

**Global  
Distributors  
Collective**

# Opportunities for e-mobility in last mile distribution

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# Agenda

The opportunity in a nutshell

The need for  
affordable electric vehicles (EVs)

Speakers: Karaa Africa, Solar Cube  
Energy, Ecobodaa

The need for  
available charging infrastructure

Speakers: Mobile Power, E-Safiri



Photo credit: Karaa Africa

# Who you will hear from today

## Moderators



Charlotte Taylor  
Communications  
Manager  
**GDC**



Gerwin Jansen  
Innovation Lead  
**GDC**

## Speakers



Kim Chepkoi  
Founder & CEO  
**Ecobodaa**



Geoffrey Mutabazi  
Co-founder & CEO  
**Karaa Africa**



Rolex Muceka  
Co-founder & MD  
**Solar Cube Energy**



Carol Ofafa  
Founder & CEO  
**E-Safiri**



Chris Longbottom  
Co-founder & CEO  
**Mobile Power**

# Who is with us today?



## A quick poll

- a. Last mile distributor / GDC member
- b. Other inclusive business
- c. Manufacturer / service provider
- d. Donor / investor
- e. Other

# Small EVs are on the rise in low- and middle-income countries

- Transportation contributes to 25% of total GHG emissions globally (UNEP)
- Electric two-wheelers and three-wheelers are the fastest growing vehicle segment (FMO)
  - Companies like Ampersand have more than 1,000 e-bikes on the road.
  - In Kenya alone, there are 50 EV-related startups.
- By 2040, 60-75% of two-wheeler sales will be electric in some African countries (McKinsey)
- By 2030, in India about 70% of all tuk tuks is expected to be electric (RBSA Advisors)

# Range of two- and three-wheeler EVs



**eBee Nyuki**  
Electric bicycle



**Roam Air**  
Electric motor bike



**Mahindra Zor Grand DV+**  
Electric cargo tricycle

Payload, range, speed, price

# What is the opportunity for LMDs?

Potential benefits:

- Reduce running costs
- Increase speed and reach of agents in a convenient way
- Reduce company's CO2 footprint



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Photo credit: STIMA

# What is the opportunity for LMDs?

## Potential benefits:

- **Reduce running costs**
- **Increase speed and reach of agents in a convenient way**
- **Reduce company's CO2 footprint**

## Potential challenges:

- **High purchase price**  
*Solutions: subsidies, leasing, high utilisation rates, etc.*
- **Range anxiety and charging time**  
*Solutions: route planning, battery swapping, off-grid charging, etc.*



# A disclaimer for LMDs...

- E-mobility is only just emerging in markets where GDC members operate, and therefore not yet relevant for all LMDs.
- More than 90% of two-wheeler EVs are purchased for commercial use, mostly in urban and peri-urban areas (McKinsey). Think of moto-taxis or food delivery services.
- From our recent survey:
  - 4 out of 41 are already using or exploring EVs
  - 19 are interested in learning more to explore future applications.

# What might LMDs use EVs for (in the future)?

A quick poll



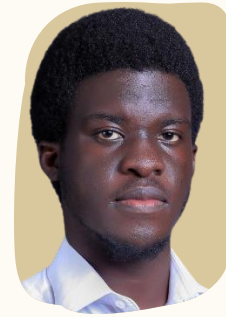
- a. Long-haul transportation
- b. Door-to-door delivery
- c. Sell or lease EVs to customers
- d. Other (please share in the chat)

# Discussion 1

The need for  
affordable and  
robust EVs



**Kim Chepkoi**  
Ecobodaa  
Founder & CEO



**Geoffrey Mutabazi**  
Karaa Africa  
Co-Founder & CEO



**Rolex Muceka**  
Solar Cube Energy  
Co-founder & MD



# Discussion 2

The need for  
available charging  
infrastructure



**Carol Ofafa**  
**E-Safiri**  
**Founder & CEO**



**Chris Longbottom**  
**Mobile Power**  
**Co-founder & CEO**



# Thank you and wrap up

- Your feedback
- Recording, slides and speaker details
- What are other stakeholders doing?
- GDC innovation trends webpage

**Contact us:**

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