

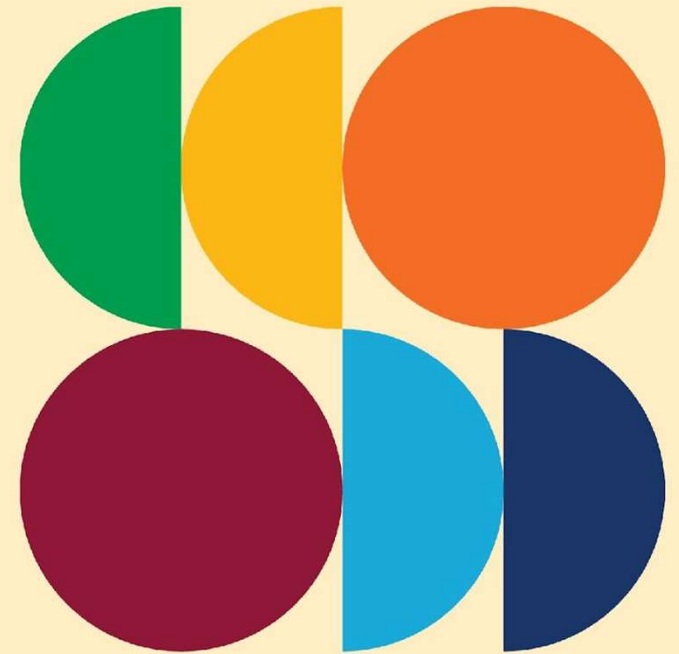


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2023**



Case Study: SunCulture

Scaling climate solutions to unlock & accelerate the untapped promise of African agriculture



FROM INVESTMENT TO IMPACTS
4-5 SEPTEMBER 2023, NAIROBI, KENYA



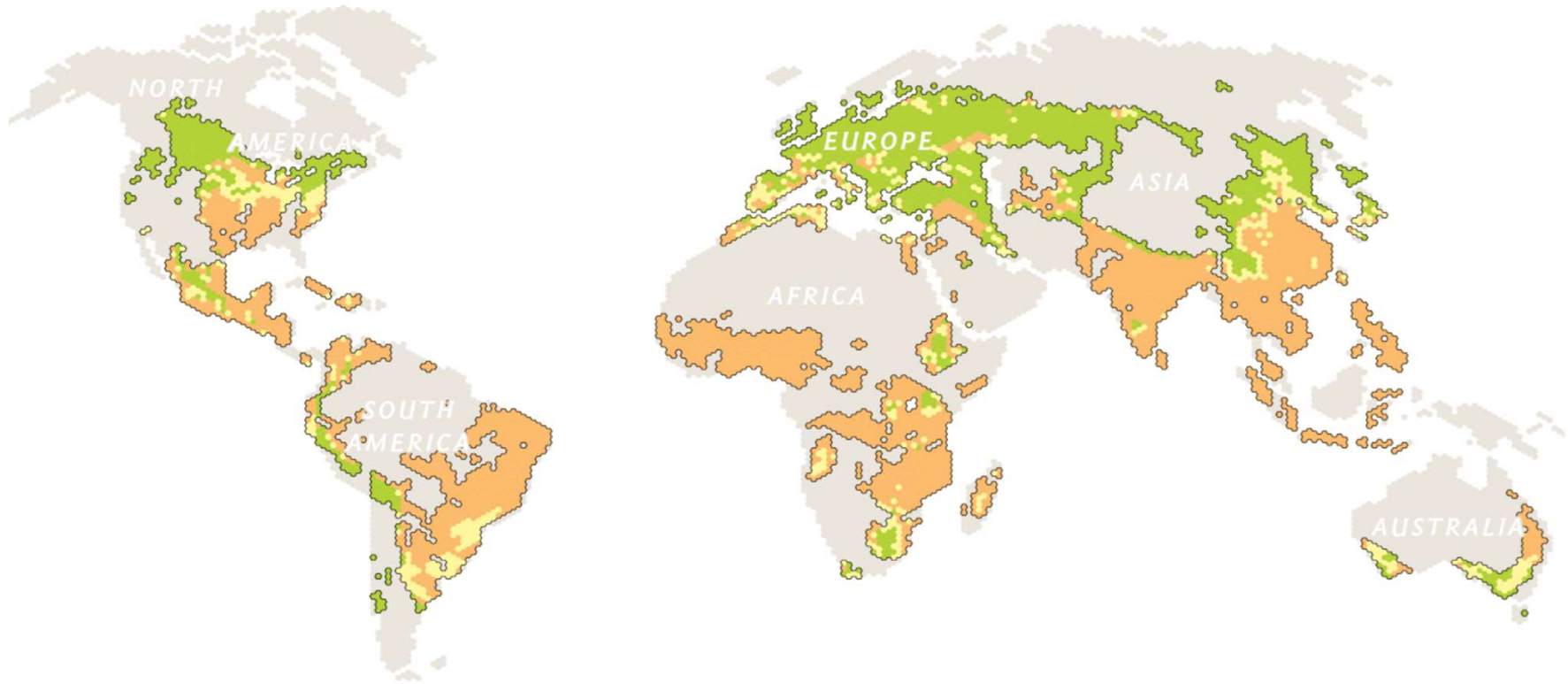
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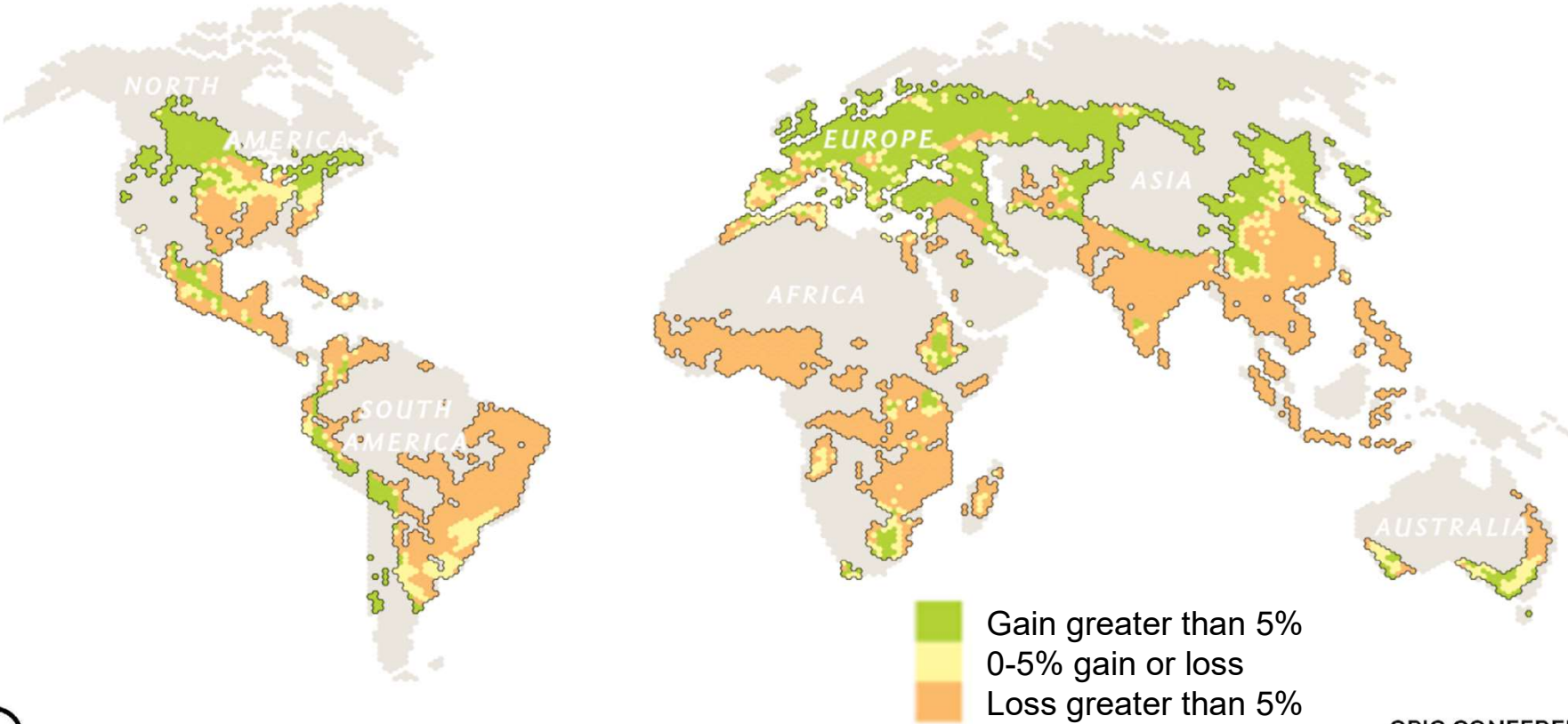




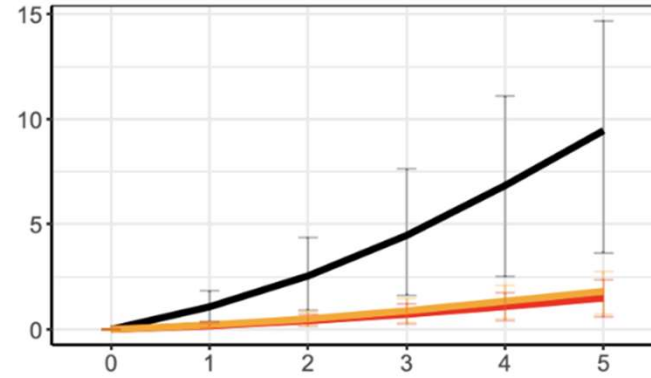
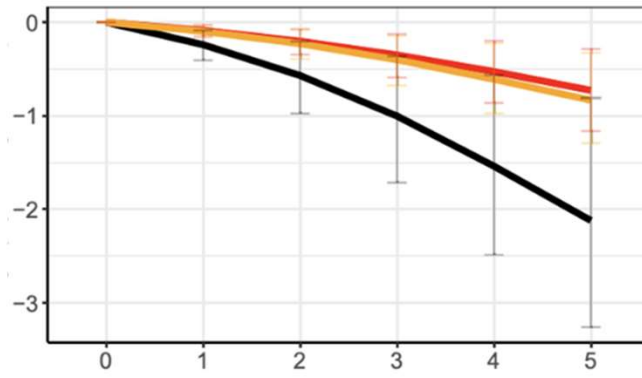
Effects of Climate Change on Potential Yields for Corn, Potatoes, Rice, and Wheat in 2050



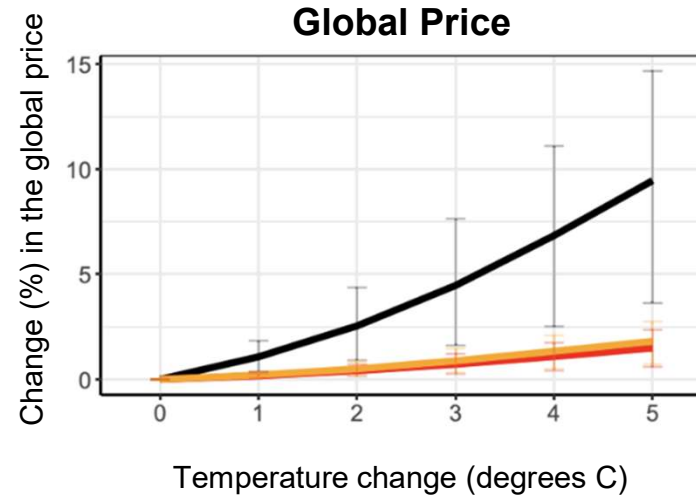
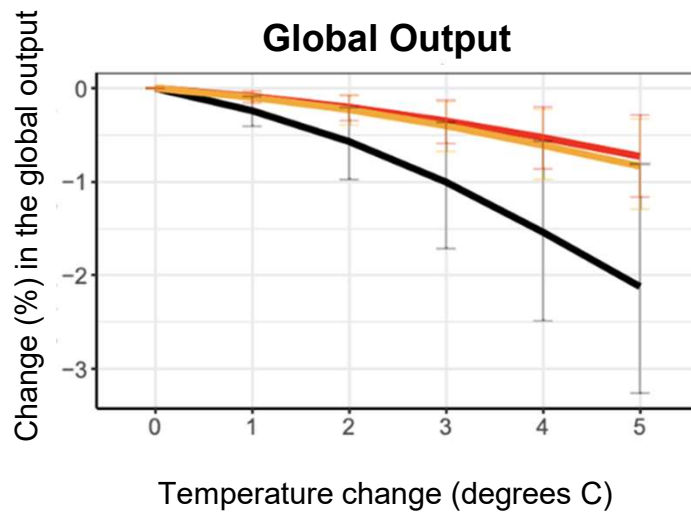
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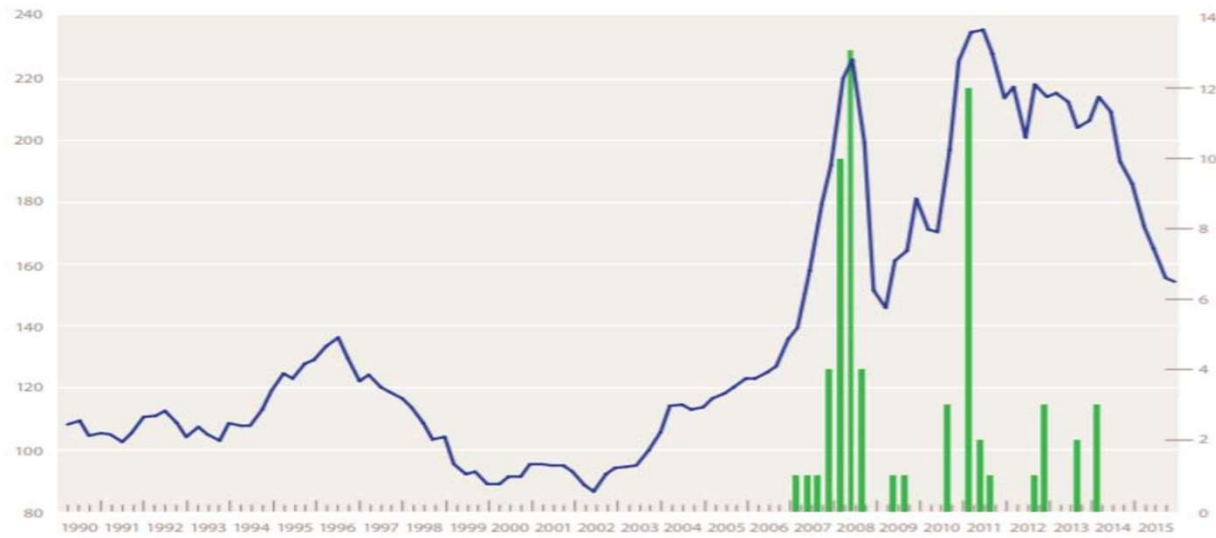


Global Output and Price for Crops, Processed Food, and Livestock Products



- Crops
- Livestock products
- Processed food

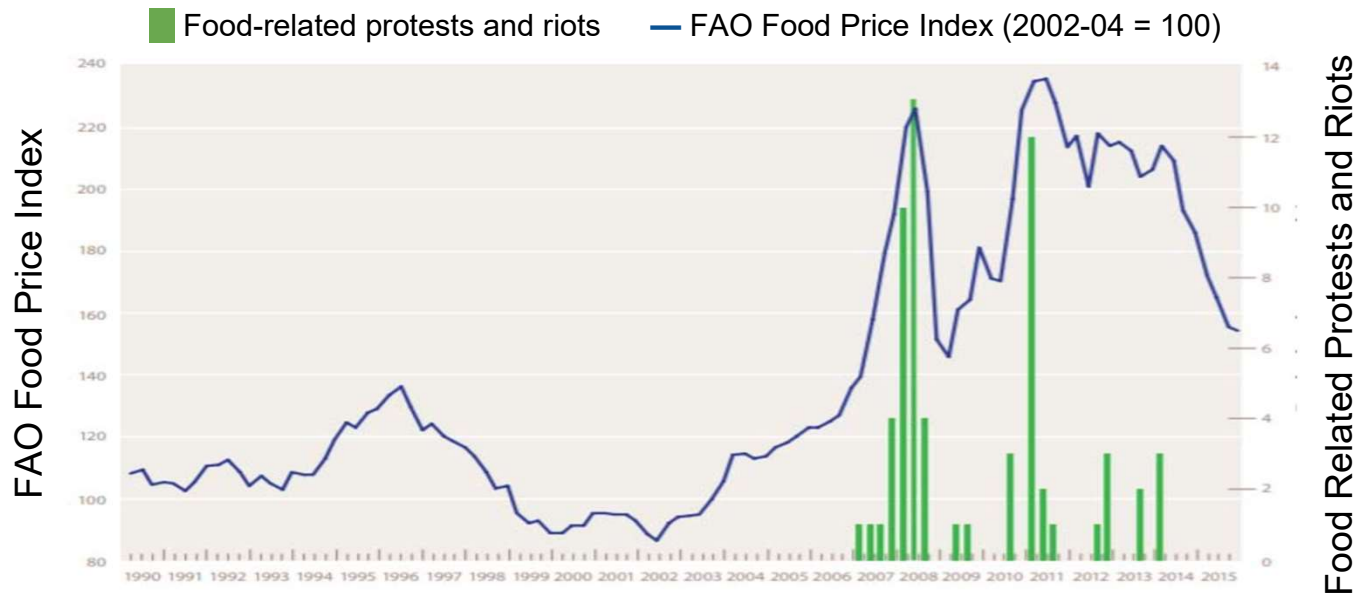




Food Prices and Food-Related Protests (1990-2015)



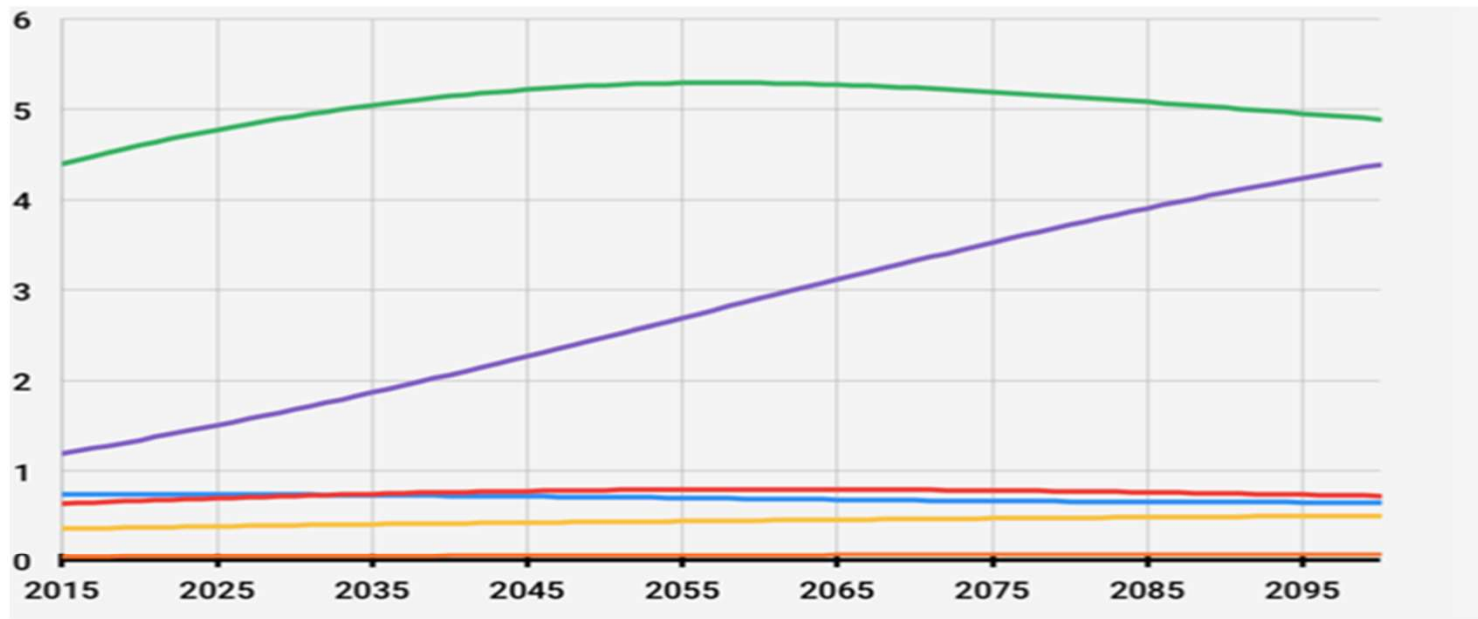
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Between 2007 and 2008 alone, soaring food prices triggered violent riots in 40+ countries



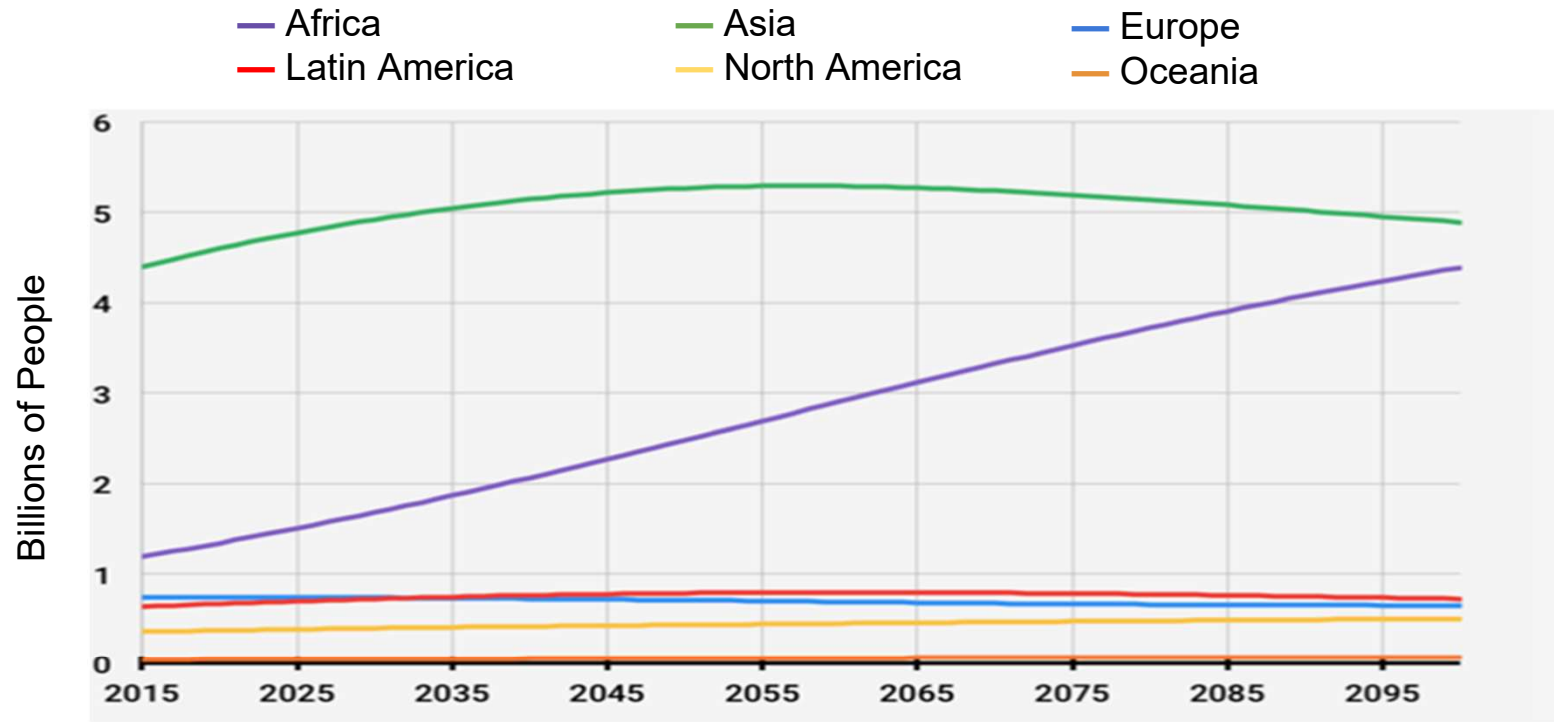




Population Projections, 2015-2100



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[nature](#) > [news](#) > article

One-third of our greenhouse gas emissions come from agriculture

[Natasha Gilbert](#)

[Cite this article](#)

Farmers advised to abandon vulnerable crops in face of climate change.

The global food system, from fertilizer manufacture to food storage and packaging, is responsible for up to one-third of all human-caused greenhouse-gas emissions, according to the latest figures from the Consultative Group on International Agricultural Research (CGIAR), a partnership of 15 research centres around the world.



Our best bet to solve this problem is by taking:



**Existing low-tech
solutions**



Our best bet to solve this problem is by taking:



Existing low-tech solutions  **Making them high-tech**



Our best bet to solve this problem is by taking:



SunCulture



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**Existing low-tech
solutions**



**Making them
high-tech**



**Deploying in natural-
resource rich
geographies**



Our best bet to solve this problem is by taking:



SunCulture



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Existing low-tech solutions



Increase yields 2-5x



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**Existing low-tech
solutions**



Increase yields 2-5x



**Making them
high-tech**



**Reduce 7% of global
GHG emissions**



Our best bet to solve this problem is by taking:



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**Existing low-tech
solutions**



Increase yields 2-5x



**Making them
high-tech**



**Reduce 7% of global
GHG emissions**



**Deploying in natural-
resource rich
geographies**



**60% of world's unused arable land
Enough groundwater to 20x irrigation
60% of best solar resources globally
700M people live on smallholder farms**



But smallholder farmers in Africa can't afford solar irrigation



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**85% of Kenyan
smallholder farming
households make
<\$1,000 per year**



As a result, the delivery platform doesn't exist



R&D



Sales & marketing



Lending & financing



Distribution



Installation & training



After sales & support

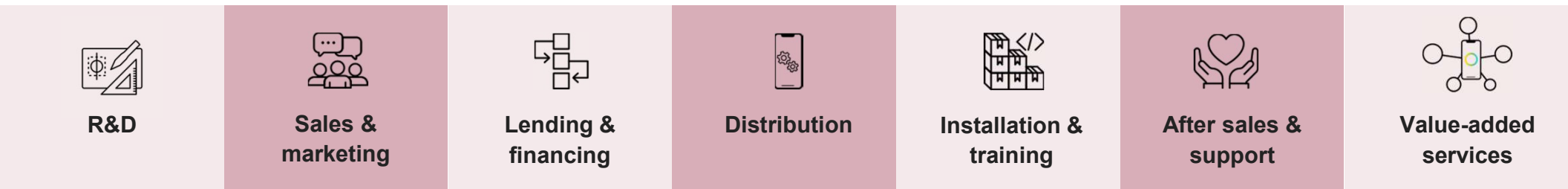


Value-added services



As a result, the delivery platform doesn't exist ... so we built it

CUSTOMER JOURNEY



Farmers meet SunCulture Sales Agents at Sales & Service Centers, at their farm, or via phone

Farmers get access to financing from SunCulture



SunCulture engineers install system on farm

Access to modern irrigation and scalable digital farming solutions



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Our Smart Platform

There are four building blocks to SunCulture's smart platform



1 

**Solar water pumps
and add-ons**

**Provides access to
irrigation
and productivity**



Our Smart Platform

There are four building blocks to SunCulture's smart platform



2 

**Pay-As-You-Grow
consumer financing**

**Enhances access
and affordability**



Our Smart Platform

There are four building blocks to SunCulture's smart platform



3 

**Proprietary
software
capabilities**

**Unlocks additional value
for farmers and
SunCulture**



Our Smart Platform

There are four building blocks to SunCulture's smart platform



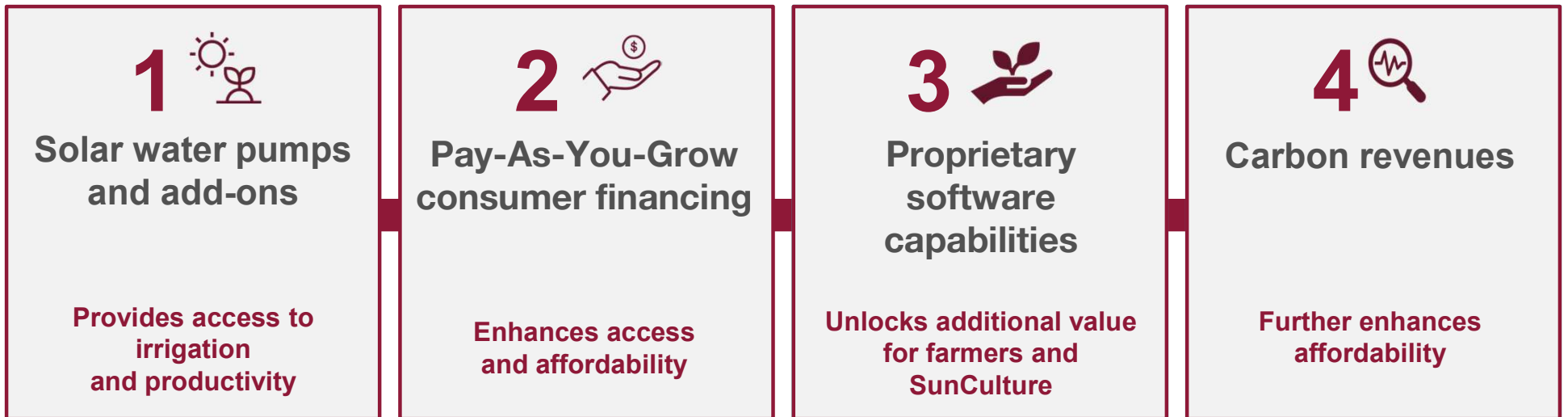
4 

Carbon revenues

**Further enhances
affordability**



There are four building blocks to SunCulture's smart platform



And this is the difference.

Rainfed Irrigation

SunCulture Irrigation



**...So what? 42,000 smallholder farms is cool,
but not enough to solve the problem.**



\$219 million is.



This would look like:



1,068,600 lives improved

411,000 jobs created

7,100,000 MT food grown

\$5B increased incomes for SHF





\$61m equity

\$92m debt

\$46.5m carbon

\$19.5m RBF





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Thank you



Contact: samir@sunculture.com

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