TOTAL: ENERGY ACCESS
SYNERGIES & COLLABORATIONS

4th IEF OFID SYMPOSIUM ON ENERGY POVERTY
2-3 May 2019
TOTAL AT A GLANCE

+104,000 employees
8 million customers worldwide each day
4,300 service stations in Africa
2.7 million solar solutions sold
12 million impacted by our energy access initiatives
1.9 GWp of renewable power generation capacity

VENTURES

• Active for the past 10 years
• Invested in ~40 startups in Africa, Asia, Europe & N. America
• LP in 8 funds

Investment segments

Primary
- Smart Energy
- Renewables
- Energy Storage
- Mobility Services
- AI & Machine Learning
- Bio-Plastics & Recycling
- Energy Access

Opportunistic
- Blockchain
- Cyber Security
- Robotics
- Digital Technology
- Electric Aviation
- Circular Economy
- Internet of Things

Total: Energy Access Synergies & Collaborations – Cape Town – 03 May 2019
TOTAL’S ENERGY ACCESS ECOSYSTEM

PRIVATE SECTOR
- Manufacturers
- Digital platforms
- Distributors & importers
- NGOs
- Corporates

INSTITUTIONS
- Governments
- International development agencies
- Industry Associations
- Multilateral institutions

CUSTOMERS
End-users: rural – periurban – urban / Small Businesses / BtoB
- Start-ups
- SMEs
- Market enablers

INCUBATION
- Funds / impact investors
- Development Banks
- Micro Finance Institutions

FINANCE
- Humanitarian organizations

EMERGENCY

TOTAL RANGE OF SOLAR SOLUTIONS

INDIVIDUAL SOLUTIONS
HOME SOLUTIONS
COMMUNITY SOLUTIONS

DEDICATED ORGANIZATION THROUGHOUT THE VALUE CHAIN
At company level:
A central team with expertise in sourcing, quality, business development, …

At country level:
More than 40 affiliates with:
- Solar Managers
- Distribution network
- Logistics / storage facilities
EMERGING MARKETS INVESTMENT STRATEGY

Double bottom line approach

**Financial**
- Large accessible market
- Scalability
- Market traction
- Exit potential

**Impact**
- Gender equality
- Decent work & economic growth
- Affordable & clean energy
- Sustainable cities & communities

**Incubation**
- Phase: early stage
- Ticket: $30-300k

**Investment**
- Phase: early - growth stage
- Ticket: $300k - $3m

**Sectors we invest in**
- Energy Access
- Sustainable Mobility
- Enabling Technology

**Geography we invest in**
- Africa
- South East Asia
- Latin America
PORTFOLIO COMPANIES

ZOLA

Energy Access

ZOLA Electric provides clean and affordable solar energy to households that suffer from expensive, unreliable grids or have no grid access at all.

PEG

Energy Access

PEG Africa provides solar home systems to off-grid populations in West Africa using pay as you go financing. PEG’s solar solutions provide an answer to customers struggling with expensive, unsafe and inconsistent access to power.

Solstice

Energy Management

Solstice has developed award winning IoT and software, which allows users to remotely monitor, manage and control their energy sources (solar, generator, inverter and utility power) from a phone or computer.

Powerhive

Energy Access

Powerhive provides access to productive, affordable and reliable mini-grid electricity for rural homes and businesses using its proprietary technology platform.
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