

LETTER OF INTENT

This letter will form the basis of cooperation and partnership between the

Centre for Innovation Incubation and Entrepreneurship, India
SELCO Incubation Center, India
Kenya Climate Innovation Centre
Chandaria Business Innovation and Incubation Centre, Kenya
The Unreasonable Institute, East Africa
Renewable Energy Incubator, Makerere University Kampala, Uganda
Small Industries Development Organization, Tanzania
Tanzania Renewable Energy Business Incubator
Industrial Council for Technology & Innovation, Ministry of Industry, Trade & SME, Egypt
One to Watch, Nepal
Biruwa Ventures, Nepal
BizCube by BetterStories, Bangladesh
2iE-Technopole, Burkina Faso

on

Sharing knowledge, experiences and resources for supporting
energy entrepreneurs

A. THE COOPERATION PARTNERS

The organizations mentioned above (hereinafter referred to individually as “Party,” or jointly as “Parties”) are similarly interested to develop a partnership in sharing knowledge, experiences and capacities for providing support to energy entrepreneurs in their respective geographies, as per the agreement arrived following the workshop on “Building energy businesses: knowledge sharing workshop with business incubators and entrepreneurs from Asia & Africa” held in Bangalore, India from 22-26 September 2014.

1. The Centre for Innovation Incubation and Entrepreneurship (CIIE) is a technology business incubator based at the Indian Institute of Management Ahmedabad. CIIE’s activities focus primarily on providing mentoring, incubation, advisory and financial support to entrepreneurs and early stage start-ups across three verticals: ICT, cleantech and social impact. In addition, research and development activities are also carried out, in tandem with faculty at IIM Ahmedabad. CIIE operates a non-profit ‘Section-25’ Company (Companies Act, 1956) called CIIE Initiatives, to carry out its activities, primarily investment into startups. CIIE also manages a cleantech-focused early stage venture fund called Infuse Ventures.
2. SELCO Incubation Center – brief.

3. The Kenya Climate Innovation Centre supports Kenyan entrepreneurs and new ventures that are developing innovative solutions that address climate change challenges. The Centre aims to accelerate the development, deployment and transfer of climate technologies by providing businesses with a set of holistic country-driven support services including: early-stage financing, business support and capacity building. The Kenya CIC is supported by the World Bank's Infodev and is the first in a series of CIC being launched by Infodev around the world.
4. Chandaria Business Innovation and Incubation Centre is a business incubator based in Kenyatta University. The incubator provides services to innovators and entrepreneurs across Kenya develop their ideas into products. So far the incubator is home to 64 companies from across the various sector. The most popular category is Energy, with 9 companies working on renewable energy. This remains a popular category because Kenyatta University has a robust energy engineering department where students are required to develop projects. So far, the incubation Centre has graduated 10 companies, which are making money by selling their products in the market.
5. Unreasonable Institute East Africa – is a business accelerator based in Kampala, Uganda that gets entrepreneurs working on solving tough social and environmental problems the knowledge, resources and tools they need to maximise and scale their impact. Every year, we unite 12-15 entrepreneurs from across East Africa at a 5-week bootcamp in Kampala, Uganda where we provide them with access to world class mentorship, a dense concentration of capital sources and a global network of support.
6. The Renewable Energy Incubator, Makerere University, is established as a project at the College of Engineering, Design, Art and Technology and aims to consolidate local renewable energy and sustainable enterprises and to improve clean energy access in Uganda. The Incubator's main partner is NORGES VEL (The Royal Norwegian Society for Development) and is currently funded by NORAD (The Norwegian Agency for Development Cooperation). The RE Incubator, MUK is transitioning into a self-sustaining entity and will be registered as a not-for-profit organization.
7. Small Industries Development Organization (SIDO) is an autonomous institution under the Ministry of Industries and Trade in Tanzania. Through the Technology Incubation SIDO nurtures entrepreneurs with innovative ideas to produce industrial and commercial products. Currently, the SIDO Incubator is focusing on agro processing, renewable energy and mining technologies.
8. Tanzania Renewable Energy Business Incubator (TAREBI) is a program designed to facilitate growth of Entrepreneurs and SMEs dealing with Renewable Energy Technologies and related businesses through an array of business support and services. The main goal is to produce Successful Entrepreneurs and to stimulate growth of Renewable Energy start- up businesses that can be financially viable and freestanding when they leave.
9. The Industrial Council for Technology and Innovation is affiliated to the Ministry of Industry, Trade and Small and Medium Enterprises in Egypt. It includes 13 technology transfer and innovation centers. The council's mission is to enhance the transfer of new technologies and innovations to fulfill the needs of the Egyptian industry for developing value-added products . The centers include 7 incubators and is establishing a new one focusing on the Renewable Energy Sector. They assist entrepreneurs in developing their ideas, and provide them with training, mentoring

and facilitate access to existing Finance and markets.

10. One to Watch is an asset-management company that is pro-actively incubating early stage companies in Nepal with a view to raise funding and expertise that enable company growth. In 2014 One to Watch is running Rockstart.Impact, the first accelerator for Nepal.
11. Biruwa Ventures provides business support services to entrepreneurs in Nepal who are starting up or looking to scale up their ventures. The services that Biruwa provides includes shared office space, business consulting services, mentoring and seed capital.
12. BizCube is Bangladesh's first business incubator proper, established in the year 2010 to groom the tender ideas that need nurturing to bloom from buds. BizCube offers business advisory services a business start-up needs and groom the ideas to a prototype stage and be investment-ready. The core of BizCube philosophy is modeled around a Go-to-Market strategy for startups that compels them to go out of building and make the sell. BizCube provides acceleration support to already initiated businesses that need synergetic and strategic help to expand. Although heavily focused on technology startups BizCube is sector agnostic in its approach to support high impact high growth startups in Bangladesh.
13. 2iE-Technopole is the business incubator of 2iE, the International Institute for Water and Environmental Engineering, an engineer school and research center, based in Ouagadougou, Burkina Faso. 2iE-Technopole wants to promote businesses creation with a social impact, according to the principles of green-growth. The scope of 2iE-Technopole incubator matches energy, water supply, sanitation, eco-building and agro-industries.

B. AIMS AND SCOPE OF COOPERATION

This Letter of Intent acknowledges the following agreed areas of cooperation between the Parties:

1. All Parties agree to share process documents related to business incubation, investment and other processes, possibly through a central repository, that CIIE will create.
2. All Parties agree to use an online platform for sharing knowledge, starting with a LinkedIn and Google Group comprising representatives from the Parties at the workshop in Bangalore.
3. All parties will help each other facilitate exchange visits of incubator managers and incubatees to help share knowledge, capacities and to explore further partnership opportunities.
4. Parties will work collaboratively in the capacity development of each of the respective parties (e.g., for the creation of a seed fund that incubators can tap in to). This could initially be through the sharing of process documents, and more in-depth support later, if funding is available.
5. CIIE will lead the drafting of a curriculum that will act as a training manual for incubators providing support to renewable energy incubators, provided funding for this activity can be raised. All Parties agree to work collaboratively in creating essential documentation / collateral and for developing benchmarks (cross-continent) based on other well established incubators.

6. Sharing of potential and relevant deal flow with investors approaching each Party.
7. Seeking of interest with other Parties in forming a “consortium” in case of applying for a potential grant opportunity with a donor, especially one that one of the other Parties had worked with earlier.
8. CIIE will act as a temporary Secretariat for this partnership, until further funding can be raised for a deeper engagement. At this it may be decided to have a legal entity created to formalize the partnership at a later stage, if needed.
9. The Parties agree to use this partnership agreement to seek funding from potential donors, for pursuing more partnership activities within and beyond the scope of this agreement, on behalf of and in consultation with the partner incubators. The International Renewable Energy Agency (IRENA) will be assisting any Party seeking to raise such funding from potential donors.
10. Regional collaboration between the Parties and/or with other relevant institutions will be coordinated by TAREBI in East Africa and Biruwa Ventures and BizCube in South Asia.

C. CONTRIBUTIONS

The Parties agree to start cooperating with each other without any financial commitments, and by utilizing their existing resources. However, the Parties agree that any deeper collaboration will be possible only if sufficient funds can be raised from potential donors such as Department for International Development (United Kingdom), Deutsche Gesellschaft für Internationale Zusammenarbeit (Germany) or other donors, as advised by IRENA and as opportunities arise.

D. COORDINATION AND IMPLEMENTATION

1. On behalf of the parties, CIIE as the temporary secretariat agrees to monitor the application of this LOI and the achievement of its objectives.
2. The focal points for each of the Parties with their respective contact details for any notice or request required or permitted under this Letter of Intent are as follows:

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**For 2iE - International Institute for Water and
Environmental Engineering, Ouagadougou,
Burkina Faso**



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