



Energy innovations.
Powerful collaborations.

Accelerating access
to energy in Nigeria

Together with



ONE POWERFUL AMBITION

Our mission is to stimulate the development of collaborative partnerships for innovative solutions that facilitate increased access to affordable, reliable and sustainable energy sources in Nigeria.

All On Partnerships for Energy Access* (“All On”) will be working with a coalition of organisations to act as a catalyst in the growth of Nigeria’s market for sustainable energy and off-grid solutions. We’re here to offer investment and technical support to existing and early-stage entrepreneurs that are active in the access-to-energy space.

We will engage in broader market-building activities, such as research and advocacy. And we will work alongside other investors and partners – global and local – to improve access to energy.

*Incorporated as a company limited by guarantee under the laws of Nigeria

A country-wide transformation

The chance to connect a vast community to functional energy solutions using innovative business models.

Right now, over a hundred million Nigerians are without sufficient access to energy and experience daily power outages. It's a serious challenge for households, businesses and communities, impacting on every part of daily life. It's also a massive opportunity for growth.

The technology is available to transform energy access – such as mini-grids and solar systems – and the potential market is huge. All On will work with our partners to meet that vast and growing demand for smart, sustainable energy solutions.

There are a range of issues that limit the ability of stakeholders to deliver the most suitable solutions to populations in need. These factors include:

- Access to finance
- Awareness and perception
- Technical capabilities
- Operational challenges
- Opaque governance/policy
- Lack of information and coordination

The issue



27.9 million households in Nigeria are either totally off grid or have a 'bad grid' connection with less than 4 hours of electricity per day

Energy demand is set to increase from 262 TWh to 419 TWh per annum (conservatively) by 2025

Over the next ten years Energy demand is projected to grow by 4.5% per year (higher than population growth)

These are estimated projections from a recent Nigeria Energy Needs Assessment Study (commissioned by Shell)

Working together to tackle Nigeria's access to energy challenges.

All On is bringing together investors and access-to-energy providers to roll out solutions that are scalable and commercially sustainable. By pooling our financial resources and technical know-how, we can tackle the complex challenges facing Nigeria's energy market.

Being part
of the solution **ON**

Increasing access to finance

We will work to bring private investment to off-grid energy solutions – a sector that mainstream investors tend to overlook. By providing finance and technical support, we can help entrepreneurs with commercially viable solutions to scale up and achieve long-term growth.

Policy advocacy and best practice

All On's network of partners will help create alternative platforms for energy provision. By championing sound policy and sharing best practices, we can create an environment where smart energy solutions can reach the people who need them most.

Strengthening technical capability

As well as providing funding and technical support to early-stage energy firms, All On will invest in knowledge-building and supporting our partners as we collaborate to deliver the most effective energy solutions.

All On and its partners will offer financial support in the form of working capital, equity, quasi equity, and tactical grant investments.



A powerful combination **ON**

Our dynamic approach to unlocking access to energy.

To maximise our impact, we're taking a multi-faceted approach that combines, investment, technical support and ideas on market development.

Impact investment

Supporting and investing in existing energy solution providers to help grow and achieve scale.

All On will provide capital matched to the needs of energy enterprises at a range of sizes.

The focus will be on enterprises with proven off-grid energy technology solutions and businesses that are ready to scale.

Innovation hub

Accelerating and supporting early-stage energy firm innovations and ideas.

All On is looking to drive long-lasting impact through supporting the development and growth of commercially viable energy solutions.

The objective is to de-risk the sector and demonstrate its viability by providing risk capital and business development support to develop, prove and scale successful business models.

Collaboration platform

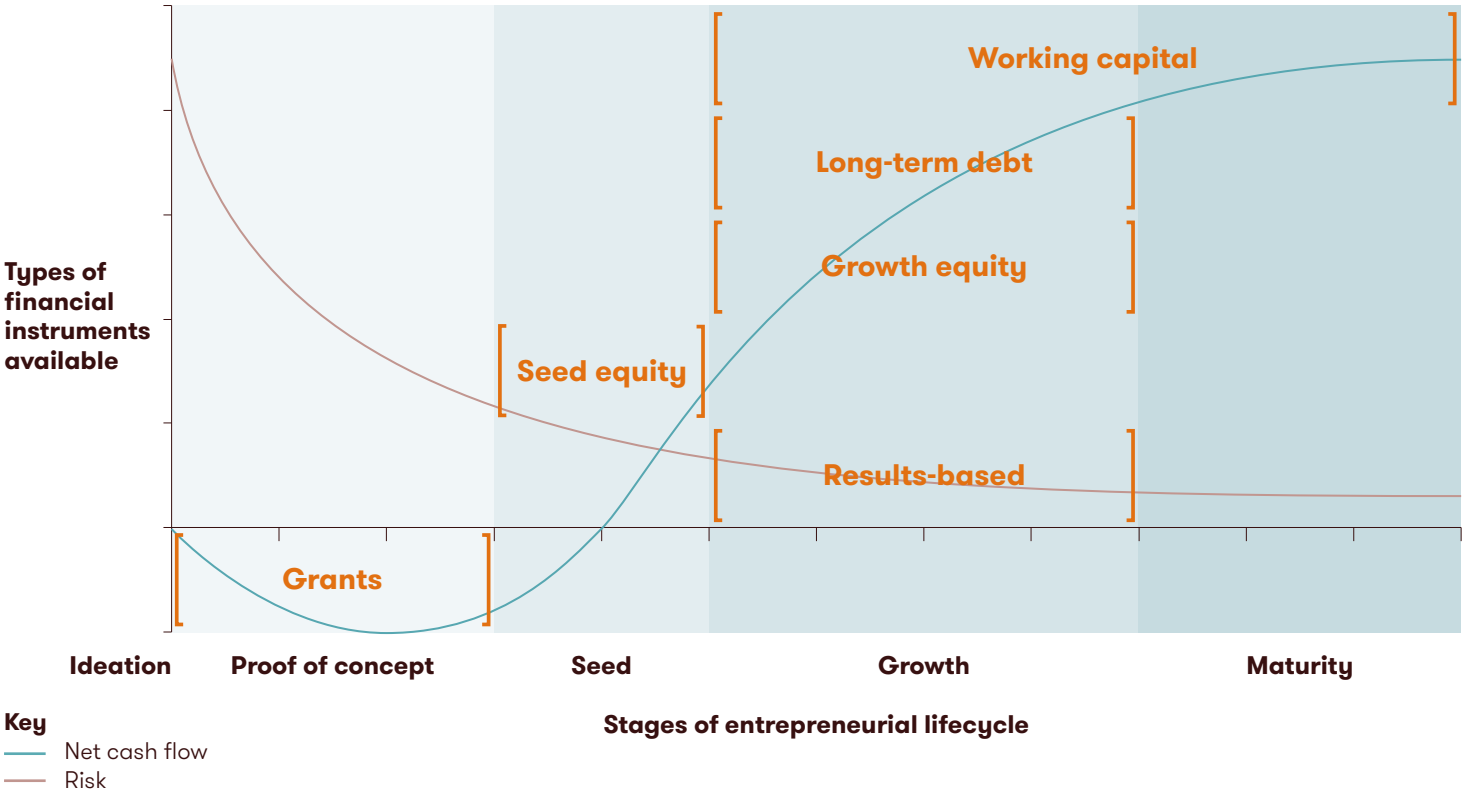
Facilitating and empowering people and organisations to develop better energy solutions.

All On platform will promote innovation and identification of promising business and deployment models, attract partners and entrepreneurs and also help them to obtain and share information effectively.

All On will adopt six investment archetypes, as appropriate for the potential investee’s business model and stage of development.

The archetypes are not mutually exclusive, and where appropriate, instruments will be considered in combination to minimize downside risk and enhance potential returns.

Financial instruments available over the stages of the entrepreneurial lifecycle



- Grants**
Early stage innovation companies/entrepreneurs
- Results-based**
Medium-sized/established SHS/SPL distributors; mini-grid
- Seed equity**
Early stage access to energy firms
- Growth equity**
Medium-sized/established SHS/SPL distributors; mini-grid
- Long-term debt**
Small-to-medium sized mini-grid players
- Working capital**
Solar Home Systems (SHS)/ Solar Portable Lanterns (SPL) branded manufacturers, importers, installers and distributors; consumer financing for SHS/SPL

THE ENERGY
TO GET
THINGS DONE

#onforall

We're in implementation phase

These are exciting early days for All On. We're now operational as an independent, not-for-profit entity and seeking potential strategic partners. If you share our vision for sustainable energy and are keen to move into, or increase your presence in, Nigeria, this could be your vehicle to make a real impact.

All for and for all

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