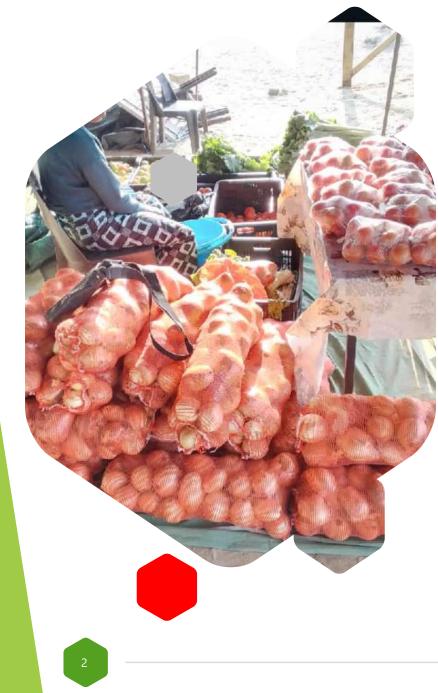


Solar Irrigation in a Country Severely Affected by Drought

MR. HAFENI MUNGUNGU ENGINEERING OPERATIONS DIRECTOR





BASIC INFORMATION ON COMPANY AND BUSINESS MODEL

- Established engineering firm specializing in renewable energy solutions, irrigation systems, and electrification.
- Active in solar-powered irrigation for small-scale farmers.
- Years of experience implementing sustainable irrigation solutions in Namibia.
- ✤ With focus on sustainable agriculture and energy access.



THE BUSINESS MODEL

Lease-to-own and pay-after-harvest models for small-scale farmers.
Integration of solar energy for cost-effective and sustainable irrigation.
Training and capacity-building for farmers on irrigation best practices.
Partnership-driven approach with local and international stakeholders.



COUNTRY-SPECIFIC CHALLENGES



Severe Drought: Namibia is one of the driest countries in Sub-Saharan Africa. Extreme Distances: Remote farming communities with limited infrastructure. Limited Surface Water: Reliance on borehole water and groundwater sources. High Initial Investment Costs: Solar irrigation is a capital-intensive solution.

CONSUMER FINANCING CHALLENGE

Issue: Many farmers lack upfront capital for solar irrigation systems. **Solution**:

- Lease-to-own model reduces initial cost burden.
- Pay-after-harvest agreements to align payments with income cycles.
- Partnerships with microfinance institutions to facilitate access to credit.
- Government and NGO subsidies to support affordability.







KEY LESSONS LEARNED FROM SESA REPLICATION

- Adaptability is Crucial: Business models must be tailored to local conditions and financial realities.
- Community Engagement Matters: Farmers need training and ongoing support for system adoption.
- Financing is Key to Scale: Sustainable financing solutions determine long-term project success.





CONCLUSION AND CALL TO ACTION



- Dritoven Engineering is committed to expanding solar irrigation for food security.
- Looking for collaborations and innovative financing mechanisms to scale impact.
- Invitation to discuss further opportunities for replication and partnership.





Thank You

Open Floor For Q&A.

DRITOVEN ENGINEERING

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