

Green Economic Transition Facility

Window 1 Round 2 Expression of Interest (EOI) Form

Green Economic Transition Facility (GETF) is designed to drive investments in green business solutions by private sector. The proposed projects will be undertaken in Malawi by locally registered companies or foreign based companies willing to register and invest in Malawi. The facility under window 1 round 2 is looking for companies that have developed market-ready innovative solutions for Accelerating Alternative Sources of Energy and Fuel-Efficient Solutions. The lead applicant and, or its collaborators need to propose a project which will invest and, or diversify into alternative sources of energy and fuel-efficient solutions that are Affordable, Accessible and Acceptable by urban and peri-urban households in Malawi. At the same time, the new initiatives shall target a positive domestic social or environmental impact to be integrated into the business model of the company. The alternative fuels to be promoted shall include product/service/technology/business model that embrace marketing solutions for Acceptability and Adoption which shall be promoted together with Distribution Solutions for Accessibility of the solution. Hence, the proposed business model(s) should clearly address the above challenges along the triple A paradigm (**Affordability, Accessibility and Acceptability**) among the targeted urban and or peri-urban households in Malawi.

Underlying these innovations should be sustainable and viable business models that provide products, processes, services, or solutions, to the benefit of urban and peri-urban value chain actors, who are the present or future customers and end users.

Specifically, the call for Expression of Interest (EOI) is looking for entrepreneurs to address the following:

- a) Devising sustainable new business solutions for the production of alternative sources of energy as a substitute for illegal charcoal and firewood consumption for cooking and heating purposes targeting urban, peri-urban and rural consumers that are overall; affordable, accessible and acceptable.
- b) Bringing to scale existing business models proven to be viable but challenged by lack of funding
- c) Devising innovative distribution and logistics channels to penetrate the urban and peri-urban lower-tiered consumer bracket
- d) Supporting Behavioral change through communication, awareness and information.

Major Drivers for Funding Alternative Energy and Fuel-Efficient Cooking Energy Solutions:

1. Environmental Impact: Funding is driven by the potential positive impact on the environment, especially in reducing the reliance on traditional cooking fuels.
2. Affordability, Acceptability and Accessibility: Projects focusing on providing affordable, acceptable and accessible alternative energy solutions to urban and peri-urban households are favored.
3. Scalability of Viable Models: Funding supports the scaling up of innovative and proven business models in the alternative household cooking fuels.
4. Innovation in Distribution: Initiatives with innovative distribution channels to reach lower-tiered consumers in urban and peri-urban areas are prioritized.
5. Behavioral Change Support: Funding is directed towards projects that incorporate strategies for behavioral change through marketing, awareness, and information

GETF Key Focus Areas:

The GETF main focus is on catalyzing new and or scaled existing business solutions for greener production and distribution, focusing on the following challenges:

Challenge 1: New or scaled green business solutions/ products/ services/ technologies,

Challenge 2: Green manufacturing solutions

Challenge 3: Green logistics and distribution solutions

Challenge 4: Green production solutions (refuse, reduce, reuse, repurpose, and recycle).

Alternative Energy and Fuel-Efficient Solution Focus Areas

Based on the above mentioned four challenges, applicants responding to round one call for expression of interest, are expected to submit green business project concepts which advance investments in the following alternative energy and fuel-efficient business solutions:

1. Any form of alternative energy and fuel-efficient business solutions.
2. **Sustainable charcoal, briquettes and pellets:** GETF will promote the development of commercially viable and sustainable charcoal, briquette/pellet production in urban and peri urban areas in Malawi.
3. **Biogas/ethanol:** Facilitate promotion of tubular biogas digesters that utilize household kitchen wastes, agricultural wastes, and human waste to meet household cooking and heating needs.
4. **E-Cooking:** E-cooking has the potential to rapidly scale up as an aspirational solution for many consumers in urban areas where currently, the majority of the population is struggling to cook with biomass and other polluting fuels.
5. **Liquefied petroleum gas (LPG):** Promote adoption of LPG for urban and peri-urban domestic and institutional industrial cooking and heating.
6. **Waste-to-Energy Technologies:** Projects leveraging waste-to-energy technologies for cooking purposes, contributing to waste reduction and energy generation.



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7. **Bioethanol and Biogas systems:** Innovative bioethanol fuel produced sustainably. Funding for projects promoting the use of biogas as a cooking fuel, particularly in peri-urban and rural areas.

The proposed green business solutions are expected to address the challenges of biomass usage in Malawi, hence, to promote the transitioning of urban households into adopting alternative energy and fuel efficient solutions.

Name of the business:

Address & Contact details (Email/Phone):

Business Registration number:

Principal Point of Contact:

Secondary Point of Contact:

1. **Project Overview:** *(maximum of 1000 words or this can be limited to single page)*
 - Provide a brief overview of your proposed project for Accelerating Alternative Sources of Energy and Fuel-Efficient Solutions.
 - How does your project align with the triple A paradigm (Affordability, Accessibility, and Acceptability) among urban and peri-urban households in Malawi?
1. **Business Model and Innovation:** *(maximum of 1000 words or this can be limited to single page)*
 - Describe the business model that your company intends to implement for the alternative cooking fuels solution
 - In what ways does your proposed business model address the triple A paradigm (Affordability, Accessibility, and Acceptability) among urban and peri-urban households in Malawi?
 - How do you plan to ensure that your alternative energy solution is economically feasible, acceptable and accessible to your target demographic?
1. **Social and Environmental Impact:** *(maximum of 500 words or this can be limited to half page)*
 - a. How does your proposed project contribute to job creation and improvement of livelihoods, particularly for the bottom of the pyramid?



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- b. Elaborate on the expected positive environmental impact of your project.
- c. How does the project promote sustainability and conservation in its overall business model?

1. Financial Viability (*maximum of 500 words or this can be limited to half page*):

- a. Provide an overview of the financial aspects of your project, including the amount of funding requested and how it will be utilized.
- b. Explain the sustainability of the proposed business model in the long term.

1. Capacity, relevant experience and Key personnel (*maximum of 500 words or this can be limited to half page*)

- a. Can you provide an overview of the key members of your team and their expertise in implementing projects of a similar nature?
- b. What relevant experience does your team and company have in the green business sector or related environmental projects.

Attachments

- 1. Business registration Certificate,
- 2. Valid Tax Clearance,
- 3. Independent tests of your solution following a certified methodology in line with clean cooking Alliance ie Controlled Cooking Test (CCT), Kitchen Performance Test (KPT), Water Boiling Test (WBT) or other standards
- 4. A one page write-up on methodology and calculation how your solution reduces GHG emissions.



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