



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.

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# •—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







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

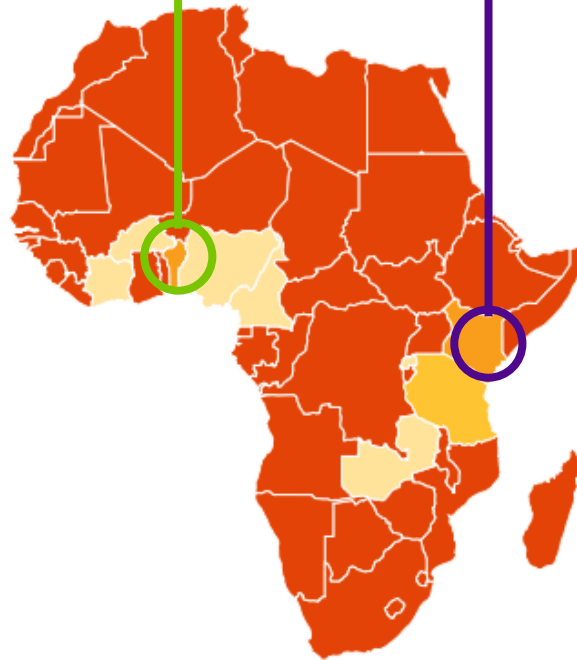
- Mini Grid lighting 20 homes with capacity for 80 more connections

## 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!