



# Solar Irrigation in a Country Severely Affected by Drought

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## 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.*



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