

# Webinar for the Joint Crediting Mechanism (JCM) utilization in Kenya

## “Project Outline and Process of Project Formation”

**Hiroki Ishida**  
**Director at Africa Business Development**  
**AAIC Japan Co., Ltd**

**Contact**

[ishida@aa-ic.com](mailto:ishida@aa-ic.com)

[k.ota@aa-ic.com](mailto:k.ota@aa-ic.com)

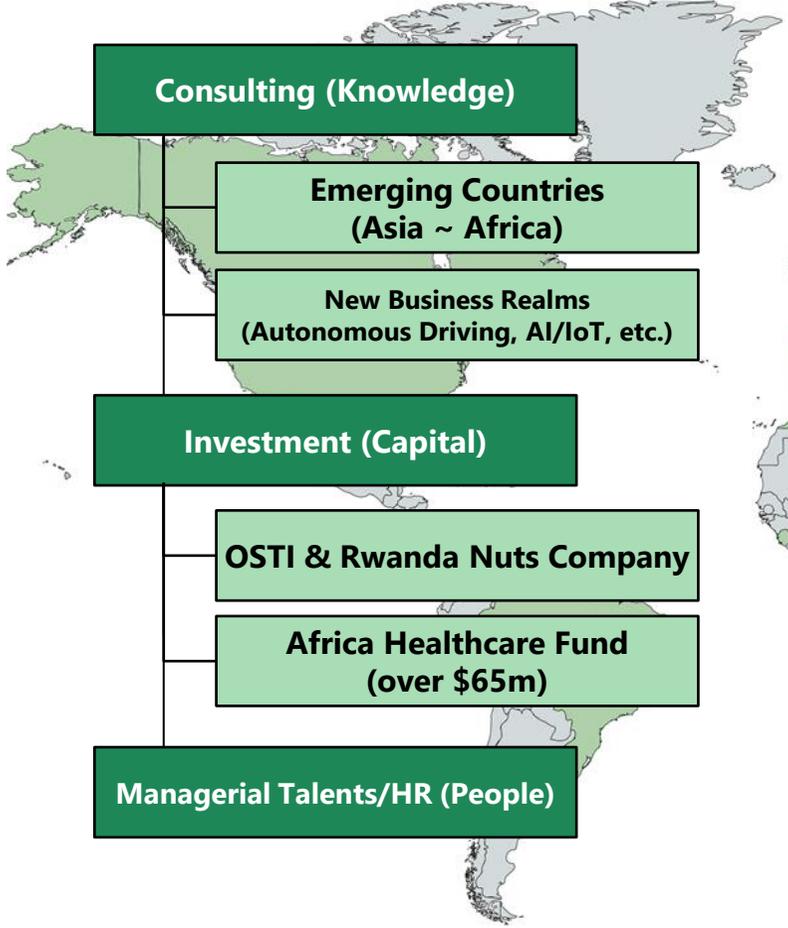
[pa@aa-ic.com](mailto:pa@aa-ic.com)



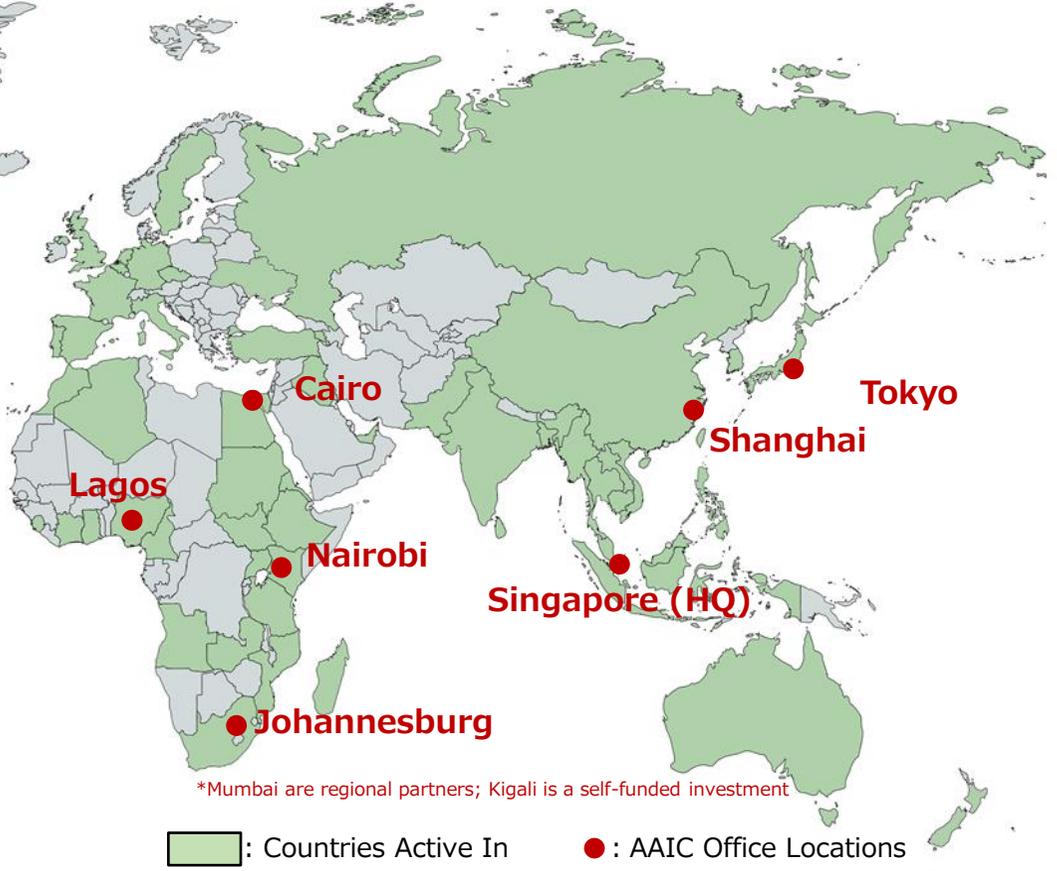
# AAIC, a consulting and investment company actively working on Africa

Specializes in supporting Japanese companies in their global expansion strategies starting from emerging countries.

## Areas of Expertise



## Extensive Network



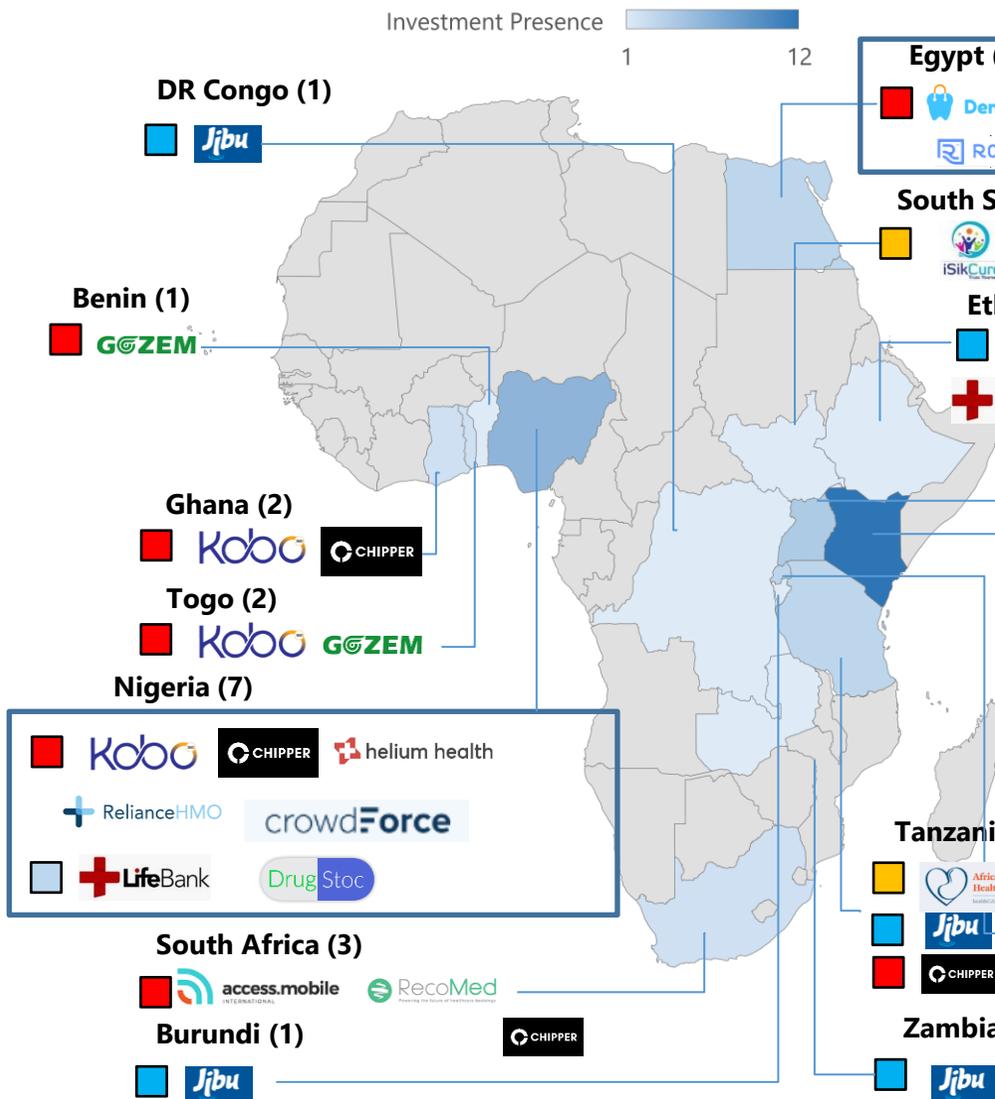
**Building on 3 key pillars of knowledge, capital and people, we aim to take on new challenges and create value in emerging countries by adopting global perspectives.**

# Africa Healthcare Fund's Portfolio Companies

## Active Markets as of February 2023

Total Investments by Category : 29

Yellow	Clinical / Advanced Medical Care	4
Red	HealthCare Technologies	16
Light Blue	Medical Services	6
Dark Blue	Public Health/FMCG	2



**Kenya (18)**

\*Revital Healthcare (Mombasa)

■ Clinical / Advanced Medical Care  
 ■ HealthCare Technologies  
 ■ Medical Services  
 ■ Public Health/FMCG

**USA (2)**  
(Planned entry to Africa)

■ sana health  
Relief made possible.

■ NSU

**Japan (1)**  
(Planned entry to Africa)

■ Allm SHAPING HEALTHCARE

# 3 projects were selected in the selection of JCM for FY 2022

## Projects Selected in the Selection for FY2022

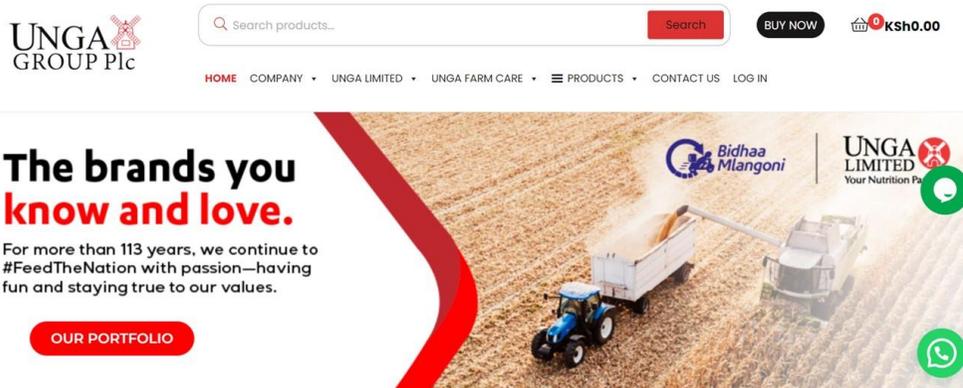
No.	Partner Country	Representative Participant	Project Title	Expected GHG Emission Reductions (tCO <sub>2</sub> /year)
1	Kenya	AAIC Japan Co., Ltd	Introduction of 3.1MW Rooftop Solar Power System to Food Processing Facilities	2,454
2	Kenya	AAIC Japan Co., Ltd	Introduction of 2.3MW Rooftop Solar Power System to Hatchery, Meat Processing and Battery Facilities	1,735
3	Vietnam	eREX Co.,Ltd.	20MW Biomass Power Plant Project in Hau Giang Province	36,814
4	Vietnam	Kanematsu KGK Corp.	16MW Mini Hydro Power Plant Project in Binh Thuan Province	16,910
31	Kenya	AAIC Japan Co., Ltd	Energy Supply Project by 1.5MW Rooftop Solar Power System to Beverage Factory	924
34	Indonesia	Yuko Keiso Co., Ltd.	Installation of Energy Saving Equipment and Solar Power System to Complex Building in Jakarta	1,493
35	Saudi Arabia	Toyota Tsusho Corporation	100MW Solar Power Project in Wadi Ad Dawasir Region	136,802
36	Chile	DAIICHI JITSUGYO CO., LTD.	47MW Solar Power Project Utilizing PMGD Scheme	34,418
37	Chile	Asian Gateway Corporation	Energy Supply Project by 2.0MW Rooftop Solar Power System to Industrial Plastic Plant in Renca, Santiago Metropolitan Region	1,105

### Partner



**These are the only projects in Africa out of 37 projects**

## One of the largest millers in East Africa with a heritage of over a century



### Company Profile

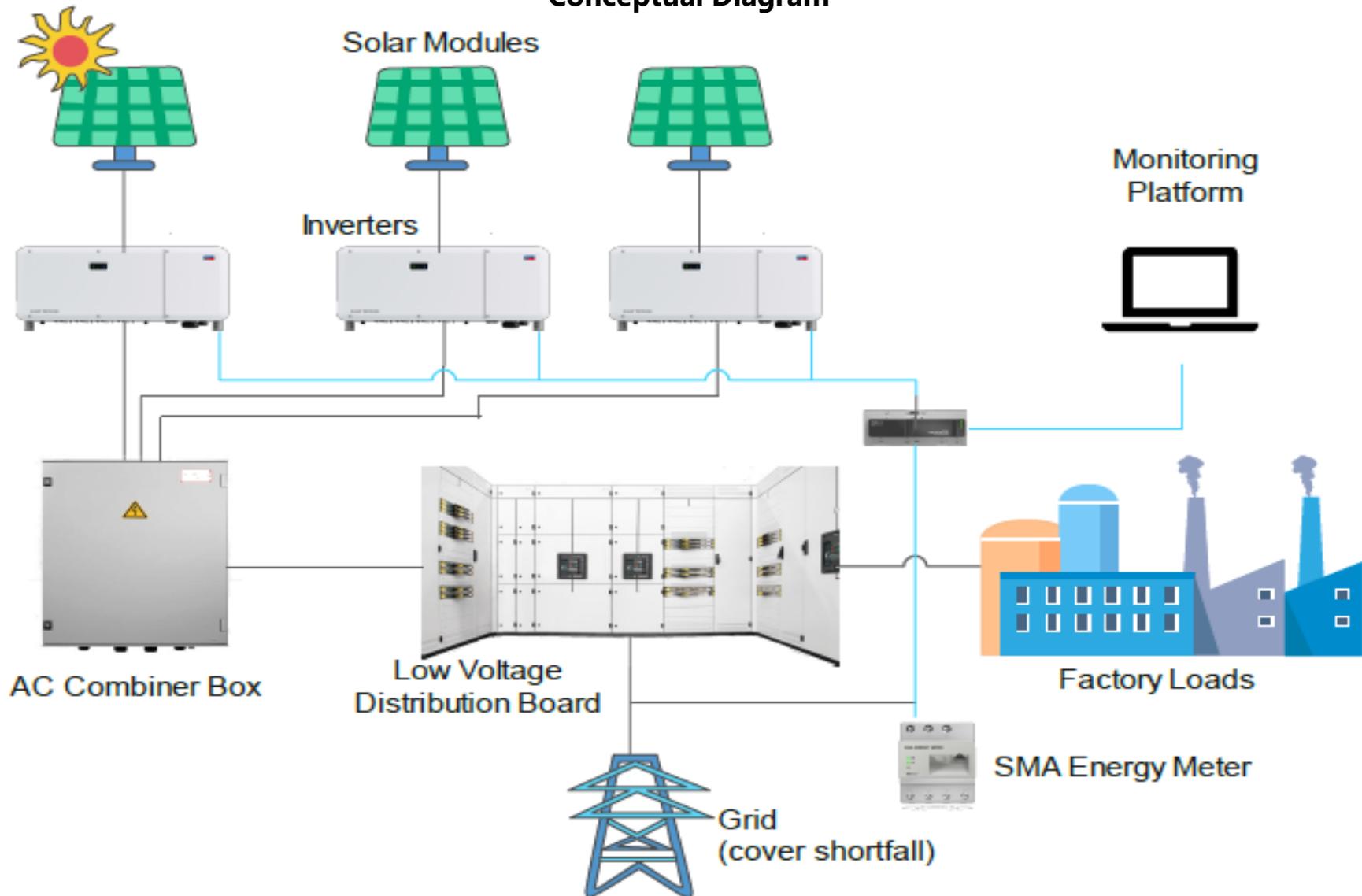
- UNGA Group Plc is a Kenya-based holding company that has a majority shareholding in companies involved with the manufacture and marketing of a broad range of human nutrition, animal nutrition, and animal health products.
- Unga Group Ltd is a listed company on the Nairobi Securities Exchange (NSE)
- Unga Limited is an affiliate company of Unga Holdings and is one of the largest millers in East Africa with a heritage of over a century in grain milling.
- Unga Farm Care (EA) Limited is the region’s leading manufacturer and marketer of a broad range of quality animal nutrition and health products.
- Over 90% of Unga Group’s products are produced for the Kenyan domestic market with some exports to Uganda, Tanzania & Rwanda.

<b>Company</b>	Unga Group Plc, Unga Holdings Limited, Unga Limited, Unga Farm Care (EA) Limited
<b>Address</b>	Commercial Street Nairobi, Kenya
<b>Business</b>	<p>The Company operates through two segments: human nutrition, and animal nutrition and health.</p> <ul style="list-style-type: none"> <li>- The human nutrition products range from wheat flour to maize meal, porridge, pulses and rice.</li> <li>- The animal nutrition and health portfolio includes livestock feeds, cattle minerals, customer-specific formulations, feed concentrates, acaricides, dewormers, vaccines, antibiotics, and analytical services.</li> </ul>
<b>Staff</b>	Approx. 400 (Unga Group Plc)
<b>Revenue</b>	KES 18.0 Bn : approx. USD 141.0 M (2022)
<b>Market Cap.</b>	KES 1.68 Bn : approx. USD 13 M (2023 Feb)



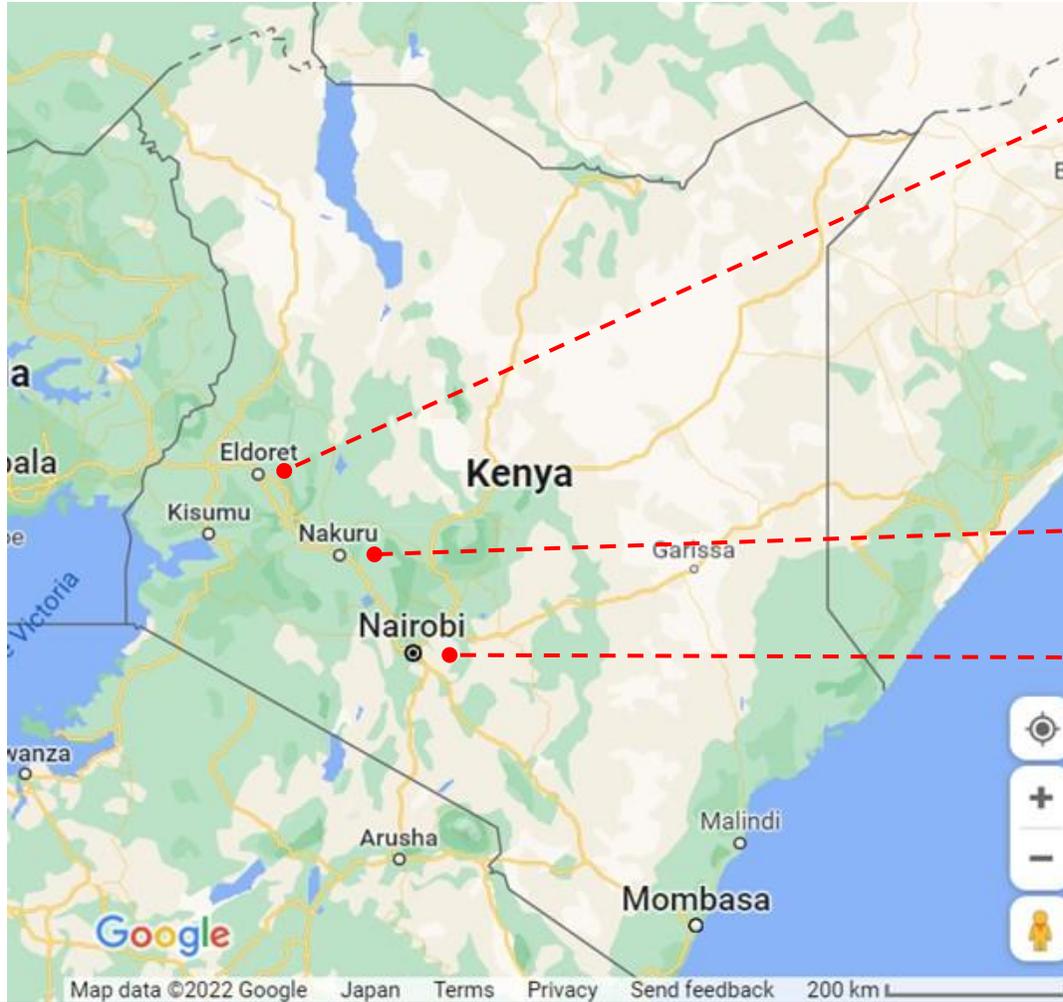
# Unga Project: 3.1MW Rooftop Solar Power System

## Conceptual Diagram



# There are 7 sites, mill plants, feed plants, soya plants, etc.

## Site of Projects



Eldoret Site (2 sites)  
Mill Plants



Nakuru Site (2 sites)  
Mineral & Feed Plant

Nairobi Site (3 sites)  
Soya Plants and Feed Plant



**It is possible to put some sites together into one application, especially if each site is small in terms of power generation**

# JCM help Unga's decision-making process to invest more in renewable energy project

## Unga's Sustainability Agenda

Whilst we support the implementation of all the 17 Sustainable Development Goals (SDGs), we have selected five high impact goals as our primary focus namely;

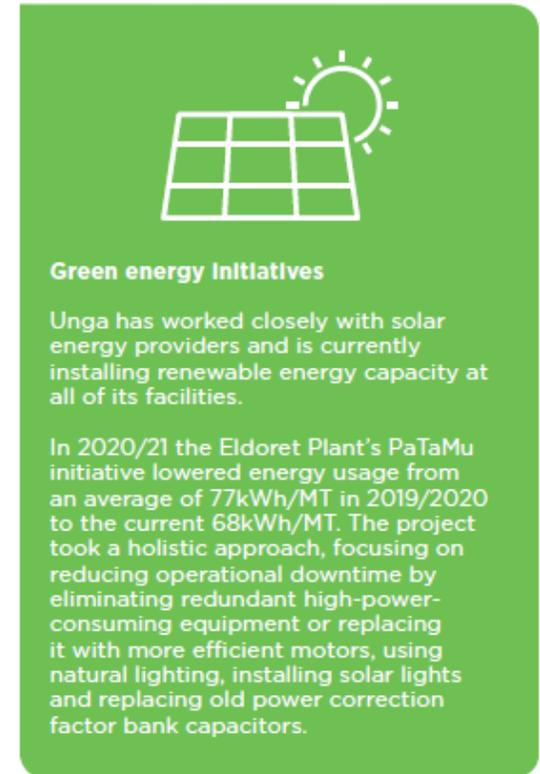
**Goal 8 - Decent Work and Economic Growth**

**Goal 9 - Industry, Innovation and Infrastructure**

**Goal 12 - Responsible Consumption and Production**

**Goal 13 - Climate Action**

**Goal 17 - Partnerships for the Goals**



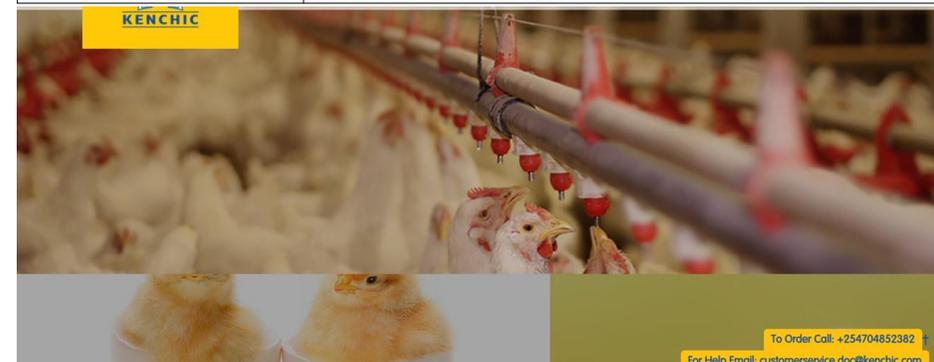
## The leading producer of poultry in East and Central Africa



### Company Profile

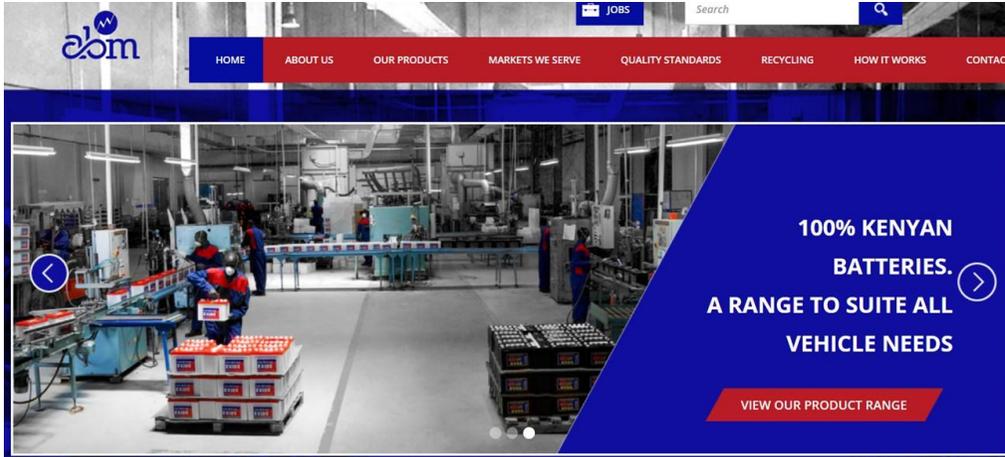
- Kenchic is the integrated poultry operation in East and Central Africa, Kenya, Tanzania and Zambia.
- The farming practices conform not only to Kenyan standards but also to European Union and World Health Organization requirements.
- Kenchic supplies processed chicken meat & other processed products such as sausages to International Franchises like Kentucky Fried Chicken (KFC) in East Africa.
- Kenchic operates its own in-house distribution/cold-chain supply. The company has a refrigerated delivery fleet, ensuring that products reach customers (B2B) in the right condition.

<b>Company</b>	Kenchic (Started its operation in 1984)
<b>Address</b>	Exan House, Enterprise Road, Opposite Kobil Petrol Station, Nairobi, Kenya
<b>Business</b>	Kenchic is the licensed export slaughter house in Kenya for poultry products <ul style="list-style-type: none"> <li>- Broilers, Layers, Kenbro and COBB Broiler parent stock, frozen and Fresh Products- Whole chicken, Cut ups, Boneless packs, smoked products and marinate products</li> <li>- The one stop shop for chicken farmers: Feeders, Drinkers, Disinfectants, vitamins and vaccines</li> </ul>
<b>Partners &amp; Outlets</b>	<ul style="list-style-type: none"> <li>- <u>Supermarket Outlets – Naivas, Carrefour, Foodplus, Game, Quickmart, Cleanshelf</u></li> <li>- Fast Food Outlets &amp; Restaurants</li> <li>- Hotels</li> <li>- Butcheries</li> </ul>



To Order Call: +254704852382  
For Help Email: customerservice.doc@kenchic.com

# Project ②: ABM (Associated Battery Manufacturers) The only battery manufacturing company in Kenya



## Company Profile

- **Established in 1963**, Associated Battery Manufacturers (ABM) is the largest battery manufacturing company in East and Central Africa.
- All ABM products conform to EN and JIS international standards.
- **ABM also has an extensive network of dealers in these and 9 other countries** in Eastern and Southern Africa.
- In line with ESG goals, **ABM recycles used batteries** which are smelted, refined & broken into lead ingots for the manufacture of new batteries.

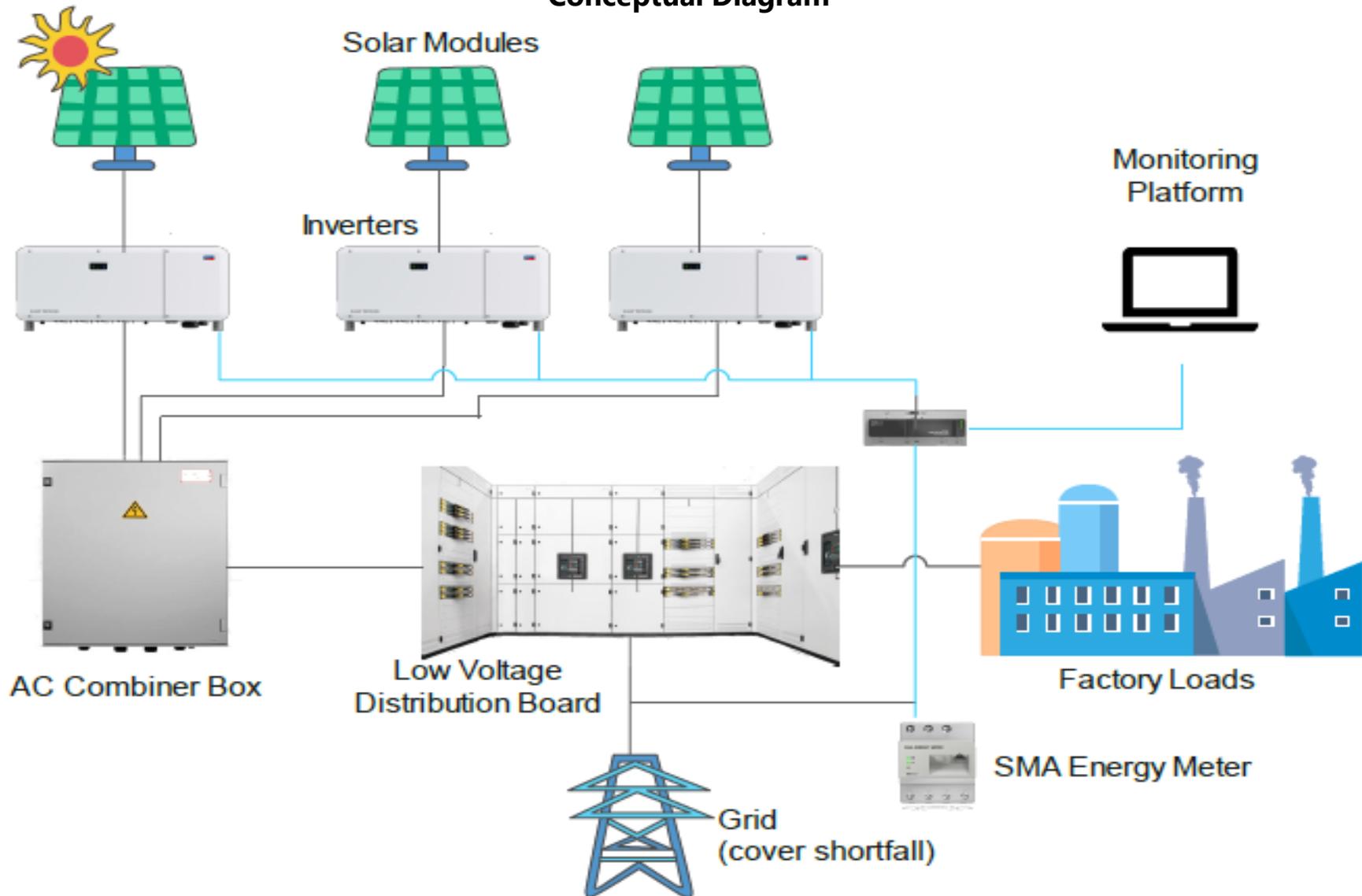


<b>Company</b>	ABM (Established in 1963)
<b>Address</b>	Kampala Rd Off Enterprise Road, Nairobi, Kenya
<b>Business</b>	ABM produces solar batteries and automotive batteries (both vented and Maintenance Free) <ul style="list-style-type: none"> <li>• ISO 9001 certification</li> <li>• ISO 14001 certification</li> </ul>
<b>Group Companies</b>	<b>ABM, ATHI RIVER</b> Lead recycling plant, located in Athi River, Machakos county <b>SOLINC</b> Solar solutions/ Grid Tie located in Naivasha <b>CHLORIDE EXIDE</b> Renewable energy distributor in East Africa



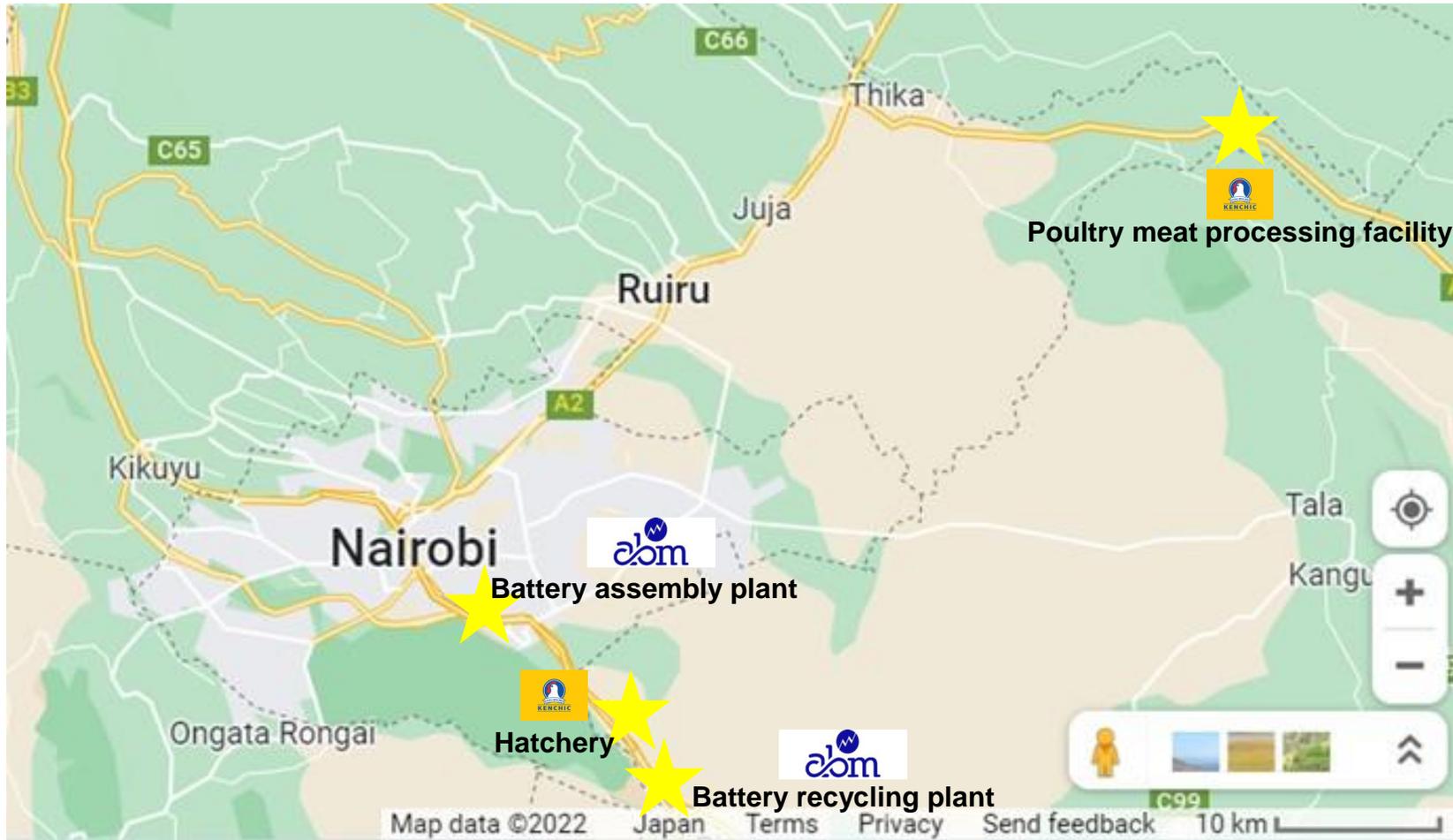
# Kenchic & ABM Project: 2.3MW Rooftop Solar Power System

## Conceptual Diagram



**There are 4 sites,**  
**Kenchic: poultry meat processing facility, hatchery**  
**ABM: battery assembly plant and battery recycling plant**

**Site of Projects**



**Even different companies can apply together**

## An Africa-focused Distributed Renewable Energy company



### Company Profile

- OFGEN is an Africa-focused Distributed Renewable Energy company with its Head Office in Nairobi, Kenya with regional offices across the region.
- The company has been in operation since 2014 with a market focus on the Commercial and Industrial Sector.
- OFGEN is a growing medium size company, with a base capitalization of USD 5.1 million, USD 6.1 million of captive solar PPA assets under management, and 14 MW of Solar PV + 10.3 MWh of battery storage (the largest C&I installation in Africa) under management.

<b>Company</b>	OFGEN (in operation since 2014)
<b>Address</b>	No. 7 Diani Close, Off Ole Odume Road, Kilimani, Nairobi, Kenya
<b>Business</b>	OFGEN is an African entity which prides itself as a turnkey energy company that offers a broad range of smart energy solutions for the commercial & industrial sector in Africa.z



**AAIC is working with OFGEN on "1.5MW Rooftop Solar Power System" project PPA (Purchase Price Allocation)**

# CFAO Kenya invested in OFGEN

**\*Toyota Tsusho Corporation owns 100% of CFAO's share capital**

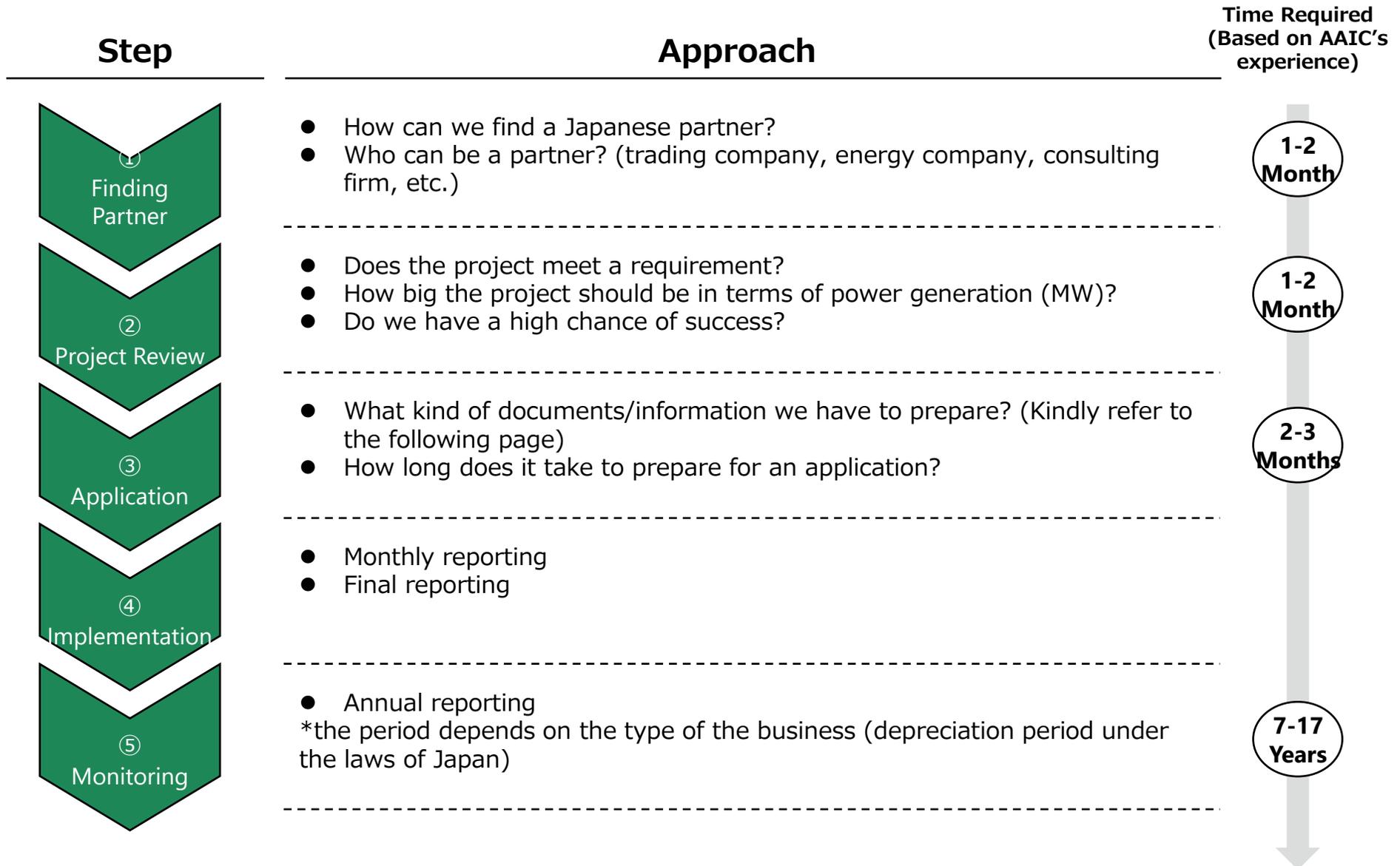


**Nairobi, Kenya, July 4th, 2022 – CFAO Kenya Limited a subsidiary of CFAO group (Corporation for Africa and Overseas) proceeds to invest in OFGEN Limited** a leader of solar PV installation for commercial and industrial use in East Africa.

CFAO Kenya has worked with OFGEN Limited since 2018 to solarize CFAO Group-owned premises within Kenya and Uganda. CFAO group will continue to leverage on OFGEN's expertise in commercial solar PV installation to solarize all its business premises within the East African Region, in line with the Group carbon neutrality programme and commitment to 50% reduction in its CO2 emission by 2030. With this investment, CFAO group's ambition is also to contribute to promoting initiatives towards expanding the use of renewable energy in Africa.

# Process of Project Formation

## How can we prepare for an application?



# Required Documents/Information for a partner (in Kenya)

## \*an excerpt from 2022 Application

Project Details	<ol style="list-style-type: none"> <li>1. <b>Project Idea Note for the Model Project</b></li> <li>2. Project location Maps</li> <li>3. EIA &amp; NEMA licenses</li> <li>4. Status for raw material procurement, electricity sales, etc.</li> <li>5. Implementation system chart</li> <li>6. Confirmation letter of Intention to Participate in project</li> <li>7. Financing certainty</li> <li>8. Payback period and internal rate of return</li> <li>9. Main equipment list</li> <li>10. Catalog of equipment</li> <li>11. Schematic diagram for system/equipment installation</li> <li>12. <b>GHG (Greenhouse Gas) calculation sheet</b></li> <li><b>*The amount of GHG emission reduction affects to the amount of subsidy</b></li> <li>13. User manual and product catalog for monitoring equipment</li> <li>14. Schematic drawing for the monitoring system</li> <li>15. Project Gant Chart</li> </ol>
Cost	<ol style="list-style-type: none"> <li>16. Cost break down</li> <li>17. Quotations</li> </ol>
Consortium	<ol style="list-style-type: none"> <li>18. International Consortium Agreement</li> <li>19. Agreement on the Allocation of JCM Credits</li> </ol>
Company	<ol style="list-style-type: none"> <li>20. Company Profile/Business Performance</li> <li>21. Accounting situation</li> </ol>

**Most of the documents/information should be available**

**Thank you for your attention!**

**Hiroki Ishida**  
**Director at Africa Business Development**  
**AAIC Japan Co., Ltd**

**Contact**

[ishida@aa-ic.com](mailto:ishida@aa-ic.com)

[k.ota@aa-ic.com](mailto:k.ota@aa-ic.com)

[pa@aa-ic.com](mailto:pa@aa-ic.com)

