



Village
Industrial
Power®

THE ENGINE OF OPPORTUNITY FOR RURAL COMMUNITIES

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—VIP value proposition



The Problem

SME's aggregating processed goods from farmers need reliability in their supply chain.

Farmers need heat and power to process their crops into higher value products.



The Opportunity

SME's can have consistently high quality goods and better predict the timing and volume from disaggregated suppliers.

Farmers can increase the value of their crops by up to 7x and reduce post harvest losses.



Our Solution

VIP's compact power plant transforms agriculture residues into electrical, thermal and mechanical power for crop drying, process heat and powering equipment for on farm value addition.



• What's unique about VIP's power plant?



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Inputs

Fuel: local agricultural waste, including maize cobs, coffee parchment, bagasse, mango pits and trimmings (20-35 kg/hr)

Outputs

- Electricity: 10kW
- Heat: 40kW
- Mechanical power: 12kW

Efficiencies

- Engine 2-3x more efficient than traditional steam engine but with same longevity
- 3-phase electrical power
- Unit fits in pickup truck
- Easy to maintain and repair



Agro Processor Needs



Our customers want:

- Hot air for drying, heating
- Process Heat (Hot water or steam)
- Power for pumping water, chilling, milling, etc.

At or near production site in order to

- Assure quality and volume of value added product
- Save on transport costs
- Reduce spoilage of raw produce

And have on hand:

- Agriculture waste or other biomass

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Seeing is believing ...



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Business models tested to date



Grains

50-60 bags/ day
3.5 year payback period
600,000+ KES annual profit

Model: Mobile maize shelling/ drying service
pay by volume

End user: Farmers with 2-50 acres in Uasin
Gishu and Trans Nzoia

Channel: Agriculture Equipment Dealers who
already offer tractor based agricultural services
(lease-to-own or revenue share agreement)

Fruit & Veg

300kg mango/ 6 hour batch
2-3 year payback period
Over 1.4 Million KES annual profit

Model: Sell VIP/Dryers on a lease-to-own
basis

End User: Farmers groups and
Agribusinesses

Channel: Direct sales and through food
processing equipment manufacturers

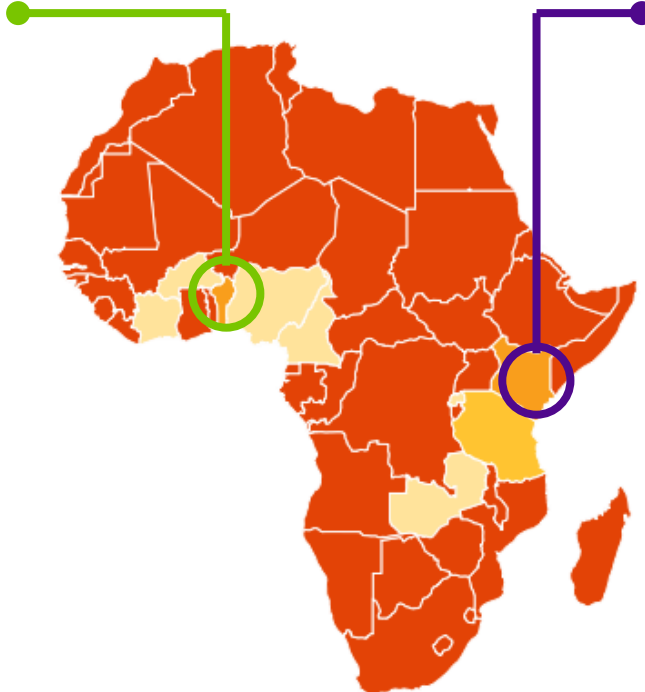
Accomplishments to Date



Benin WA Future Hub

Benin - 3 Units

- Processing 1.25 tons of oil palm fruit in 1.5 hours
- Displacing diesel
- Displacing wood



Kenya EA Hub

Kenya – 6 Units

- Demonstration of maize and mango processing
- First commercial sales
- 7 full-time staff

Tanzania – 2 Units

- Mini Grid lighting 20 homes with capacity for 80 more connections

Technology

- Manufacturing moved to India – 50% reduction in COGS
- Upgrades based on beta field testing incorporated on generation three unit
- Generation three unit in the field

Business Model

- Customer discovery (over 200 farmer interviews)
- Go-to-market strategy

• Need more information?

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Thank you

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●—VIP's Competitive Advantage

	 VIP – 10kW	 Diesel Genset	 Gasifier	 Solar
Thermal energy	✓	✗	✗	✗
Electrical energy	✓	✓	✓	✓
Mechanical energy	✓	✓	✗	✗
Low to no fuel cost	✓	✗	✓	✓
Carbon-neutral	✓	✗	✓	✓
On-demand energy	✓	✓	✓	✗
Fuel Flexibility	✓	✓	✗	✗



Shots from the Field



Mango drying at Kambiti East



VIP team in Kenya



VIP dryer in Kambiti East



Maize drying in Western Kenya



Maggie in customer interviews



Carl demonstrating maize dryer







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Thanks for your interest!