

SPEAKER PROFILES

Official Opening of Rwanda Sustainable Energy Week 2018



Amb. Claver Gatete, Minister of Infrastructure Rwanda Ministry of Infrastructure

Biography

Amb. Claver Gatete has been the Minister of Infrastructure since April 2018. Prior to this appointment, he served as Minister of Finance and Economic Planning starting in February 2013. He had previously served as the Governor of the National Bank of Rwanda (2011 to 2013). Amb. Gatete also served as Rwanda's Ambassador to the United Kingdom, Ireland, and Iceland from November 2005 to December 2009. He is also currently a member of the Presidential Advisory Council.

Website:

www.mininfra.gov.rw



In addition, Amb. Gatete's previous posts include Personal Representative of the President on NEPAD Steering Committee, and National Economist at the Rwanda United Nations Development Programme (UNDP). Amb. Gatete has held various positions on Key Boards of Directors including: Chairman of Rwanda Revenue Authority, Chairman of School of Finance and Banking; member of the Board of the National Bank of Rwanda; Chairman of National Privatization Technical Committee; and Vice-Chairman of Community Development Fund.

Amb. Gatete holds a Masters in Agricultural Economics from the University of British Columbia, Vancouver, B.C., Canada (1993) and an undergraduate degree from the same University (1991).

About the Rwanda Ministry of Infrastructure

The MININFRA is a department of the Government of Rwanda. It is responsible for infrastructure policy and development throughout the country. The Ministry's mission is to ensure the sustainable development of infrastructure and to contribute to economic growth with a view to enhancing the quality of life of the population. Its remit includes overseeing maintenance and development of infrastructure in Rwanda including transport, energy, habitat and urbanism, meteorology, water and sanitation.



Nicola Bellomo, Ambassador European Union Delegation in Rwanda

Biography

Nicola Bellomo has been the Ambassador of the Delegation of the European Union in Rwanda since January 2018. Previously he held several positions at the European Commission and with the Delegation of the European Union in the Kingdom of Swaziland, African Union (Addis Ababa), Egypt, and the United Nations (NY), among others. He holds degrees from Università degli Studi di Bari and London School of Economics and Political Science.

Website:

eeas.europa.eu/delegations/rwanda_en



About the EU Delegation to Rwanda

EU Delegations represent the European Union around the world. The role of the EU Delegation to Rwanda is to support the development of relations between Rwanda and the EU, to supervise long-term programming of aid and to manage programmes and projects within the framework of EU external aid management.



Frédérique de Man, Ambassador Embassy of The Netherlands in Rwanda

Biography

Frédérique de Man has been the Dutch Ambassador to Rwanda since 2015. She has been working for the Dutch Ministry of Foreign Affairs since 1983. Until 1996, she had foreign assignments in Dar es Salaam, Luxembourg, Brussels, Ouagadougou and Islamabad. From 1996 to July 1999 she was the Head of the Department of Humanitarian Aid at the Ministry of Foreign Affairs in The Hague, and from July 1999 to July 2002 she was Director of the Political Department. Since then, she has held several positions and in 2010 she became the Ambassador of Mozambique until 2015. She studied Social and Economic History at the University of Leiden and received a diploma in International Public Administration from the Ecole Nationale d'Administration in Paris.

Website:

<https://www.government.nl/ministries/ministry-of-foreign-affairs>



Ministry of Foreign Affairs

About the Ministry of Foreign Affairs in Rwanda

The Ministry of Foreign Affairs is the channel through which the Government of The Netherlands communicates with foreign governments and international organisations. It coordinates and carries out Dutch foreign policy. The Ministry has two halves: its headquarters in The Hague and its missions abroad (embassies, consulates, and permanent representations).



Dr. Ivan Twagirashema, Chairman Energy Private Developers Rwanda

Biography

Dr. Ivan Twagirashema is the Chairman of Energy Private Developers Rwanda and the CEO of Ngali Holdings. In the last 10 years he has managed major companies including Rwanda Investment Group, Rwanda Energy Company, and Peat Energy Company. He is a senior consultant with sound expertise in energy and industrial project management. In addition, he is Councillor of the National Council of Science and Technology, Chairman of the Energy Sector Skills Council, Non-Executive Director of CIMERWA, and Non-Executive Director of ECOBANK Rwanda. In the last 10 years, he has served on the boards of Directors of Societe Petroliere, Rwanda Mountain Tea, Ultimate Developers Ltd, Trust Industries, and Ngororero Mining Company. He holds a PhD in Industrial Chemistry and Catalysis from the University of Science and Technology in Lille, and a Master's Degree in Physico-Chemistry and in Pharmacy

Website:

www.epdrwanda.com



About Energy Private Developers

EPD is an association regrouping private companies operating in the energy sector. It is one of the five associations composing the Chamber of Industry under the Private Sector Federation of Rwanda. The association encourages collaboration and partnership for the development of the Rwandan energy sector. It shares experience and good practices and promotes companies operating in the energy sector.



Dymphna Van der Lans, CEO Clean Cooking Alliance

Biography

Dymphna van der Lans is the CEO of the Clean Cooking Alliance. She brings more than 25 years of experience managing and leading global development, energy, and climate initiatives in the non-profit and private sectors. Most recently, she led international corporate engagement with the World Wildlife Fund's Climate & Energy team. Previously, she worked with the Clinton Foundation as CEO of the Clinton Climate Initiative and has served as the senior director for public policy programs at the German Marshall Fund of the United States. Ms. van der Lans has also served as the director of global renewables, infrastructure, and energy efficiency at a specialist investment banking firm in London, and for seven years at BP, where her last appointment was as BP Alternative Energy's director of distributed energy markets. She speaks Dutch, English and Chinese fluently and is conversational in French and German. She holds advanced degrees from both Leiden University and the University of Beijing and has earned a Master's in Business Administration from Rice University.

Website:

cleancookingalliance.org



About the Clean Cooking Alliance

The Clean Cooking Alliance works with a global network of partners to build an industry that makes clean cooking accessible to families around the world. Established in 2010, the Alliance supports the development, sale, distribution, and consistent use of clean cooking solutions that transform lives by improving health, protecting the environment, creating jobs and income opportunities, and helping consumers save time and money.

Policy perspective: Innovative approaches for Governments to build the clean cooking sector: policy objectives, incentives, and constraints



Jechoniah Kitala, Manager Practical Action Consulting EA (Kenya)

Biography

Jechoniah Kitala is a development practitioner with 21 years of broad experience in rural development and delivering results through policy analysis, development, project implementation. More recently, he has focused on building capacities of people and organizations to tackle complex development problems. His expertise includes livestock, agriculture, and renewable energy, and cuts across value chain development, organizational development and change management, process facilitation, as well as building distribution channels for renewable energy technologies for the base of the pyramid.

Website:

www.practicalaction.org/consulting



About Practical Action

Practical Action is a global innovator, inspiring people to discover and adopt ingenious, practical ways to free themselves from poverty and disadvantage. Improving harvests through planet-friendly farming innovations. Transforming lives through affordable, renewable energy. Reducing vulnerability created by climate change or disaster. Demonstrating sustainable ways to improve clean water access and sanitation. Unlocking economic opportunities that allow whole communities to thrive.



Anicet Munyehirwe, Consultant and Director Inclusive Business and Consultancy

Biography

Anicet Munyehirwe is an economist with 11 years' experience in the energy sector in Rwanda and East Africa. Munyehirwe is specialized in energy analysis, trainings, and evaluation. He provided support to GIZ in the implementation of a results-based financing programme for solar portable lights and mini-grids. He participated in the impact assessment of the Rwandan "Electricity Access Roll-Out Programme (EARP)" and provided advisory services for the development of the solar PV market to Rwanda Energy Group (REG, former EWSA).

Website:

<http://ibandcltd.com>



About Inclusive Business and Consultancy

IB&C was founded in 2006 and has worked under the umbrella of the International Business Centre as a department of consultancy and marketing. In 2010, it was registered as an autonomous company in order to focus on consultancy and promotion of inclusive businesses.



Robert Nyamvumba, Director of Energy Division Ministry of Infrastructure, Government of Rwanda

Biography

Robert Nyamvumba is Director of the Rwanda Ministry of Infrastructure. He has worked as Manager at the National Electricity Control Centre for the State utility, ELECTROGAZ; as Deputy Director General of the Energy, Water, and Sanitation Authority; and as Managing Director of the Energy Development Corporation at the subsidiary company Rwanda Energy Group. He has profound work experience and knowledge dealing with utility operations; energy project development; negotiation of Power Purchase Agreements in different technologies (peat, methane gas, hydro, and solar); power systems; renewable energy; and off-grid solutions.

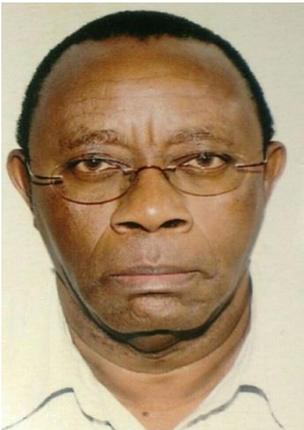
Website:

www.mininfra.gov.rw



About the Ministry of Infrastructure in Rwanda

The MININFRA is a department of the Government of Rwanda. It is responsible for infrastructure policy and development throughout the country. The Ministry's mission is to ensure the sustainable development of infrastructure and to contribute to economic growth with a view to enhancing the quality of life of the population. Its remit includes overseeing maintenance and development of infrastructure in Rwanda including transport, energy, habitat and urbanism, meteorology, water and sanitation.



Geoffrey Ssebuggwawo, Director, Private Sector Foundation Uganda

Biography

Geoffrey Ssebuggwawo manages the Uganda Clean Cooking Supply Chain Expansion Project (UCCSCEP) and the private sector component of the Energy for Rural Transformation (ERT) Project. Prior to these current posting, he was a Team Leader at the Privatization and Utility Sector Reform Project and, before that, Chief Engineer at Nile Breweries Ltd. He has a BSc in Electrical Engineering and Master of Management Studies.

About the Private Sector Foundation Uganda

The objective of the Energy for Rural Transformation project is to increase access to electricity in rural areas of Uganda. A key component of the Uganda Clean Cooking Supply Chain Expansion Project (UCCSCEP) is a Distribution Challenge Fund that comprises several lines of support designed as a market incentive for participating consortia, typically made up of one efficient stove manufacturer and one or more distributors. It enables more efficient value chains by providing: concessional finance in the form of both upfront financing and results-based financing for helping with the working capital and scaling up of distribution networks; and cost-sharing and high-impact marketing campaigns to eligible manufacturer-distributor consortia, including for flexible payment sales promotion schemes to consumers. Participating stoves must be tier 3 and above in thermal efficiency.

Website:

www.psfuganda.org





Lucy Ssendi, Senior Climate Change Advisor President’s Energy for Rural Transformation Government of Tanzania

Biography

Lucy Ssendi is a Senior Climate Change Advisor at the Tanzania President’s Office of Regional Administration and Local Government and has 28 years of working with the government of Tanzania. She holds a PhD in Rural Entrepreneurship from Robert Gordon University, a MSc in FBOM from Aberdeen University and a MSc in Agribusiness Management from Scottish Agricultural College. Lucy is a UNFCCC negotiator and international speaker on renewable energy, climate change, and climate smart agriculture, and supports the government’s Green Climate Fund (GCF) accreditation processes.

Website:
www.tanzania.go.tz



About Tanzania President’s Office of Regional Administration and Local Government

The President’s Office Regional Administration and Local Government is mandated to coordinate Tanzania’s rural and urban development management policies and strategies. The Ministry also coordinates and supervises development planning and sectoral interventions on donor supported programmes at district and other lower levels. The Ministry issues Ministerial guidelines to Regional Secretariats who in turn build capacity of Local Government Authorities. The Office works to strengthen the channels of communication and information flow between the national and sub-national levels.



Yimeslal Tefera, Director of the Improved Cook Stove Technology Directorate, Ministry of Environment, Forest and Climate Change, Ethiopia

Biography

Yimeslal Tefera works for the Ministry of Environment, Forest and Climate Change as a Director of Improved Cook Stove Technology Study, Identification and Dissemination Directorate for the Government of Ethiopia. Previously, he was an instructor at Burie Agricultural College.

Website:
www.envfor.nic.in

About the Ethiopia Ministry of Environment, Forest and Climate Change

The Ministry of Environment, Forest and Climate Change is one of the ministries which is fully mandated to coordinate and lead any issue related with forestry, environment and climate change in Ethiopia. The Ministry focuses on the implementation of afforestation and reforestation programs carried out in the country.





Daniel Wanjohi, Regional Representative – East Africa Clean Cooking Alliance

Biography

Daniel Wanjohi is the Regional Representative – East Africa for the Clean Cooking Alliance. Daniel joined the Alliance from Energy4Impact, formerly GVEP International, where he managed the Developing Energy Enterprises Project (DEEP) East Africa. He brings over 12 years' experience in the energy access sector to the Alliance. Specific areas of interest include results-based management, innovative financing models, and enterprise development. Within the clean cooking sector, he has been actively working to nurture cookstoves and fuel enterprises to improve product quality through lab and field stove performance testing; modeling stove distributional infrastructures; and supporting cookstove and fuel branding and innovative marketing approaches.

Website:

cleancookingalliance.org



About the Clean Cooking Alliance

The Clean Cooking Alliance works with a global network of partners to build an industry that makes clean cooking accessible to families around the world. Established in 2010, the Alliance supports the development, sale, distribution, and consistent use of clean cooking solutions that transform lives by improving health, protecting the environment, creating jobs and income opportunities, and helping consumers save time and money.

Business perspective - Clean cooking solutions in East Africa: pioneering business models and transactions from market leaders



**Anne Osinga, CEO
Mimi Moto**

Biography

Anne Osinga is the CEO of Mimi Moto, an enterprise that designed the first internationally recognized tier-4 cookstove in emissions, efficiency, and indoor emissions. The Mimi Moto, a pellet-burning stove, offers a safe, affordable, and accessible cooking solution that can dramatically reduce fuel consumption and exposure to harmful cookstove smoke. Mr. Osinga is a social entrepreneur, inventor, and founder of over five companies. He has filed over 15 patents and developed over 100 products to convert innovative ideas into products which deliver health, safety, and impact on the environment. His enterprises work to develop affordable products and services, which create a local economy for users to safely use and earn money from.

Website:

www.mimimoto.nl



About Mimi Moto

Founded to create impact on a large scale by switching users from cooking on wood and charcoal to cooking on biomass waste, the Mimi Moto stove is the tool and the pellets are the fuel. The manufacturing and sales of the fuel creates the local economy. The Mimi Moto stove is the tool that makes clean cooking on this fuel an economic solution, where users, manufacturer of the tool, and the fuel all have financial benefits, users have health and time benefits, and the forest and environment will be saved.



**Sebastian Rodriguez, Co-founder and CEO
KopaGas**

Biography

Dr. Rodriguez is a scientist and entrepreneur with over 15 years' experience in IT and sustainable energy systems in Africa and Latin America. He is the co-founder and CEO of KopaGas, a company first to launch viable Pay-As-You-Go technology for LPG in East Africa. KopaGas has launched a range of products to make viable unsubsidized B2C models and built one of the largest LPG distribution networks in Tanzania. Dr. Rodriguez previously developed digital technology for geospatial planning and smart metering solutions for solar mini grids as a research scientist at Columbia University, and focused on policy and infrastructure development as a staff member at the World Bank and the MDG Center for West Africa. He received his PhD in Mechanical Engineering at Imperial College London and an MSc in Mechanical Engineering Design from the University of Manchester in the UK.

Website:

www.kopagas.com



About KopaGas

While many people want to switch to cleaner fuels, they struggle with the upfront cost of doing so. KopaGas has built a smart meter solution that allows them to pay as they go with their mobile money account. Those cooking for their families need quality products that are reliably available. But in cities like Dar es Salaam, the logistics of delivering this is a significant barrier. Through smart logistics technology, KopaGas rapidly built one of the biggest distribution networks for LPG in Tanzania.



Peter Scott, Founder/CEO BURN

Biography

Peter Scott is the Founder/CEO of BURN Manufacturing Co and the Founder of BURN Design Lab. He created BURN to design and manufacture high quality clean burning cookstoves to save lives and forests in the developing world. BURN is recognized as one of the world's leading biomass cookstove design and manufacturing companies. In 2010, Mr. Scott was chosen as one of 2010's Top100 Global Thinkers by Foreign Policy Magazine.

About BURN

BURN designs, manufactures, and distributes aspirational fuel-efficient cooking products that save lives and forests in the developing world. BURN is the leading cookstove company in Sub-Saharan Africa and has revolutionized the global cookstove sector by proving the business case for selling high quality, locally manufactured and unsubsidized cookstoves. Since 2013, BURN has sold more than 500,000 clean cookstoves in East Africa, which have helped over 2,100,000 beneficiaries save US\$112 million in fuel expenditures and 1.6 million tons of wood while reducing indoor air pollution by 65%. BURN is experiencing strong growth and on track to increase sales by more than 50% in 2018.

Website:
burnstoves.com



David Small, Managing Director of East Africa Envirofit International

Biography

David Small manages Envirofit's East Africa operations. He is based in Nairobi, Kenya and has over 30 years of experience as a general manager, growing businesses and developing teams across Africa and the Middle East. He formally worked with d.light design, where he spent 4 years establishing and expanding the business across Africa. Before transitioning to the social enterprise space, Mr. Small worked with Colgate for 20 years building regional businesses and developing distribution networks for fast-moving consumer goods in Central and East Africa, the Middle East and Russia.

About Envirofit

Envirofit is an industry-leading social enterprise that innovates energy products and services that are customized for families living in emerging markets. Over the past decade Envirofit has designed and delivered clean energy solutions for families in Africa, Asia, and Latin America, as they transition up the energy ladder from wood to charcoal, to LPG. Envirofit's new SmartGas program is revolutionizing access to affordable clean fuel through LPG smart meter technology that allows families to pay-as-they-cook using mobile money.

Website:
www.envirofit.org





Richenda Van Leeuwen, Chair of International Institutions Global LPG Partnership

Biography

Richenda Van Leeuwen is currently Chair, International Institutions at the non-profit Global LPG Partnership and a member of the World Bank's Energy Program's (ESMAP) Technical Advisory Group (TAG). From 2010-2016 she led Energy Access at the UN Foundation and its engagement with the UN Sustainable Energy for All Initiative. She previously worked in private equity and as an impact investor in emerging markets renewable energy. She also served as CEO of international women's micro-entrepreneurship NGO, Trickle Up for nearly five years. She is a board director of SELCO India and Energy 4 Impact and a founding U.S. Women's "Clean Energy Ambassador" (C3E initiative).

Website:

www.glpdp.org



About Global LPG Partnership

The GLPDP is a United Nations (UN)-backed, non-profit Public-Private Partnership formed in 2012, under the UN Sustainable Energy for All initiative, to aggregate and deploy needed global resources to help developing countries transition large populations rapidly and sustainably to liquefied petroleum gas (LPG) for cooking. It is a United States registered 501(c)(3) non-profit.

Investor perspective: Unlocking international and local investment capital: guidance for businesses and governments



Louis Boorstin, Managing Director Osprey Foundation

Biography

Louis Boorstin is Managing Director of the Osprey Foundation, where he leads the cookstoves initiative as well as the water and sanitation program. He previously worked at the Gates Foundation, the International Finance Corporation, and Lehman Brothers. He holds a BA in economics from Yale University and an MBA and MA (Development Economics) from Stanford University

Website:
www.ospreyfdn.org



About the Osprey Foundation

The Osprey Foundation is a US charitable foundation that strives to empower individuals and communities through education, health, economic opportunity and human rights in a sustainable way. In the cookstoves sector, Osprey supports market-based approaches that advance the wide-scale use of cleaner cookstoves in poor communities, particularly in sub-Saharan Africa, focusing on the research that can drive stronger uptake of cleaner cookstoves and on the user-focused enterprises that make products and services appealing to low-income customers.



Jeannetta Craigwell-Graham Africa-EU Renewable Energy Programme Finance Catalyst

Biography

Jeannetta Craigwell-Graham is an energy, public-public private partnership (PPP) and legal expert based in Kigali, Rwanda. She currently serves as an expert with the Africa-EU Renewable Energy Programme Finance Catalyst advising renewable energy developers across SSA. Her energy transaction advisory practice has included working with Power Africa and serving as the Lead Transactions Advisor for the PPP unit of the Rwandan Government, where she structured and negotiated over USD 800 million in investments.

Website:
www.africa-eu-renewables.org



About Africa-EU Renewable Energy Cooperation Programme

The Africa-EU RECP is a multi-donor programme that supports the development of markets for renewable energy in Africa. It was launched by more than 35 African and European Ministers and Commissioners under the Africa-EU Energy Partnership (AEEP). The Finance Catalyst links renewable energy projects to finance opportunities and vice versa, targeting small- and medium-scale renewable energy (RE) projects in Sub-Saharan Africa. It provides advisory support on project development, project structuring and accessing finance through a team of dedicated experts with extensive experience in renewable energy project development and finance in Africa.



Leslie Hayes Labruto, Associate Director of Global Energy Acumen

Biography

Leslie Hayes Labruto is the Associate Director of Global Energy at Acumen, where she leads Acumen’s USD \$20 million Pioneer Energy Investment Initiative (PEII). Ms. Hayes is responsible for driving strategy, portfolio construction, and thought leadership for Acumen’s Energy Access Portfolio. She joined Acumen from the Clinton Foundation, where she served as Director of Clean Energy for the Clinton Climate Initiative. Previously, she worked at Summit Partners, a USD \$15 billion venture capital firm. Ms. Hayes holds two degrees in Mechanical Engineering from Imperial College London and Vanderbilt University.

Website:

www.acumen.org



About Acumen

Acumen is a non-profit global venture fund and invests in early-stage, pioneering companies tackling poverty working in agriculture, energy, healthcare, and education. Specifically, in energy access, Acumen have invested \$22.3 million across 21 companies since 2007. These companies have raised USD \$210 million in follow-on capital. 80 million lives have been impacted across 60+ countries in sub-Saharan Africa and South Asia. Acumen newest energy access initiative, the USD \$20M Pioneer Energy Investment Initiative, aims to reach 60 million people by 2026 with energy access.



Brian O’Hanlon, Managing Director, Global Energy Group Overseas Private Investment Corporation

Biography

Brian O’Hanlon is the Managing Director of Business Development for the Overseas Private Investment Corporation’s (OPIC) Global Energy Group. Brian joined OPIC as a Director in its Political and Sovereign Risk Insurance unit, where he served as lead underwriter for energy, agriculture, and water-related projects located in the Middle East, Africa, and South America. Prior to this position, Brian was the senior renewable energy analyst at the U.S. Department of Commerce.

Website:

<https://www.opic.gov/>



About the Overseas Private Investment Corporation

The OPIC is the US Government’s Development Finance Institution. The aim is to solve critical development challenges by providing debt, guarantees, and political risk insurance to projects in over 160 countries. OPIC has committed \$12 million to three clean cookstove projects in Latin America and Sub-Saharan Africa.



Paras Patel, Investment Manager Energy Access Ventures

Biography

After having studied and worked abroad, Paras Patel decided to come back home to Kenya and leverage his international experience to help foster the economic and social development of Africa. He started his career at PWC in London where he worked as an Associate in the transaction advisory department, specializing in mid-cap tier companies. Thereafter, he joined HSBC PLC in London initially carrying out cross-asset Emerging Market macro research for the bank's Global Markets arm and more recently worked as a Macro and Investment strategist within their Asset Management business. Mr. Patel holds a BEng (hons) degree in Electronic and Communication Engineering from the University of Warwick, UK and a MSc in Finance from the Warwick Business School, UK.

Website:

www.eavafrica.com



About Energy Access Ventures

EAV is the first focused venture firm that invests in the growing number of dynamic and innovative companies that are taking on the lack access to electricity and the growing populations' challenges. With a team that has substantial investment and operating experience, EAV brings a hands-on approach to the portfolio companies, which is unique in Sub Saharan Africa.



Rosemarijn van der Meij Fund Manager of the Access to Energy Fund

Biography

Rosemarijn van der Meij is the Fund Manager of the Access to Energy Fund (AEF) that was jointly initiated by the Dutch government (Ministry of Foreign Affairs) and FMO to support private sector projects aimed at providing long-term access to energy services in Sub-Saharan Africa. Clean cookstoves and innovations in the sector are one of the investment themes of the Fund. AEF is well positioned to play a catalysing role to assist the sector to explore innovative subsidy models to disseminate Improved Cookstoves (ICS) in a way that ensures true product adoption and regular usage, as well as sustainable new business models for clean fuel value chain. AEF supports private sector projects aimed at providing long-term access to energy services. Prior to joining FMO in 2014, Ms. van der Meij worked in different positions in commercial banking and enterprise risk management in the private and the public sectors in and outside of The Netherlands.

Website:

www.fmo.nl

FMO

Entrepreneurial
Development
Bank

About the Fund Manager of the Access to Energy Fund

FMO is the Dutch development bank. As a leading impact investor, FMO supports sustainable private sector growth in developing countries and emerging markets by investing in ambitious projects and entrepreneurs. FMO believes that a strong private sector leads to economic and social development and has a more than 45-year proven track-record of empowering people to employ their skills and improve their quality of life. FMO focuses on three sectors that have high development impact: financial institutions, energy, and agribusiness, food, and water. With a committed portfolio of EUR 9.2 billion spanning over 82 countries, FMO is one of the larger bilateral private sector developments banks globally.

Market developer perspective - Building a BoP clean cooking industry: Lessons learned from building the market with technical assistance and grants



**Linda Boll, Manager, Social Investment Advisor
Shell Corporation**

Biography

Linda Boll is the global lead for Shell's social investments in access to energy. Next to overseeing Shell's global portfolio of social impact projects in more than 15 countries, she manages Shell's long-standing relationship with the Clean Cooking Alliance and other organizations that advocate for a market-based approach to energy access. She has been a keen observer of the development of the clean cooking market and its continuous strive for innovation.

About Shell

For more than 100 years, Shell has helped to meet the world's increasing demand for energy. Shell believe that reliable energy access improves lives for families, communities and entire countries – it is the golden thread that links people to prosperity. In this spirit, Shell has been the largest private sector donor to the Clean Cooking Alliance since its inception in 2008. Shell's support includes strategic advice and leadership and financing for innovative clean cooking entrepreneurs globally.

Website:

<https://www.shell.com/>



**Carlo Figà Talamanca, Founder and CEO
OTAGO (formerly Sustainable Green Fuel Enterprise)**

Biography

Carlo Figà Talamanca is an Italian industrial engineer who, before becoming an entrepreneur in the char-briquettes sector, has worked in technology transfer consulting businesses in Europe and in the USA. He is the founder and CEO of OTAGO, the first company in the world specialized in providing technical assistance for the design, set-up and operation of industrial production plants for char-briquettes. Mr. Talamanca has over eight years of experience producing char-briquettes in Cambodia with his award-winning company SGFE.

About OTAGO

OTAGO is the Singaporean-based holding company of Sustainable Green Fuel Enterprise (SGFE), which is Cambodia's first modern manufacturer of high quality and sustainable char-briquettes. By leveraging the experience gained during the development of SGFE in Cambodia, OTAGO was created with the aim of replicating SGFE's business model globally. OTAGO provides advanced technical assistance for the design, set-up and operation of industrial production plants for char-briquettes.

Website:

www.otago-global.com





Peter George, Director of Investment and Market Development Clean Cooking Alliance

Biography

Peter George leads private sector engagement at the Clean Cooking Alliance as its Director of Investment and Market Development. An investment professional specialized in the energy sector, he has held several positions investing in and advising energy businesses, ranging from publicly-held oil and gas companies and renewable energy developers in the United States, to start-ups and SMEs developing off-grid energy solutions in Africa, Asia and Latin America. He is an active investor/board member of several start-ups, and a dual-national of the United States and United Kingdom.

Website:

cleancookingalliance.org



About the Clean Cooking Alliance

The Clean Cooking Alliance works with a global network of partners to build an industry that makes clean cooking accessible to families around the world. Established in 2010, the Alliance supports the development, sale, distribution, and consistent use of clean cooking solutions that transform lives by improving health, protecting the environment, creating jobs and income opportunities, and helping consumers save time and money.



Victor Ndiege, Sector Team Leader Africa Enterprise Challenge Fund: Renewable Energy and Adaption to Climate Technologies

Biography

Victor Ndiege manages an investment portfolio worth USD \$166 million for AECF. Prior to AECF, he worked at KPMG International Development Advisory Services, supporting renewable energy and climate smart businesses throughout Africa. Victor has over 10 years' experience in programme design, development and management, fund management, business modelling and assessment, public private partnerships, and investment linkages. He has a BSc in Agricultural Economics from Egerton University and a Master of Business Administration, Strategic Management from Nairobi University.

Website:

<https://www.opic.gov/>



About the Africa Enterprise Challenge Fund

AECF invests in businesses that have the potential to disrupt markets, stimulate new industries, and create markets where none exists. AECF works where others will not; invest in emerging, post-conflict and transitioning states to create new markets and funding businesses to scale their operations for underserved and hard to reach populations. AECF forges strategic partnerships with investees and key stakeholders to leverage knowledge and resources to improve lives in rural Africa. In its Renewable Energy portfolio, AECF have attracted \$131m worth of funding, invested in 78 businesses in 14 countries, impacting 6.6 million people across sub-Saharan Africa. By 2023, AECF will reach 12 million people with off-grid energy across sub Saharan Africa.



Madeleine Post-Legendre, Manager – Paris ENEA

Biography

Madeleine Post-Legendre is a manager at ENEA. Through her projects, she developed an expertise in decision making and business modeling methodologies as well as in socio-economic impact evaluation. She frequently works in developing countries contexts on energy access, social acceptance, and environmental policy issues. She graduated from ENS Paris where she studied geopolitics, holds an Environment and Energy Economics Master's Degree from IFP School and a Master's Degree in Public Affairs from Sciences Po Paris.

About ENEA

ENEA is a leading strategy consultancy in energy transition and sustainability with 10 years of track record in 25+ countries for 200+ clients. The diverse and on-the-ground international experiences allow them to be location specific in the recommendations while keeping a global view on evolving technologies, regulations and business models. ENEA combines economic performance with social engagement, advising public and private leaders worldwide while carrying out volunteer work with social entrepreneurs through its energy access program.

Website:

www.enea-consulting.com



Marcel Raats, Senior Energy Advisor Energising Development

Biography

Marcel Raats graduated with a degree in chemical engineering from Eindhoven University, and started his career as a private consultant in waste and energy projects. In 2000, he joined one of the predecessors of the Netherlands Enterprise Agency (RVO) as an energy specialist, focusing on renewable energy and energy access. In that position, he advises the Dutch Ministry of Foreign Affairs (MFA) on its agenda for renewable energy and climate change and manages various programs and activities for energy access in developing countries. Mr. Raats is the co-director of the multi-donor Energising Development (EnDev) program, jointly managed by GIZ and RVO, facilitating energy access for rural and peri-urban households, SME's, schools and health facilities in close to 30 developing countries since 2005.

Website:

www.endev.info



About Energising Development

EnDev is an energy access partnership currently financed by six donor countries: the Netherlands, Germany, Norway, United Kingdom, Switzerland, and Sweden. EnDev promotes sustainable access to modern energy services that meet the needs of the poor - long lasting, affordable, and appreciated by users. EnDev works in 25 countries in Africa, Asia, and Latin America. Since 2005, EnDev has taken a leading role in promoting access to Sustainable Energy for All. The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) cooperates closely with the Netherlands Enterprise Agency (RVO) on the global programme level.



Lauri Tuomaala, Head of Portfolio and Finance Energy and Environment Partnership

Biography

As the Head Portfolio and Finance, Lauri Tuomaala has the primary responsibility for financial and portfolio management and reporting of EEP Africa as well as day-to-day administration and compliance with workplans and budget. He is in-charge of Business Development Support and Investment Facilitation, organizing the Call-for-Proposal process and supervising the portfolio management team. He is also involved in the communication to various stakeholders and organizing of events like the EEP Investor Forum.

Website:

www.eepafrica.org/



About Energy and Environment Partnership

The EEP covering Southern and East Africa is a multi-donor fund providing early stage grant and catalytic financing to innovative clean energy projects, technologies and business models. EEP Africa is hosted and managed by the Nordic Development Fund. Since 2010, it has received funding from Austria, Finland, NDF and the UK. KPMG provides implementation support for EEP Africa. In January 2018, EEP Africa transitioned into a multi-donor trust fund managed by the NDF. This new chapter combines the strong EEP Africa brand and proven results-based delivery channel with a dynamic evolution of the facility, bringing on board new financing instruments, strengthened focus on the 2030 Sustainable Development Goals and closer engagement with the downstream investor community.

The road to investment - Stories from the region



Sanne Castro, Founder and CEO SimGas

Biography

Sanne Castro cofounded SimGas in 2009. Inspiration for the company emerged from Mr. Castro's Master thesis research, which addressed the feasibility of large-scale biogas systems vs. small-scale domestic biogas in Tanzania and Ghana. He is an energy systems engineer focused on sustainable agriculture and energy systems. He manages business activities for SimGas in both the Netherlands and East Africa. He is responsible for SimGas's international growth and technology implementation.

About SimGas

SimGas develops, sells, and installs biogas digesters for rural households in East Africa. SimGas does this because biogas saves lives, money, time, and the climate. SimGas has installed 2,400 biogas digesters to date in Kenya and Tanzania. With continuous development and a user-centered approach, SimGas is making biogas a main stream product for millions of families worldwide. SimGas has unique mass production capacities, financing options, and remote monitoring-based services.

Website:

www.simgas.org



Amaury Fastenakels, Head of Products and Services BBOXX

Biography

Amaury Fastenakels is the Head of Products and Services at BBOXX. He is responsible for expanding BBOXX products into new customer segments. Before that, he was the Head of Strategy, where he helped define the retail operations and product offering of BBOXX which has already brought electricity to more than 150,000 households. He used to be consultant for The Boston Consulting Group during which he worked in strategy, supply chain, customer retention and strategic due diligence.

About BBOXX

BBOXX is a next generation utility, powering growth and transforming lives. BBOXX uses smart, solar technology alongside pioneering financing techniques to improve energy access across Africa and the developing world. Since 2010, BBOXX has sold over 150,000 solar kits and impacted more than 750,000 lives in 30 countries. BBOXX has now decided to move into the cooking space using PAYG LPG cooking technology leveraging on its experience in the solar sector.

Website:

www.bboxx.co.uk/





Greg Murray, Co-Founder and Chief Executive Officer, KOKO Networks

Biography

Greg Murray is the Co-founder and CEO of KOKO Networks, a technology company operating in East Africa and India. He was the Co-Founder and Managing Partner of CleanStar Ventures, an investment company operating in Africa, India, Brazil and Australia. He was previously Director (Middle East & Africa) for Templeton Galt. He has more than 20 years of professional experience, including 15 years in emerging markets, venture development, strategy consulting, finance and project management. Mr. Murray holds a B.Comm in Finance from the University NSW.

Website:

www.kokonetworks.com



About KOKO Networks

KOKO Networks is a venture-backed technology company operating in East Africa and India. The first business is KOKO Fuels, a liquid ethanol cooking fuel solution that delivers significant cost savings and quality of life improvements to urban mass-market households switching from charcoal and kerosene. KOKO Fuels is delivered through a Kenyan operating partnership with Vivo Energy, which owns and operates Shell-branded fuels infrastructure across Africa.



Eric Reynolds, Founder and Chief Executive Officer Inyenyeri

Biography

Eric Reynolds is the Founder and Chief Executive Officer of Inyenyeri, a clean cookstove company delivering clean biomass cookstoves to Rwanda's poorest households through a for-profit model. The Inyenyeri stove and pellet fuel system is creating a world beyond charcoal, where every household can save time and money, and enjoy improved quality of life, through renewable energy for cooking. A successful serial entrepreneur (Marmot, Sweetwater, Nau) and acclaimed alpinist, Mr. Reynolds brings a relentless commitment to public health and customer service to everything Inyenyeri does.

Website:

www.inyenyeri.com



About Inyenyeri

Inyenyeri is a clean energy utility company delivering on the #SDG7 promise of affordable energy access for all. The solutions start with the Inyenyeri stove and pellet fuel system, which costs 30% less than charcoal, cuts biomass use by 90%, and cuts household air pollution by 98%. Most importantly, it's available to everyone—even the rural landless poor—through a scalable for-profit model. This high recurring revenue platform creates the opportunity to deliver a wide portfolio of energy products, with high retention and low turnover.



Kwesi Sarpong, Regional Market Manager for Ghana Clean Cooking Alliance

Biography

Kwesi Sarpong is the Regional Market Manager for Ghana at the Clean Cooking Alliance. Born in Ghana, Mr. Sarpong is an experienced oil and gas business development manager. He has worked extensively in North America, Asia, South America, and Sub-Saharan Africa over the last 15 years, managing various global business units for private and public firms in the oil and gas industry. He holds a BSc and an MBA both from Louisiana State University.

Website:

cleancookingalliance.org



About the Clean Cooking Alliance

The Clean Cooking Alliance works with a global network of partners to build an industry that makes clean cooking accessible to families around the world. Established in 2010, the Alliance supports the development, sale, distribution, and consistent use of clean cooking solutions that transform lives by improving health, protecting the environment, creating jobs and income opportunities, and helping consumers save time and money.

Innovative financing: Results-based financing and other innovative financing structures to grow the clean cooking sector



Jeroen Blum, Managing Director, BIX Capital

Biography

Before founding BX Capital, Jeroen Blum was deputy-director of the Shell Foundation. At the Foundation, he and his team were responsible for the Breathing Space (Access to Energy) programme and setting up Shell Foundation's carbon-based pre-finance cookstove investments. This portfolio will now be brought into the BIX Capital and Jeroen wants to see it expand and reach the scale it was originally piloted for. Previously, Mr. Blum worked for FMO, the Dutch development bank, as an investment officer for private equity and at KPMG transaction services on wide ranging due diligence.

Website:

www.bixcapital.nl



About BIX Capital

BIX is an initiative of the Shell Foundation, Cardano Development, and Goodwell Advisory Services. Around USD \$15 million has been committed by reputable investors for the first close of the initiative in May 2018. BIX's primary objective is to increase access to and affordability of high impact products, including improved cooking solutions, water purification systems, and biogas digesters to low-income people in Sub-Saharan Africa. BIX provides debt financing to SMEs through a result-based finance structure. BIX has developed a strong pipeline of portfolio companies with four investments that have been made for a total commitment of USD \$3.5 million.



Zijun Li, Climate Finance Specialist World Bank, Carbon Initiative for Development

Biography

In this role, Zijun Li has managed more than 20 carbon finance transactions in WB portfolio, primarily in EAP and East Africa region. She has 10-year operational experience in energy and climate finance, with focus on utilizing result-based financing mechanisms in energy access, energy efficiency and off-grid sectors. Prior to joining the World Bank, she worked at Washington-based think tank World Watch Institute as an energy analyst for the ChinaWatch program. Ms. Li has an MSc in Environmental Economics from Yale University, where she attended on a Cameron Speth Scholarship.

Website:

www.ci-dev.org/



About the Carbon Initiative for Development

The Ci-Dev is a World Bank trust fund that mobilizes private finance for clean energy access in low-income countries. It delivers results-based finance to innovative and transformative business models driven by the private sector. Through 2025, Ci-Dev will have mobilized \$267 million in private finance to provide low-carbon energy to more than 17 million people in the communities most vulnerable to climate change.



Eric Naivasha, General Manager Equity Bank Group Foundation

Biography

Eric Naivasha heads Energy & Environment at the Equity Group Foundation. He oversaw the development of EcoMoto, an innovative finance facility for customers to acquire cleaner cookstoves and solar home systems. He also led the creation of a distribution network for renewable energy products leveraging on the bank's 25,000+ agents, distributors and networks throughout Kenya. Before joining Equity Bank in 2016, he held senior positions including BOP Venture Manager for Africa with Philips, MD at K-Rep Advisory Services in Kenya, MD at Centre for Microenterprise Development (CMD) in Nigeria, Investment Director for Africa at Catalyst Microfinance Investors and Regional Director for MYC4 A/S. Mr. Naivasha holds a Master's in economics from the University of Zimbabwe and a B.A. in Economics from Moi University Kenya.

Website:
equitygroupfoundation.com



About Equity Bank Group Foundation

Equity Bank is a financial service provider with extensive footprint in East and Central Africa. The parent company has banking subsidiaries in Kenya, Rwanda, Uganda, South Sudan, Tanzania and DRC with additional non-banking subsidiaries engaged in provision of investment banking, custodial, insurance agency, consulting, and Equity Group Foundation. Equity has 12.4 million customers, making it the largest commercial bank in Africa by customers and the largest in market capitalization in East and Central Africa.



Josh Sebastian, Sector Leader – Energy SNV

Biography

Josh Sebastian is a programme and fund management expert with specific expertise and experience in private sector development, renewable energy, agriculture, and climate change in Tanzania. His experience designing, developing, and implementing Results Based Finance (RBF) incentive facilities is best illustrated by his current position as Country Programme Manager of the EnDev-funded "Rural Market Development of Pico-PV Solar (RBF)" in Tanzania. He further brings a solid understanding of market dynamics and performance-based programming approaches extend to informal-oriented rural markets as part of his management of EnDev-funded programming of the Tanzania Improved Cook Stoves (TICS) programme.

Website:
www.snv.org



About SNV

Founded in the Netherlands in 1965, SNV has built a long-term, local presence in countries in Asia, Africa and Latin America. The global team of local and international advisors work with local partners to equip communities, businesses, and organisations with the tools, knowledge and connections they need to increase their incomes and gain access to basic services – empowering them to break the cycle of poverty and guide their own development.



Martijn Veen, Global Coordinator of Sustainable Energy Markets, SNV

Biography

As a global coordinator for SNV's Sustainable Energy Markets, Martijn Veen is actively involved in the development and implementation of energy access and market development globally, managing a portfolio of projects in different renewable energy sub-sectors. He is the Program Director of the Energising Development (EnDev) program in Tanzania, which includes a DFID-funded Results Based Financing (RBF) Facility for Rural Market Development of Pico-PV Solar. Mr. Veen has extensive experience in the development and implementation of market-based approaches and private sector driven mechanisms, supporting renewable energy access in rural and peri-urban environments, as well as of innovative solutions to overcome institutional barriers and barriers to investment.

Website:

www.snv.org



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Judith Walker, Director of Operations African Clean Energy

Biography

Judith Walker is the Director of Operations for African Clean Energy (ACE). Her focus is on distributing renewable energy technologies with emphasis on excellent customer service and accurate data collection to create replicable methods of distribution to underserved populations. Ms. Walker was named 2016 Forbes Top 30-Under-30 European Social Entrepreneur, a finalist for the Ashden Awards 2017 for the 'Clean Energy and Women & Girls' category, and a Global Finalist in the 2017 Global Inclusion Awards.

Website:

africancleanenergy.com



About African Clean Energy

ACE is a B-Corp certified social enterprise headquartered in Amsterdam, with a factory in Lesotho and operations in Cambodia and Uganda. ACE is best known for its solar-biomass hybrid, the ACE 1, sold B2C through micro-loans. The device is highly durable (8-12 years life expectancy), burns any type of solid biomass efficiently (70% fuel reduction), provides pico-PV solar electricity for mobile charging or lighting, and minimises smoke emissions to a negligible level.

Humanitarian Perspective: bringing clean cooking to displaced populations [optional session]



**Laura Patel, Energy Specialist
Energy4Impact**

Biography

Laura Patel is an energy specialist working in private sector development, capacity building and social enterprise in East Africa, providing both technical advisory services and leading business units and programmes. Ms. Patel graduated from the University of Birmingham in 2008 with a Master's degree in Mathematical Engineering before starting her career in the UK working in the transmission and distribution of electricity. Starting off at Energy 4 Impact (formerly GVEP International) Laura worked on micro enterprise and technology development particularly in clean cooking and fuels. Following this Laura worked as the Operations Director for EcoZoom, a social enterprise selling ecological products in East Africa. In July 2016, Laura returned to Energy 4 Impact to manage implementation of the second phase of the Moving Energy Initiative a ground-breaking partnership testing and researching innovative solutions to improve management and access to energy in displacement settings.

Website:

energy4impact.org



About Energy4Impact

Energy 4 Impact is a non-profit organisation working with local businesses to extend access to energy in Africa, impacting the quality of life for millions of people. Growing sustainable clean energy markets improves livelihoods and accelerates economic growth.



**Kathleen Callaghy, Senior Program Associate, Humanitarian
Clean Cooking Alliance**

Biography

Kathleen Callaghy is Senior Program Associate for the Alliance's Humanitarian team. Since 2015, Kathleen has been helping to implement the Alliance's goal of reaching the world's most vulnerable populations with clean and/or efficient cooking solutions through technical assistance, communications, fundraising, and project management. As chair of the [Safe Access to Fuel and Energy \(SAFE\) Humanitarian Working Group](#), Kathleen is a primary advocate for the formal inclusion of energy access as a priority in humanitarian assistance. She has led global SAFE workshops to train field implementers on humanitarian energy programming, developed policy guidance on cookstoves and fuel for the Sphere Handbook, and currently serves as a technical lead in the ongoing development of a global plan of action on energy access for displaced people. Prior to working with the UN Foundation, Kathleen served as Program and Operations Coordinator for CLASP, where she supported the development of appliance energy efficiency standards in India, China, the US, and EU.

Website:
cleancookingalliance.org



About the Clean Cooking Alliance

The Clean Cooking Alliance works with a global network of partners to build an industry that makes clean cooking accessible to families around the world. Established in 2010, the Alliance supports the development, sale, distribution, and consistent use of clean cooking solutions that transform lives by improving health, protecting the environment, creating jobs and income opportunities, and helping consumers save time and money.



Krista Riddley, Senior Director, Gender and Humanitarian Clean Cooking Alliance

Biography

Krista Riddley is the Senior Director for Gender and Humanitarian Programs at the Clean Cooking Alliance. She brings over 20 years of leadership experience driving results for poor and crisis affected people globally through delivering policy change and growing high quality programs. She has served in senior positions across West and Southern Africa and in Washington DC with the U.S. Agency for International Development, Oxfam America, Amnesty International USA and Catholic Relief Services. Krista comes to the Alliance from USAID's Office of Foreign Disaster Assistance where she served as a Senior Humanitarian Policy Advisor providing expert analytical and advisory support for the planning, development and execution of U.S. policy on the global response to humanitarian crises. Prior to that, Krista was the Director of Humanitarian Policy at Oxfam America where she led OA's strategy, policy and advocacy work on humanitarian crises worldwide, including Sudan, the Democratic Republic of Congo and Haiti.

Website:
cleancookingalliance.org



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