FUNDING DER INFRASTRUCTURE IN AFRICAN MARKETS

SEYI FABODE, FOUNDER, VARUNA
Monitor and predict quality within your water distribution system.

Varuna is a cloud-based enterprise management software that helps water utilities make optimal operational, infrastructure, and customer decisions. The platform enables the utility to perform real-time water quality monitoring using advanced sensors, predict quality issues using machine learning and generate up-to-date mandated reports with the click of a couple of buttons.
THREE PROBLEMS

CAPACITY

INEFFICIENCIES

$0.50/KWH
2/3 WITHOUT ACCESS BUT CHANGING...
2017 FUNDING

~$70B, 22 UNICORNS

358X

$195M, 0 UNICORNS

CBInsights, Quartz Africa
NOT REALLY ABOUT OIL PRICES

SOLAR PRICES VS OIL PRICE 1970-2013
SOME OTHER CONSTRAINTS

- PEOPLE: LACK OF ‘NEXT LAYER’ OF LEADERSHIP
- PRODUCTS: LIMITED ACCESS TO INPUTS
- NO ‘EXIT’ OR ‘FAILURE’ CULTURE
- CONTRACT LAWS?
- DEVELOP A BENCH
- CLOSER PARTNERSHIPS WITH GLOBAL OEMS
- CORPORATE (BIG OIL) SHOULD BUY SOME STARTUPS
- ???
**MINIGRIDS AS A WORKABLE FUNDING OPTION**

<table>
<thead>
<tr>
<th>10KW - 5MW</th>
<th><strong>TRULY DISTRIBUTED</strong> + <strong>SHORTER PAYBACK TIMES</strong></th>
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<tbody>
<tr>
<td><strong>LOW(ER) CAPITAL</strong> + <strong>LOCALIZED SOLUTIONS</strong></td>
<td>TTA, MESH POWER, DIVERGE, E.ON RAFIKI POWER, SKY NOTCH, REX SOLAR, ENGINE POWER CORNER ETC.</td>
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