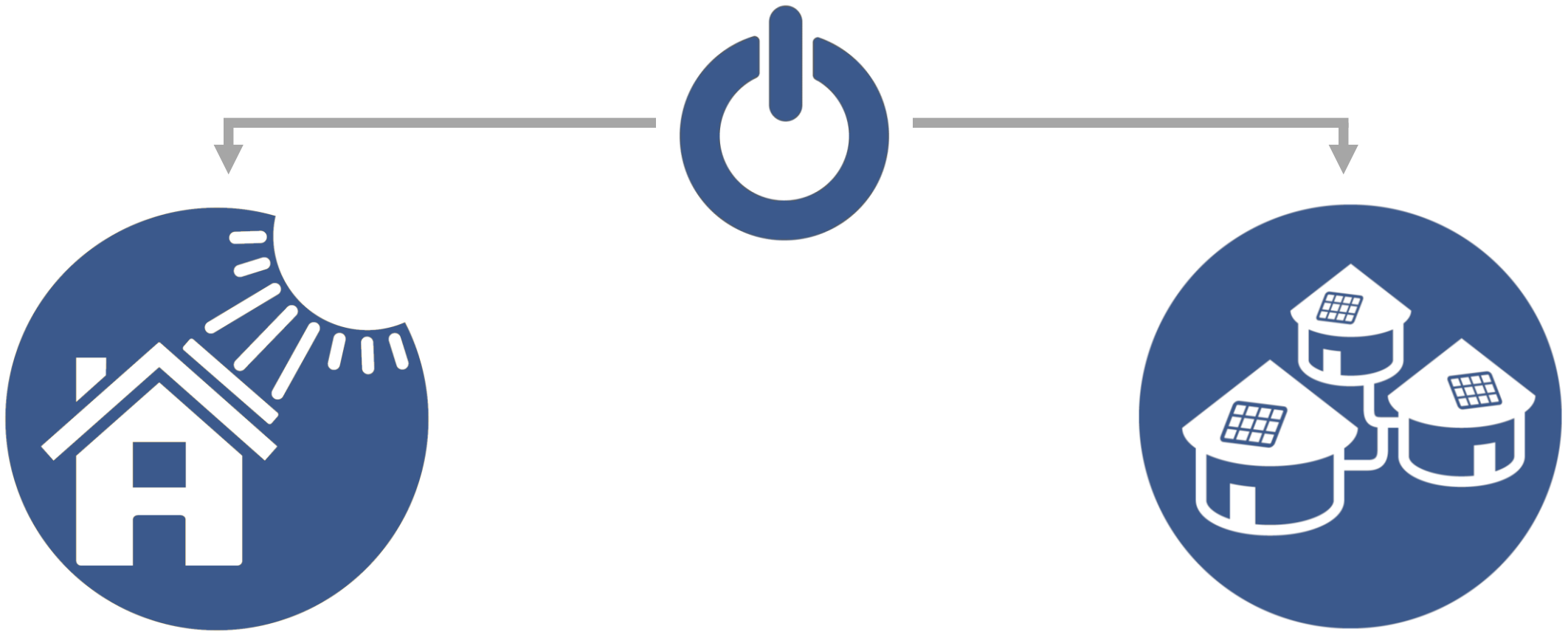
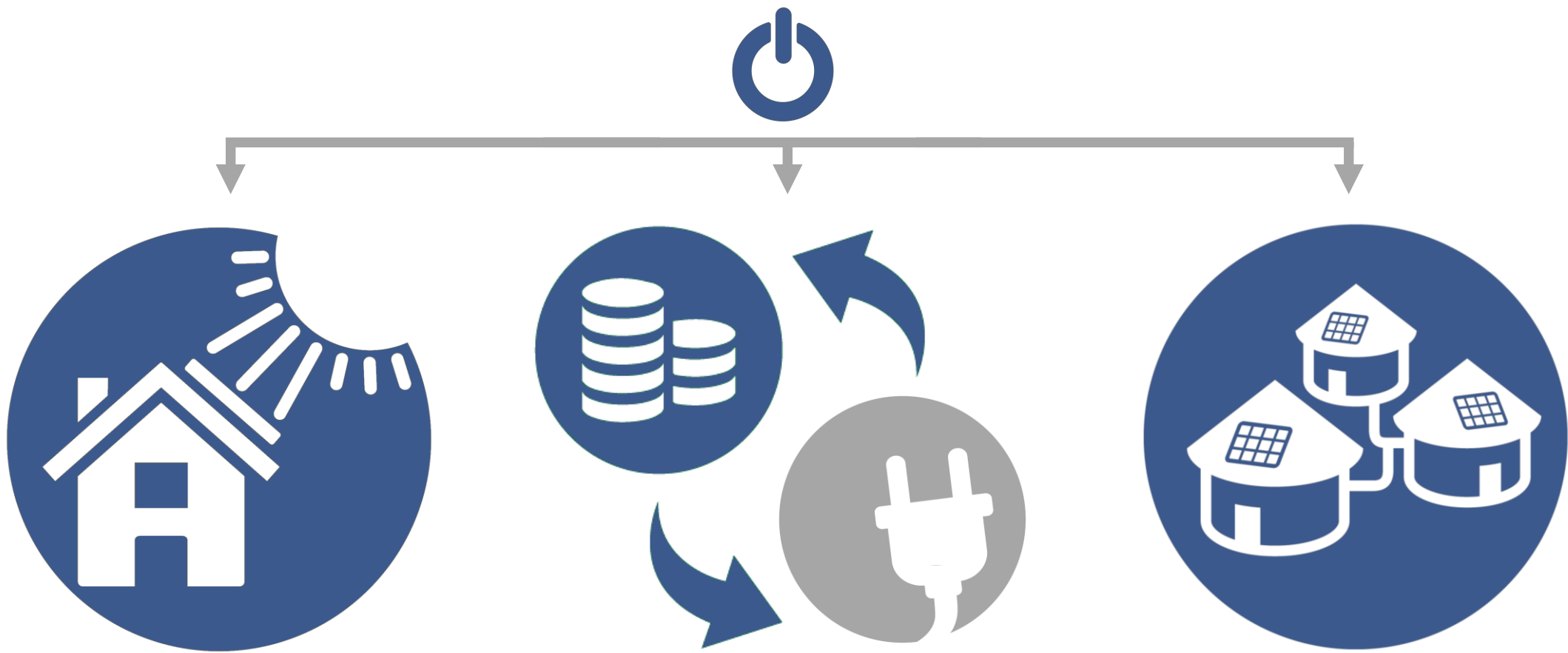


A man wearing a white long-sleeved shirt, light-colored pants, and a white cap is walking away from the camera on a dirt path. He is carrying a large solar panel under his left arm and a black toolbox under his right arm. The background shows a rural setting with a stone wall on the left, a dirt path, and a building with a window in the distance. Two other people are visible in the background, one riding a motorcycle. The scene is bathed in warm, golden light, suggesting late afternoon or early morning.

# Insight Session: Energy for Productive Use

**WE > I**





# Determining Our Focus Area



- Sectors that are **largely unelectrified or under electrified** and could benefit significantly from access to energy
- Sectors where businesses are owned by **low income** people or employ low income workers
- Businesses that, with access to energy, could **have impact** on livelihoods, job creation and carbon displacement
- Sectors that have sufficient **demand** for energy-driven productive assets or intermediary services to validate Shell Foundation investment

Energy for **productive use** needs to look at sectors where **access to energy** can unlock opportunity for **growth** where potential for impact at scale



# Supporting Smallholder Farmers





# Supporting Smallholder Farmers

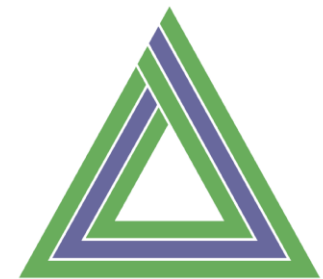
Agriculture in Africa as a business today

- **Unelectrified**, old farming methods, driven by **human labour** and relying on rainfall for irrigation
- **Low crop yields**, quality and productivity, increasing risk from climate change
- Limited local ecosystem of buyers, **no market access**
- Business and income source for 60% of African population but **limited opportunity to improve livelihoods and reduce poverty**

Agriculture as an energy-driven business

- **Improved yields**, productivity and crop quality, decreased risk of crop failure, decreased losses; driven by reliable, affordable, renewable energy technology
- Climate change resilient farming
- Improved **local market access** and **supply chain of energy-driven SMEs** serving agriculture ecosystem (processing, buying, selling)
- Business and income source for 60% of African population which **significantly improves livelihoods and reduces poverty through renewable energy-driven farms and SME ecosystem**

# Our Partners...



**InspiraFarms**  
Competitive | Sustainable | Agribusiness







# InspiraFarms

Competitive | Sustainable | Agribusiness

“InspiraFarms supplies growing producers, distributors and processors of fresh produce with energy-efficient refrigerated storage, market analytics and asset finance for first mile distribution.

This enables agribusinesses to become more competitive and sustainable by significantly reducing post-harvest losses, cutting energy costs and accessing higher-value markets.”





## InspiraFarms: Solar-Powered First Mile Distribution (Rwanda)





“Sistema.bio is the world’s largest integrated biogas energy company, providing cooking, heating, agricultural processing, sanitation and fertilizer to small farmers. We leverage inclusive financing, last-mile distribution and technology to serve clients on four continents.”














We help smallholder farmers  
maximize their profits.





1. **Farm size:** 1.35 acres

2. **Crop:** maize

3. **Farm yield:** 12 bags per acre (65th percentile for area)

4. **Building density:** low for area (25th percentile for area)

5. **Has livestock:** yes

6. **Distance to main road:** 1.5 km





BUILDING BETTER BATTERIES

# Panel Discussion:

