

ENERGY CATALYST

Briefing and Brokerage by Innovate UK



23rd June 2022 | 11:00 – 14:00



Innovate
UK



Department for
Business, Energy
& Industrial Strategy



Foreign,
Commonwealth
& Development Office

Agenda

Welcome & Introduction – IUK/IUK KTN

Tea Break and Networking

Keynote: Energy Access in Nigeria – REA

Energy Catalyst Overview

Case Study from Previous Round of Energy Catalyst

What Does a Successful Application Look Like?

Using B2Match Platform

Q&A

Lunch and Networking

**ENERGY
CATALYST**

Introduction to Innovate UK, Global Alliance Africa and Energy Catalyst

Joshua Adedeji



Who are we?

www.ktn-uk.org



Positive Change Commitments

Positive Change

We create diverse connections to drive positive change

Deep Expertise

We have wide-ranging expertise and convene the expertise of others

Powerful Connections

We drive powerful connections with businesses at the heart of what we do

Future Shaping

We shape the innovation communities of the future

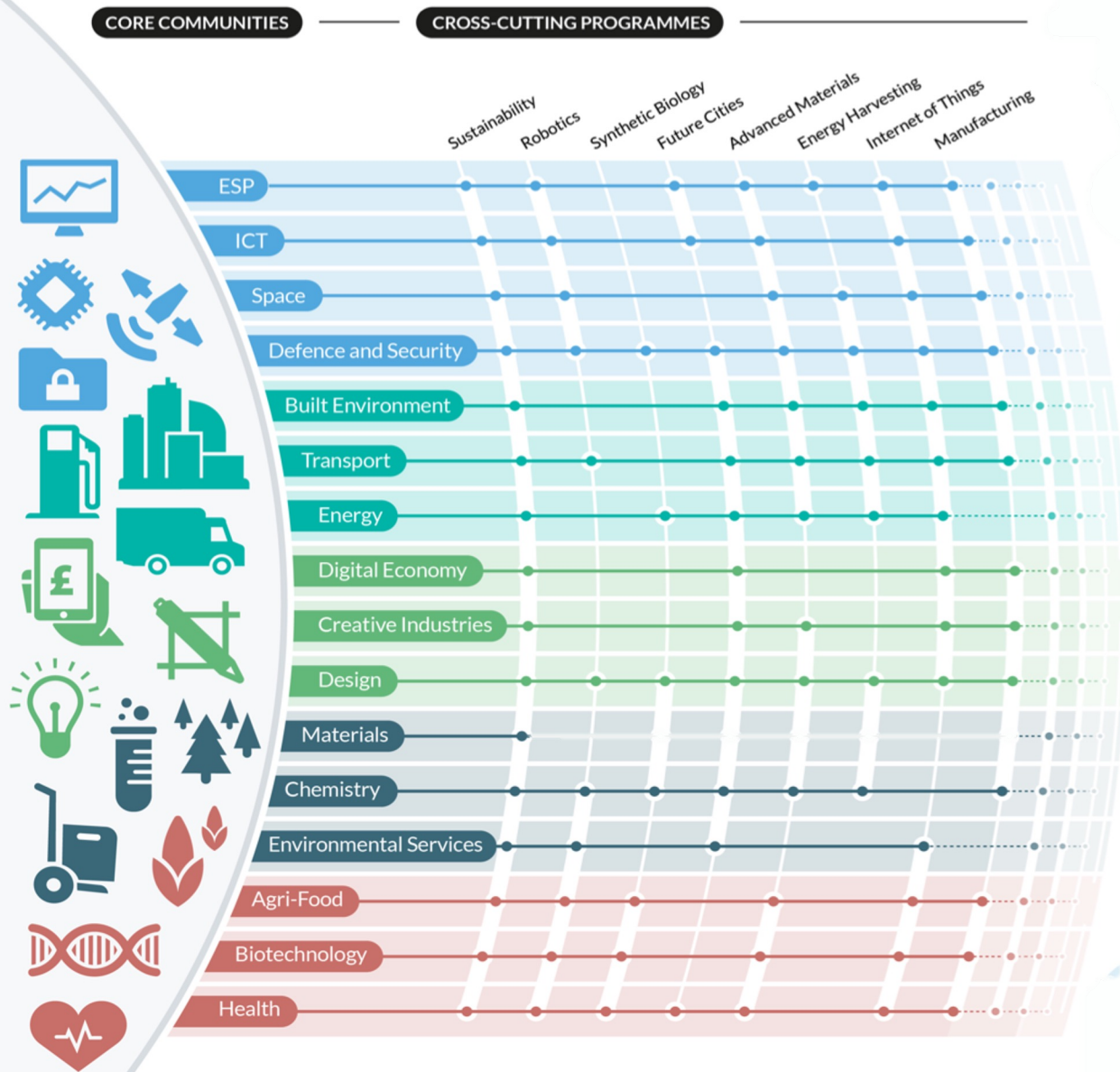
Our People

We provide an exceptional place of work for our exceptional people

We will collaborate globally to create valuable international connections for innovators.

We will extend our activity beyond economic prosperity to also deliver sustainable societal & environmental benefit.

Simplifying Complexity



We are truly cross-cutting, to simplify complexity

- Deep sector expertise across 20 key economic sectors
- Comprehensive cross-sector programmes, including Global Innovation
- Working across complete innovation ecosystem
- A network of +45,000 unique organisations, c.80% SMEs, +234,000 innovators
- In the UK and with over 30 countries

Our Network



46,229
Unique
Organisations



72%
Small

15%
Medium

13%
Large



234,478
innovators



Every university in
the UK

Impact to innovation



66%

Introduced by
KTN go on to
collaborate



42%

Reach outcomes
faster by 1-2
years



60%

Increased
investment in
R&D as a direct
result from KTN
engagement



£100m

Per year
increased
investment in
R&D

A New Approach to Africa



“With a shared passion for entrepreneurship, technology and innovation, now is the time for UK companies to strengthen their partnerships with Africa to boost jobs and drive prosperity both at home and overseas...

The challenges facing Africa are not Africa's alone. It is the world's interest to see these jobs created.”

UK Government, August 2018



Building UK-Africa Partnership through...



Local to Global

Open Innovation

Place-Based Innovation



Access to Funding

Collaborative R&D Funding

Strengthening the Investment Pipeline



Connected Innovation

Global Innovation Network

Deep Expertise

* Manufacturing & Materials | Transport & Mobility | AgriFood | Health | Climate Technologies | Digital Economy *



* Sector coverage subject to funding level & project priorities

ENERGY CATALYST



Bankole Oloruntoba

CEO, Nigeria Climate Innovation Center
(NCIC)

**ENERGY
CATALYST**

**TEA BREAK &
NETWORKING**

ENERGY CATALYST



**Engr. Ahmad Salihijo
Ahmad**

MD/CEO, Rural Electrification Agency
(REA)

ENERGY
CATALYST

Energy Catalyst Background

Amy Flynn



Introduction to Innovate UK and Energy Catalyst

Amy Flynn



Amy Flynn - Innovat...

ENERGY
CATALYST

QUESTIONS & ANSWERS

ENERGY
CATALYST

Case Study of Previously Funded Projects

ENERGY CATALYST



Dave Nwosu

CEO, Nevadic Limited

(AceOn Group with Nigeria Partner,
Nevadic)

**ENERGY
CATALYST**



Simon Igofose

Co-Founder CEO, PyroGenesys Ltd

ENERGY CATALYST

What Makes a Good Application?



Building a Consortium: Who should you partner with?



Innovate UK
KTN



Selecting Partners

- The competition-specific eligibility criteria are the *minimum* that you need to satisfy, but...
- ...do not simply go in hunt of partners that allow you to 'tick a box'
- Each partner must **add value** to the consortium
 - Explain what that value is and why they are best-placed to deliver it



What To Look For?

If in-country Research & Development or Testing or Demonstration is a requirement...

- What country do you intend to work in?
- How well do you understand the regulations and the governance arrangements?
- Do you have access to suitable facilities or environments?
- Do you have a UK-based partner (lead administrator)?

Remember - you **must intend to use the results** to deliver clean energy access in Sub-Saharan Africa, South Asia or the Indo-Pacific region

- (Does your choice of partner(s) help you demonstrate this is likely?)



What To Look For?

- Credibility
- Legal Entity (Business, Research Entity, Third Sector)
- Trading history?
- Previous experience of similar undertakings?
- Capacity to deliver?
- Contextual Relevance and Local Adaptability?



Does It Feel Right?

- Can you see yourself working with these people for months or years?
- Can you see your partners working with each other for months or years?
- Even when things get tricky and there are problems?
- Really? *Great!*

BUT also...

- Do you have the same (or compatible) objectives?
- How well do they present themselves? How enthusiastic are they?
- Does their story 'ring true'? How is their grasp of detail?





What Makes a Good Application?

1. Alignment to the competition scope
2. Innovation
3. A strong business case
4. A convincing value proposition
5. A credible plan for Research and Development
6. The right consortium
7. A clear need for support
8. The right kind of risk

Above all, make sure you write an application that excites and inspires!



Writing the Submission

- **Answer the question asked**, not the one you want to answer!
- Remember that **assessors are human beings: tell a story**
- Assessors are looking for reasons to award marks: **make it easy for them**
 - Reflect the **language** of the competition scope
 - **Substantiate** any claims



Writing the Submission

- **Ask someone else** to listen to a draft of the application
 - This technology/project may be your life's work, but you need to **describe it to someone that has never heard of it before**
- Ask **someone else** to read a draft
 - This will help you spot spelling or grammar mistakes and unclear statements.
- **Re-read the competition scope** before you read your draft. Does it match?
- **Risk and Reward!**



ENERGY CATALYST

How to Apply?



Search for a funding competition and review criteria

This competition is split into 3 strands:

- [Energy Catalyst Round 9 – Early Stage](#)
- [Energy Catalyst Round 9 – Mid Stage](#)
- [Energy Catalyst Round 9 – Late Stage](#)

Innovation competitions

Filter competitions **5 competitions**

Keywords

Innovation area

[Update results](#)

Energy Catalyst Round 9 – Mid Stage

Organisations can apply for a share of up to £20 million to create new or improved clean energy access in sub-Saharan Africa, South Asia or the Indo-Pacific regions.

Eligibility
This competition is open to collaborative applications only.

To be eligible for funding you can be from any country, and must be a:

- business of any size

to collaborative applications only.

g you can be from any country, and must be a:

ogy organisation (RTO)

non-governmental organisation (NGO)

You must involve at least one [micro, small or medium-sized enterprise \(SME\)](#).

Open now
Opened: 18 May 2022
Closes: 10 August 2022

Summary [Eligibility](#) [Score](#) [Dates](#) [How to apply](#) [Supporting information](#)

Description

Innovate UK, part of UK Research and Innovation, will work with the Foreign Commonwealth and Development Office (FCDO) and the Department for Business, Energy and Industrial Strategy (BEIS) as part of the Ayrton Fund to invest up to £20 million in innovation projects.

The aim of this competition is to accelerate the innovations needed to create new or improved clean energy access in sub-Saharan Africa, South Asia or Indo-Pacific regions. This will create a just and inclusive energy transition and extend the benefits of clean energy to all to meet [sustainable development goals \(SDGs\) 7 'Affordable and clean energy' and 13 'Climate action'](#).

Your proposal must focus on:

- improving energy access in [official development assistance \(ODA\)](#) eligible countries in sub-Saharan Africa, South Asia and Indo-Pacific regions
- have a technology or business model which is affordable, reliable and low carbon
- consider the role of gender equality and social inclusion (GESI)

<https://energycatalyst.ukri.org/>



Innovate UK
KTN



Admin Lead: Create an Account

The admin lead must create an account:

- **UK registered businesses** can use Companies House lookup as it speeds up our checks by providing your company number. You are unable to enter this at a later date.
- **Research organisations, academics and universities** should enter their information manually so you are not listed as a business on IFS and ensure you receive the correct funding.

GOV.UK Innovation Funding Service

BETA This is a new service – your [feedback](#) will help us to improve it.

◀ Back

Create your account

Your organisation

i Your organisation must be UK based to receive funding from Innovate UK

Business

Find your organisation on Companies House
Enter your organisation name or registration number

Companies House search results
Select your organisation from the options below

[NOMENSA LTD](#)
04214477 - Incorporated on 10 May 2001
13 Queen Square, Bristol, BS1 4NT

GOV.UK Innovation Funding Service

BETA This is a new service – your [feedback](#) will help us to improve it.

◀ Back

Please sign in or create an account

Used this service before?
Please sign into your Innovation Funding Service account.

New to this service?
If you haven't used the new Innovation Funding Service before you will need to create an account.

Innovation Funding Service

Sign in

Email address
Please enter your email address.

Password
Please enter your password.

▼ [Need help signing in or creating an account?](#)

My email and/or password isn't working

If you applied previously using the old service, you will need to create a new account.

[Forgotten your password?](#)

Project Details

Application Team - Collaborators can invite organisations who you are working with on the project. Contributors can invite colleagues from your own organisation to help you complete your application

Application Details - Title, timescales, research category, innovation area and previously submitted application (y/n)

Subsidy Basis - Will the project, including any related activities, you want Innovate UK to fund, affect trade between Northern Ireland and the EU? All participants must complete this section.

Equality, Diversity and Inclusion - External survey to complete

Project Summary - Short summary and objectives of the project including what is innovative about it

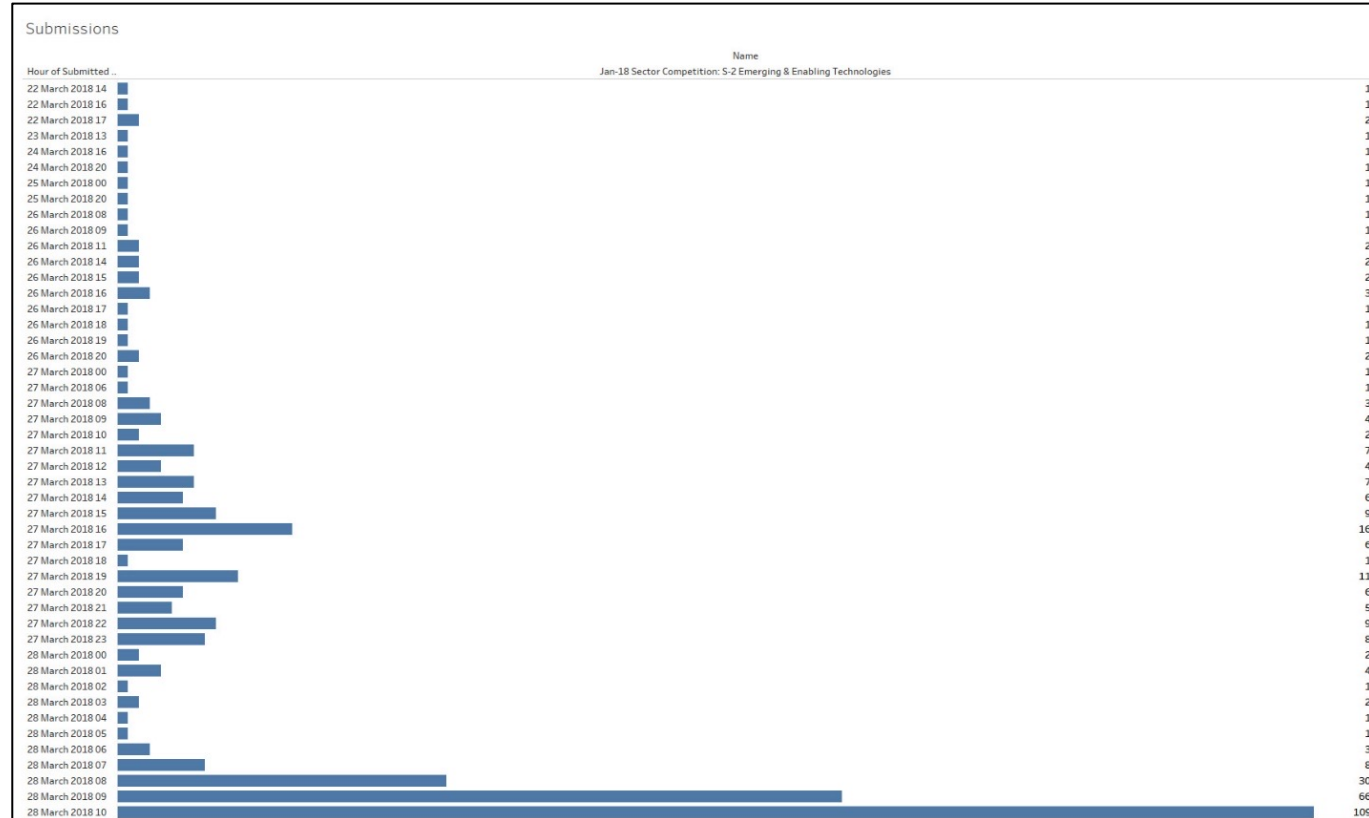
Public Description - Description of your project which will be published if you are successful

Scope - How does your project align with the scope of this competition? - If your project is not in scope, it will be ineligible for funding



Submit Your Application Early!

Customer Support can help resolve any issues you might have when submitting but only if they are contacted before the deadline. Once the deadline has passed, your application cannot be submitted.



ENERGY CATALYST

Assessment



How do our assessors assess?

www.improvementuk.org

0200 371 4157



How are successful applications selected for funding?

www.improvement.edu.org

1-800-333-4457



ENERGY CATALYST

Successful Applicants



How Do You Know If You Are Successful?

If you are unsuccessful in this competition

- You can use the feedback from the assessors to develop your idea and apply into another competition that allows previously submitted applications

If you are successful in this competition

- You will be assigned a Delivery Executive who will guide you through the Project Set Up process
- You will have 7 days to complete the project team, project details and bank details
- You will then have 90 days to complete project set up – funding may be withdrawn if this is not completed within this timeframe

Please ensure all your contact details in the IFS portal are correct and up to date and that you regularly monitor it.



Key Dates

Competition Opens 18 May 2022

Submission Deadline 10 August 2022, 11:00 BST

Applicants informed 21 October 2022



ENERGY CATALYST

Using B2match Effectively





18 May 2022 - 10 August 2022
United Kingdom

Energy Catalyst International Brokerage

[Home](#) [Eligibility](#) [How it works](#) [Timeline](#) [About us](#) [Contact](#) [FAQ](#) [Recorded Sessions](#)

Energy Catalyst Virtual Brokerage

Join the virtual brokerage to find partners for your Innovate UK Energy Catalyst Round 9 application.

From May through to August, this website will host a series of webinars and 1:1 virtual meetings to discuss project opportunities and facilitate introductions between organisations to help provide clean, affordable and secure energy in sub-Saharan Africa, South Asia and the Indo-Pacific Region.

The aim of these webinars and the virtual Marketplace is to help organisations gain an understanding of the energy access issues in a particular country and to develop equitable partnerships leading to a collaborative application for Energy Catalyst Round 9.

Round 9 of Energy Catalyst is open now, with further information available via this link: <https://apply-for-innovation-funding.service.gov.uk/competition/1173/overview>

To register for our Competition Briefing Session on Wednesday, 25th May 2022, please visit: <https://ktn-uk.org/events/energy-catalyst-briefing-launch-and-brokerage-events/> - this session will detail the competition scope and eligibility alongside how to apply and the support available to you in preparing your application.

Energy Catalyst Round 9 makes available up to £20m to support businesses to develop

[Register now](#)

Open until 10 August 2022

LOCATION

United Kingdom

ORGANISED BY

ENERGY
CATALYST



Marketplace

Your virtual shop window - the higher the quality, the more participants will be interested in talking to you!

- Profile – Expertise, Project Cooperation or Request
 - Everything must be clear & coherent
- Advantages and innovative aspects
- Specific requirements and requests, sufficient detail for a potential partner to know whether they can help
- Role of the partner



**Jens Böhm**

Innovation & Growth Specialist at Innovate UK
EDGE
Manchester, United Kingdom

[Edit my profile](#)[View my profile](#)

Overview

[My availability](#)[My opportunities](#)[Company representatives](#)[Organizer questions](#)[Account settings](#)[Logout](#)

Your local support office

Innovate UK EDGE (North)

Jens Böhm

+44 (0) 1925 607 040

jens.boehm@rtcnorth.co.uk

<https://www.innovateukedge.ukri.org/>

Booking phase has started!

You haven't requested any meetings yet. The number of available time slots is limited. You can request or accept up to 100 meetings. The booking phase closes on **August 10, 2022**.

[Book meetings now](#)**I**

Application Support / Authority/Government

Innovate UK EDGE

Innovate UK EDGE is a key part of the UK innovation agency's deep investment in the pioneering businesses that drive economic growth. It is a publicly-funded service available to all high potential small to medium sized innovation-driven companies, including Innovate UK grant winners.

Innovators are motivated to improve the ways we live and work. We support those building scalable businesses to achieve their goals, in every sector and from seed to scale stage. Our innovation and growth specialists are at the centre of our service. Each client engagement results in a bespoke strategy but common priorities include:

- Exploiting business innovation: Developing a commercial strategy and building a team to deliver it; protecting & harnessing your IP; improving innovation management & accessing the innovation ecosystem globally
- Sourcing funding and finance: Applying the right strategy to secure grants and capital for your business, enhancing investor appeal and getting investment ready to propel your growth
- Opening new markets: Creating connections to partners & leveraging insights to expand into vertical & international markets and achieve scale

Often these priorities are closely linked, especially in the case of scaling businesses which must align all business functions to achieve a step change in growth. Our Scaleup Programme prepares companies who have already benefited from our high growth service and other innovation-driven businesses with 50%+ growth potential for just such a transformation.

TECHNOLOGY INTERESTS

[Other](#)



Innovate UK EDGE

Authority/Government | Manchester, United Kingdom

OVERVIEW

MARKETPLACE

Create an opportunity

Cancel



Project Cooperation

Add this if you are interested in finding a partner for your project.



Expertise

Add your area of expertise and describe what you can offer to other participants.



Request

Add if you have anything specific you are looking for.

Event organiser



Help

[Terms of service](#)

[Privacy policy](#)

[Cookie settings](#)

Download app



New Project Cooperation

TITLE *

This field is required.

DESCRIPTION *

(0/5000)

PROJECT STAGE

TOPIC

CALL

TYPE OF COOPERATION SOUGHT

IMAGE UPLOAD

Maximum upload file size: 22MB.

FILE UPLOAD

Maximum upload file size: 22MB.

VIDEO

New Expertise

TITLE *

This field is required.

DESCRIPTION *

(0/5000)

FIELDS OF EXPERTISE

IMAGE UPLOAD

Maximum upload file size: 22MB.

FILE UPLOAD

Maximum upload file size: 22MB.

VIDEO



i The organiser will review this opportunity before it gets published.

PROJECT COOPERATION

Example Project Cooperation

Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum.

JB Jens Böhm

May 14, 2022



i The organiser will review this opportunity before it gets published.

EXPERTISE

Example Expertise

Contrary to popular belief, Lorem Ipsum is not simply random text. It has roots in a piece of classical Latin literature from 45 BC, making it over 2000 years old. Richard McClintock, a Latin professor at Hampden-Sydney College in Virginia, looked up one of the more obscure Latin words, consectetur, from a Lorem Ipsum passage, and going through the cites of the word in classical literature, discovered the undoubtable source. Lorem Ipsum comes from sections 1.10.32 and 1.10.33 of "de Finibus Bonorum et Malorum" (The Extremes of Good and Evil) by Cicero, written in 45 BC. This book is a treatise on the theory of ethics, very popular during the Renaissance. The first line of Lorem Ipsum, "Lorem ipsum dolor sit amet...", comes from a line in section 1.10.32.

JB Jens Böhm

May 14, 2022



i The organiser will review this opportunity before it gets published.

REQUEST

Your virtual shop window

This is your virtual shop window - the higher the quality, the more participants will be interested in talking to you! Do provide sufficient info about your organisation and create at least one entry for the Marketplace (Expertise, Project Cooperation, Request, etc.). Please indicate in detail what you can offer to others to help them further their activities and/or what you would like to gain in order to further your own organisation's activity.

So what makes a good presence on the Marketplace? A couple of questions to keep in mind:

1. Is your expertise, project cooperation or request, clear? Are all the paragraphs coherent?
2. Are the advantages and innovative aspects of your expertise or project cooperation an offer clearly explained? Are they clearly described in relation to competing projects on the market? Is your competitive advantage clearly stated? Are your specific requirements and requests clearly formulated, with sufficient detail for a potential partner to know whether they can help?
3. Please assure a good level of linguistic accuracy and avoid using slang. For many participants English is not their first language.
4. Is the role of the partner explained?

If you have any questions regarding your profile or the Matchmaking in general please contact your local Innovate UK EDGE partner or one of the event organisers. We're here to help!

JB Jens Böhm

May 14, 2022

Agenda



All session types

NIGERIA INNOVATE UK MALAWI RWANDA KENYA NEPAL TRAINING INDONESIA

EVENT AGENDA MY AGENDA

All times are displayed in the event time zone (Europe/Zagreb, currently: 13:27). [Change to recommended time zone \(your time zone\)](#)

Wednesday, May 25, 2022

09:00 - 16:00

Energy Catalyst (Round 9) Briefing Event

ONLINE

Add

 Join Online Session

Event organiser



Help

[Terms of service](#)
[Privacy policy](#)
[Cookie settings](#)

Download app




Participants

Relevance 

39 Participants found

Search 

- BOOKMARKED 
- MATCHMAKING
- PARTICIPATION TYPES
- ORGANIZATION TYPES
- AREAS OF ACTIVITIES
- COUNTRIES
- COMPETITION MANAGEMENT



Jens Böhm

Innovation & Growth Specialist at Innovate UK EDGE
MANCHESTER, UNITED KINGDOM

[View organisation profile](#) →



David O

Founder at Tribes Capital
LONDON, UNITED KINGDOM

[View organisation profile](#) →



[Request meeting](#)



Kirsty Hinchliffe

Projects and Grant Manager at FeTu Limi...
HALIFAX, UNITED KINGDOM

[View organisation profile](#) →



[Request meeting](#)



Amy Flynn

Innovate UK
SWINDON, UNITED KINGDOM

[View organisation profile](#) →



[Request meeting](#)



Huilian Liao

Senior Lecturer, consultant at Sheffield H...
SHEFFIELD, UNITED KINGDOM

[View organisation profile](#) →



[Request meeting](#)



Request Meetings

Participants

39 Participants found

Search

- BOOKMARK
- MATCHMA
- PARTICIPA
- ORGANIZA
- AREAS OF
- COUNTRIE
- COMPETIT



Jens Böhm
Innovation & Growth Specialist at Innovate UK EDGE
MANCHESTER, UNITED KINGDOM
[View organisation profile](#)



Amy Flynn
Innovate UK

Hi Amy, I would like to show participants of the delegate briefing how to request a meeting :)

Send request



Amy Flynn
Innovate UK
SWINDON, UNITED KINGDOM
[View organisation profile](#)

Request meeting



Huilian Liao

Request meeting

Participants

39 Participants found

Search

- BOOKMARK
- MATCHMA
- PARTICIPA
- ORGANIZA
- AREAS OF
- COUNTRIE
- COMPETIT



Jens Böhm
Innovation & Growth Specialist at Innovate UK EDGE
MANCHESTER, UNITED KINGDOM
[View organisation profile](#)



Amy Flynn
Innovate UK

Meeting request sent
We will inform you once the participant responds. Amy Flynn will schedule this meeting while accepting the request.

OK



Amy Flynn
Innovate UK
SWINDON, UNITED KINGDOM
[View organisation profile](#)

View meeting



Huilian Liao

Request meeting

Marketplace

Add an Opportunity

6 Opportunities found

PROJECT COOPERATION (5)

EXPERTISE (1)

PROJECT COOPERATION

Updated on May 24, 2022

Electricity mini-grids in rural Sub-Saharan Africa

We can provide micro hydropower electricity mini-grid installations in rural communities of Sub-Saharan Africa, south-east Asia and Latin America.

Other Cooling Mini Grid South Asia Early Stage East Africa +6



Martyn Cowsill

Director at MicroGen Renewables (Oldham, United Kingdom)



Request meeting

PROJECT COOPERATION

Updated on May 24, 2022

Watto

Watto is a clean energy innovation developed by an African engineer while working in rural Africa. As a father of three girls, it was designed out of the frustration seeing rural villagers living amongst abundant energy sources but do not have the tech...



Early Stage East Africa +3



Hanlie Wessels

CEO at Watto by Impact Business Development (Centurion, South Africa)



Request meeting

PROJECT COOPERATION

Updated on May 24, 2022

Manufacturer's of Solar , wind, biogas, Energ...

We seek cooperation for Renewable energy manufacturer's





1:1 Meetings

Camera and microphone test

My meetings

ALL 1 ACCEPTED 1 PENDING 0 CANCELED 0

AVAILABILITY

All times are displayed in the event time zone (Europe/Zagreb, currently: 15:26). [Change to recommended time zone \(your time zone\)](#)

Next meetings

Jens Böhm, Innovation & Growth Specialist at Innovate UK EDGE
 Amy Flynn, Innovate UK

🕒 09:15 - 09:30
📅 Wednesday, May 25
🎥 Online Video Meeting

MEETING SCHEDULED

Cancel

Reschedule

Invite guests

Starts in 18 hours

Event organiser



Help

[Terms of service](#)
[Privacy policy](#)

Download app



Summary

- Your virtual shop window
- Create a clear and concise profile to raise your visibility
- Be active not reactive;
- Attend webinars, regularly browse the agenda for additions and updates
- Browse profiles to find out who is offering interesting opportunities
- Make yourself available for meetings!
- Message other participants & request meetings
- Website: <https://energy-catalyst-networking.b2match.io/>



ENERGY
CATALYST

QUESTIONS & ANSWERS

ENERGY CATALYST

Thank You!



ENERGY
CATALYST

Introduction to Innovate UK and Energy Catalyst

Amy Flynn



Innovate
UK



UK Research and Innovation and Innovate UK

We work with the government to invest over £7 billion a year in research and innovation by partnering with academia and industry to make the impossible, possible. Through the UK's nine leading academic and industrial funding councils, we create **knowledge with impact.**



**UK Research
and Innovation**

Innovate UK



Inspire

- Provide thought leadership on business led innovation, state of the art and focus areas
- Contribute to the government's innovation strategy



Invest

- Explore the potential of a new area
- Develop new products, processes or services
- Accelerate the process of going from idea to market



CATAPULT

Involve

- Potential collaborators and relevant expertise
- Access to equipment and facilities
- Regional presence

Core Activity: Funding & Growth Support

£1,300 Million

Managed Programmes

Government Funding via Managed Programmes (APC, ATI, SBRI etc.): Focused programmes in key industries.

ISCF competitions

In Grand Challenge areas:

- AI & Data-Economy
- Ageing Society, Health and Nutrition
- Manufacturing, Materials & Mobility
- Clean Growth and Infrastructure

Innovation Loans

Larger funding for projects closer to market with £250k - £1.6m funding gap who can justify the loan repayments. **See later in presentation.**

Investor Partnerships

Aligns grant funding with VC and Angel equity investment to maximise impact and reduce risk. Accelerating investment and supporting growth through innovation. **See later in presentation.**

Responsive (sector agnostic)

Including Smart Grants, KTP (knowledge transfer), ICURe (academic start ups)...

Innovation & Growth Advisors

Innovation and Growth Specialists in every region, delivering advice on strategy, finance, IP and global markets to accelerate the growth of innovative small & medium businesses. Managed by Innovate UK EDGE. **See later in presentation.**

**Key outcomes
2020 - 2021**

1,500

Products / services
launched

£300m

Follow-on
investment

2,500

Jobs over
next 3 years

ENERGY
CATALYST

**Energy Catalyst
Background**

The Energy Catalyst's mission is to **accelerate the innovation needed to reach sustainable development goal 7**. By providing financial and advisory support to innovators we help create strategic partnerships, uncover insights and develop business models to improve lives in Africa and Asia.



The Energy Access Challenge



- > Around 789 million people still lacked access to electricity in 2018.
- > Without sustained efforts, 650 million people will still be left without access to electricity in 2030.
- > Estimated that poor electricity access is costing Africa 2% point reduction off gross domestic product (GDP) growth each year.
- > Vast majority (80%) of those gaining access to electricity worldwide are in urban area.
- > Represents a major opportunity for decentralised and smart energy systems
- > Need to limit global warming below 1.5°C

Accelerate solutions

- > Financial and advisory support provide a springboard for innovators to de-risk, demonstrate and deploy solutions for ending energy poverty

Build networks

- > Support catalyses strategic partnerships and connections across the energy access ecosystem to help commercialise new technologies and business models

Unlock impact

- > This support aims to help innovators pioneer new ways to improve lives in Africa and Asia and create economic opportunities

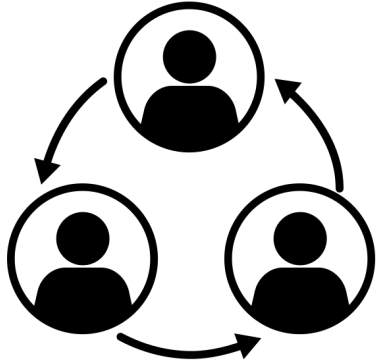
Share knowledge

- > By uncovering new insights from testing and demonstrating innovation, the Energy Catalyst contributes knowledge, case studies and lessons learned which benefit the wider energy access ecosystem



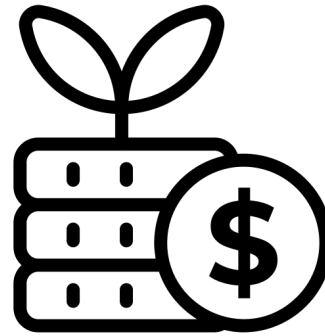
Energy Catalyst combines three key activities to deliver this vision

Collaboration



Collaboration building to help innovators find project partners

Competition



Open grant calls to develop and demonstrate innovative tech and business models

Acceleration



Business advice, learning from overseas, showcasing and dissemination

Success Statistics for Energy Catalyst Competition

Total Grant Available for round		Applied				Scored over threshold				Funded			
		Total	Early	Mid	Late	Total	Early	Mid	Late	Total	Early	Mid	Late
<i>Round 6</i>	£10m	119*	42	67	10	58	20	37	1	18	8	9	1
<i>Round 7</i>	£32m	200**	92	92	16	115	44	59	12	61	32	23	6

*Eligible applications; **Total Applications

ENERGY CATALYST

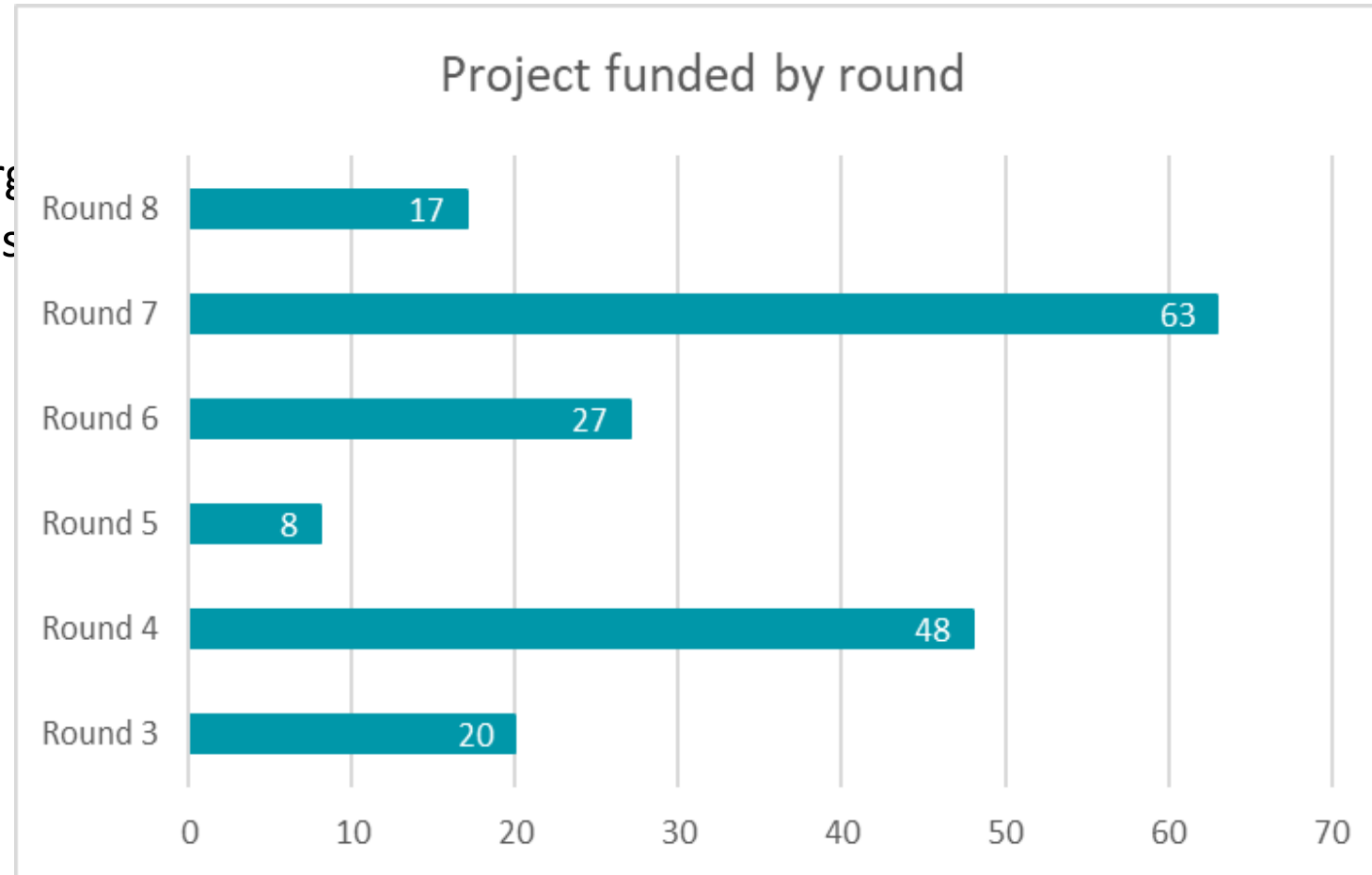
Impact to Date



Energy Catalyst has supported 183 energy access relevant projects to date

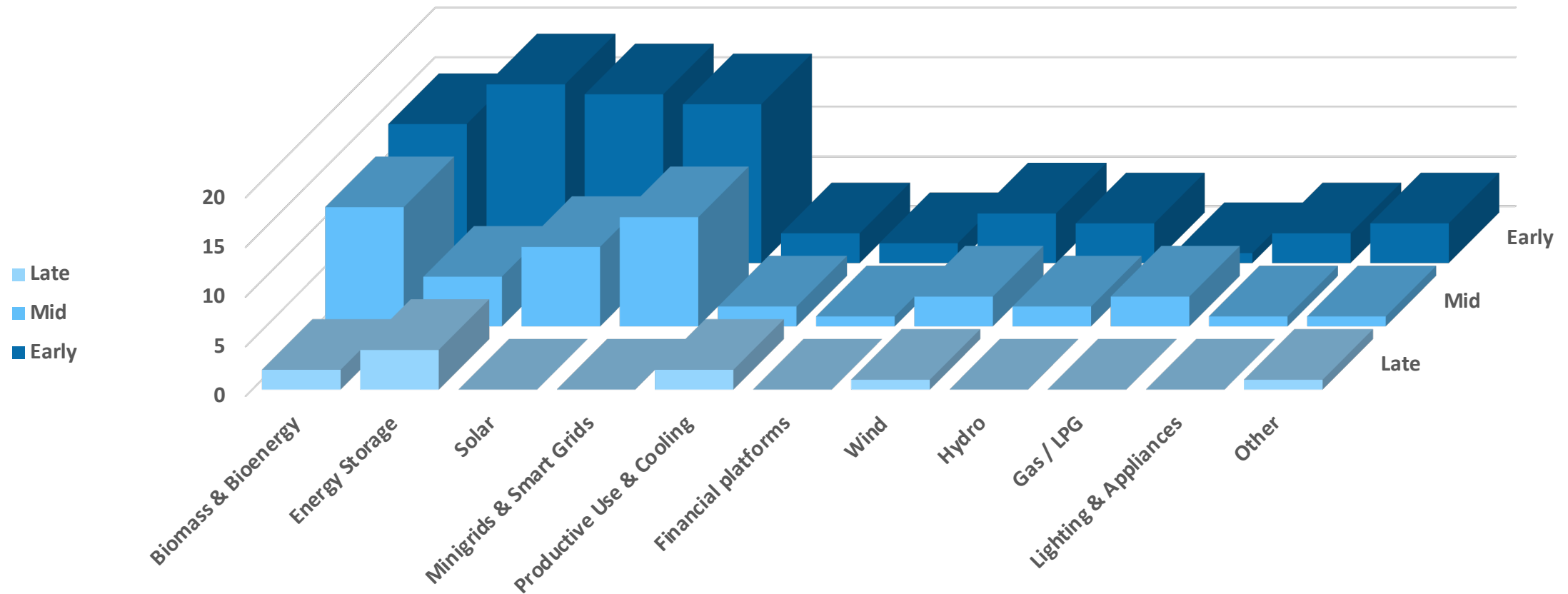
£60 million of this funding is official development assistance support to energy access relevant technologies and business models comprising:

- 183 projects
- Over 350 unique organisations
- Wide range of energy access technologies and themes
- Targeting over 34 countries in Sub-Saharan Africa and South and South East Asia



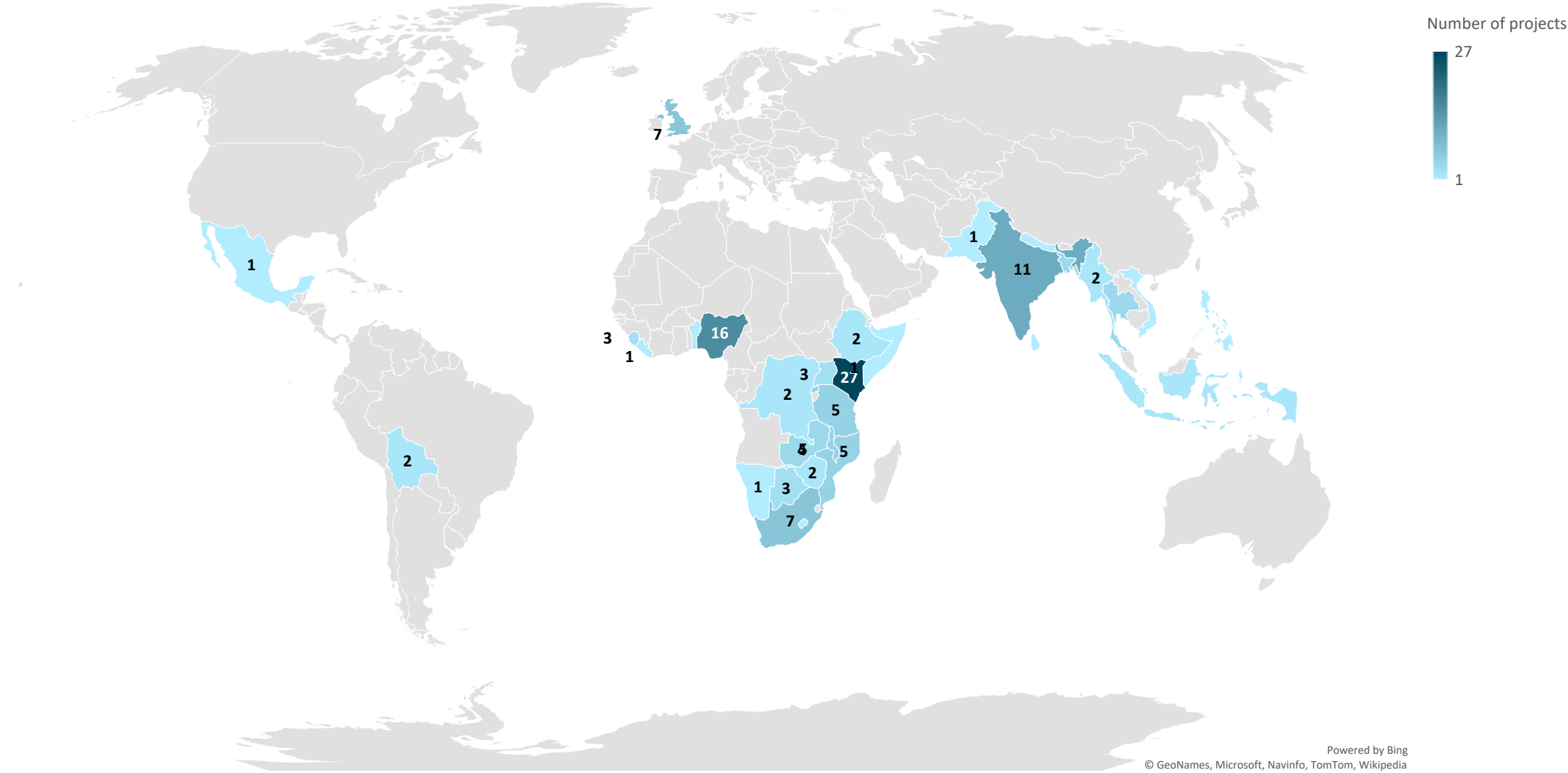
Biomass, energy storage, solar and minigrid related projects represent the largest segments of the programme

Projects by Technology Category and Stage



Note: Funding has been prioritised toward storage and bioenergy projects

Where we fund



Impact




ECAP Wall of Fame


Mandulis Energy 762 followers
 New Year's Joy! Mandulis Energy's CEO Peter BenHur Nyeko has been announced as a speaker at the upcoming Africa Investment Conference 2022 #AIC2022 hosted by the Department for International Trade (DIT) on 20th January 2022. Register here to attend: <https://bit.ly/3i4Sezc>
 #BritishBusiness #Investment #RenewableEnergy #SDG7 #Africa #NetZero #TogetherforourPlanet
 With thanks to Her Majesty's Trade Commissioner for Africa at the Department for International Trade, Alastair Long

Africa Investment Conference 2022
 20 January 2022
 Peter BenHur Nyeko
 CEO, Mandulis Energy

MODULARITY GRID 733 followers
Power for All 15,255 followers
 Driving a cheaper #GreenEnergy system: As prices rise, entrepreneur Elizabeth Nyeko is rewriting the energy rule book to help farmers save money with greener, cheaper power using an innovative, decentralized approach <https://buff.ly/3fMAJqy> #SDG7 #PoweringAg



Transforming Energy Access 608 followers
 Congratulations to **Mobile Power** on securing funding from the **Beyond the Grid Fund for Africa** (BGFA) to expand its innovative battery as a service business model to Liberia, to provide short-term rentals of solar-charged batteries for households, electric vehicles, and small businesses to power productive use appliances.
 Support from the Powering Renewable Energy Opportunities programme #PREO, part of the Transforming Energy Access platform, enabled Mobile Power to develop and pilot its multi-purpose MOPO battery in Sierra Leone, and the company has been successful in leveraging the technology to replicate in other territories and use cases. It is great to see Mobile Power continue to build on the success of the pilot project to unlock new funding opportunities.
 Read more here: <https://lnkd.in/eGVAHrPF>
 Mobile Power #TransformingEnergyAccess IEKA Foundation Foreign, Commonwealth and Development Office Energy 4 Impact The Carbon Trust



GTEC 941 followers
 Great combination with **GTEC** that we start the process of creating the green jobs needed to **#buildbackgreener** **AceOn Group** - our ...see more

Our latest **#BlogPost** covers GTEC's **#BatteryStorage** course running at **Telford College** with support from **AceOn Group** - **#Telford**'s own "specialist **#Battery** supplier and manufacturer". Follow the link below for the full story, featuring insight from GTEC MD **Griff Thomas**, AceOn MD **Mark Thompson**, and **Beckie Bosworth** - **#TelfordCollege**'s employer engagement manager.
#Renewable #Renewables #Upskill

Powering ahead with new battery storage systems courses - GTEC Training
 gtec.co.uk • 3 min read



Institution of MECHANICAL ENGINEERS
 Homepage > News > News article
ARTICLES
Forward Thinkers: From the birth of nuclear power to biomass micro-grids
 16 Feb 2022
 Joseph Flaig




SOURCE: Trailblazing local circular food systems

SOURCE
 A smart, circular approach to food, energy, water and waste to benefit people and planet

£5,510 raised so far
 48 supporters

Donate

SOURCE turns food waste into energy, fertiliser and compost to grow healthy crops and create local jobs - in the heart of our cities!

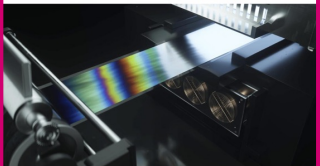


Toby Hammond · 2nd
 Helping smallholder farmers across the world improve their farm productivity with our robust &...
 2h · Edited ·

Solar radiation is thinly spread across the earth's surface, so to power something like a water pump, you need solar panels with a large surface area. This makes them heavy and expensive which is a major barrier to scaling our impact.

Futurepump has just signed an agreement with UK tech firm **Power Roll Ltd**, who have developed a novel solar film that is 1/5th the weight and a fraction of the cost of silicon PV. Their rollable solar panels will enable farmers across the world to harness the sun's energy without needing a trolley to cart around heavy and cumbersome glass-framed panels.


Can solar film be used to power irrigation pumps?
 energy-now.co.uk • 2 min read



Faisal Ghani, PhD · 2nd
 Scotland's Inventor of the Year, CEO & Founder of SolarisKit Ltd
 Scotland's Inventor of the Year, CEO & Founder of SolarisKit Ltd
 We are making great progress with our installations in Rwanda thanks to a fantastic partnership with **Francine Munyaneza**, the **Munyax Eco** ...see more

SolarisKit Ltd 1,278 followers
 Another system installed in Kanombe, #Rwanda! This household did not have a hot water system, relying on gas to heat water on the ...see more

Our fifth solar hot water sy using SolarisKit's flat-pack solar thermal collectors! O



SolarQuarter 32,540 followers
 'EPC Company of the Year' award goes to the very deserving **Ariya Finergy** at our recently held 'Africa Rooftop Solar Congress 2022 Awards Ceremony'. Our proud winner is the industry leader in supplying and financing clean energy, storage, and power quality systems. The company continues to redefine the African solar market with its amazing work. Con

Ariya Finergy 814 followers
 Ariya is On the Radar!
 We are honoured as the Daily Nation has highlighted our CEO **Jenny Fletcher** as 1 of 5 **#women** to watch in 2022!
 Our team is ready as your **#powerpartner** to bring our unmatched technical expertise and dedicated services across Africa. Let's get started today!

#solar #media #sustainable #africa #womeninenergy #womenchangemakers #renewableenergy #team


ON THE RADAR
 PROF PATRICIA KIMBORO, MARY WATSON, JENNY FLETCHER, JOAN PEREIRA, MARGARET WHYTE

Solar Polar Limited 343 followers
 Proud to say we have been recognised as one of the Top Five Businesses Supporting Hospitality Sector Recovery. Thank you, **Hospitality Net**

#solar #solarheat #solarthermal #solarparatoheater #solarterracheater #netzero #sustainableenergy #hospitality #businessandmanagement #thankyou #sustainability
https://lnkd.in/d74vbB_y

Single Use Reusable
 This reusable cup can service 500 events before being recycled. Please do not take it home or put it in the bin.

Top Five Business Supporting Hospitality Sector Recovery | By Jonny Voon
 hospitalitynet.org • 5 min read



Seedrs 28,033 followers
 Congratulations to **WASE LIMITED** for reaching 100% of their crowdfunding target

Backed by **Climate-KIC**, WASE is a super cool company unlocking the power of waste making it a sustainable source of water, energy and fertilisers.

WASE allows drinks, meat, bakery and dairy producers to turn their waste into renewable energy they can use onsite. They are working with some of the highest waste-producing and energy-intensive industries to turn them circular.

Check out the pitch: <https://bit.ly/3FgNif4>

#circulareconomy #sustainability #recycle #waste #investing #climatechange

WASE
 unlocking the power of waste
 Capital at risk




Inclusive Energy 629 followers
 Sustainable Development Goal 7 aims for energy access for all by 2030, but current approaches aren't working fast enough. The market is highl ...see more

CROWDFUNDING
 ching soon at crowdcube.com

to register interest.

Inclusive Energy to Launch on CrowdCube — Inclusive Energy
 inclusive-energy • 1 min read

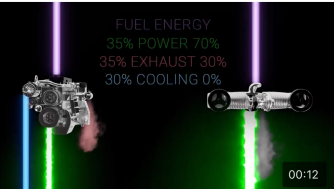


Vijay Bhopal · 1st
 CEO at Inclusive Energy
 Biogas is really going somewhere in India!
Inclusive Energy is working with the **National Dairy Development Board** under their NNBOMP programme.
 Together we are using Smart Biogas to digitise the biogas economy, understanding in detail customer usage patterns and carbon offset achieved.
 So far ~300 people from 50 households have been impacted and early results show that customers are substantially reducing their use of LPG (in some cases to nil!). With over 500 million livestock in India alone,

Archie Watts-Farmer · 1st
 CEO/Co-Founder at Carnot Ltd
 24m ·

CARNOT 1,409 followers
 Honoured to have participated in the **#EncouragingInnovation** campaign, run in partnership with **ITN Productions Industry News** and **Institution of Mechanical Engineers**. A keynote address from Sir Patrick Vallance celebrates the 175th Anniversary of the iMechE.
 Full link to the video can be found below: <https://lnkd.in/dZSgZv8Q>
#engineering #mechanicalengineering #imeche #itn #itnproductions #innovation #innovationculture

FUEL ENERGY
 35% POWER 70%
 35% EXHAUST 30%
 30% COOLING 0%



ENERGY
CATALYST

Energy Catalyst Round 9 Competition

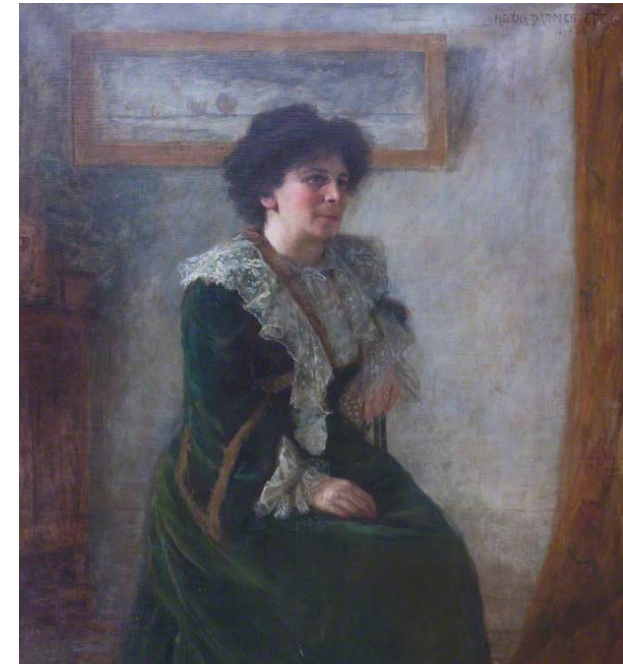


Ayrton Fund

- > **£1 billion** over **5 years** to tackle climate change
- > Split 50:50 between FCDO and BEIS
- > UK aid budget Official Development Assistance (ODA)

Objectives:

- > providing **affordable access** to electricity for those off grid
- > innovative **solar** technology
- > enhancing **large-scale battery technology** to replace polluting diesel generators
- > Clean **cookstoves**
- > reduce carbon output from **industry**
- > improving the technology behind **cooling** systems
- > designing low-emission and electric **vehicles**



Hertha Ayrton: British scientist. Suffragette. Pioneering physicist, mathematician and inventor



Foreign &
Commonwealth
Office



Department for
Business, Energy
& Industrial Strategy



Round 9 Overview

Total amount of funding available up to **£20m**

A gold coin with a pound sterling symbol (£) in the center, surrounded by laurel wreaths.

3 Strands which you can apply into


- Early
- Mid
- Late

To be in scope your project must address the following:

Transforming Energy Access

A yellow square icon with the number 7 and the text 'AFFORDABLE AND CLEAN ENERGY' above a white power button symbol with radiating lines.

Clean Energy

A photograph of a green landscape with solar panels in the foreground, a small pond, and several wind turbines in the background under a blue sky.

Gender equality and social inclusion

An icon showing three stylized human figures in different colors (green, pink, purple) representing diversity and inclusion.

1. Transforming Energy Access

- > Aim to speed up access to affordable, clean energy services for poor households, enterprises and social institutions in sub-Saharan Africa, South Asia or the Indo-Pacific region.
- > It must do this by supporting the development, testing or scale up of innovative technologies or business models.
- > A clear social or economic benefit in sub-Saharan Africa, South Asia or the Indo-Pacific Region is required.
- > This can include:
 1. creating new energy access in unserved regions
 2. improving existing access to provide a more reliable service

Transforming Energy Access

7 AFFORDABLE AND CLEAN ENERGY



Eligible Focus Countries

Your project must target one or more of the following **ODA eligible** countries:



Sub-Saharan Africa:

Angola, Benin, Botswana, Burkina Faso, Burundi, Cabo Verde, Cameroon, Central African Republic, Chad, Comoros, Congo, Côte d'Ivoire, Democratic Republic of the Congo, Djibouti, Eritrea, Eswatini (Swaziland), Ethiopia, Equatorial Guinea, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mozambique, Namibia, Niger, Nigeria, Rwanda, Sao Tome and Principe (may be ineligible from 13 December 2024), Senegal, Sierra Leone, Somalia, South Africa, South Sudan, Sudan, Tanzania, Togo, Uganda, Zambia, Zimbabwe

South Asia:

Afghanistan, Bangladesh, India (only as part of multi country projects), Maldives, Nepal, Pakistan, Sri Lanka

Indo-Pacific (ODA eligible ASEAN):

Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Thailand, Timor-Leste (not officially part of ASEAN), Vietnam

Indo-Pacific (Pacific Islands):

Federated States of Micronesia, Fiji, Kiribati, Marshall islands, Papua New Guinea (PNG), Samoa, Solomon Islands, Tonga, Tuvalu, Vanuatu

2. Clean Energy Access

Have a technology or business model which is

Affordable

Reliable

Low carbon

It must do all 3 or it won't be assessed

Clean Energy



3. Gender Equality and Social Inclusion

You need to consider the role of gender equality and social inclusion.

For example, you will need to be able to

- > Identify the main beneficiaries of the project
- > Describe how you will mitigate any negative effects
- > Provide a plan of how to address both gender and social inclusion during the life of your project
- > Explain how your project will encourage equality

Gender Equality and Social Inclusion



Foreign Commonwealth Development Office Funding

FCDO are prioritising their £10m on projects focused in the following Ayrton Challenge areas:

- > next generation solar technologies and business models
- > smart green grids, including mini and main grid related technologies
- > energy storage, including batteries and mechanical storage
- > low carbon hydrogen
- > modern cooking
- > low energy inclusive appliances
- > leave no one behind, specifically technologies and business models
- > targeting poor or marginalised groups or fragile contexts
- > sustainable cooling



Foreign &
Commonwealth
Office

ENERGY CATALYST

Eligibility



UK Aid Budget – Official Development Assistance

Projects must

- > demonstrate that there is a clear economic and social benefit to one or more of the targeted countries.
- > Primary beneficiary ODA eligible country. UK can be secondary beneficiary
- > If you don't prove ODA eligibility we won't send it for assessment.



UKaid
from the British people

Round 9 Eligibility

Early Stage

- **Feasibility Studies**
- £50,000 - £300,000
- Duration 6 to 12 months
- UK SMEs can make sole or joint applications
- Applications must be led by a SME, academic or RTO
- International partners encouraged
- Max 50% research participation

Mid Stage

- **Industrial Research**
- £50,000 - £1.5 million
- Duration 12 to 24 months
- Must be collaborative
- Must be lead by a business
- Some work (testing/demonstration) must be done in SSA or SA
- Partnering with international entity in-country required
- Max 30% research participation

Late Stage

- **Experimental Development**
- £50,000 - £5 million
- Duration 12 to 36 months
- Must be collaborative
- Must be led by a business
- Some work (testing/demonstration) must be done in SSA or SA
- Partner with international entity in-country required
- Max 30% research participation

Types of organisations we fund

- > Business – Small or Micro, Medium or Large Research Organisation (RO):
 - universities (HEIs)
 - not for profit distributing Research & Technology Organisation (RTO) including Catapults
 - Public Sector Research Establishments (PSRE)
 - Research Council Institutes (RCI)
- > Public sector organisations and charities doing research activity

You must involve at least one micro, small or medium-sized enterprise (SME).

If you are 100% owned by a large parent company as a small subsidiary this means you are classed as a large company and will only be entitled to the relevant grant.



The two types of leads

Admin Lead

- > will be the recipient of the award and will distribute funding to international partners (hub and spoke model)
- > will manage and be accountable for the finances for the project in accordance with the terms and conditions of the award
- > must be UK based
- > must claim funding through this competition

Early Stage: UK SME, Academic or RTO

Mid and Late Stage: UK Business only

Technical Lead

- > will lead on the development of the scope, work packages within the project and other work from a technical perspective
- > can be from anywhere in the world
- > can be a micro, small or medium sized enterprise (SME), Academic or RTO
- > must claim funding through this competition
- > UK companies can be both the administrative and technical lead

Early Stage: SME, Academic or RTO

Mid and Late Stage: Business of any size

Example Collaborations

Stage	Technical Lead	Admin Lead	Additional Criteria
Early Stage: Feasibility Studies	<ul style="list-style-type: none"> > can be from anywhere in the world > can be an SME, academic organisation, or RTO 	<ul style="list-style-type: none"> > must be registered in the UK > must be a SME, academic organisation or RTO 	<ul style="list-style-type: none"> > must involve at least 1 SME > UK SME eligible to be both Tech & Admin Lead > encouraged to involve at least one partner with a legal entity in one of the focus countries
Mid Stage: Industrial Research	<ul style="list-style-type: none"> > can be from anywhere in the world > Must be a business of any size 	<ul style="list-style-type: none"> > must be a UK registered business of any size 	<ul style="list-style-type: none"> > must involve at least 1 SME > must involve at least one partner with a legal entity in one of the focus countries
Late Stage: Experimental Development	<ul style="list-style-type: none"> > can be from anywhere in the world > Must be a business of any size 	<ul style="list-style-type: none"> > must be a UK registered business of any size 	<ul style="list-style-type: none"> > must involve at least 1 SME > must involve at least one partner with a legal entity in one of the focus countries

Collaboration

In all collaborative projects there must be:

- > at least two organisations claiming grant within the application (including the lead)
- > The UK admin lead can count as one of the collaborators if they are involved in the project beyond an administrative role

Resubmissions

- > Resubmissions are allowed in Energy Catalyst Round 9



Additional Requirements for Energy Catalyst

> Energy Catalyst Accelerator

- > Each project is enrolled into the Energy Catalyst Accelerator currently delivered by the Carbon Trust
- > The accelerator provides 1:1 support to primarily the technology lead
- > Cohort support offered to all project partners
- > Support is provided via MFA with an MFA declaration required at the start of the project.

> Reporting & Monitoring

- > Each project will be allocated a monitoring officer (MO) who they will meet with quarterly
- > You will be required to capture additional key performance indicators
- > You will be required to complete post-project evaluations reports, 1 and 2 years after completion