Financing Commercial Sales of Solar Water Pumps
to Smallholders in Kenya
February 15, 2017
Nairobi, Intercontinental Hotel

Objectives
- Present SWPs currently available in Kenya, and return on investment results from case studies conducted under KSSI
- Present SWP credit pilots by Kenyan financial institutions under KSSI
- Seek investor commitments to expand solar pump lending by Kenyan financial institutions

Presentations/Discussions
7:30 am  Exposition Set-Up, Coffee
8:00 am  Welcome and Introductions
8:30 am  Need for Solar Irrigation in KAVES Value Chains
8:45 am  Smallholder Solar Water Pumps: Technology Profile
9:10 am  Kenya Smallholder Solar Irrigation Project Lessons and Farmer Testimonials
10:00 am BREAK
10:15 am Successes and Challenges in Accelerating Commercial Sales of SWPs to Smallholders
  • Presentations by USAID KAVES and KIWASH projects
11:15 am LUNCH
  • Poolside SWP demonstrations by Chloride-Exide, Futurepump, SunCulture, Davis & Shirtliff, KickStart
12:00 pm SWP Microfinance Pilots Under KSSI: Juhudi Kilimo, EcoSmart, KUSCCO
1:15 pm  BREAK
1:30 pm  Roundtable Discussion: How to Expand SWP Lending to Smallholders
  • Panelists: SafeProduce; responsAbility; Juhudi; Equity Bank; Arc Finance
  • Discussion questions:
    o What finance mechanisms can reduce risks in lending to the sector?
    o What non-finance mechanisms can make lending more attractive (warranties, demos)?
    o What model works best for scaling up lending?
    o What role can aggregation play in opening up access to finance? Who are the likely aggregators that best suit FI profiles?
2:45 pm  Business-to-Business Meetings
  • The following entities will be at tables, available for discussion/questions: Chloride Exide, Futurepump, SunCulture, Davis & Shirtliff, Juhudi, EcoSmart, KUSCCO, Kickstart, Winrock, KAVES
4:00 pm  USAID Closing Comments
4:15 pm  Winrock Closing Comments
4:30 pm  Meeting Adjourned