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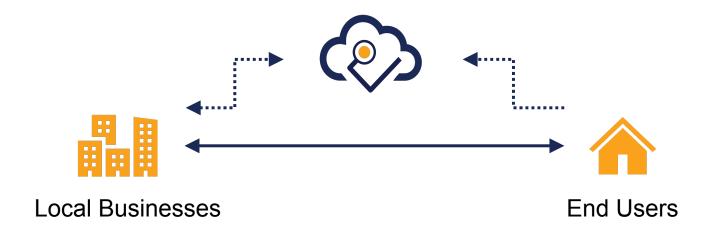
#### Value Added Proposition







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#### connected **Biogas Supply Chain** energy Feedstock Water Carbon Installation Maintenance Anaerobic Digestor Distribution Manufacture Retail (Commissioning) **Monitoring & Reporting** & Repairs - Fault detection - VGS - Fault anticipation - CDM Finance - Banks - MFIs - Mobile money Targeted & Carbon Biogas **Bioslurry** Outputs informed Credits intervention Wood fuel Costly labour Substitutes Fertiliser Other solid & travel LPG Refrigeration Soil Cost & Time Revenue End-uses Cooking enhancement reductions stream /benefit(s) Heating Smart Biogas value added Perishables Existing Enabled storage & retail Agriculture Economic E.g. dairy products Prospective Activities Food services E.g. restaurants

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# Typical Financing



	Takamoto	SimGas	Sistema.Bio
% Deposit	35.0%	12.5%	25.0%
Term (months)	12	24	6 - 12

## Case Study: Takamoto



- A 'Lease-to-Own' model
- ~10% upfront payment of the installation cost by end-users
- The remained in monthly installments over a period of between 1 3 years depending on ability to pay
- After completion of all payments, ownership of the system reverts to the end-user
- In case of default by the customer, the plant is repossessed
- Only available to clusters of end-users because of ease of after-sales
- Major success factor is partnerships with local 'Credit Cooperatives' and/or Micro-Finance Institutions (MFIs)
- These financial intermediaries pay Takamoto for systems purchased by their members, then track repayment of loans themselves

## Case Study: SimGas



- A commercial company formerly operating in East Africa (Kenya & Tanzania)
- Developed, manufactured, sold & installed biogas digesters.
- Modular design "GesiShamba"
- SimGas sold plants on loan to clients and charges interest on the loans payable over 12–24 months.
- An upfront cost of US\$ 150 was also charged. A 6m3 digestor would go for US\$1200
- 5-year guarantee of full service.
- SimGas customer financing model is innovative:
  - SimGas in-house MFI in combination with the existing financial infrastructure of local dairy cooperatives
  - Ability to offer tailor-made financial solutions for each client.

### Demo – Smart Biogas Interface



# References



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