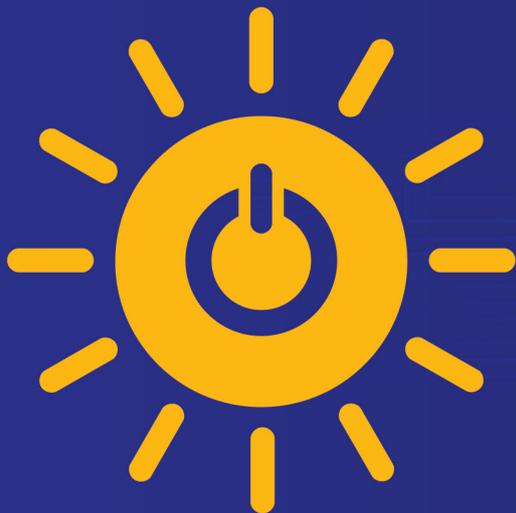




THE GOVERNMENT
OF THE GRAND DUCHY OF LUXEMBOURG



Impact Capital
for Development



RENEWABLE ENERGY AND RESILIENCE OF BURKINA FASO

2022 Investment Portfolio

ABOUT UNCDF

The UN Capital Development Fund makes public and private finance work for the poor in the world's 46 least developed countries (LDCs). UNCDF offers “last mile” finance models that unlock public and private resources, especially at the domestic level, to reduce poverty and support local economic development.

UNCDF's financing models work through three channels: (1) inclusive digital economies, which connects individuals, households, and small businesses with financial eco-systems that catalyze participation in the local economy, and provide tools to climb out of poverty and manage financial lives; (2) local development finance, which capacitates localities through fiscal decentralization, innovative municipal finance, and structured project finance to drive local economic expansion and sustainable development; and (3) investment finance, which provides catalytic financial structuring, de-risking, and capital deployment to drive SDG impact and domestic resource mobilization.

UNCDF Energy promotes access to finance across the energy value chain from customer to enterprise by investing in early stage, innovative business ideas from SMEs that have the potential to make a step-change in improving the accessibility, affordability, and reliability of modern energy for people, especially those at the last-mile. In addition to catalytic investment, UNCDF provides technical assistance and advisory on enabling environment policy and market insights to support the development of energy markets in LDCs.







UNCDF **FERR-BF**

Located in Western Africa and completely land-locked, Burkina Faso remains today a fragile state with a challenging energy situation; The percentage of the population that has access to modern energy services is still very low (18.83 percent has access to electricity). Geographical disparities are significant: 58% of the urban population had access to electricity vs one percent only of the rural population.

The United Nations Capital Development Fund (UNCDF), through the financial support of the Grand Duchy of Luxembourg, has set up a Challenge Fund (Fund of Renewable Energy and Resilience of Burkina Faso - FERR-BF) to support the development of energy services companies in Burkina Faso. This is to address the problems of energy deficiencies, combined with the double challenge of the lack of technical and financial capacity of companies, hindering the supply and access to adequate energy services.

The Fund aims to help strengthen the economic resilience and adaptation to climate change of the most vulnerable segments of the population: women, young people, small farmers, micro and small businesses, and refugees from rural and peri-urban areas of Burkina Faso.



WHAT **FERR-BF** OFFERS

Combining our efforts through finance, TA, incubation, awareness building and convening and leading national working groups, FERR-BF is strengthening the energy sector in Burkina Faso on an eco-system level, while still being close to the partners we support in a direct and hands-on manner.



PRIVATE SECTOR SUPPORT: FERR-BF is supporting private sector partners through TA, grants and loans. This includes Energy Services Companies as well as Financial Services Providers and Product Providers.



INCUBATION SERVICES



FACILITATING AND COORDINATING sector-wide approach to address challenges, exchange knowledge and strengthen the sector.



AWARENESS BUILDING and knowledge sharing products for the general public.



OUR ECOSYSTEM APPROACH



INSTITUTIONAL PARTNERSHIPS: Set up and leading of a Working group including private sector partners, l'Agence Nationale des Energies Renouvelables et de l'Efficacité Energétique (ANEREE), l'Agence Burkinabè de l'Electrification Rurale (ABER), FinTech, NGOs etc.

SYNERGIES BETWEEN PARTNERS: FERR-BF is actively supporting synergies between partners which has lead to over 10 concrete partnerships, all strengthening the individual partners as well as the commercial offering and / or affordability of products to end-users.

SECTOR STRENGTHENING AND KNOWLEDGE BUILDING /

SHARING: Through its incubation services FERR-BF has contributed to strengthening private sector businesses and improved their commercial propositions, their business set up and their chances of finding investments. Through its dedicated learning modules FERR-BF has helped raising awareness and understanding of Renewable Energy products with the general public.



OUR RESULTS

(per 31/12/2021)



4,954

Clean energy products sold



25,000

People benefitted from clean energy solutions



833

Full & part time jobs created (30% women)



5,000

Tonnes of CO₂ emissions offset (estimated)



\$450,000

Leveraged funds



74

Partners supported through grants and/or technical assistance



WHERE OUR PARTNERS WORK

Company	Type of Solution
<ul style="list-style-type: none"> ● ● ● ● AES	Solar system
<ul style="list-style-type: none"> ● GES	Solar irrigation
<ul style="list-style-type: none"> ● FRES	Multi-functional platform and mini-grid
<ul style="list-style-type: none"> ● Otto	Solar home systems and solar PU equipment
<ul style="list-style-type: none"> ● MicroSow	Solar Kiosks
<ul style="list-style-type: none"> ● Soier	Solar refrigeration and solar irrigation
<ul style="list-style-type: none"> ● ● ● Sahelia Solar	Multi-functional platform and mini-grid
<ul style="list-style-type: none"> ● ● ● OOLU	Solar home systems and Power hubs
<ul style="list-style-type: none"> ● ● ● ● NAFA NAANA	Clean cooking and solar productive equipment
<ul style="list-style-type: none"> ● MicroStart	Financial services provider



Company	Type of Solution
● InTouch	Payment services provider
● 2M	Incubator
● 2iE	Incubator
● BBI	Incubator



OUR ESCO PARTNERS INVESTMENT PORTFOLIO



SOLAR APPLIANCES FOR AGRICULTURAL PRODUCTION ON PAYGO FINANCING



Company:
AES



Type of support:
Grants and Loan, TA from 2iE an 2M Invest



Target population:
Agricultural processors

Business model: Solar appliances for agricultural production on PayGo Financing.

FERR-BF intervention: AES sells Photovoltaic (PV) solutions to boost agricultural production and income for 12 agro-pastoral producers. This includes solar irrigation pumps, solar mills, solar crushers, solar cooling and other transformation devices. Each kit is used by an average of 30 persons.

Outcomes/impact: AES is capable of customizing their product according to the needs of the clients. Actively involved in national working group to help strengthen the sector.



SOLAR IRRIGATION PUMPS AND AGRO PROCESSING EQUIPMENT INCLUDING PAYGO FINANCING



Company:

GES



Type of support:

**Grants, TA from 2M
Invest**



Target population:

**Agricultural cooperatives
and women groups**

Business model: Solar Irrigation pumps and agro processing equipment including PAYGO Financing.

FERR-BF intervention: GES sells to cooperatives and women groups to increase and improve their crops and boost agricultural income. 30 SMEs with 150 women managing will be impacted.

Outcomes/impact: GES is actively partnering with multiple FERR-BF partners to strengthen their offering for the end-users.



SOLAR POWERED MULTI-FUNCTIONAL PLATFORM



Company:
SSD-FRES-YEELLEN BA



Type of support:
Grants



Target population:
Agricultural women groups

Business model: Solar Powered Multi-Functional Platform.

FERR-BF intervention: SSD-FRES-YEELLEN BA will install the multi-functional platform for the village Kouakoualé, plus a hub for agricultural processing with a press for peanut paste and shea butter, a hulling machine and a milling machine, based upon service for fee. PAYGO Finance will be integrated. The hub will be managed by women groups.

Outcomes/impact: Firstly, improving the income and outputs of the agricultural women groups. But also improving the security in the village by placing streetlights. Finally local employment will be created through commission-based jobs, of which 30 percent will be youth, 70 percent women.



COMMUNITY OWNED SOLAR PLATFORMS, PAYGO ENABLED



Company:
Sahelia Solar



Type of support:
Loan



Target population:
Local off-grid communities

Business model: Community owned solar platforms, PAYGO enabled.

FERR-BF intervention: Sahelia Solar develops 20 community owned solar platforms to power activity centers and a one kilometer minigridd to run agricultural processing equipments like mills, hullers etc. All users receive in depth training.

Outcomes/impact: By providing a loan to Sahelia Solar the capacity of Sahelia Solar to attract additional funding is strengthened. Also this serves as a showcase to local financiers that local energy companies are bankable and helps strengthening the financing ecosystem in Burkina Faso.



SOLAR POWERED FREEZERS AND SOLAR IRRIGATION PUMPS



Company:
Soier



Type of support:
Grants, TA from 2M Invest



Target population:
Agricultural women groups

Business model: Solar powered freezers and solar irrigation pumps.

FERR-BF intervention: Soier sells solar powered freezers and solar irrigation pumps on credit base. This will improve quality and quantity of crops while at the same time help prevent food waste.

Outcomes/impact: Job creation for women and youth as well as supporting them with commercial and financial training to improve their business model around using the Soier products.



SOLAR POWERED KIOSKS THAT ALSO SELL ENERGY SERVICES



Company:
MicroSow



Type of support:
Grants, TA from 2M Invest



Target population:
Entrepreneurs

Business model: Solar Powered Kiosks that also sell energy services.

FERR-BF intervention: Solar powered micro kiosks on a franchise basis to serve as a place to recharge phones or to rent out battery packs. Also kiosk itself will use energy for cooling (sell cold water / drinks and tv as cinema). Franchisees are women groups.

Outcomes/impact: MicroSow is very committed to training and education for communities where they work.



LARGER SOLAR UNITS FOR LOCAL BUSINESSES



Company:
Qotto



Type of support:
Grants



Target population:
Entrepreneurs

Business model: Larger solar units for local businesses.

FERR-BF intervention: Qotto sells large SHS assembled in Burkina Faso, including power banks for small entrepreneurs who can rent out these power banks to end-users. They sell video clubs with a solar powered Qotto system and TV to replace fossil fuel-powered gen-sets. Qotto systems are monitored at distance and include PayGo options.

Outcomes/impact: Qotto is capable of adapting its business and product portfolio according to the needs of its clients. To reach more women customers in their portfolio, Qotto is introducing solar systems for beauty salons.



SALES OF SOLAR PRODUCTS FOR INCOME GENERATION



Company:
OOLU



Type of support:
Grants



Target population:
Rural, low income communities

Business model: Sales of solar products for income generation.

FERR-BF intervention: OOLU sells solar products for generating income through 4 products: pico solar – solar TVs– solar powered hair razors – PowerHubs (= a solar powered generator) incl PAYG. Preferred customers are women associations. Women will receive training on the product, how to use them, but also how to generate revenues through these products.

Outcomes/impact: OOLU is bringing innovative products and solutions to the Burkina Faso market, including trainings to take the Solar Home Systems market segment towards an income generating opportunity for local entrepreneurs in rural and low income areas.



SALES, DISTRIBUTION AND FINANCIAL SERVICES FOR CLEAN COOKING AND SOLAR PRODUCTIVE USE SOLUTIONS



Company:
Nafa Naana



Type of support:
Grants



Target population:
Rural, low income communities

Business model: Sales, distribution and financial services for clean cooking and solar productive use solutions.

FERR-BF intervention: Nafa Naana sells energy including solar lamps, solar production use solutions. They train and support distribution partners to reach target customers. Nafa Naana is selling improved cookstoves and LPG stoves to underserved areas. The productive use solar equipment includes solar pumps, fridges, sewing machines, razors, and others coming from existing local suppliers or well-known international suppliers.

Outcomes/impact: Nafa Naana products are in high demand as they shift to diversifying their portfolio from clean cooking and pico-lights to productive use and solar equipment options.





**OUR DIGITAL PAYMENT SERVICE PARTNERS
INVESTMENT PORTFOLIO**



PAYMENT SOLUTIONS TO ADVANCE CLEAN ENERGY SOLUTIONS



Type of support:

Grants



Target population:

Energy service companies and financial service providers

Business model: Providing payment solutions

FERR-BF intervention: In Touch will support businesses by providing IT solutions known as “Touch Pay” to collect payments. This solution companies, in the form of a mobile application or API, to accept all means of payment available in Burkina Faso.

Outcomes/impact: In Touch has completed the assessment of seven companies (three solar companies, two cookstoves companies, and two financial service providers) for integration to the payment platform.





**OUR INCUBATOR PARTNERS
INVESTMENT PORTFOLIO**

TECHNICAL ASSISTANCE, FUND MOBILIZATION AND MENTORING (BUSINESS INCUBATION)



Type of support:

Grants



Target population:

**Energy service
companies and financial
service providers**

Business model: Technical assistance, fund mobilization and mentoring (business incubation).

FERR-BF intervention: The incubators have innovative approaches combining technical training, acceleration, fund mobilization, mentoring and coaching based on experiential learning. Examples are B2B sessions and business plan competitions.

Outcomes/impact: The incubators have supported ESCOs (including clean cooking companies) and FSPs inside and outside of the FERR portfolio to prepare bankable business plans; coaching to carry out grant projects, and fund mobilization support; as well as more technical support and acceleration services. Fundraising training support is provided via a network of financial partners.





OUR SERVICE PARTNERS
INVESTMENT PORTFOLIO

SAVINGS, LOANS AND ENERGY PRODUCT DELIVERY (IMPROVED COOKSTOVES, SOLAR KITS AND SOLAR MILLS)



Type of support:
Grants, TA from 2M Invest



Target population:
Women's groups and unbanked youth

Business model: Savings, loans and energy product delivery (Improved cookstoves, solar kits and solar mills).

FERR-BF intervention: Microstart is dedicated to providing financial services to the energy sector to enable ESCOs and their clients to sell and/or have easy access to energy-based products.

Outcomes/impact: Microstart has set up of one new agency branch and two mobile satellite offices in (rural) areas (?) while selling solar appliances that can generate income for women's groups. The project has developed client protection principles, while collecting savings and disbursing loans for energy products to vulnerable and youth groups.



FOR MORE INFORMATION, PLEASE CONTACT:

vincent.wierda@uncdf.org

FOLLOW US ON TWITTER

[@UNCDFenergy](https://twitter.com/UNCDFenergy)

LEARN MORE ABOUT OUR WORK

Scan the QR Code





**Impact Capital
for Development**