



Energy innovations.  
Powerful collaborations.

# Upscaling Innovative Financing for Clean Energy Industrialization

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All On is an Impact Investment Vehicle focused on increasing access to commercial energy products and services for underserved off-grid communities in Nigeria, particularly in the Niger Delta

Together with



## Supporting Industrial Development in Nigeria

**Catalytic investments in domestic energy hardware device manufacturers and assemblers**

- **Enabling:** Investing in or supporting entities and initiatives that enable the development of the Distributed Renewable Energy / Energy Access sector in Nigeria.
- **Catalytic:** All On has usually been the first investor supporting first or early movers in manufacturing/assembly in Nigeria.
- **Strategic:** Investment in local production and value chains is central not incidental to All On's strategy

# What policy environment leads to Clean Energy Industrialisation?

Energy Policy? ☒

Environmental Policy? ☒

Industrial Policy ☒

☒

☒

**Industrial Policy** is a whole-of-nation effort to engender the development of a critical sector of the economy.

**Targeted Support:** Focuses on specific sectors and sub-sectors deemed important for national development.

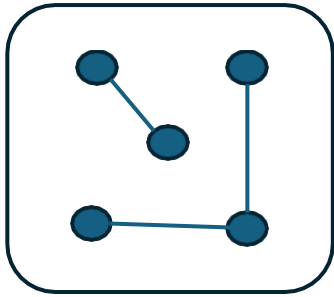
**Government Intervention:** Uses tools like risk-sharing, tax incentives, tariffs, and public investment to support industries.

**Innovation and R&D:** Promoting research and development and other forms of knowledge production to foster technological advancement.

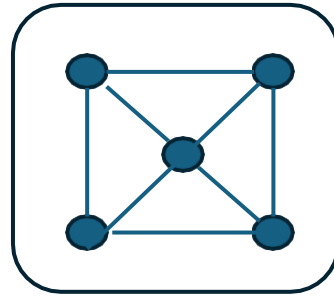
**Infrastructure Development:** Invests in physical and digital infrastructure to support industrial growth.

**Skills and Education:** Aligns workforce development with industry needs through training and education programs.

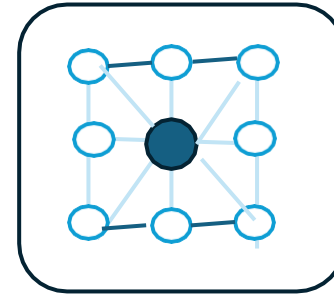
# Energy transition requires economic transformation



CURRENT  
STATE



INTERMEDIATE  
STATE



EVOLVED  
STATE



CAPABLE  
STATE

- Commodity Dependence
- Raw Energy Abundance
- Energy Poverty
- Technological dependence
- Large Knowhow Deficit
- Poor Global Value Chain Integration
- Low Competitiveness

- Commodity Dependence
- Some Processed Energy Capacity
- Reducing Energy Poverty
- Nascent Technological Capability
- Reducing Knowhow Deficit
- Global Value Chain Integration
- Improving Competitiveness

- Increasing Industrial Base
- Significant processed energy capacity
- Widespread Energy Access
- Nascent Technological Capability
- High Knowledge Production
- Deep Global Value Chain Integration
- Several Competitive Sectors

- Diversified Industrial Base
- Boundless energy processing capacity
- Universal Energy Access
- Advanced Technological Capability
- High Knowledge Production
- Deep Global Value Chain Integration
- Several Competitive Sectors and dominance in emergent Sectors

# Areas of Opportunity

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Battery Value Chain

Deep Tech C Emerging  
Technologies

Skills Development

Solar Kits

New Energy Delivery Models

Industrial Parks and Facilities

Production of Energy Production  
Equipment

Electric Vehicle Value Chain

Liquid Hydrogen



## Instruments that can help scale clean energy industrialisation

### International Market Access

- Volume Guarantees built into trade agreements
- Export Insurance
- Access to international financing markets
- Cross-border PPPs

### De-risking Early-Stage Producers

- Design engineering
- First loss guarantees to providers of financing
- Starting Grants
- Pooled pipelines and aggregated projects
- Sector Insurance for critical risks

### Sector Enabling

- Community Shares / Cooperative models
- Results Based Financing
- Targeted incentives to new funds targeting the sector
- Green Industrial Parks
- Public-Private risk sharing
- Green Bonds – earmarking funds for sector development