

Nigerian Off-Grid & Innovators Summit 2018

Dr. Wiebe Boer

Chief Executive Officer

October 17, 2018



Dr. Boer is the Chief Executive Officer of All On and joined the team from the Boston Consulting Group (BCG), where he was one of the founders of the strategy firm's Lagos office. Prior to BCG, Dr. Boer spent five years with the Heirs Holdings Group in Lagos, playing roles including Chief of Staff to the Chairman, Director of Strategy, and CEO of the Tony Elumelu Foundation. Dr. Boer has also worked in the Rockefeller Foundation's Africa Regional Office in Nairobi, McKinsey & Company, and with World Vision Mauritania where he managed a USAID

funded development project. While conducting his doctoral research in Nigeria for his Yale PhD thesis, Wiebe co-founded AfriOne, the first ISP in North Central Nigeria. He has served on a variety of corporate and public sector boards across Africa, and is also a widely published author and speaker. His most recent book, *A story of Heroes + Epics: The History of Football in Nigeria*, published by Bookcraft in 2018. Dr. Boer earned a PhD and two Masters degrees from Yale University and a Bachelor's degree from Calvin College, all in history. He spent one year studying political science at the University of Jos, and completed his primary and secondary education at Hillcrest School, also in Jos, Nigeria where he was born and raised.

Good afternoon all. As the host of today's summit, I welcome all of you to the All On office to celebrate home grown Nigerian innovations to address Nigeria's access to energy gap.

As is often repeated, there are 90 million Nigerians who are off the grid entirely, and at least another 30 million who have less than 4 hours of power per day from the grid. That's twice the population of the United Kingdom, more people than all of Ethiopia – Africa's second most populous country, and as many people as the following ECOWAS Countries combined: Benin, Burkina Faso, Cape Verde, Cote D'Ivoire, Gambia, Ghana, Guinea, Guinea Bissau, Liberia and Mali. Only India has more people either off grid or with poor grid, and that is relative to a much larger population.

This lack of energy access in Nigeria is the foundational reason why our country performs poorly in so many social and economic development indicators – everything from health, education, food

security, competitiveness, productivity and so much more.

To address the gap from the traditional top down centralized grid approach, we need an additional 30-175 GW, at a cost of between \$50-200 billion dollars. Clearly, this approach is not going to turn a lot of lights on soon. The gap is currently being filled by up to 60 million generator sets, which is expensive, inefficient, and environmentally unsustainable.

So, what can we do?

As every entrepreneur knows, for every major challenge, there is also a major opportunity – and the opportunity to make economic and social impact in the energy access space in Nigeria is massive.

At All On we are doing our part to address the gap from the bottom up – one household, SME, community, village, and town at a time. We invest directly in companies providing off grid clean energy solutions to Nigerian consumers and businesses, we co-invest in finance

facilities focused on the sector, and we provide strategic grants to help create an enabling environment for businesses in the sector to thrive.

But the gap is huge, and we cannot do it alone – so partnerships is at the core of how we operate. I see many of our partners here (CALL SOME OUT – REA, POWER AFRICA, ETC...).

This is why we have partnered with USADF – to provide concessional blended finance to Nigerian businesses doing their part to address Nigeria’s energy gap. This is the 1<sup>st</sup> year of our 3-year partnership to co-invest in up to 30 businesses. This year there were over 200 applications from around the country, and the final ten are being celebrated here today.

These include:

Solmenz Engineering’s off-grid solar energy solution will provide a 25KW capacity system, to fully power a central Agric processing and preservation hub for their host community.

A4&T will be deploying a 20kw Solar Mini Grid to power households, Agro processing mills and business centers in a rural community in Ondo State.

Darway Coast is providing small minigrid to 2 off-grid communities, Ozuzu and Akpoku, in Etchie Local Government Area in Rivers State.

Auxano Energy is an indigenous company that deals in procurement, sales, designs, installation and maintenance of solar and inverter systems. They will use the All On/ USADF funding to increase the capacity of their solar panel assembly plant in Lagos.

Alyx Limited is a cold chain logistics company that has built a prototype five-ton semi-trailer locally that is cooled by a 2hp split air conditioner.

- They provide cold chain solutions from farm gate to market in an unbroken chain that prolongs the quality and shelf life of perishable fruits and vegetables.

- They built a prototype five-ton semi-trailer locally that is cooled by a 2hp split air conditioner. The temperature of the refrigerated cold box is maintained by using a Cool bot to get the desired temperature to store different kinds of perishable vegetable with focus being tomato.

Creeds Energy is a professional renewable energy service and solutions provider. For this project, Creeds will provide pay as you go solar power via 500W standalone systems to woman owned SME's in Rivers and Plateau States to improve their profitability.

Prado Power will use the funding to set up 30KW minigrid to serve households and SMEs located within an agrarian off-grid community in Ondo State.

Eastwing Laboratories is established a solar powered refrigeration system for agriculture produce for residents and farm produce marketers in Ile-Ife, Osun State.

**IkABIN**

The Ikabin is a completely off-grid solar-powered battery recharging Kiosk. Drawing its conceptual design from the 'village water well', where people come in the centre of town to get a bucket of water for their daily usage, the Ikabin aims to provide electricity without the hassle of creating a village electricity grid.

- To recharge the mobile battery (i-Pack), the user goes to the closest Ikabin, to recharge his i-Pack. Once the i-Pack is full, the customer can use it to light up housing, recharge mobile phones and provide electricity to a wide range of electrical accessories

- The project will finance the deployment of 2 Ikabin kiosks with 1000 ipacks to household across Nigeria

Together with USADF, REA, all the entrepreneurs, and all the other partners working tirelessly to address Nigeria's access to energy gap, we want to collectively reduce the exposure of women to unhealthy sources of energy (kerosene

and firewood). We want children to be able to go to school and study at night in a conducive environment. We want agriculture produce to not go to waste. We want SME's to have one less thing to worry about and channel a bulk of their resources into creating employment. We want to turn off the polluting diesel and petrol generators.

These Nigerian off-grid energy companies being celebrated today are doing their part to improve livelihoods by providing affordable power to unserved and underserved communities. We are proud to partner with USADF to help these companies scale up and meet the increasing demand. This has been a good first year. We look forward to working with USADF to scale these businesses, and then to identify new ones to fund next year, and the year after that. The challenge is massive, but so is the opportunity – and the innovation and resolve to address it. With all of us working together, we can get

the lights turned on and make Nigeria a better place for everyone.

For information about All On, including downloadable versions of these speeches and other publications, please visit [www.all-on.com](http://www.all-on.com)

© All On, 2018. Permission should be sought from All On before any part of this publication is reproduced, stored in a retrieval system, or transmitted by any other means. Agreement will normally be given, provided the source is acknowledged.