

Accelerating Deployment of Proven Smallholder Technologies:

Investment Opportunities through Winrock

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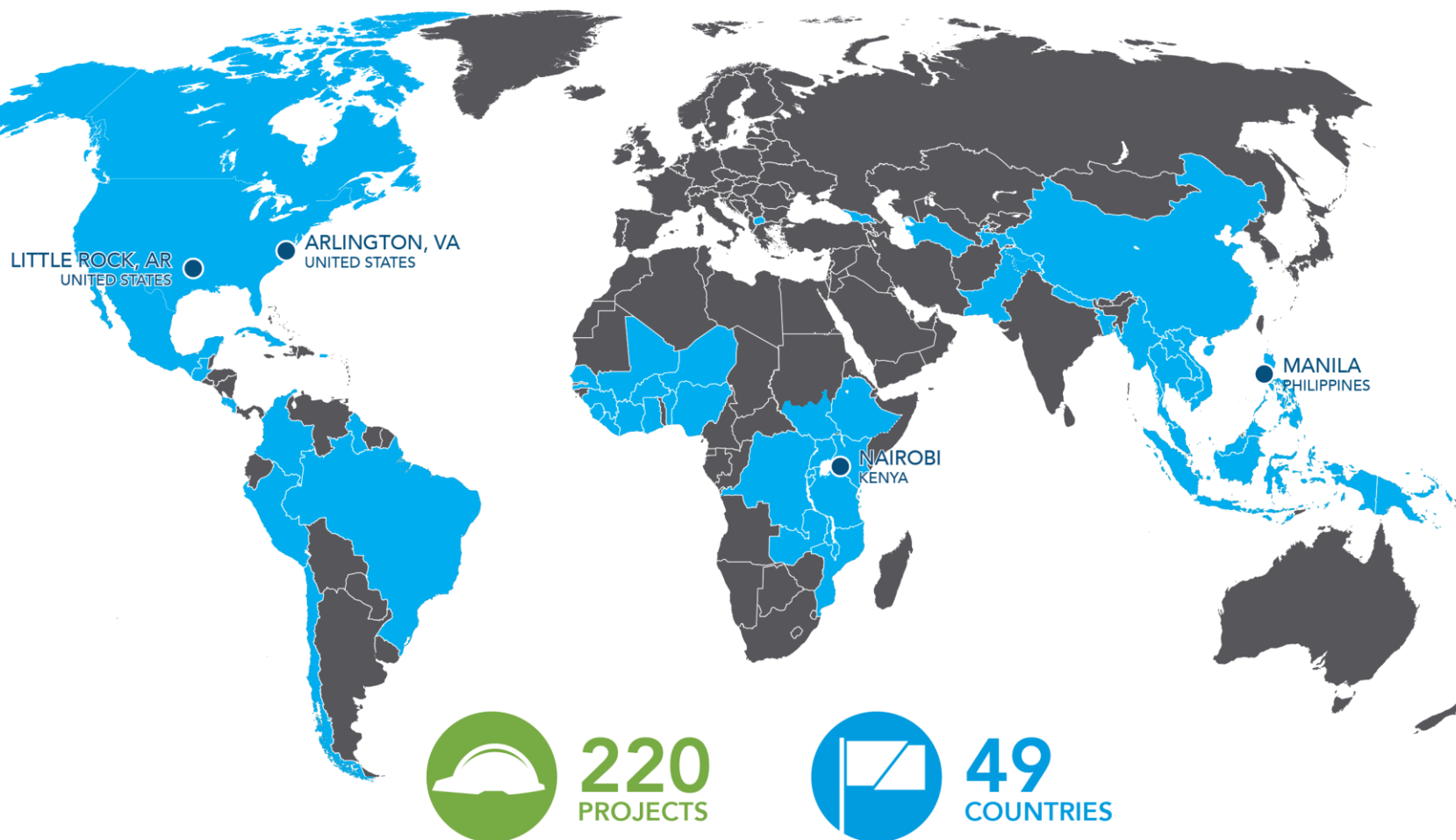
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A Powerful Mission

Winrock's mission is to **empower the disadvantaged, increase economic opportunity and sustain natural resources** across the globe.

Our Global Reach



Winrock is an industry facilitator for clean energy and water technologies

- **Technologies:** Clean cookstoves, solar chillers, solar water pumps, multiple-use water services, biogas-to-electricity retrofits
- **Investment opportunities:** technology companies, financial institutions, grassroots businesses

Accelerating commercial sales of solar water pumps

SOLAR WATER PUMP (SWP) MARKET BARRIERS

DEMAND SIDE

Low farmer awareness of SWPs

Lack of 3rd-party assessment of SWP quality

Insufficient SWP credit options

SUPPLY SIDE

Lack of aggregated SWP orders

Limited rural pump supply and repair networks

WINROCK'S ROLE

Demonstrate SWPs without distorting the market

Assess SWP products and installations; train SWP technicians

Assist financial institutions to create loan products & acquire loan capital

Aggregate demand from agribusiness and ag value chain projects

INVESTMENT OPPORTUNITIES

- Loan capital
- Guarantees
- Equity infusion

- Loan capital to horticulture farmer coops

Accelerating commercial sales of solar water pumps - Kenya



Recipient	Investment Sought	Purpose	US\$	SWPs
Financial Institutions				
Commercial Bank	Loan Capital/ Guarantees	Farmer credit for SWPs	400,000	615
SACCO	Loan Capital/ Guarantees	SAACO Credit for SWPs	300,000	462
MFI	Loan Capital/ Guarantees	Farmer credit for SWPs	200,000	308
Table Banking Groups				
Table banking	Loan Capital/ Guarantees	Farmer credit for SWPs	300,000	462
Grassroots Business				
Farmer Coop/Aggregator	Loan Capital	Farmer credit for SWPs	250,000	385
			\$1,450,000 Total Direct Investment	2,231 Total SWP Loans

Accelerating commercial sales of solar water pumps - Nepal



Recipient	Investment Sought	Purpose	US\$	SWPs
Solar pump retailer (lease to purchase)				
Solar pump retailer	Loan Capital/Guarantees	Farmer credit for SWPs	400,000	267
Financial Institution				
MFI	Loan Capital/Equity	Farmer credit for SWPs	200,000	308
			\$600,000 Total Direct Investment	574 Total SWP Loans



THANK YOU

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