



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

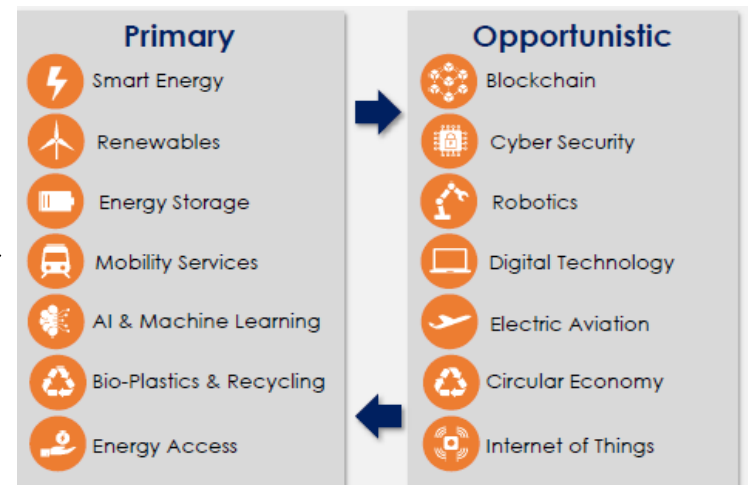


1.9 GWp
of renewable power
generation capacity

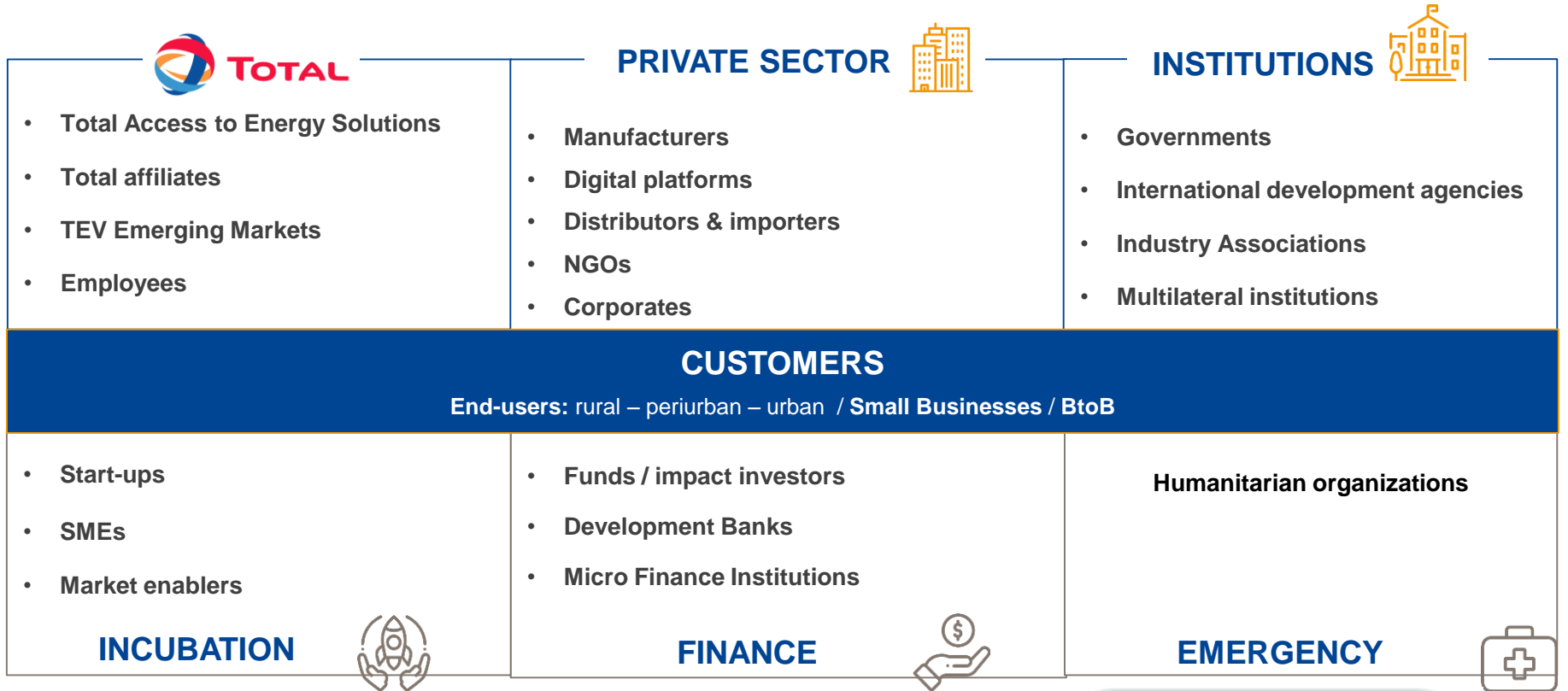


- Active for the past 10 years
- Invested in ~40 startups in Africa, Asia, Europe & N. America
- LP in 8 funds

Investment
segments



TOTAL'S ENERGY ACCESS ECOSYSTEM



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



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.



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.



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.



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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