

**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:
 - What finance mechanisms can reduce risks in lending to the sector?
 - What non-finance mechanisms can make lending more attractive (warranties, demos)?
 - What model works best for scaling up lending?
 - 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