



FACTOR[e] VENTURES

Accelerating Development at the
Ag-Energy nexus

Abuja, November 2019

Our approach

We invest across the value chain, along our 4 investment theses

We work in-market, close to our ventures and their customers

We're "very, very, very" hands on

We take on tech-driven deals and are technical thought leaders



Guardian
sustainable business
Bold bets

Sarah Shemkus

Mon 5 Oct 2015 12:03 EDT



Venture firm Factor(E) delivers energy solutions to developing nations

A Colorado nonprofit funds and supports new businesses looking to improve energy access in developing countries



Why Agriculture?

800M



1.6 billion



70%

4x

 **InspiraFarms**



Why Energy?

1.1B



62 yrs

450M



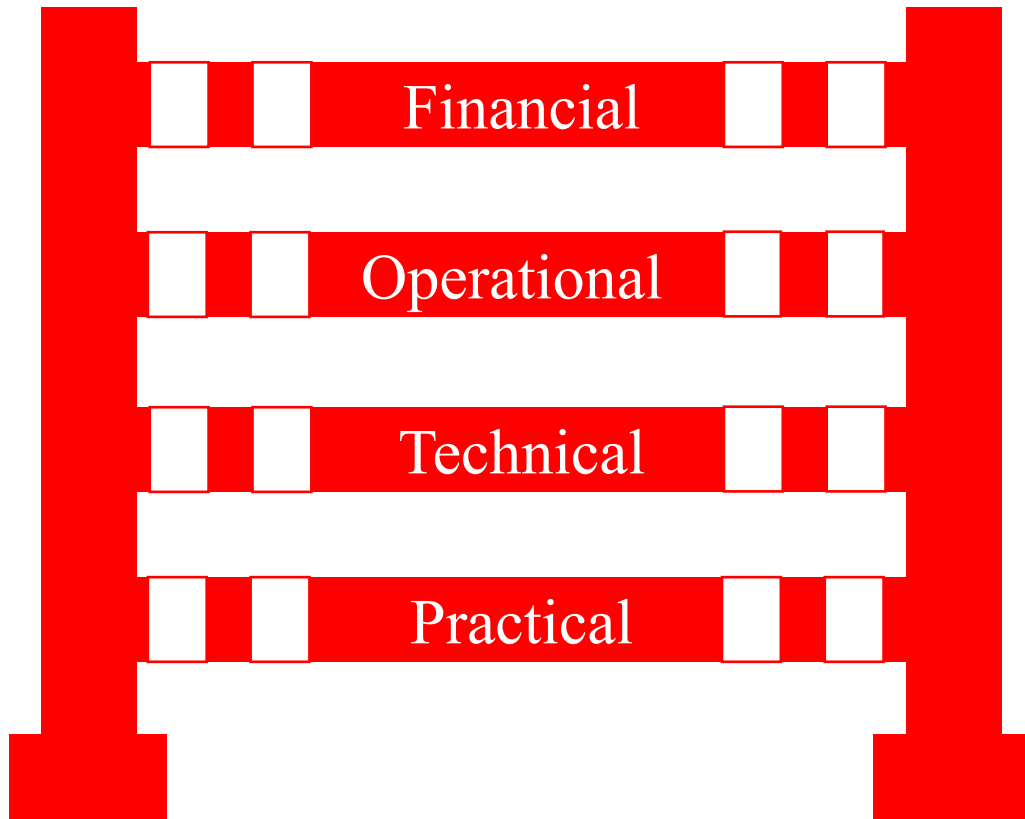
3B

RE-DAVIA
RENTAL SOLAR POWER



SPARKMETER ⚡

But stubborn barriers remain



WHAT ONE KILOWATT HOUR MEANS

TO THE FARM



Rockefeller Foundation and Factor[e]:

An actionable approach to stimulate ag-energy learning and scaling opportunities



Demand-led



Ag-Tech-Energy collaboration



Pathway to Scale



Recyclable asset financing

Scoping

Interviews with 50+ stakeholders to refresh Ag-Energy landscape

Bellagio Workshop

Development of project concepts, criteria and barriers to scale

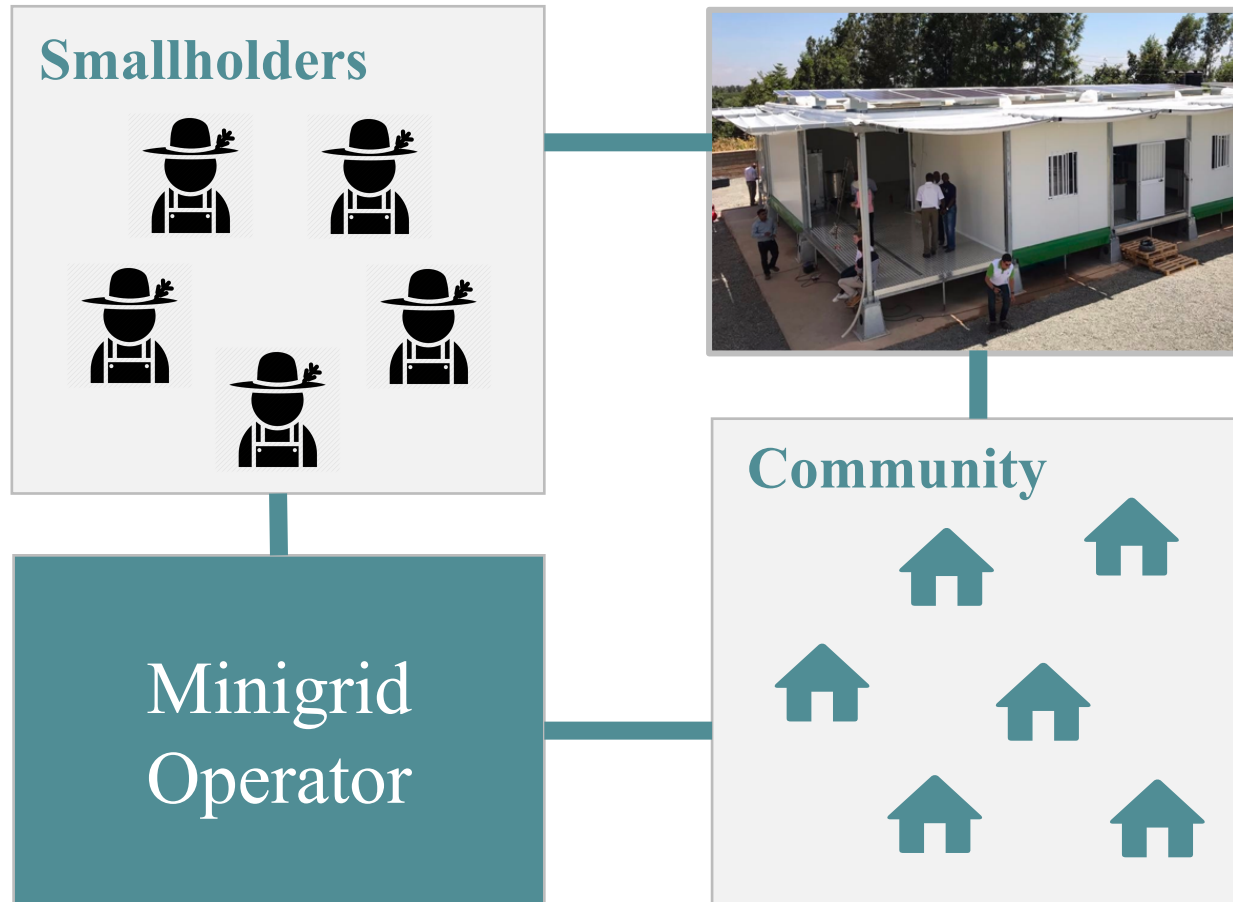
Project selection

Shortlisting of 15 project ideas to select 4-5 demonstration projects

Early results

June 2020

Example: Cold storage on a minigrid



Learning practical lessons for partners looking to scale



Primary / Secondary



Chicken / Egg



Technology / Scale



Organic / Inorganic

THANK YOU

