\$5 billion

Regional market for solar components

All On has a dynamic approach that combines investment, incubation, and market development activities with strategic partners to deliver on its mission



All On Mission

All On Delivery Approach



All On Hub

Together with



Supporting the development of a pipeline of investable, scalable and sustainable off-grid energy businesses



Impact Investing

Investing debt & equity directly in existing energy firms to help grow and achieve scale



Enabling Finance

Investing in enabling finance facilities that leverage additional capital for off-grid companies



Enabling Environment

Facilitating an enabling environment to accelerate scaling of the off-grid energy sector



Global and local partners



Accelerating the closing of the access to energy gap in Nigeria – with a special focus on the Niger Delta – by increasing access to commercial energy products and services for off-grid communities (under-served and un-served)



All On has a fast growing portfolio across multiple segments of the off-grid energy sector in Nigeria

Key Features

Mini Grids

Electricity demand in localized area w/ generation ranging from 50kW-1MW; primarily solar, some gas & hydro; off grid & 'undergrid'

Solar Energy Systems

Stand alone solar systems with capacity >1KW for large households & SMEs

Solar Home Systems (SHS)

Demand led by Pay As You Go solar home system segment ranging from 10W to 150W systems

Cold Storage

Pay as you use cold storage facilities powered with renewable energy

Battery As A Service

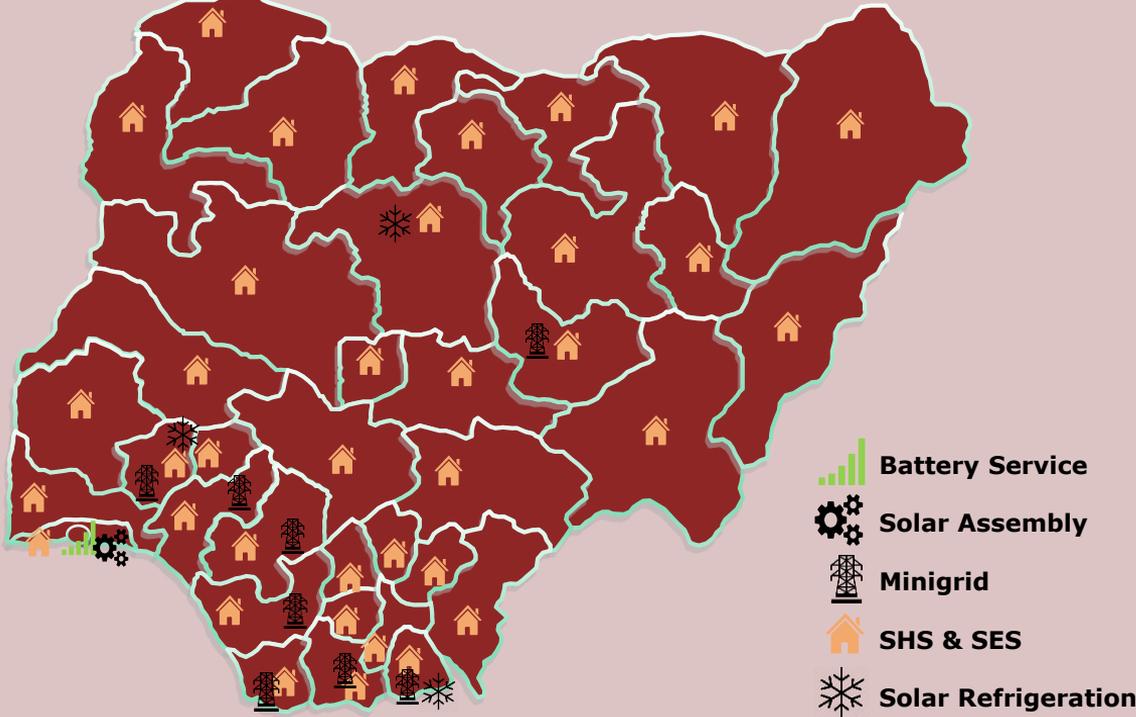
Provision of pay as you use stored power, primarily powered with renewable energy ranging from 10W and upwards

All On Investees

Enablers

The total portfolio operations are spread across Nigeria

All On Investment Operational Footprint Across Nigeria



Description

Battery services in Lagos state.

1 Solar Assembly plant in Lagos

13 Minigrid sites in 8 different states

Solar Home and Solar Energy systems are spread across all states

4 Cold storage facilities across 3 states

So, You Want To Access Investor Financing For Your Offgrid Company or Project?

Your investment Proposition



Build Your MVP



Align With Investors



Documentation & Evidence



Secure Funding (Angels, FFF etc.)



Show Traction



General Tips While Accessing Financing and Growing Your Offgrid Company ...

- Have a very detailed business plan - answers all or most of the questions shown earlier in this presentation.
- Keep solid and reliable records.
- Chase Funding that is relevant for where you are in your current phase of growth – don't chase Helios or Verod when you should be asking for FFF or Angel money.
- Remember, money is a tool, not the solution.
- Always strive to under-promise and over-deliver.
- The people and partners you have with you on the journey are extremely important to your success – always make sure you're aligned.
- Be resilient. The offgrid energy business is a marathon, not a sprint. As long as you're sure of your investment thesis and business concept, hang in there.

Thank You

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