

MANUFACTURING AFRICA



Manufacturing Africa aims to reduce poverty in Africa by attracting £1.2 billion of foreign direct investment into manufacturing and creating 90,000 jobs over 7 years (2019-2026). The programme is funded by the UK government through the Foreign, Commonwealth & Development Office (FCDO)



Powering Energy Supply Solutions In Nigeria

Arnergy is a company in Nigeria that designs and manufactures technology-enabled solar micro-grid and rooftop solutions to provide affordable, reliable and clean energy for productive and domestic use.

The company seeks to address the acute challenge of unreliable electricity supply which is one of the major constraints of living and doing business in Nigeria.

Nigeria is one of the fastest growing solar markets in the world with 70% of the solar market being residential users. Mini grids for commercial and industrial purposes are strongly gaining market share and are expected to drive growth in the next few years. Arnergy therefore seeks to position itself in this emerging segment.

Arnergy has installed **+700** systems across **31** states in Nigeria to deliver **3MWp** of installed capacity and **10MWh** of storage capacity (October 2021).



SOME FACTS ABOUT THE ENERGY SECTOR IN NIGERIA



\$29 Billion (equivalent of 6% of Nigeria's GDP) lost annually in Nigeria due to unreliable energy supply (IMF)



\$14 Billion annual amount spent on petroleum fueled generators which pose safety, environmental and health risks



30% of total energy in Nigeria to be generated from renewable sources by 2030.



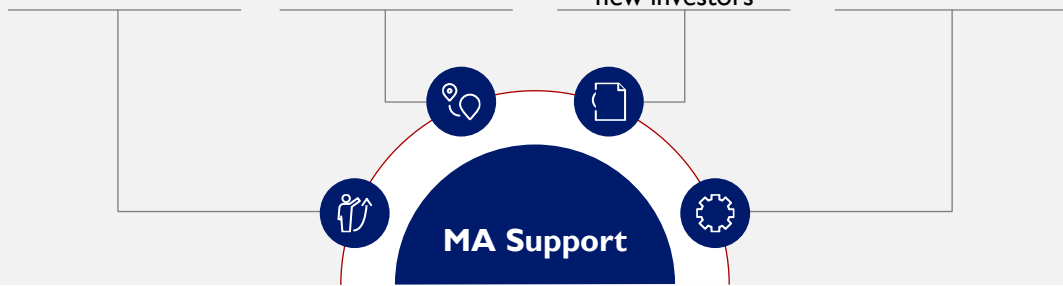
THE CHALLENGE

Energy solicited MA for support to accelerate the implementation of its expansion plan which includes venturing into the commercial and industrial businesses segment and into the rest of Africa.

MA SUPPORT

Manufacturing Africa supported Anergy in the following areas:

- Market assessment to validate their strategy for the next phase of growth
- Conceptualising a sustainability roadmap
- Review of existing IM and creation of a pitch deck for new investors
- Manufacturing operations support is still ongoing



IMPACT



With MA support, Arnergy was able to detail their growth strategy across several business verticals, identify key customer segments and prioritise markets for export.



The ESG Review by MA permits Arnergy to budget for and undertake concrete steps towards maximizing their green credentials and addressing ESG risks.



The manufacturing operations support has allowed Arnergy to maximise their new factory space and ensure they can operate efficiently at increased capacity.



Using the investor engagement documents prepared by MA, Arnergy secured **\$18 million** in its Series B funding round with notable participation from British International Investment among other investors.

LESSONS LEARNED

Validation of assumptions is highly value adding even for experienced players in a market; Arnergy truly appreciated the opportunity to have a neutral player stress test their growth strategy and it gave them confidence ahead of their investor roadshows.

This programme is funded by UK aid from the UK government; however, the views expressed do not necessarily express the UK government's official policies.

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