



Energy Access Practitioner Network

Investing for Energy Access

*2013 Directory of Investment
and Funding Opportunities*

UNITED NATIONS
FOUNDATION



SUSTAINABLE
ENERGY FOR ALL

ENERGY ACCESS
PRACTITIONER NETWORK

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Energy Access Practitioner Network

Investing for Energy Access

2013 Directory of Investment and Funding Opportunities

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Foreword

The Energy Access Practitioner Network was launched in 2011 to help catalyze global work on energy access, and as a contribution focusing primarily on off-grid electrification, towards the global goal of achieving universal access to modern energy services by 2030. This is one of the three objectives of the Sustainable Energy for All initiative launched by UN Secretary-General Ban Ki-moon in 2011.

Since the launch of the Practitioner Network, it has grown rapidly and now comprises some 1,500 business and organizational members drawn from 191 countries. They work across a range of contexts, technologies, business models and parts of the supply chain focusing on the delivery of energy services to communities and households without access to grid electricity.

A common refrain of members across technologies and geographies has been of the ongoing need for financing more closely tailored to meet the needs of businesses, social enterprises and non-profit organizations in the sector. Needs vary from early stage capital, growth equity and project finance to grant funding for certain types of applications.

This is the first time that the Practitioner Network has documented the investment and other financial support required by the diverse range of entities represented, and reflects a compilation of results from a survey conducted of the Practitioner Network membership in the summer of 2013. It builds on an earlier report of the Practitioner Network released in 2012 “Towards Achieving Energy Access by 2030” in which members of the Practitioner Network had identified access to capital at international, national and local levels, in the right time, and structured in the right way, as a key constraint to further growth in the sector.

This compilation is not intended to be comprehensive. Almost 150 full responses were received to the survey and are profiled. Many members were however unable to respond to the survey during the narrow time frame provided. Others were unwilling or unable to share publicly their financing requirements, and the overall needs in the sector are known to be far greater than what is included here. Nonetheless, the intention is to help provide initial snapshot introductions to some of the newer and growing companies in the sector to potential investors. Those investors – and donors – can then contact those companies and organizations of interest, conduct their own due diligence, and hopefully make an investment. In many cases the companies have also outlined other support services needed to facilitate eventual investment if the company or project is not yet investment ready, or to help support the activities of the company in other ways.

Beyond this, it is our hope to help facilitate additional needed conversations relating to enlarging the size of the overall investment base, as well as other types of support identified as needed by companies and organizations providing decentralized energy services in many challenging contexts. This dialog, and resulting new and modified investment models, are critical to enable us to be on track to achieve universal energy access by 2030.



Executive Director,
Energy Access Practitioner Network and
Energy and Climate, Energy Access Initiative
United Nations Foundation
Washington, DC.

Acknowledgements

Thanks go in particular to Stanford PhD student, Vijay Narasimhan, who spent the summer of 2013 as a MAP Fellow with the United Nations Foundation. Vijay led the bulk of the work to survey the Practitioner Network members and aggregated their responses during a long, hot and humid summer in DC and a brief stint in Patna, India.

Thanks also go to Yasemin Erboy of the United Nations Foundation team for compiling the summary statistics, drafting and helping edit the Investment Directory, as well as to Christine Eibs Singer who reviewed the results and report.

We would also like to acknowledge the involvement of several members of the Energy Access Practitioner Network in terms of shaping the survey and the resulting document. In particular these include Niki Armacost, Arc Finance and Hugh Youngblood, Youngblood Capital Group, for providing input around questions regarding financing; along with Olivia Nava, Juabar and Gaurav Manchanda, One Degree Solar, who provided input from a practitioner perspective. Additionally, Petr Joannes provided guidance in the survey's early stages from the standpoint of an impact investor.



Introduction

Sustainable Energy for All initiative

Access to modern energy services is fundamental to human development and an investment in our collective future. Be it for health, education, the empowerment of women, food production, security, the mitigation of climate change, the creation of new jobs or the expansion of markets, access to sustainable energy for all is essential. It helps strengthen economies, address poverty, protect ecosystems, and achieve a more equitable society.

Achieving sustainable energy for all is essential to reaching the Millennium Development Goals and beyond to the post-2015 development agenda. Sustainable energy enables businesses to grow, generate jobs, and create new markets. Millions more children can study after dark. Countries can grow more resilient and competitive economies. With sustainable energy, they can leapfrog over the limits of the energy systems of the past and build the clean energy economies of the future. In short, development is not possible without energy, and sustainable development is not possible without sustainable energy.

Nearly 1.3 billion people around the world do not have access to modern energy services. Twice that number rely on wood, coal, charcoal or animal waste for cooking and heating. This is inequitable, and poses a barrier to eradicating poverty, ensuring everyone has access to modern energy services, our energy resources are used more efficiently, and we increasingly invest in renewable sources. With these challenges in mind, the United Nations Secretary-General Ban Ki-moon launched a global initiative to achieve Sustainable Energy for All.

Stakeholders are urged to take concrete action toward achieving three critical objectives by 2030:

- ◆ Ensuring universal access to modern energy services
- ◆ Doubling the global rate of improvement in energy efficiency
- ◆ Doubling the share of renewable energy in the global energy mix.

Recognizing the importance and urgency of these energy challenges, the United Nations General Assembly has declared 2014 through 2024 the “Decade of Sustainable Energy for All”. The Decade of Sustainable Energy for All will build on the success and momentum generated over the past year by the Sustainable Energy for All initiative, as well as the actions by Member States and other international stakeholders in 2012 as part of the UN’s International Year of Sustainable Energy for All.

Energy Access Practitioner Network

Energy access is increasingly seen as a vital catalyst to wider social and economic development, enabling education, health and sustainable agriculture, and creating jobs. The International Energy Agency has estimated that micro-grid and decentralized energy solutions will be the pathway to electricity access for roughly 60 percent of the people who now lack it, due to the costs and technical challenges of extending the power grid in remote areas of the world.

The Energy Access Practitioner Network is a unique approach to collectively fostering universal energy access by 2030. Following a year of consultations,

in 2011, the United Nations Foundation identified a need for access to peer-networking and sharing of best practices. The Practitioner Network addresses this need by bringing together practitioners working on the delivery of sustainable energy services worldwide, and supporting predominantly market-led decentralized energy applications that enhance income generation, health, agriculture, education, small business and telecommunications. Although several technology-specific and regional networks already existed, there was no pre-existing entity facilitating global interaction. The Practitioner Network therefore serves as a “network of networks” to help develop a global approach to addressing energy access issues towards the achievement of universal energy access.

The Practitioner Network is premised on the idea that clean and affordable modern energy revolutionizes lives – improving health, saving time,

enabling education, decreasing vulnerability to violence, and empowering women. Studies have shown that reaching universal energy access by 2030 will be challenging but achievable. To this end, the Practitioner Network focuses on market-based sustainable energy applications, emphasizing mini- and off-grid solutions, and catalyzes energy service delivery at country level towards the achievement of universal energy access. The Practitioner Network advocates a holistic ecosystem approach via a range of energy products and services, emphasizing the importance of ongoing service and maintenance, rather than merely focusing on initial electrification.

The sustainable energy market is highly segmented and “one size fits all” approaches do not work. The Practitioner Network is therefore technology agnostic and supports approaches that emphasize quality and sustainability, recognizing that the





appropriate solution sets depend on local context and conditions, as well as customer preference and capacity to pay. To this end, it draws together a wide range of businesses, investors, and civil society organizations working to deliver sustainable energy services – and the economic and social benefits they bring – to communities and households in areas beyond the reach of the conventional grid as an affordable way to boost well-being for the world's poorest. Practitioner Network members employ many types of business models in delivering these solutions, from community run cooperative schemes, to social enterprises delivering energy services in a regional context, to venture-backed mini-grid companies.

The Practitioner Network brings these groups together to discuss the current industry trends, barriers, and potential solutions to the most pressing issues. Moreover, the United Nations Foundation's close relationship with the United Nations helps

amplify the voices of practitioners as stakeholders in the communications between leaders in the private sector and UN agencies, and facilitates an improved understanding of the global policies and opportunities for businesses working towards energy access. In this way, the Practitioner Network will help the communities and customers they serve to embrace the myriad development benefits that access to energy can provide, supporting sustainable development for communities around the world throughout the Decade of Sustainable Energy for All. Many members have already made formal commitments to the Sustainable Energy for All initiative, collectively pledging to reach close to 81 million households within the timeframe of the initiative, thus strengthening their role in guiding country-level planning.

With more than 1,500 members from the private sector and civil society, the Practitioner Network is forging new partnerships, strengthening the

capacity of its practitioners, and ensuring their coordination to support market-led decentralized solutions to achieve universal energy access by 2030.

The Rationale behind the Investment Directory

One of the Practitioner Network's main value-adds has been recognized as the facilitation of new partnerships among practitioners, and between practitioners and investors. These new partnerships are critical to accelerate and scale the energy services market. Such partnerships also elevate awareness of specific activities in countries and across a range of technologies, business models and approaches. In a Practitioner Network-wide survey conducted in the spring of 2013, an overwhelming majority of its members listed funding as the biggest challenge they currently face in the growth of their activities. As a result, the Practitioner Network decided to work more systematically on highlighting the sector's needs and in particular the pipeline of investment required by its members.

This Directory thus aims to help investors and funding agencies learn about the companies and projects of Practitioner Network members, and provides introductory insight into the investment opportunities in the sectors and geographical regions they represent for the next 12 to 18 months.

In the off-grid sustainable energy field, there is often a disconnect between investors who may not be aware of potential investment pipelines and practitioners who may not know which investors are appropriate to approach for their funding needs. For energy entrepreneurs, the off-grid finance spectrum involves upstream support for start-up funds, operating capital, and project finance, as well downstream financing for end users. The impact sought in delivering energy access for all is limited by the challenging “mid-life” phase, which comprises three key issues: availability of the right type of capital, awareness of players providing these types of capital, and capital affordability.



An additional issue is the high transaction costs particularly for smaller investments.

This Investment Directory reflects the results of a Practitioner Network-wide survey conducted in the summer of 2013 to profile its members' funding needs, to be presented as an aggregated pipeline to interested investors and to help advocate for specific types of funding on behalf of its members. The Investment Directory presents summary statistics, snapshots of participating Practitioner Network member organizations, an outline of the specific funding needs of individual practitioners as well as their current projects and future goals.

The summary statistics and organizational profiles highlighted below merely reflect the aggregated survey responses provided by 141 Practitioner Network members. The United Nations Foundation has not conducted due diligence on the organizations or their responses, and is not responsible for the accuracy of the data provided. Some financial data outliers have been removed from the aggregate statistics as they were outside the bounds of the time scale of interest. Due to the limited number of respondents, the summary statistics and responses provided below do not reflect the full range of capital needs in the overall sector, or those of the Practitioner Network itself as a whole. Rather, they provide a snapshot of current financing needs and activities.

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Summary Results

Respondent Profiles

141 member organizations provided responses to the survey, with varying degrees of detail. The funding needs expressed by the respondents amount to a total of **\$267,116,985**. Some outliers were removed due to being out of bounds on the 12 to 18 month period that this survey targeted.

The respondents cover a wide range of organizations, with Small- or Medium-Sized Enterprises (SMEs) representing an overwhelming majority (Figure 1). The organizations that participated in the survey represent an overall workforce of **69,423 employees**, and reported having collectively provided **16,547,130 people¹** in households, businesses and communities with sustainable energy solutions in 2012. This highlights the enormous value of mini- and off-grid solutions and the reach of the practitioners in the field.

The number of people reached by these organizations is especially significant considering that the responding organizations have been operational for nine years on average, with the majority being operational for **four years** or less.

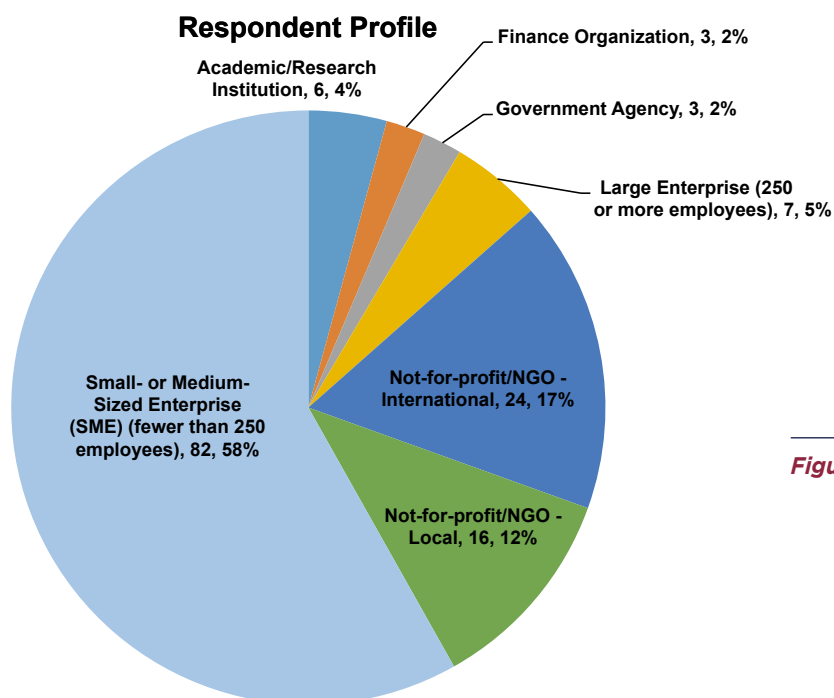
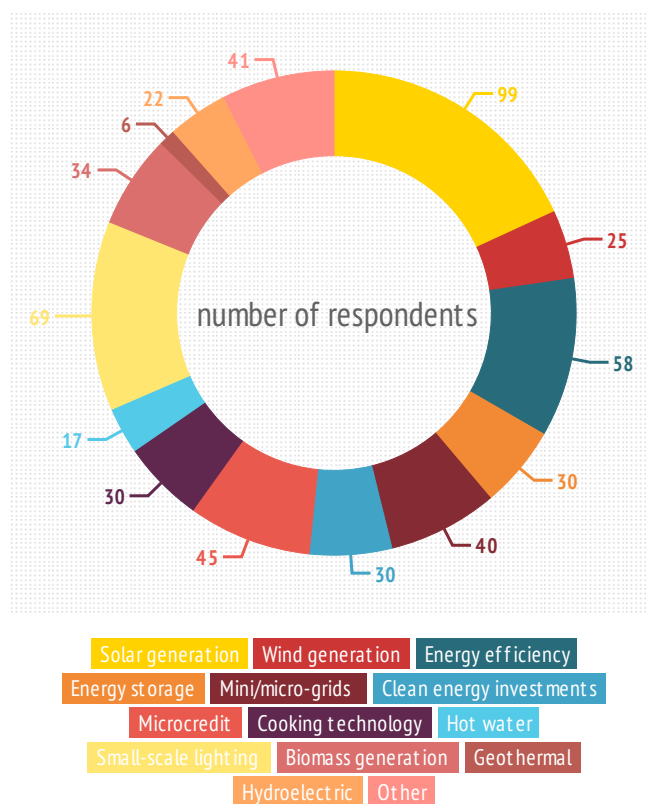


Figure 1: Breakdown of organizations that responded to the survey.

¹ This number was estimated from the survey responses with the following assumptions where needed: 1 household=5 people, 1 business=20 people, 1 public institution=100 people.

Energy Focus Areas



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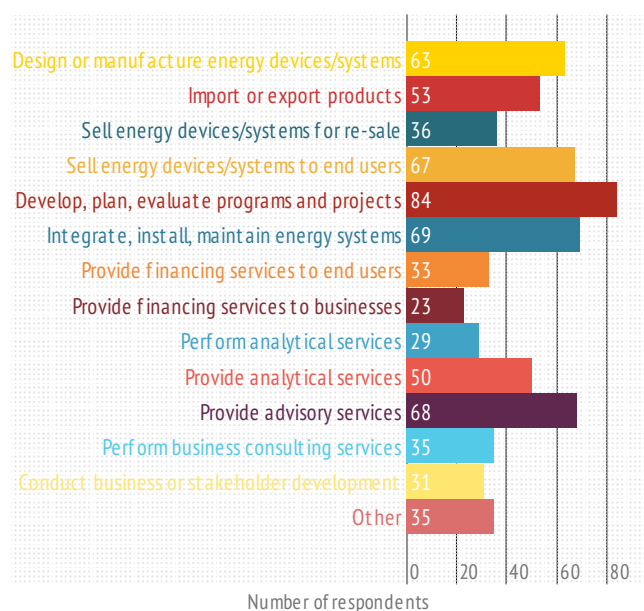
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Figure 2: Focus areas related to energy services provided by participating organizations.

Even the small sample size of this survey reflects the diversity of solutions provided by Practitioner Network members (Figure 2). While solar generation and small-scale lighting represent the majority, there is significant representation of other sustainable energy sources as well as other energy uses, such as hot water and energy efficiency products.

Some of the additional solutions provided by respondents include: agriculture and food production integrated with Combined Heat and Power (CHP) and associated productive-use technologies (e.g. grain grinders and sewing machines); bioenergy; waste-to-energy with municipal solid waste and industrial waste; ocean thermal energy; refrigeration; water pumping; smart meters; water filtration and conservation. Non-energy-related services provided by respondents include: communications, design software and consulting; market access services; green technologies training and capacity building; policy development, and standards certification and accreditation.

Type of Work



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Figure 3: Types of work responding members reported undertaking in the course of their operations.

Countries of Operation



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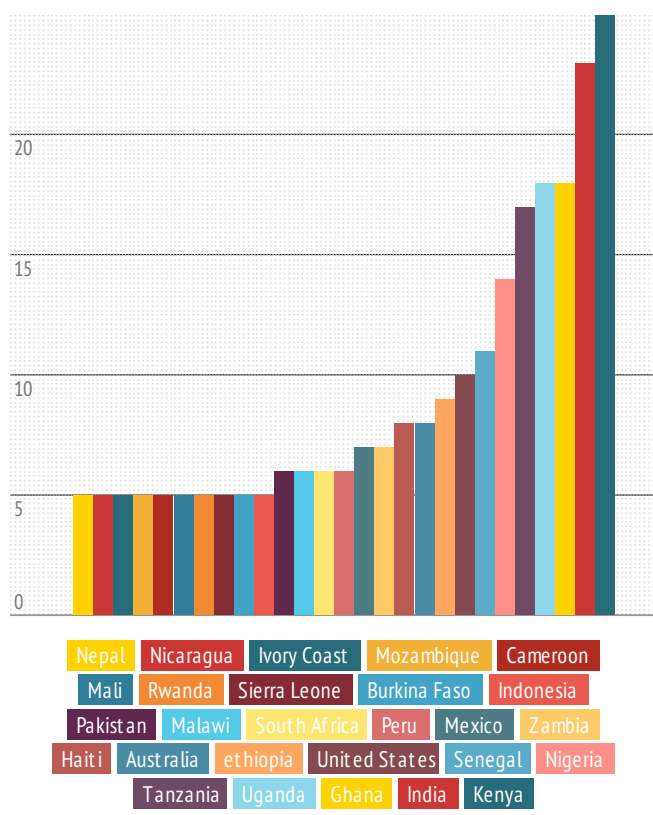
Figure 4: Countries where responding organizations indicated operations.

When asked to provide more details of the types of work they undertake in the course of their operations, the respondents reported a wide range of activities (Figure 3). Common ones that showcase investment-readiness included: integrate, install and maintain energy systems; design and manufacture energy devices or integrated systems, and sell energy devices/ systems to end users. Other areas of work include developing, planning and evaluating programs and projects, and providing advisory services.

Some other types of work that were reported include: advocacy and awareness-raising around renewable energy-powered ICT solutions; carbon finance; community education on solar technology; design, development and sales of low-cost pre-paid electricity meters; development of methodologies and indicators to assess and monitor energy developments; education services for trainers and end-users in solar cooking techniques; monitoring and evaluation of projects; implementing a franchise license system for renewable energy products and services in rural off-grid contexts, technology and policy development, and mainstreaming gender concerns into energy projects and production of institutional activities.

The respondents not only represent a great cross-section of the range of sustainable energy solutions currently available in the market, but also demonstrate a diversity of geographical contexts. The organizations have reported working in **111 countries** (Figure 4) with an even distribution across those regions with lowest energy access. Countries with the highest response rate from practitioners include Senegal, Nigeria, Tanzania, Uganda, Ghana, India and Kenya (Figure 5).

Survey Respondents by Country of Operation



This chart omits countries of operation that were mentioned less than 5 times by survey respondents.

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Figure 5: Countries in which the largest number of responding organizations currently operate.

Funding Needs

This cross-section of Practitioner Network members represents not only a diverse profile for those working on delivering de-centralized solutions in the energy access sector, but also a significant pipeline for investment, where deals are available across the full spectrum of energy services, led by solar photovoltaic systems (Figure 6). Aggregating the yearly revenues and expenses provided by responding organizations for the past four years show that many companies are cash flow positive (Figure 7).

The total amount of funding needed by participating members represents various types of capital (Figure 8), with project equity and grant funding being reported as the most required. It is interesting to note that grants were requested not only by NGO respondents, but also by a range of private sector companies, thus affirming that the sector as a whole identifies a continued need for soft financing (Figure 9). The survey did not explicitly explore the rationale behind the need for continued soft financing, this substantiates what members have communicated in previous Practitioner Network meetings and discussions, that softer funding is needed to support a number of market entry and development activities. This includes customer

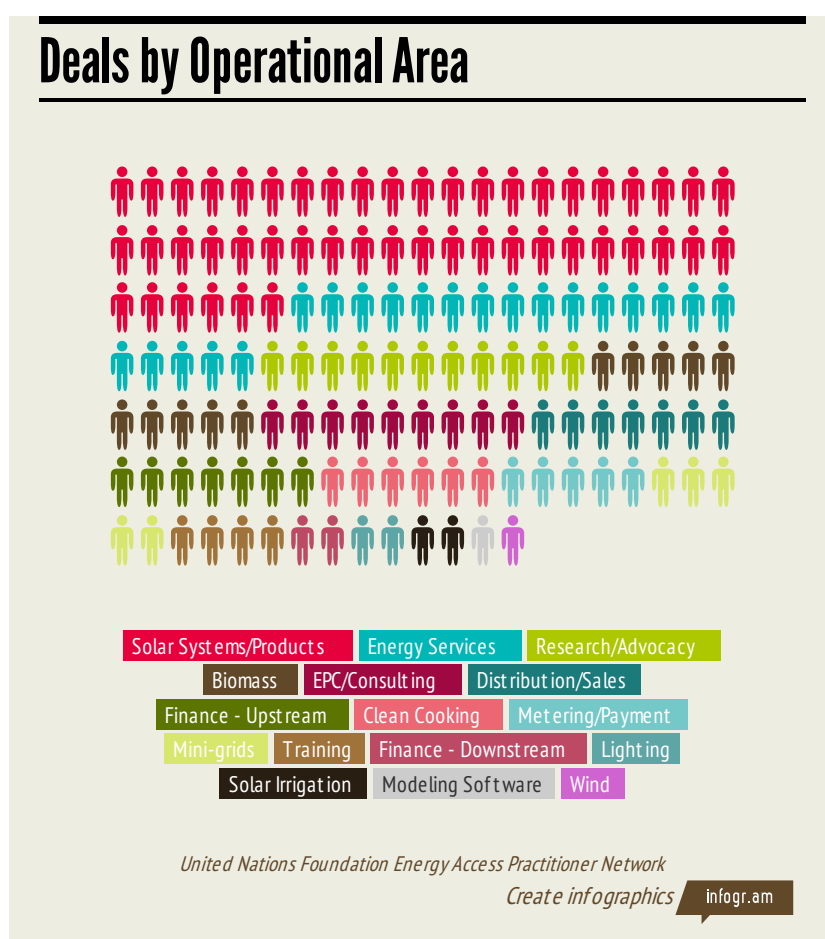
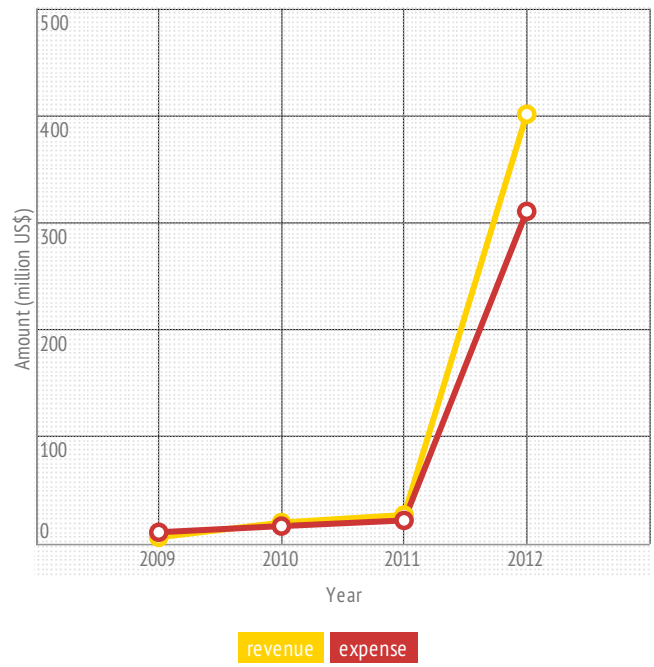


Figure 6: Breakdown of deals represented in the Directory by technology.

Revenue-Expense Over Time

Figure 7: Aggregate revenues and expenses reported over the course of 2009-2012 ²



² This graph excludes an established organization's revenue as an outlier.

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Funding Needs by Type

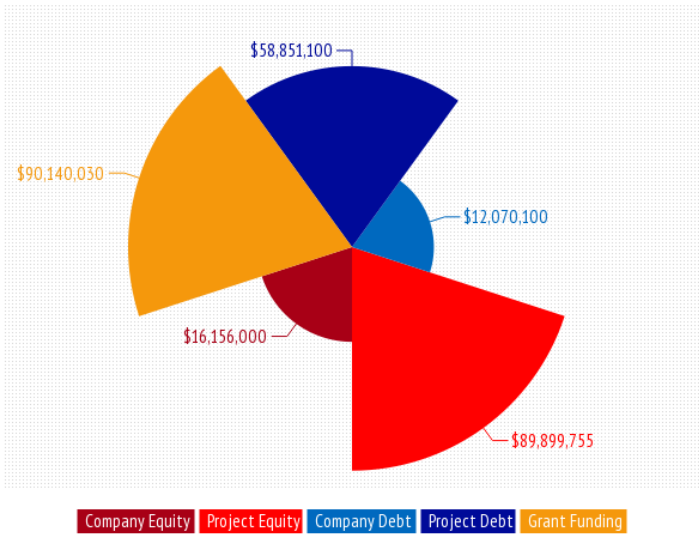


Figure 8: Breakdown of total funding needs reported ³.

³ \$61,000,000 of the total \$90,000,000 grant funding needs were requested by two organizations.

acquisition in markets where there are not already well defined distribution channels, the high costs to serve customers in very remote locations, training costs which in mature markets may be borne elsewhere (e.g. technician training), and evaluation and assessment costs which are generally not borne by companies outside the impact investing arena.

Investment Opportunities

The funding needs reported by responding Practitioner Network members appear to make up a significant and continuous pipeline of opportunities for investors (Figure 10). Companies and organizations at the scaling-up, or “valley of death” phase have the highest funding needs, and much of the overall need as defined by financial product type and corresponding investment opportunity is found in energy service delivery; engineering, procurement and construction (EPC) and consulting; and sales and distribution (Figure 11).

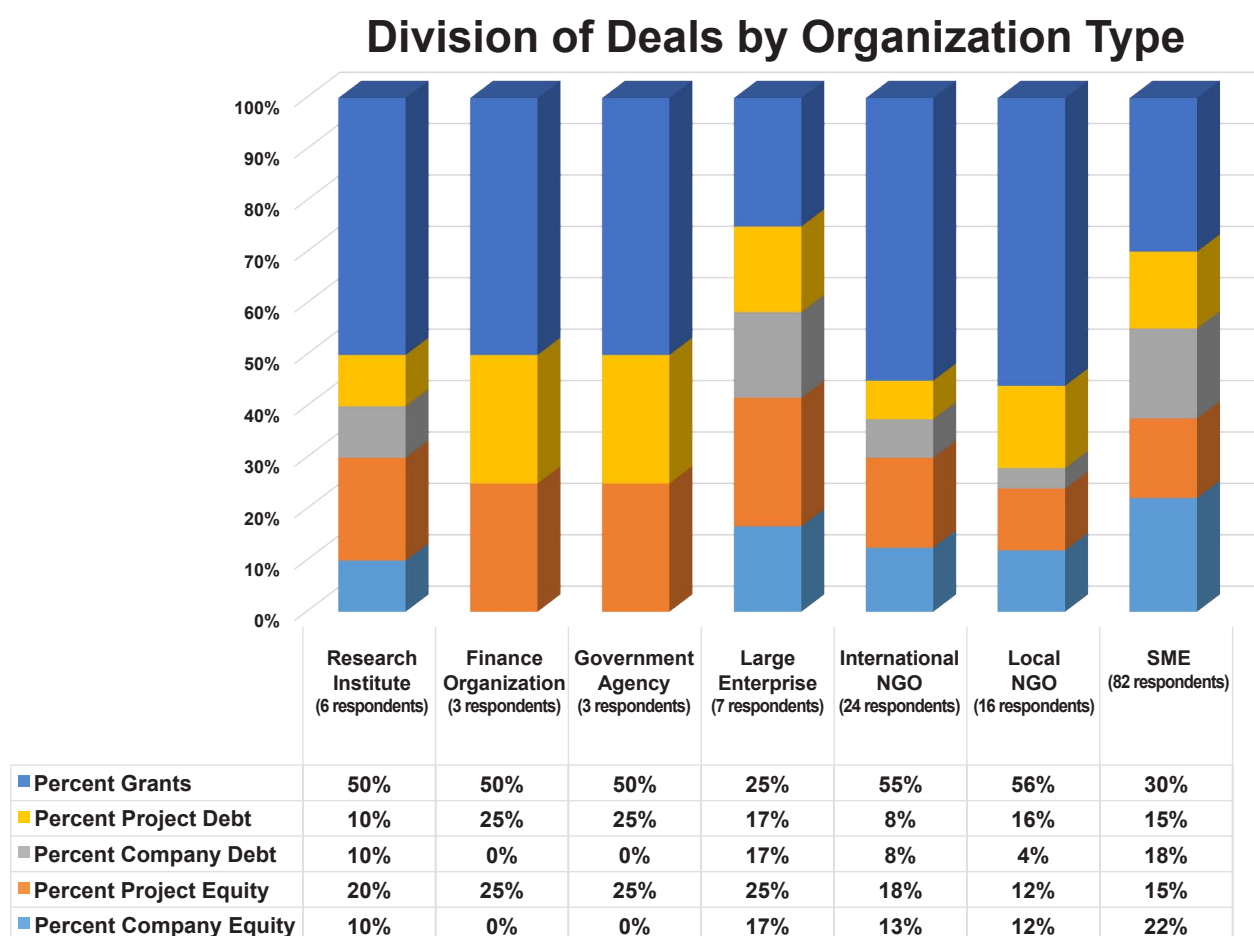


Figure 9:

Breakdown of funding needs shown as percentages of the aggregate amount requested by each organization type. Local and international NGOs were included in this breakdown because of their representation within the Practitioner Network.

Investment Opportunities by Stage

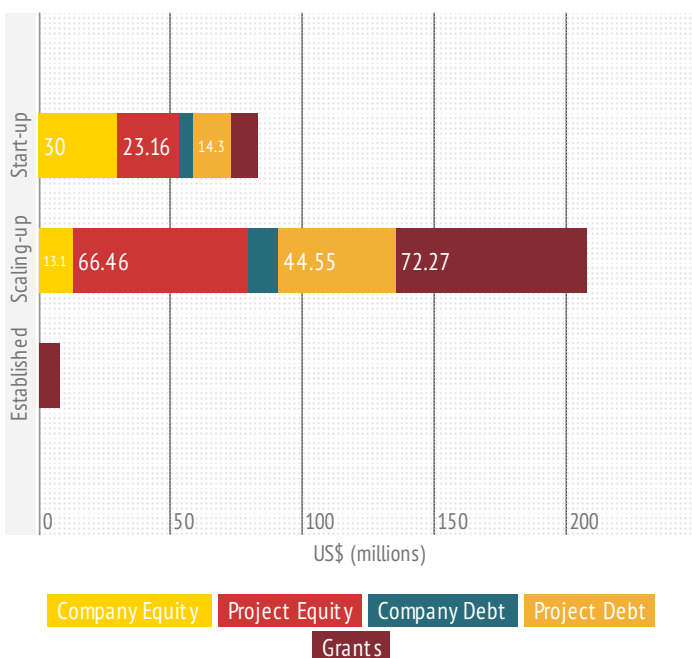


Figure 10: Breakdown of investment opportunities by organization's development stage.

Respondents were asked to self-identify their organization's stage.

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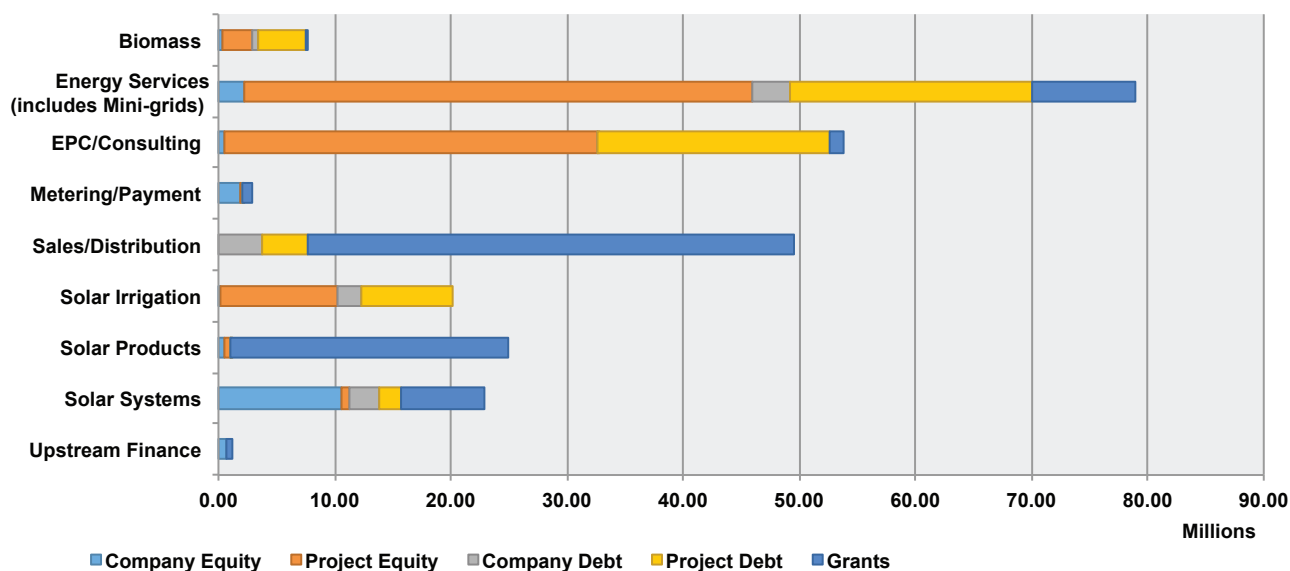


Figure 11: Breakdown of investment opportunities across a spectrum of energy access categories.

Deals by Stage of Company

	Start-up	Scaling-up	Established
Company Equity	19	31	5
Project Equity	20	25	4
Company Debt	10	28	3
Project Debt	15	25	3
Grants	30	58	19

Figure 12a, 12b, 12c: Breakdowns of deals as reported by respondents showcasing investment opportunities by stage of company, institution type, and size of deal.

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Deals by Organization Type

	SME	Large enterprise	Local NGO	Intl. NGO	Research Institution
<\$100k	10	-	4	3	-
\$100-500k	10	-	3	4	2
\$500k-1m	4	-	-	-	1
\$1-10m	11	1	1	4	-
\$10-100m	3	1	3	-	-

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Deals by Size

	START-UP	SCALING-UP	ESTABLISHED
<\$100K	6	8	3
\$100-500K	7	10	2
\$500K-1M	2	2	1
\$1-10M	4	11	3
\$10-100M	2	6	1

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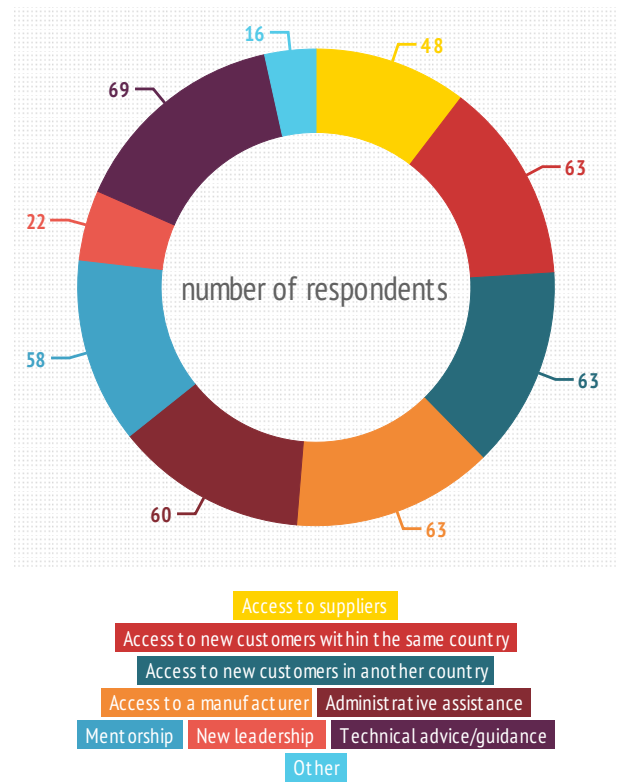
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A number of deals were identified by both start-up and scaling-up organizations across the whole range of funding types (Figure 12a). Small- or Medium-sized Enterprises (SMEs) require the most diverse funding in terms of amount across all institutions (Figure 12b), and deals related to scaling-up companies represent the largest funding need (Figure 12c).

In addition to detailing their funding needs, responding organizations also highlighted a number of non-monetary resources that would benefit their operations and growth (Figure 13). The highest need identified by far was for technical guidance and advice, followed by expanding their customer base, both in the organizations' current countries of operation and beyond.

Additional resources that the respondents indicated needing include: access to policy makers; feasibility studies; funding advice and guidance; project finance/public-private-partnership (PPP) expertise; legal support; networking; identification of strategic partners in retail, manufacturing, technology, financing, telecommunication, banking, and support at the political level, both nationally and internationally.

Non-Monetary Resources Needed



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Figure 13: Breakdown of non-monetary resources requested by participants.

For Investors

Although representing a small cross-section of the broader needs of the energy access field, these aggregate statistics provide evidence of the continuing funding requirements to help accelerate growth and scale energy access. They provide a starting point for further analysis and due diligence for investment-ready projects and companies, as well as an identified area of need for non-financial services required to help facilitate future investment. While no analysis has been undertaken to assess the various risks entailed with potential investment at country level, such as perceived political risk, currency fluctuations, and other types of risk, the intent rather is to show through these 141 respondents, a first, albeit partial, aggregated global pipeline of potential investment opportunities in the micro- and off-grid space.

Investors should use this Investment Directory to expand their reach into the small-scale sustainable energy sector. The Directory will also serve Practitioner Network members, to help them address their financing needs and gain increased visibility for their work.

The Energy Access Practitioner Network is open to investors as well as companies delivering energy services in the micro- and off-grid sector. We hope to encourage more participation by financing entities, both offering enterprise financing as well as consumer financing within the Practitioner Network, such that there will be more regular interaction between investors and potential investees. We also invite interested investors to contact the Practitioner Network if they would like to convene organizations offering specific types of energy service or product to explore potential investment across a group of companies.



Organization Profiles

The profiles provided in alphabetical order below reflect the level of detail the United Nations Foundation was allowed to share publicly, as indicated by each organization's survey response. Some of the data provided were used solely to compile aggregate statistics and are not reflected in this section. Some of the text responses were edited slightly to correct for grammatical errors and to maintain uniformity among responses.

For the sake of consistency, funding requirements are presented in US dollars, even where local currency equivalents may be sought.



ACCESS: ENERGY

**Small- or Medium-Sized Enterprise (SME),
Start-up, Founded in 2010**

www.accessenergy.org

access:energy offers specialist software, hardware and services to off-grid energy providers. access:energy's site survey methodology, system design software and custom-built CRM facilitate rapid origination and commercial assessment of potential micro-grid sites. access:energy's bitHarvester smart meters control and monitor micro-grids remotely, improving technology performance and enabling pay-per-unit pricing.

Contact information

George Potts, Investor Director,
George@access-collective.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management

Countries of operation

Kenya

Solutions provided

Solar generation
Wind generation
Energy storage
Mini/micro-grids
Clean energy investments

access:energy's installation in Lwanda Rombo currently serves 500 beneficiaries, its installation for health clinics benefit 2,500 people, and the installation for the radio station serves 10,000 listeners.

2012 financials

Revenues: \$75,898
Expenses: \$145,346

Funding needs

Company equity: \$350,000
Project equity: \$150,000
Company debt: \$50,000
Project debt: \$50,000
Grants: \$750,000
Capital raised so far: \$300,000

access:energy is looking for project financing for wider rollout and scaling of its existing smart micro-grids. The organization would prefer to see this come in the form of investment in the company via common equity or grant funding. Debt would have to be convertible on a trigger point of an equity fundraising for it to be appealing and also have a significant interest free term period to allow projects to be scaled sustainably.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Access to a manufacturer
- ▶ Mentoring



ACTION POUR UN DEVELOPPEMENT EQUITABLE INTEGRE ET DURABLE (ADEID)

Not-for-profit/NGO – Local, Scaling-up, Founded in 1990

www.adeid.com

ADEID is a nonprofit organization. Its mission is the promotion of equitable and sustainable development. The organization aims to promote human development in all its dimensions, by continuously improving their own knowledge through healthy activities in a safe environment, for the harmonious development of communities and municipalities.

Contact information

Michel Takam, Executive Secretary,
mtakam2000@yahoo.fr

Expertise

- ▶ Design and manufacture energy devices or integrated systems

- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management

Countries of operation

Cameroon, Madagascar

Solutions provided

Biomass generation
Hydroelectric generation
Solar generation
Energy efficiency
Mini/micro-grids
Cooking technology
Lighting

1,500 households and 50 small businesses have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

- ▶ Design and construction of 15 micro-hydro power plants to provide electricity to more than 1,500 households and 50 small businesses
- ▶ Production and distribution of more than 5,000 improved cookstoves to combat deforestation
- ▶ Capacity building of 50 local craftsmen and at least 100 women in the techniques of improved cookstoves construction; leading to improvement in their revenues
- ▶ Contribution to the improvement of the national law in the electricity sector in Cameroon
- ▶ Sustainable charcoal production in 10 communities
- ▶ Construction of biogas plants for cooking
- ▶ Solar project design for the University of Yaounde.

2012 financials

Revenues: \$ 400,000
Expenses: \$ 400,000

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Technical advice/guidance



AFRICAN SOLAR RISE

Not-for-profit/NGO - International, Start-up, Founded in 2011

www.african-solar-rise.org

African Solar Rise is a non-profit organization aiming to bring sustainable and renewable energy to developing communities in Africa, particularly Tanzania.

Contact information

Daniel Uphaus, Chairman,
daniel.uphaus@african-solar-rise.org

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Provide financing services to end users

Countries of operation

Tanzania

Solutions provided

Solar generation

2012 financials

Revenues: \$40,000

Expenses: \$25,000

Funding needs

Grants: \$15,000

Capital raised so far: \$120,000

African Solar Rise needs assistance to cover its working capital in order to buy solar products, to be distributed over its network of entrepreneurs.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ New leadership

AMIS DES ETRANGERS AU TOGO (ADET)

Not-for-profit/NGO - International, Scaling-up, Founded in 1996

Amis des Etrangers au Togo (ADET) is an NGO created in 1996 in Togo for social development, sustainable development, and social inclusiveness.

Contact information

Sossouga Dosse Victor, President,
sossougadoss@yahoo.fr

Expertise

- ▶ Sell energy devices or systems directly to end users
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Conduct program/project management
- ▶ Conduct business or stakeholder development

Countries of operation

Togo; aiming to cover African countries in the following years

Solutions provided

- ▶ Energy efficiency
- ▶ 10 households have been provided with sustainable energy solutions in 2012.

2012 financials

Revenues: \$8,095

Expenses: \$7,500

Funding needs

Company debt: Yes

Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ New leadership
- ▶ Technical advice/guidance



AM SOLAR

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2009**

www.amsolar.co.za

AM Solar is a Photovoltaic (PV) system design, supply and install company. It specializes in commercial

roof-top PV systems that direct supply the building load (grid-tied) and feeds excess power back into the grid (grid feed-in, as well as residential battery-based (off-grid & grid-tied) PV systems.

Contact information

Alastair Armstrong, Managing Director,
alastair@amsolar.co.za

Expertise

- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management

Countries of operation

South Africa, Lesotho & Mozambique

Solutions provided

Solar generation
Wind generation
Energy efficiency
Mini/micro-grids

40 systems have been established so far.

Major milestones/accomplishments to date

- ▶ Built an off-grid PV System for a private school; established numerous smaller PV systems that are grid-tied
- ▶ Built and designed a number of rooftop PV systems that feed into the grid, having obtained permission from local municipalities to allow grid feed-in for commercial PV systems
- ▶ Built a number of grid-tied, battery based systems using grid-tie inverters instead of charge controllers and improving overall system efficiencies.

2012 financials

Revenues: \$150,000

Expenses: \$50,000

Funding needs

Company equity: \$100,000

Company debt: \$10,000

Capital raised so far: \$50,000

AM Solar is looking for funding or a grant of between \$50,000 and \$200,000 to stabilize cash flow and allow the company to purchase highly needed vehicle and tools to assist with the growing sales pipeline, as well as other business development opportunities.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring



**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2010**

www.angazadesign.com

The Angaza Pay-As-You-Go platform enables distributors and manufacturers of energy products to offer pricing that reaches 1.2 billion consumers in the off-grid world.

Contact information

Lesley Marincola, Chief Executive Officer,
lesleys@angazadesign.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale

Countries of operation

Kenya, Tanzania, Zambia

Solutions provided

Solar generation

Microcredit

Lighting

Pay-as-you-go solar

Funding needs

Company equity: Yes

Project debt: Yes

Grants: Yes

Angaza is raising debt, equity and grant financing to scale up its business.

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring



ANOMENA VENTURES

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2004**

www.anomena.com

Anomena seeks to ensure best practices for improved livelihood and quality of life by increasing access to clean energy sources to promote household safety and environmental sustainability, while pursuing integrity, excellence, professionalism and reliability in service delivery.

Contact information

Sabina Anokye Mensah, Chief Executive Officer,
sabinamensah@hotmail.com

Expertise

- ▶ Private enterprise
- ▶ Design and manufacture energy devices or integrated systems
- ▶ Sell energy devices or systems directly to end users
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Mainstreaming gender concerns into energy projects

Countries of operation

Ghana, Gambia

Solutions provided

Energy efficiency
Cooking technology
LPG

Major milestones/accomplishments to date

Anomena Ventures collaborated with the Gender and Energy Network, Ghana to undertake gender audit of Ghana's energy sector. Anomena financed,

manufactured and disseminated improved LPG stoves to households and street food vendors.

Funding needs

Funding is needed for equipment purchase - shearing machine, cutting machine, welding set and grinding machine; for transport and distribution of stoves and follow-up; for sensitization workshops for all stakeholders; for raw material purchases for stove manufacture; and expansion of production site. Grant funding is requested to cover some of these costs.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Technical advice/guidance



ATLAS BUSINESS AND ENERGY SYSTEMS LTD.

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2010**

www.abesafrica.com

ABES is a leading solution provider for renewable energy. ABES provides supply chain management for renewable energy solutions such as solar, wind, and biomass. ABES aims to create strategic cooperation with its local and foreign partners with the goal of providing sustainable development that would create value for its clients and shareholders. By using local capacity, ABES intends to operate and maintain technologies in renewable energy that must be developed in relation to technology transfer.

Contact information

Sakeena Twumasi, Production Supervisor,
sakeena@abesafrica.com

Expertise

- ▀ Design and manufacture energy devices or integrated systems
- ▀ Develop, plan, or evaluate programs and projects
- ▀ Integrate, install, maintain, or provide other services for energy systems
- ▀ Provide financing services to end users
- ▀ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▀ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▀ Conduct program/project management

Countries of operation

Nigeria

Solutions provided

Biomass generation
Solar generation
Wind generation
Clean energy investments
Lighting

40 households and 2 SMEs (internet cafe and hotel) have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

ABES has locally designed and assembled solar street lights, and is able to locally manufacture charge controllers, all of which have been tested and are successful in the market. ABES' products have been approved the Ghana Standard Boards.

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

Access to new customers within the same country
Mentoring



BBOXX LTD.

***Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2010***

www.bboxx.co.uk

BBOXX provides plug & play solar systems from 3W to 5kW with the appropriate low power accessories to cater for a wide range of energy needs.

Contact information

Karl Skare, Intern, k.skare@bboxx.co.uk

Expertise

- ▀ Design and manufacture energy devices or integrated systems
- ▀ Import or export products to and from other countries
- ▀ Sell energy devices or systems to merchants for re-sale
- ▀ Sell energy devices or systems directly to end users
- ▀ Integrate, install, maintain, or provide other services for energy systems
- ▀ Provide financing services to end users

Countries of operation

Democratic Republic of the Congo, Kenya, Uganda, Ethiopia, Pakistan, Indonesia, Senegal, Sudan, Somalia, Sierra Leone, Ivory Coast, Comoros, Zambia, Nigeria, Malawi, Colombia, and Haiti

Solutions provided

Solar generation
Microcredit

80,000 people were provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

- ▶ Sold over 20,000 solar home systems to customers throughout the developing world.
- ▶ Received a \$300,000 grant/loan from AECF to launch a pilot of its end-customer financing platform in Uganda and Kenya.
- ▶ Received certification from the Rural Electrification Agency (REA) in Uganda to provide products on payment plan with the REA subsidy.
- ▶ Completed development of its remote monitoring and remote shut-off capabilities on its products, and partnered with Oxford and Stanford Universities on scientific research into limitations of adoption of solar technologies in Africa.

Funding needs

Company equity: Yes

Company debt: Yes

Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to suppliers

Access to new customers within the same country

Access to new customers in another country

Mentoring

BENNU SOLAR

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2006**

www.bennu-solar.com

Bennu-Solar is a specialized solar energy information & business consulting firm, focused on the multi-billion dollar energy needs in poor rural areas of the developing world.

Contact information

Yotam Ariel, Managing Director,
y.ariel@bennu-solar.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users
- ▶ Provide financing services to businesses
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Perform business consulting services
- ▶ Conduct business or stakeholder development

Countries of operation

Developing countries

Solutions provided

Solar generation

Lighting

10,000 users have been provided with sustainable energy solutions in 2012.

2012 financials

Revenues: \$100,000

Expenses: \$98,000

Funding needs

Grants: \$50,000

Details of funding needs are available upon request from the organization.

BERKELEY RURAL ENERGY GROUP

Academic/Research Institution, Start-up, Founded in 2008

www.breg.berkeley.edu

The mission of the Berkeley Rural Energy Group is three-fold: (1) to better network the Bay Area intellectual community that focuses on remote energy access in developing countries; (2) to provide expertise and consulting services in energy access and electrification to outside foundations, NGOs and private enterprises; (3) to conduct collaborative interdisciplinary research in the field of rural energy development.

Contact information

Dimitry Gershenson, Coordinator,
d.gersh@berkeley.edu

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Perform business consulting services

Countries of operation

Nicaragua, South Sudan, Kenya, Vietnam, India, Nepal, Malaysia (Borneo), Honduras, Mexico, Jamaica, Trinidad and Tobago

Solutions provided

Biomass generation
Hydroelectric generation
Solar generation
Wind generation
Energy efficiency
Energy storage
Mini/micro-grids

Clean energy investments
Cooking technology
Lighting

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

- ▶ Access to new customers and partners within the same country
- ▶ Access to new customers and partners in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ Technical advice/guidance



BioLite

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2009

www.biolitestove.com

BioLite produces cookstoves that produce electricity to charge mobile devices and lights.

Contact information

Ethan Kay, Managing Director, Emerging Markets,
ethan@biolitestove.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale

Countries of operation

- ▶ BioLite's HomeStove has been used in India, Uganda, and Ghana. BioLite's CampStove has been sold in over 70 countries.

Solutions provided

- ▶ Energy storage
- ▶ Cooking technology: ultra-clean biomass cook-stove that creates electricity to charge phones / lighting
- ▶ 5,000-10,000 households were reached in 2013.
- ▶ Major milestones/accomplishments to date
- ▶ After completing 2.5 years of prototyping and user testing across India and sub-Saharan Africa, BioLite launched in 2013 its first large-scale commercial programs.
- ▶ BioLite is working with scaled distribution partners in India and Uganda, and is conducting a large-scale neo-natal health randomized controlled trial (RCT) with Columbia University in Ghana as well as a consumer adoption RCT with The Abdul Latif Jameel Poverty Action Lab (J-PAL) in India.
- ▶ In May 2012, BioLite began retailing its first product, the CampStove. Since then, BioLite has sold tens of thousands of CampStoves to over 70 countries.
- ▶ In 2013, BioLite launched two new products for this market, a Grill and a Kettle Pot.

Funding needs

Capital raised so far: \$1,800,000

Working capital is needed to fund distributors and consumers; grant funding is needed to finance large-scale commercial pilots and carbon finance; investment capital is needed to finance stove manufacturing and assembly within the regions of sales.

Non-financial needs

Access to suppliers
Access to new customers within the same country
Access to new customers in another country
Access to a manufacturer



BLUERISE BV

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2010

www.bluerise.nl

Bluerise is a start-up from Delft University of Technology (TU Delft) in the Netherlands. Bluerise develops technology and systems for harnessing the thermal energy stored in the oceans. The technology makes use of temperature differences in the oceans to generate electricity, cooling and water filtration.

Contact information

Diego Acevedo, Vice President, Business Development, d.acevedo@bluerise.nl

Expertise

Develop, plan, or evaluate programs and projects
Provide advisory services (market research, technical studies, and feasibility assessments)
Conduct program/project management
Countries of operation
Curacao, Colombia
Solutions provided
Ocean Thermal Energy

2012 financials and funding needs

Please contact the company for further details.



BUKSH FOUNDATION

Not-for-profit/NGO - Local, Scaling-up, Founded in 2009

www.bukshfoundation.org

Buksh Foundation is a microfinance organization set up with the aim to create a financial institution for the unbanked and providing them with 360 degree turn-key solutions. A one stop shop; where they can find access to financing, clean energy, business development services, finances for housing and transport, water, etc. Buksh Foundation is inclined towards "impact investment" by introducing products which will help them be economically empowered by generating employment for themselves and also creating economic empowerment for the community.

Contact information

Anam Imtiaz Elahi, Business Development Executive, anam.imtiaz@bukshfoundation.org

Expertise

- ▶ Import or export products to and from other countries
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users

Countries of operation

Pakistan

Solutions provided

Solar generation
Clean energy investments
Microcredit

Major milestones/accomplishments to date

The Light a Million Lives project aims to light 4,000 villages and impact 1 million lives in the next 3 years in Pakistan. Under this project, 72 villages in the districts of Sahiwal, Mianwali, Lodhran, Dera Ghazi Khan, Dera Ismail Khan, Bahawalpur and Chiniot have already been electrified.

Funding needs

Grants: \$20,000,000

The cost of electrifying a village under the project "Lighting a Million Lives" is US\$ 5,000, which would help impact a village consisting of 50 households – approximately a population of 300 individuals. The grant requested is the total sum needed for all the villages in the project.

Non-financial needs

Access to new customers within the same country
Access to new customers in another country
Technical advice/guidance



CATHOLIC AGENCY FOR OVERSEAS DEVELOPMENT (CAFOD)

Not-for-profit/NGO - International, Established, Founded in 1960

www.cafod.org.uk

CAFOD is the official Catholic aid agency for England and Wales.

Expertise

Develop, plan, or evaluate programs and projects
Conduct program/project management
Advocacy & research

Countries of operation

Over 40 developing countries worldwide

Major milestones/accomplishments to date

CAFOD is implementing a community-based green energy program in Kenya, aimed at increasing access to modern energy services in eight districts in the most vulnerable arid and semi-arid regions. The project aims to benefit 407,702 households through 138 schools and health centers and 69 clinics. CAFOD is developing an approach to designing energy deliver models with International Institute for Environment and Development (IIED) using participatory methods and innovative tools adapted from business.

Funding needs

Grants: Yes

Funding requested for piloting CAFOD's approach to designing delivery models, including for capacity building in 3-4 pilot countries; as well as funding for research and advocacy, including setting up a Knowledge Platform.

Non-financial needs

- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Technical advice/guidance



CENTRE FOR ENVIRONMENTAL MANAGEMENT AND CHANGE (CEFEMAC)

***Not-for-profit/NGO - Local, Start-up,
Founded in 2012***

www.cefemac.wordpress.com

CEFEMAC aims to pioneer sustainable solutions that empower communities around Cameroon. It currently works in the biomass sector distributing efficient cookstoves, and is rapidly extending its services to packaging solar kits to accompany its improved cookstoves.

Contact information

Richard Mbom, Operations Manager,
richard.mbom@cefemac.org

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)

Countries of operation

Cameroon; scaling up in Centre African Economic Zone (CEMAC)

Solutions provided

Energy efficiency
Clean energy investments
Cooking technology

Lighting
Close to 3,000 users reached by August 2013.

2012 financials

Revenues: \$7,000

Expenses: \$6,170

Funding needs

Grants: Yes

Capital raised so far: \$120,000

Within the next six months, CEFEMAC intends to have distributed more than 10,000 units of Envirofit's M-5000 efficient cookstoves in Cameroon. Within the next three years, it aims to have successfully distributed over 45,000 efficient cookstoves. Within this period CEFEMAC plans to add in its distribution plan different types of efficient cook stoves for the different requirements across different regions in Cameroon, introduce institutional stoves and other products like solar kits into its business model.

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to suppliers

Access to new customers within the same country

Access to new customers in another country

Access to a manufacturer

ChTank.us/chaps/

**Small- or Medium-Sized Enterprise (SME),
Established, Founded in 1990**

www.chtank.us/chaps/

The organization works on education, research and development; sustainable energy design; conversion of agricultural and other bio-waste to fuel with heat recovery for water and heating as well as cooking; sludge recovery for aquaculture and fish farming

utilizing the digesters from these Combined-Heat-Power-Systems (CHAPS). The organization also utilizes solar and other renewable energy integrations.

Contact information

Roderick Whitfield, Design Engineer/Scientist,
rwengin1954@gmail.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management

Countries of operation

Global

Solutions provided

- ▶ Biomass generation
- ▶ Solar generation
- ▶ Energy storage
- ▶ Cooking technology
- ▶ Hot water
- ▶ Lighting
- ▶ Agriculture integrated with combined heat and power (CHP)

Funding needs

Project equity: Yes

Project debt: Yes

Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to suppliers

Access to new customers within the same country

Access to new customers in another country

Access to a manufacturer

Technical advice/guidance

Design feasibility studies



CLARO ENERGY

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2011**

www.claroenergy.in

Claro Energy's mission is to increase the income of farmers by providing predictable and reliable irrigation water supply. It aims to increase crop revenue per acre of land and reduce cost of irrigation for farmers. Claro Energy's strategy is to select regions that face severe power deficits with high cost of alternate power (diesel), have a high percentage of rural population, and are agrarian economies with shallow water tables.

Contact information

Kartik Wahi, Co-founder & Director,
kartik@claroenergy.in

Expertise

Design and manufacture energy devices or integrated systems

Countries of operation

India

Solutions provided

Solar generation
Solar Irrigation

About 750 kW of solar water pumps have been installed across more than 150 locations.

2012 financials

Revenues: \$750,000
Expenses: \$630,000

Funding needs

Company equity: Yes
Company debt: Yes
Project debt: Yes
Grants: Yes

Unsecured debt, either in the form of a working capital limit or a term loan, would help Claro Energy take the growth of the company to the next level.

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring

COMMUNITY RESEARCH AND DEVELOPMENT CENTER (CREDC)

**Not-for-profit/NGO – Local, Scaling-up, Founded
in 2006**

www.credcentre.org

Community Research and Development Centre (CREDC) is a non-governmental, non-profit organization registered in Nigeria to provide services to ensure that people have access to safe and healthy environment and that environmental resources are managed in the most sustainable way to achieve socio-economic development of our communities.

Contact information

Ogbemudia Godfrey, Program Manager,
godfrey@credcentre.org

Expertise

- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Conduct program/project management

Countries of operation

Nigeria

Solutions provided

Solar generation
Energy efficiency
Mini/micro-grids

Major milestones/accomplishments to date

CREDC has completed two solar projects currently providing energy access to 80 households. CREDC has just started the implementation of two more solar projects with 4KW capacities to provide energy for another 80 households.

Funding needs

Grants: \$60,000
Capital raised so far: \$10,000

CREDC needs grant funding to purchase equipment for the installation of a 4KW solar micro off-grid facility.

Non-financial needs

Access to suppliers

- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ Technical advice/guidance



CREEDS ENERGY LTD.

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2012

www.creedsenergy.com

CREEDS ENERGY is a professional renewable energy company dedicated to making clean energy technologies mainstream applications in households, businesses and communities. The company's adeptness is rooted in its ability to harness expert resources in delivering contextually relevant products and professional services. The company is poised to develop into an extensive energy solutions provider driven by practical knowledge and subject matter expertise.

Contact information

Hannah Kabir, Managing Director/Chief Executive Officer, hkabir@creedsenergy.com

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Perform business consulting services

Countries of operation

Nigeria, Ghana

Solutions provided

Solar generation
Energy efficiency
Cooking technology
Hot water
Lighting
Training & Capacity Building

Over 100 users have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

MLearning Nigeria: A group of 33 young beneficiaries were selected from in and around Abuja to test the feasibility and effectiveness of learning and skills acquisition through mobile phones and handheld devices. Creeds Energy partnered with the initiative by authoring a course in Solar Technology Basics which was delivered as one of the three mobile learning courses. The pilot project lasted for four months and was supported by the Department of Foreign Affairs and International Trade (DFAIT) through the Canada Fund for Local Initiatives (CFLI).

Light a Home Project (LAHMP): a community-based initiative geared towards addressing the energy poverty problems in communities with little or no access to the grid through youth led promotion of clean energy solutions. The project aims to reduce electricity poverty plaguing communities, using innovative technological solutions delivered by young people to attract and channel public and private resources in building a green economy. The project kick-started in June at Kuje Area Council with sensitization at secondary schools and has succeeded in installing a solar off-grid system at Genesis Christian Academy.

2012 financials

Revenues: \$ 37,000

Expenses: \$ 62,000

Funding needs

Company equity: Yes

Project equity: Yes

Grants: Yes

Capital raised so far: \$67,900

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to suppliers

- ▶ Access to new customers within the same country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Technical advice/guidance



Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2013

www.cromaenergy.com

Croma is a renewable energy solutions company operating in emerging markets, providing advisory services to public and private partners, developing best in class projects and matching efficient capital with outstanding assets in order to maximize investor returns. Croma is addressing issues related to energy access through the development and financing of projects that involve both the private sector and the communities in which they are operating.

Contact information

Michael Grova, Chief Executive Officer,
michael@cromaenergy.com

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users
- ▶ Provide financing services to businesses
- ▶ Conduct program/project management

Countries of operation

Pilot phase in Malawi

Solutions provided

Solar generation
Energy efficiency
Energy storage
Mini/micro-grids
Clean energy investments

Funding needs

Company equity: Yes
Project equity: Yes
Project debt: Yes
Grants: \$500,000

Initially, Croma is seeking grant funding to implement a pilot project in Malawi. Beyond that, the company would like to scale its model and will require a combination of equity and debt.

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to new customers within the same country
Access to new customers in another country
Mentoring
Technical advice/guidance



CUMMINS POWER GENERATION

Large Enterprise, Established

www.cummins.com/cmi/

Cummins is a corporation of complementary business units that design, manufacture, distribute and service engines and related technologies.

Contact information

Wissam Balshe, Energy and Environment Business Manager, wissam.balshe@cummins.com

Expertise

Design and manufacture energy devices or integrated systems

Countries of operation

Global

Solutions provided

Biomass generation
Mini/micro-grids

2012 financials

Revenues: \$13,000,000,000

Details of funding needs are available upon request from the organization.



DAASGIFT QUALITY FOUNDATION

Not-for-profit/NGO - Local, Scaling-up, Founded in 2006

www.daasgift.org

Daasgift Quality Foundation (DQF) is a Ghanaian based community development and microfinance organization that seeks to empower the Bottom of the Pyramid, with a focus on women and youth.

Contact information

GiftY Baaba Asmah, Founder and Executive Director, giftyasmah@daasgift.org

Expertise

- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Provide financing services to end users
- ▶ Provide financing services to businesses

Countries of operation

Ghana

Solutions provided

Clean energy investments

Microcredit

Cooking technology

Lighting

1,700 solar lanterns, 310 smokeless stoves, 200 improved fish smoking trays, 2,550 energy-efficient coal pots, 300 LPG stoves and ovens have been sold to date; collectively serving over 1500 users in 2012.

Major milestones/accomplishments to date

- ▶ Sensitized over 150 bakers to switch from fuel wood to LPG Gas
- ▶ Sensitized over 20 off-grid communities to switch from kerosene lanterns to solar lanterns
- ▶ Trained youth in converting plastic waste into valuable products
- ▶ Sensitized over 500 women to switch from local tripod stove to improved tripod stoves with chimney
- ▶ Trained over 10 women in how to construct improved tripod stove with chimney.

2012 financials

Revenues: \$ 242,000

Expenses: \$ 238,750

Funding needs

Company debt: Yes

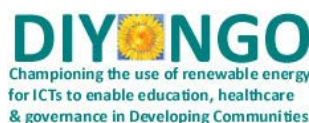
Project debt: Yes

Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ Technical advice/guidance

**DO IT YOURSELF NON-
GOVERNMENT ORGANIZATION
(DIYNGO)**

***Not-for-profit/NGO - International, Start-up,
Founded in 2009***

www.diyngo.org

DIYNGO is a voluntary organization aiming to create an awareness of the usefulness of renewable technologies, e.g. wind and solar power. Specifically, DIYNGO looks at using this renewable energy to power a range of computing devices, from Personal Digital Assistants (PDAs or smartphones) to personal computers. To date, DIYNGO has been involved in the Haiti earthquake relief effort, through the provision of equipment, and have an ongoing interest in rural Kenya where it is networking, co-constructing its ideas and supplying some basic equipment to help achieve its mission aims.

Expertise

Advocacy/awareness-raising of renewable energy powered (ICT) solutions

Countries of operation

Kenya

Solutions provided

Solar generation

Funding needs

Grants: \$17,000

The above figure represents the sum required to establish and run a shop or headquarters in a Kenyan town for 12 months.

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to a manufacturer

Mentoring

Technical advice/guidance



DSTC SOLAR TRAINING CENTER

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2005**

www.dstc-africa.com

DSTC is an innovative contributor to the wider use of solar energy in West Africa - Ghana in particular. DSTC has helped to expand the solar market in Ghana and in other ECOWAS countries by providing technical training on the design and maintenance of stand-alone solar power systems, as well as technical training on solar water pump systems.

Contact information

Frede Bosteen, Chairman,
fbosteen.dstc@gmail.com

Expertise

- ▮ Design and manufacture energy devices or integrated systems
- ▮ Develop, plan, or evaluate programs and projects
- ▮ Provide financing services to end users
- ▮ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▮ Conduct program/project management
- ▮ Perform business consulting services
- ▮ Conduct business or stakeholder development
- ▮ Solar Training and solar project development

Countries of operation

Ghana, Liberia, Sierra Leone

Solutions provided

Solar generation

Energy efficiency

Hot water

Lighting

Solar Training

200 people have been trained to date by the organization in 2012.

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

- ▮ Access to suppliers
- ▮ Access to new customers within the same country
- ▮ Access to new customers in another country
- ▮ Administrative assistance (human resources, accounting, financial management, business development)
- ▮ Technical advice/guidance



DUNGO ENERGY SOLUTIONS PLC

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2012

www.dungoenergy.com

Dungo Energy Solutions is an early-stage for-profit social enterprise based in Addis Ababa. Dungo brings and distributes approved solar lighting products throughout Ethiopia to those who continue to survive with only kerosene for light.

Contact information

Yoseph Berhane, Managing Director,
yosephbet@gmail.com

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Perform business consulting services

Countries of operation

Ethiopia

Solutions provided

Lighting

Funding needs

Company equity: Yes
Project equity: Yes
Company debt: Yes
Project debt: Yes
Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ New leadership
- ▶ Technical advice/guidance



Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 1999

www.ecocorp.com

ECOCORP provides fully-automated plants for the anaerobic composting of green waste, food waste, and paper in combination with dewatered sewage sludge and/or animal manure and industrial or construction waste. ECOCORP's custom designed plants range typically in size from 20,000 to 100,000 tons per year. Plants may be either ECOCORP or customer owned and operated.

Contact information

Dr. John G. Ingersoll, President and
Chief Executive Officer, jgingersoll@ecocorp.com

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems

Countries of operation

United States

Solutions provided

Biomass generation

Solar generation

Energy efficiency

2012 financials and funding needs

Please contact the organization for further details.



EcoEnergyFinance

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2009

www.ecoenergyfinance.org

EcoEnergyFinance provides the energy-poor of Pakistan with access to affordable renewable energy products to enable them to improve their quality of life and income-generating opportunities. EcoEnergyFinance does this by identifying the most affordable and relevant products and building a distribution, sales and support network.

Contact information

Shazia Khan, Executive Director,
skhan@ecoenergyfinance.org

Expertise

- ▮ Social enterprise – non-profit with a for-profit arm
- ▮ Import or export products to and from other countries
- ▮ Sell energy devices or systems to merchants for re-sale
- ▮ Sell energy devices or systems directly to end users

- ▮ Develop, plan, or evaluate programs and projects, Integrate, install, maintain, or provide other services for energy systems
- ▮ Provide financing services to end users
- ▮ Provide financing services to businesses
- ▮ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▮ Conduct program/project management

Countries of operation

Pakistan

Solutions provided

Solar generation

Lighting

The organization has distributed over 1,000 solar products so far in its operations.

2012 financials

Revenues: \$16,507

Expenses: \$28,320

Funding needs

Grants: \$60,000

Capital raised so far: \$60,000 over the last 3 years

Currently EcoEnergyFinance operates exclusively in the Sindh province of Pakistan, but intends to expand into new districts within the next year and across the country within 5 years. EcoEnergyFinance is seeking \$60,000 in grant funding in order to support its operations and expansion over the next 12 months. EcoEnergyFinance intends to be cash-flow positive by 2016.

Non-financial needs

- ▮ Access to suppliers
- ▮ Access to new customers within the same country
- ▮ Access to a manufacturer
- ▮ Administrative assistance (human resources, accounting, financial management, business development)
- ▮ Mentoring
- ▮ Technical advice/guidance



EDP FOUNDATION

Finance Organization/Corporate Foundation, Established, Founded in 2004

www.edp.pt

The EDP Foundation is a private, non-profit-making institution and was set up by EDP - Energias de Portugal, S.A. in December 2004. The EDP Foundation has reinforced the EDP Group's commitment to solidarity that it has followed since it was set up and reflects a concern for asserting its modernity and supporting important causes in Portugal. The EDP Foundation is particularly devoted to studying and disseminating issues related to energy and the environment, though it also sponsors and promotes cultural, educational and social initiatives.

Contact information

Marta Louro, Analyst, marta.louro@edp.pt

Expertise

- ▀ Develop, plan, or evaluate programs and projects
- ▀ Integrate, install, maintain, or provide other services for energy systems
- ▀ Conduct program/project management
- ▀ Conduct business or stakeholder development

Countries of operation

Kenya, Angola, Guinea-Bissau

Solutions provided

Solar generation
Wind generation

Energy storage
Mini/micro-grids
Cooking technology
Lighting

7,000 beneficiaries have been provided with sustainable energy solutions since 2010.

Major milestones/accomplishments to date

- ▀ Kakuma Refugee Camp (Kenya, 2010): solar solutions directly benefited 6,500 people (70,000 refugees indirectly)
- ▀ Extensão Luz Bin (Guinea-Bissau, 2011): solar solutions for schools directly benefited 675 people
- ▀ Cabiri Solar Village (Angola, 2012/2013): solar solutions established for 500 families (3,000 people).

2012 financials

Revenues: \$21,517,168

Expenses: \$21,312,840

Funding needs

Grants: Yes

Capital raised so far: \$4,100,000

Concerning the funding of the projects, EDP Foundation is seeking both grants and co-financing partners for the implementation of access to energy programs in developing countries, focusing on regions that are not connected to the electricity grid.

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to new customers within the same country
Access to new customers in another country
Technical advice/guidance



EGG-Energy

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2010

www.egg-energy.com

A company dedicated to helping low-income consumers in Sub-Saharan Africa gain access to clean, affordable energy, using a unique strategy based around portable rechargeable batteries. Currently based in Tanzania, EGG-Energy's goal is to one day use its model to provide power throughout the developing world.

Contact information

Jamie Yang, Chief Executive Officer,
jamie.yang@egg-energy.com

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems directly to end users
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to businesses
- ▶ Provide financing services to end users

Countries of operation

Tanzania

Solutions provided

Solar generation
Microcredit
Lighting

800 households and businesses have been provided with sustainable energy solutions in 2012.

Funding needs

Company equity: Yes
Company debt: Yes
Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ New leadership



E-JUST

**EGYPT-JAPAN UNIVERSITY OF
SCIENCE AND TECHNOLOGY
(E-JUST)**

Academic/Research Institution, Scaling-up

www.ejust.edu.eg/main

E-JUST is a first class international academic institution known worldwide for the high standards of its educational system, the high standard of its graduates and for the achievements of its research centers; a world class Center of Excellence for higher education and research with regional and global reach; one of the top 500 international universities within 10 years; and a success story of Egyptian-Japanese cooperation that promotes human development in the region and the world.

Contact information

Prof. Dr. Ahmed Hamza H. Ali, Chairperson of
Energy Resources Engineering Department,
drahmedhamza@yahoo.com

Expertise

- Develop, plan, or evaluate programs and projects
- Integrate, install, maintain, or provide other services for energy systems
- Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- Provide advisory services (market research, technical studies, and feasibility assessments)
- Conduct program/project managementPerform business consulting services
- Conduct business or stakeholder development

Countries of operation

Egypt

Solutions provided

Solar generation
Wind generation
Energy efficiency
Energy storage

Major milestones/accomplishments to date

E-JUST has undertaken industrial energy audits, a solar cooling project, and a solar refrigeration project.

Funding needs

Grants: \$500,000

Capital raised so far: none

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to new customers within the same country
Access to new customers in another country
Access to a manufacturer



ENERGY AFRICA RENEWABLE

**Not-for-profit/NGO – International, Scaling-up,
Founded in 2008**

www.energyafrican.com/history.php

*Energy Africa Online is published by Energy Africa,
Africa's leading i-energy news media service.*

Contact information

Gbadegesin Adekunle Gbenga ADEWUYI,
Publisher/Chief Executive Officer,
earenewable@gmail.com

Expertise

- Design and manufacture energy devices or integrated systems
- Import or export products to and from other countries
- Develop, plan, or evaluate programs and projects
- Integrate, install, maintain, or provide other services for energy systems
- Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- Provide advisory services (market research, technical studies, and feasibility assessments)
- Conduct program/project management
- Perform business consulting services
- Conduct business or stakeholder development

Countries of operation

Ghana, Nigeria

Solutions provided

Biomass generation
Geothermal generation
Hydroelectric generation
Energy efficiency
Energy storage

Major milestones/accomplishments to date

The organization held a conference with Oyo State and Ogun State Government on alternative sources of energy, and worked with them to use their agricultural land to establish a mini biofuel refinery.

2012 financials

Revenues: \$23,750

Expenses: \$18,200

Funding needs

Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to a manufacturer

Mentoring

Technical advice/guidance



ENTREPRENEURS DU MONDE

**Not-for-profit/NGO - International, Scaling-up,
Founded in 1998**

www.entrepreneursdumonde.org

Entrepreneurs du Monde is a French NGO with microfinance programs in twelve countries globally. The organization enables thousands of women and men to improve their living conditions by providing support for their own economic initiatives. Entrepreneurs du Monde's energy programs are dedicated to mitigating energy poverty in developing countries by making clean and efficient cooking and lighting solutions available to the poorest.

Contact information

Philippe Baudez, Program Manager,
Access to Energy,
philippe.baudez@entrepreneursdumonde.org

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users (individuals, households, or businesses)
- ▶ Develop, plan, or evaluate programs and projects; Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users; Provide financing services to businesses
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Perform business consulting services

Countries of operation

Haiti, Burkina Faso, Togo, Cambodia (energy programs). Philippines, Laos, Mongolia, Myanmar, Vietnam, Benin, Ghana (other programs).

Solutions provided

Solar generation

Energy efficiency

Microcredit

Cooking technology

Lighting

Refrigeration & Pumping

145,000 loans disbursed and 13,000 energy products sold in 2012.

Major milestones/accomplishments to date

Entrepreneurs du Monde is currently working with 17 partner MFIs, which together manage a €9,800,000 outstanding global loan portfolio and disbursed 123,000 loans in 2011.

Since 2010, Entrepreneurs du Monde has been promoting the distribution of products which have a positive impact on health, the economy and the environment: gas stoves, improved wood or charcoal cookstoves, solar-powered lamps, suitable housing, etc. This encourages the emergence of a local network of autonomous social businesses, run by local entrepreneurs, whom the organization has helped in the development of their capacities. Since the earthquake of 2010, Entrepreneurs du Monde has been encouraging craftspeople and basic service providers in Haiti to develop very small businesses (VSBs) to support the economic and social development of the families who set up businesses.

2012 financials

Revenues: \$ 5,052,927

Expenses: \$ 4,984,569

Funding needs

Project debt: Yes

Grants: Yes

Entrepreneurs du Monde is primarily looking for donations/subventions to assess the opportunity to launch a new access to energy program and to carry out market studies. It also needs financial support to launch and scale up the programs. In the medium term, the organization's energy programs aim to achieve financial sustainability thanks to revenues from sales and carbon finance; it will look for social investors to increase its working capital.

Non-financial needs

Access to suppliers

Access to new customers within the same country

Technical advice/guidance



***Not-for-profit/NGO – International, Start-up,
Founded in 2012***

www.enventureenterprises.org

ENVenture aims to create and expand sustainable goods ventures (SGVs) in developing countries in order to increase access to low cost lighting, safe water, and cooking technologies that advance the health and sanitation of current living standards while improving the environment. ENVenture will operate by identifying community-based organizations (CBOs) – non-profit groups managed on a local community level that desire to start SGVs, but lack the business know-how to create and scale such operations.

Contact information

Aneri Patel, Executive Director,
aneri.k.patel@gmail.com

Expertise

- ▀ Develop, plan, or evaluate programs and projects
- ▀ Provide financing services to businesses
- ▀ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▀ Conduct program/project management

Countries of operation

Uganda, India

Solutions provided

Clean energy investments

Cooking technology

Lighting

Water filtration, briquettes

Two businesses have been provided with sustainable energy solutions in 2012.

2012 financials

Revenues: \$5,000

Expenses: \$4,000

Funding needs

Grants: \$50,000

Capital raised so far: \$7,000

As a 501(c)(3) organization, ENVenture is interested in accepting grant funding to conduct operations.

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring



EUREKA FORBES

Large Enterprise, Established

www.eurekaforbes.com

Pioneers in water and air purification systems, vacuum cleaners and security systems, Eureka Forbes recently introduced direct selling in India. Eureka Forbes has operations across 550 cities and towns in India, and is now one of the largest direct selling companies in the world.

Contact information

Dr Rajesh Roy, Head - Strategic Partnerships,
Community Fulfillment,
rajesh.roy@eurekaforbes.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems directly to end users
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Countries of operation
- ▶ Africa, South East Asian Countries, Europe

Solutions provided

Solar generation

Clean energy investments

Lighting

Solar lanterns, non-electric water purifiers

2012 financials and funding needs

Please contact the organization for further details.



FACT FOUNDATION

**Not-for-profit/NGO - International, Scaling-up,
Founded in 2004**

www.fact-foundation.com

FACT promotes sustainable biofuels and bioenergy for local communities in developing countries, by providing knowledge and expertise on biofuel implementation, by field testing innovative bio-fuels and by giving specialist advice on demand. FACT is a professional, enthusiastic and business oriented organization providing advice, know-how and investing in local bioenergy solution projects worldwide.

Contact information

productivebiogas@fact-foundation.com

Expertise

- ▀ Design and manufacture energy devices or integrated systems
- ▀ Sell energy devices or systems directly to end users
- ▀ Develop, plan, or evaluate programs and projects
- ▀ Integrate, install, maintain, or provide other services for energy systems
- ▀ Provide financing services to end users
- ▀ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▀ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▀ Conduct program/project management
- ▀ Perform business consulting services
- ▀ Conduct business or stakeholder development

Countries of operation

Tanzania, Kenya, Uganda, Zambia, Democratic Republic of the Congo, Mali, Colombia, Costa Rica, Peru, Honduras, Panama, Laos, Indonesia, India, Vietnam

Solutions provided

Biomass generation
Energy efficiency
Energy storage
Mini/micro-grids
Lighting
Bioenergy, Biogas

14,433 direct end users and 75,422 indirect have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

- ▀ In 2005-2009, FACT ran a large R&D program on the use of biofuel crops for local energy production in developing countries, resulting in 3 large pilot projects on biofuel production for local development and access to electricity to thousands of people.

- ▀ In 2009-2013, FACT has been running a support program for innovative projects in the field of bioenergy for 14 bioenergy projects in Africa, Latin America and Asia with grants ranging from approximately €25,000 to €250,000. This Program reached 14,433 direct beneficiaries and 75,422 indirect beneficiaries by improving their access to green energy and increasing their income. In total 2,114 tons of CO2 savings were realized on an annual basis.
- ▀ FACT has developed a series of Jatropha handbooks that provided factual and realistic knowledge on Jatropha. FACT has been the first organization that has tested coffee pulp for ethanol production for coffee cooperatives.
- ▀ FACT has been the initiator of a new, innovative biogas concept that provides a low cost, low-tech solution that can reduce at least 50% of diesel consumption in rural Africa.

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

- ▀ Access to suppliers
- ▀ Access to new customers within the same country
- ▀ Access to new customers in another country
- ▀ Administrative assistance (human resources, accounting, financial management, business development)
- ▀ Mentoring
- ▀ New leadership
- ▀ Technical advice/guidance

FORTIFY ENERGY COMPANY

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2013

www.fortifyenergy.com

Fortify Energy Company is experienced in the financing, funding, development, design, construction, and commissioning of one of the largest leading edge CERTS-based renewables/energy storage/micro-grid sites in the world. This site was funded by the US Department of Energy, California Energy Commission, and California Public Utilities Commission.

Contact information

Craighton (Craig) Gee, Executive and Consultant,
cgeesf@pacbell.net

Expertise

- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Perform business consulting services

Countries of operation

United States; international target markets are Southern China and India.

Solutions provided

Hydroelectric generation
Wind generation
Solar generation
Energy efficiency
Energy storage
Mini/micro-grids
Microcredit
Lighting
Water Conservation

Funding needs

Company equity: Yes
Project equity: Yes
Company debt: Yes
Project debt: Yes
Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)



FRONTIER MARKETS

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2009

www.frontiermkts.com

Frontier Markets seeks innovative solutions to bring high quality-low cost products into millions of Bottom of the Pyramid (BOP) households in rural and peri-urban India. Frontier Markets' mission is to develop and promote goods and services for the Bottom of the Pyramid; focusing on innovations in energy initiatives, clean water and health and hygiene that will make the greatest impact on the lives of peri-urban and rural women and children in India. Frontier Markets' vision is to sell affordable and high social impact durables to 3 million BOP households in rural and peri-urban India by 2015.

Contact information

Ajaita Shah, Co-Founder and Chief Executive Officer, ajaita.shah@frontiermkts.com

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users (individuals, households, or businesses)
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Provide financing services to businesses
- ▶ Provide advisory services (such as market research, technical studies, and feasibility assessments)
- ▶ Perform business consulting services

Countries of operation:

India

Solutions provided

Solar generation

Energy efficiency

Lighting

Major milestones/accomplishments to date

Frontier Markets has sold 10,000 solar solutions; expanded its operations to two states of India (Rajasthan and Andhra Pradesh) working with five clean energy manufacturers; has opened three service centers and helped establish 75 solar entrepreneurs to date.

2012 financials:

Revenues: \$125,000

Expenses: \$285,000

Funding needs

Company debt: Yes

Grants: \$500,000

Capital raised so far: \$500,000

Frontier Markets has closed a bridge financing round of \$150,000 for its for-profit company to focus on product procurement in 100W, 200W, and 1KV systems. The company is seeking grant funding to build its ICT solutions for distribution, to partner in replication pilots, to hire a team of marketing and education initiatives that run parallel to our work, to

create a better impact tracking systems, and share findings with the sector for better collaboration. This funding will activate technology pilots, energy financing pilots, new product testing, helping other social businesses scale, and replicate our model in other areas globally. Debt financing is also requested for product procurement.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ New leadership
- ▶ Technical advice/guidance



FUNDACION UN LITRO DE LUZ COLOMBIA

Not-for-profit/NGO – Local, Scaling-up, Founded in 2011

www.unlitrodeluzcolombia.org

'Liter of Light Colombia' is a nonprofit organization working towards the improvement of quality life for marginalized sectors of society through social innovation. In 2013 it chose the city of Santiago de Cali for the implementation of its most important project to date: lighting homes and transforming the lives of 1,000 families with the support of major state agencies such as DPS (Department for Social Prosperity), ANSPE (National Agency for

Overcoming Extreme Poverty), ICBF (Colombian Family Welfare Institute), We Mas, Colombia Humanitarian and the mayor of Cali, among others.

Contact information

Camilo Jose Herrera Diaz, President and Founder,
gerencia@unlitrodeluzcolombia.org

Expertise

- ▀ Integrate, install, maintain, or provide other services for energy systems
- ▀ Countries of operation
- ▀ Colombia, Mexico, Bolivia, Brazil

Solutions provided

- ▀ Solar generation
- ▀ Energy efficiency
- ▀ Lighting
- ▀ Major milestones/accomplishments to date
- ▀ Lighting 1,000 homes in Cali (Pepsi Project)
- ▀ Lighting a soccer field in Bogota with renewable energy (Philips Project).

2012 financials

Revenues: \$45,000

Expenses: \$45,000

Funding needs

Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▀ Access to suppliers
- ▀ Administrative assistance (human resources, accounting, financial management, business development)
- ▀ Mentoring
- ▀ Technical advice/guidance



FUNDACION ACCIONA MICROENERGIA

Finance Organization/ Foundation, Established, Founded in 2008

[www.accionacom/sustainability/
accionamicroenergia-foundation](http://www.accionacom/sustainability/accionamicroenergia-foundation)

The ACCIONA Microenergy Foundation (FUNDAME) is the channel through which ACCIONA channels its social action activities related to basic services, set up to facilitate sustainable access to basic services such as energy, water and infrastructure to isolated rural populations in developing countries.

Contact information

Julio Eisman, General Manager,
cenag100@accionacom

Expertise

- ▀ Develop, plan, or evaluate programs and projects
- ▀ Integrate, install, maintain, or provide other services for energy systems
- ▀ Conduct program/project management
- ▀ Conduct business or stakeholder development

Countries of operation

Peru and Mexico

Solutions provided

- ▀ Solar generation
- ▀ Energy storage
- ▀ LightingOther (please specify)
- ▀ Communications (radio, TV)
- ▀ 1,300 households in Peru have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

- ▀ In 2009, FUNDAME started the non-profit association ACCIONA Microenergia Peru (AMP) to provide basic electricity services with solar home

systems (SHS) to isolated rural poor communities in Peru. In 2011, with 610 SHS in operation, AMP was recognized by the Supervisory Agency for Investment in Energy and Mining (OSINERGMIN) as an electricity provider, the first one in Peru with SHS exclusively. With 3,000 SHS in operation by the end of 2013, in 2014 AMP expects to be economically sustainable.

- In 2012, FUNDAME started the non-profit association ACCIONA Microenergía Mexico (AMM) in order to provide basic electricity services, with small solar home systems (SSHS), to isolated rural poor communities in Mexico. In 2013, AMM has installed its first 10 SSHS, starting the Program “Luz en Casa Oaxaca”. By the end of this year, 200 more SHS are expected to have been installed.

Funding needs

Project equity: Yes

Project debt: Yes

Grants: Yes

- FUNDAME is exploring possible collaborations with microfinance institutions and telecom operators (pre-paid system), as well as technology innovations to improve its model in Peru.
- AMP is training local people to be technician-entrepreneurs who can install and maintain Solar Home Systems (SHS), and sell compatible electrical devices; increasing funding is fundamental to strengthen this activity and widen their scope and number of beneficiaries.
- Another project recently started (2012) in Peru is “Luz Comunitaria” (Community Light): 40 community centers of Cajamarca (schools, churches, health centers) are expected to be electrified, replicating the business provision model of “Luz en Casa”. 5 of them have already been electrified as a demonstration project, and 10 more centers will be by the end of 2013; the remaining 25 centers need funding.
- In addition, FUNDAME aims to direct its activities to other geographical areas and basic services. The development of new programs will depend on obtaining the necessary technical and economic support, as well as the authorities’ involvement.

Non-financial needs

Access to new customers within the same country

Access to new customers in another country

Technical advice/guidance



GROUP FOR THE ENVIRONMENT, RENEWABLE ENERGY AND SOLIDARITY (GERES)

Not-for-profit/NGO - International, Established, Founded in 1976

www.geres.eu

Set up in Marseilles in 1976 following the first oil crisis, GERES is a development NGO specializing in sustainable energy and environmental protection. With its team of more than 200 professionals, GERES develops technologies and services to build sustainable economic value chains, bringing in the human, social and cultural dimensions of its areas of operation.

Contact information

Cecile Henriot, c.henriot@geres.eu

Expertise

- Design and manufacture energy devices or integrated systems
- Develop, plan, or evaluate programs and projects
- Integrate, install, maintain, or provide other services for energy systems
- Provide financing services to businesses
- Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- Provide advisory services (market research, technical studies, and feasibility assessments)
- Conduct program/project management
- Perform business consulting services
- Carbon finance expertise

Countries of operation

France, Europe, Morocco, Egypt, Senegal, Mali, Benin, Afghanistan, Tajikistan, Mongolia, India, Cambodia

Solutions provided

Biomass generation
Hydroelectric generation
Solar generation
Energy efficiency
Clean energy investments
Cooking technology

In the last 10 years, 2 million cookstoves users were established in Cambodia, and 1,000 solar passive houses were built in Afghanistan.

Major milestones/accomplishments to date

In 2012, GERES lead several programs: dissemination of energy efficiency techniques in private housing and passive solar greenhouses for local vegetable production in cold regions (Afghanistan, Tajikistan, and Mongolia); improved cooking stoves production and distribution in Cambodia and in West Africa; and production of local renewable fuel in Mali and Benin.

2012 financials

Revenues: \$ 14,000,000
Expenses: \$ 14,000,000

Funding needs

Grants: Yes

GERES needs “short-term funds” to develop innovation and techniques in pilot projects, and “long-term funds” to disseminate proved solutions, mostly via local stakeholders (local enterprises, cooperatives, etc.). In the first case, subsidies are essential to support research costs. In the second case, a business model is always defined to disseminated solutions; then, mixed subsidies and loans could be employed. As a non-profit organization, GERES also needs funding to support its structure and operating costs.

Non-financial needs

Funding advice/guidance

GIC CADIRE CAMEROON

Not-for-profit/NGO – Local, Scaling-up, Founded in 2006

Contact information

Augustin Yves Mbock Koked, Entrepreneur and Managing Director, yvesmbock@yahoo.fr

Expertise

- ▶ Import or export products to and from other countries
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Conduct program/project management
- ▶ Conduct business or stakeholder development

Countries of operation

Central Africa countries and Cameroon

Solutions provided

Biomass generation
Energy efficiency
Energy storage
Clean energy investments
Cooking technology
Lighting

Funding needs

Project debt: Yes
Grants: \$2,000,000

GIC CADIRE will run a project as a public and private partnership with the Cameroon Government Minister of Environment, Nature Protection and Sustainable Development. It requests a concessional loan of \$30,000,000, with \$2,000,000 as grant funding, and a reimbursement period of 20 years.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country

- ▮ Administrative assistance (human resources, accounting, financial management, business development)
- ▮ Mentoring
- ▮ New leadership Technical advice/guidance



GLOBAL BIOTECHNOLOGY TRANSFER FOUNDATION

Not-for-profit/NGO – International, Scaling-up,
Founded in 2009

www.gbtfoundation.org

The Global Biotechnology Transfer Foundation (GBTF) is an international, not-for-profit organization, with the mission to promote awareness of the potential for biotechnology to support sustainable, long-term, socio-economic development.

Contact information

Clifford Spencer, Chief Executive Officer,
cliff.spencer@gbtfoundation.org

Expertise

- ▮ Import or export products to and from other countries
- ▮ Develop, plan, or evaluate programs and projects
- ▮ Integrate, install, maintain, or provide other services for energy systems
- ▮ Conduct program/project management Perform business consulting services
- ▮ Bio Feedstock supply - all aspects

Solutions provided

Biomass generation
Mini/micro-grids
Hot water
Lighting

Operations will commence in 2014.

2012 financials

Revenues: \$7,846
Expenses: \$7,846

Funding needs

Company debt: Yes
Project debt: Yes
Grants: Yes

Details of investment needs are available upon request from the organization.

Non-financial needs:

Networking



GoodXgames

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2013

www.thesolargames.com

goodXgames is a studio making video games for real world impact. The first effort, The Solar Games, is a social impact video game that empowers players to create change in the world by providing energy solutions. Impact networks have also been arranged with partners in Haiti to provide solar solutions throughout the country.

Contact information

Bradley Bulifant, Chief Executive Officer/Executive Producer, bradley@thesolargames.com

Expertise

- ▀ Design and manufacture energy devices or integrated systems
- ▀ Develop, plan, or evaluate programs and projects
- ▀ Provide financing services to end users
- ▀ Provide financing services to businesses
- ▀ Conduct program/project management
- ▀ Conduct business or stakeholder development

Countries of operation

Haiti, China

Solutions provided

Solar generation
Clean energy investments
Microcredit

Funding needs

Company equity: \$750,000
Capital raised so far: \$15,000

Equity funding is requested to continue the technical development of programmers, 3D modelers, animators and artists. For the Haiti operations, goodXgames needs to finalize its partner management structure, training, feedback and reporting structure for the program.

Non-financial needs

- ▀ Access to new customers in another country
- ▀ Administrative assistance (human resources, accounting, financial management, business development)
- ▀ Mentoring



**GSES INDIA SUSTAINABLE ENERGY
PVT. LTD.**

***Small- or Medium-Sized Enterprise (SME),
Established, Founded in 1997***

www.gses.in

GSES is a multi-disciplinary organization specializing in professional services and training across the Renewable Energies sector and comprises a team of highly experienced systems engineers, designers and installers and accredited trainers.

Contact information

Dwipen Boruah, Managing Director,
dwipen.boruah@gses.in

Expertise

- ▀ Design and manufacture energy devices or integrated systems
- ▀ Develop, plan, or evaluate programs and projects
- ▀ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▀ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▀ Conduct program/project management
- ▀ Perform business consulting services
- ▀ Conduct business or stakeholder development

Countries of operation

Asia, Pacific, Australia and New Zealand, Africa, Association of Southeast Asian Nations (ASEAN)

Solutions provided

Biomass generation
Hydroelectric generation
Solar generation
Energy efficiency
Energy storage

Mini/micro-grids
Clean energy investments
Microcredit
Cooking technology
Hot water
Lighting

Major milestones/accomplishments to date

- ▶ GSES India has prepared a master plan for developing the Pondicherry University Solar Campus. The scope of work involved carbon footprint assessments, energy audits, site assessments, feasibility report for solar water heating systems, solar steam cooking systems for use in the hostel mess, rooftop solar PV systems and a micro wind farm for the university campus.
- ▶ GSES India was the technical partner of a consortium for the implementation of a framework for greater awareness about Rajiv Gandhi Grameen Vidyutikaran Yojana (RGGVY) in the Nawada district in Bihar, as part of a project of the Ministry of Power with core funding from UNDP.
- ▶ GSES India is providing advisory services to Mercy Corps India for developing a commercially viable business plan through micro enterprises for the promotion of solar lighting systems. GSES will help identify and assess entrepreneurs to run micro enterprises, and carry out a due diligence study on available technology and products available in the Indian market.

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

Access to suppliers
Access to new customers within the same country
Access to new customers in another country
Access to a manufacturer



HELIO International

Not-for-profit/NGO - International, Established, Founded in 1997

www.helio-international.org

HELIO International is a non-governmental organization based in Paris, France. HELIO coordinates the development and execution of projects, liaises with energy experts and ensures regional representation on issues concerning energy sustainability.

Contact information

Helene Connor, Honorary President,
hcl@helio-international.org

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Conduct business or stakeholder development
- ▶ Develop methodologies and indicators to assess and monitor energy developments

Solutions provided

Energy efficiency
Clean energy investments
Sustainable energy policy
Application of methodologies in African countries.

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

New leadership



HOMER ENERGY

**Small- or Medium-Sized Enterprise (SME),
Established, Founded in 2009**

www.homerenergy.com

The HOMER energy modeling software is a powerful tool for designing and analyzing hybrid power systems. For either grid-tied or off-grid environments, HOMER helps determine how variable resources such as wind and solar can be optimally integrated into hybrid systems.

Contact information

Peter Lilienthal, Chief Executive Officer,
peter@homerenergy.com

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Perform business consulting services
- ▶ Conduct business or stakeholder development
- ▶ Distribute & support design software

Countries of operation

193 countries

Solutions provided

Design software and consulting, market access services

HOMER had more than 20,000 users in 2012.

2012 financials

Available upon request from the organization.

Funding needs

Company equity: Yes
Company debt: Yes
Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

New leadership



illumination ILLUMINATION

**Small- or Medium-Sized Enterprise (SME),
Established, Founded in 2009**

www.illuminationsolar.com

Illumination creates renewable energy products that relieve energy poverty for the world's poorest people; combining cutting edge technology with industry-leading design to bring them the best products for the lowest cost.

Contact information

Nick Barr, Marketing Manager,
nick@illuminationsolar.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale

Countries of operation

Pakistan, Indonesia, Philippines, India, Sri Lanka, Tanzania, South Sudan, Kenya, Uganda, Nigeria, Ghana, Angola, Namibia, Haiti, Australia

Solutions provided

Lighting
Solar phone charging

Over 1 million individuals are using illumination's "Mandarin" solar light worldwide.

Major milestones/accomplishments to date

- ▀ Strategic partnership with Standard Bank for sale of UNFCCC carbon credits (CERs)
- ▀ Established firm foothold in the international aid market, becoming the solar light of choice for DFID (UKAid), USAID, Canadian International Development Agency, and others
- ▀ In 2013, illumination launched an updated version of solar light range (the "Mandarin 2") as well as a new solar phone charger range (the "Lime").

2012 financials

Available upon request from the organization.

Funding needs

Company equity: Yes
Company debt: Yes
Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▀ Access to new customers within the same country
- ▀ Access to new customers in another country
- ▀ Mentoring
- ▀ Technical advice/guidance



ILUMEXICO

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2010

www.ilumexico.mx

Illuméxico is a social enterprise aiming to provide solar energy to communities that do not have electricity in Mexico, addressing the needs of the country through innovation and functionality. Illuméxico develops technologies focused on the needs of rural communities with whom it works, and has adapted an accompanying social program to ensure the sustainability and the long-term benefits of the projects.

Contact information

Manuel Wiechers, Co-founder and Director,
manuw14@gmail.com

Expertise

- ▀ Design and manufacture energy devices or integrated systems
- ▀ Import or export products to and from other countries
- ▀ Sell energy devices or systems to merchants for re-sale
- ▀ Sell energy devices or systems directly to end users
- ▀ Develop, plan, or evaluate programs and projects
- ▀ Provide financing services to end users
- ▀ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▀ Conduct program/project management

Countries of operation

Mexico

Solutions provided

Solar generation
Microcredit

2,000 people have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

- 1,050 solar home systems established through the Energy Ministry
- 4th place in Iniciativa Mexico competition (out of 56,000 contestants), with a \$600,000 prize.

2012 financials

Revenues: \$980,000
Expenses: \$600,000

Funding needs

Project debt: \$750,000
Grants: \$250,000

Grant funding is requested to prove branch model and structure growth, and set up documentation and experience to manage the requested unsecured debt.

Non-financial needs

- Access to suppliers
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Administrative assistance (human resources, accounting, financial management, business development)
- Mentoring
- New leadership
- Technical advice/guidance

INENSUS

INENSUS GmbH

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2005**

www.inensus.com

INENSUS is an acronym for "INtegrated ENergy SUPply Systems". INENSUS is a technology-oriented company, focusing on innovative solutions for decentralized power supply in mini-grids and utility grid-connected systems.

Contact information

Nico Peterschmidt, Managing Director,
NP@inensus.com

Expertise

- Design and manufacture energy devices or integrated systems
- Import or export products to and from other countries
- Sell energy devices or systems directly to end users
- Develop, plan, or evaluate programs and projects
- Integrate, install, maintain, or provide other services for energy systems
- Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- Provide advisory services (market research, technical studies, and feasibility assessments)
- Conduct program/project management
- Perform business consulting services
- Conduct business or stakeholder development

Countries of operation

Senegal, South Sudan, Madagascar, Mali, Uganda, Philippines

Solutions provided

Solar generation
Wind generation
Energy efficiency
Energy storage

Mini/micro-grids
Clean energy investments
Lighting

Two systems connecting 150 households and small businesses were commissioned in 2012.

Major milestones/accomplishments to date

The MicroPowerEconomy demonstration project in Sine Moussa Abdou, Senegal was commissioned in 2010 and has a positive track record. As the Senegalese political framework for mini-grids is almost established fully, the model is being replicated and scaled to 30 additional mini-grid systems. Another 20 systems are already in the pipeline with grant funding secured. Out of these systems, 5 systems are currently being installed, which will bring electricity to approximately 5,000 people.

Funding needs

Project equity: \$2,200,000
Project debt: \$6,800,000
Grants: Yes
Capital raised so far: \$4,000,000

According to the MicroPowerEconomy model, fixed assets (grid, buildings, foundations, smart meters) shall be financed through public sources, whereas equity and debt are used for movable assets (solar modules, inverters, batteries). This guarantees growth without tariff increases. INENSUS is therefore looking for patient equity as well as debt, with a timeline of more than 8 years and a grace period of more than 1 year.

Non-financial needs

Support on the political level nationally and internationally



INNOVATION: AFRICA

***Not-for-profit/NGO - International, Scaling up,
Founded in 2008***

www.innoafrica.org/

Innovation: Africa is a non-profit 501(c)(3) organization that brings Israeli innovation to African villages. In five years, Innovation Africa has provided light, clean water, food and proper medical care to more than 450,000 people in Ethiopia, Tanzania, Malawi and Uganda.

Contact information

Rachel Ishofsky, Associate Executive Director,
Rachel@innoafrica.org

Expertise

- Import or export products to and from other countries
- Develop, plan, or evaluate programs and projects
- Integrate, install, maintain, or provide other services for energy systems
- Conduct program/project management
- Countries of operation
- Tanzania, Malawi and Uganda; soon will expand to South Africa.
- Solutions provided
- Solar generation: Solar power for schools, medical clinics and water pumping systems
- *The systems established serve over 475,000 people.*
- Major milestones/accomplishments to date
- Innovation: Africa is about to complete its 65th solar installation in less than 6 years. Last year, it received Special Consultative Status to ECOSOC.

2012 financials

Revenues: \$507,195

Expenses: \$541,627

Funding needs

Grants: Yes

Capital raised so far: \$2,000,000 since 2008

Innovation: Africa is seeking grant funding as well as corporate funding and individual donations. The 50 projects in its pipeline will take \$750,000 in project funding to implement. Each year, as its budget has grown, Innovation: Africa has expanded its capacity for project implementation. It has hired more personnel both on the ground and in its U.S. office, and is now ready to begin implementing a minimum of 50 projects a year, dependent on the availability of funding.

Non-financial needs

- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Partnerships (organizations working on rural healthcare and education)



INSTITUTE FOR SUSTAINABLE POWER

Not-for-profit/NGO - International, Established, Founded in 1996

www.ispglobal.org

The Institute for Sustainable Power (ISP) is a non-profit organization incorporated in 1996 to coordinate, develop, and maintain international standards for the education and qualification of renewable energy, energy efficiency, and distributed generation providers.

Contact information

Jack Werner, Executive Director,

jackfwerner@aol.com

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct business or stakeholder development

Countries of operation

US, China, Australia, Europe, Island states

Solutions provided

Standards and certification/accreditation

Major milestones/accomplishments to date

International standard for energy training programs; adopted by the U.S. Department of Energy.

Funding needs

Grants: Yes

Details of funding needs are available upon request from the organization.



JUABAR DESIGN

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2012

www.juabar.com

Juabar is a physical kiosk offering mobile phone charging. Juabar brings socio-cultural and

economic platforms to areas exhibiting high mobile phone penetration and limited access to electricity. Juabar is a sustainable business for the operator and provides valuable charging services to their community.

Contact information

Sachi DeCou, Director of Connectivity,
sachi@juabar.com

Expertise

- ▮ Design and manufacture energy devices or integrated systems
- ▮ Import or export products to and from other countries
- ▮ Sell energy devices or systems directly to end users
- ▮ Develop, plan, or evaluate programs and projects
- ▮ Integrate, install, maintain, or provide other services for energy systems
- ▮ Provide financing services to businesses
- ▮ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▮ Conduct program/project management
- ▮ Conduct business or stakeholder development

Countries of operation

Tanzania

Solutions provided

Solar generation
Energy Storage
Lighting

Funding needs

Company equity: Yes
Project equity: Yes
Company debt: Yes
Project debt: Yes
Grants: Yes

To get to its next milestone, Juabar needs \$ 75,000.

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▮ Access to suppliers
- ▮ Access to new customers within the same country
- ▮ Administrative assistance (human resources, accounting, financial management, business development)
- ▮ Mentoring
- ▮ Technical advice/guidance



KINGFISHER CONSULTANTS LTD.

***Small- or Medium-Sized Enterprise (SME),
Established, Founded in 2003***

www.sunlite.co.ke

Started in 2006, the company designs and distributes domestic off grid solar lighting solutions. The product range extends from simple solar torches to one-, two- and four-bulb solutions for rural homes. The Sunlite is an approved Lighting Africa product and has passed both the performance and the quality standards of Lighting Africa.

Contact information

Derek Steel, Managing Director, info@sunlite.co.ke

Expertise

- ▮ Design and manufacture energy devices or integrated systems
- ▮ Import or export products to and from other countries
- ▮ Sell energy devices or systems to merchants for re-sale
- ▮ Sell energy devices or systems directly to end users

Countries of operation

Kenya, Tanzania, Uganda, Australia, South Africa, Botswana, Nigeria

Solutions provided

- ▶ Lighting
- ▶ 30,000 homes have been given access to sustainable energy solutions in 2012.

Funding needs

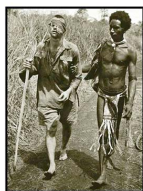
Grants: \$50,000

Capital raised so far: \$100,000

Each Energy Center has a set-up cost of \$5,000 to cover display systems, branding, stock, and marketing material. The funding would allow Kingfisher to set up 10 energy centers to start this process.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)



The Kokoda Track Foundation

KOKODA TRACK FOUNDATION

Not-for-profit/NGO – International, Scaling-up, Founded in 2003

www.kokodatrackfoundation.org

The Kokoda Track Foundation is an Australian philanthropic organization which aims to repay the selfless help given to Australia during WWII by the 'Fuzzy Wuzzy Angels' of Papua New Guinea

by helping to improve the lives and futures of their descendants. It assists their education and health-care, protects their environment, and helps foster the growth of an eco-friendly trekking and tourism industry from which they can benefit, by working to keep the story of Kokoda alive.

Contact information

Genevieve Nelson, Executive Director,
gen.nelson@kokodatrackfoundation.org

Countries of operation

Papua New Guinea

Solutions provided

Solar generation
Microcredit
Lighting

Major milestones/accomplishments to date

The Kokoda Track Foundation works in the areas of education, health, community development and microbusiness across 40 communities in Papua New Guinea. It has distributed 4,500 solar lights to communities in need and established a successful micro-lending scheme with women's groups in 11 villages in Papua New Guinea, who are now earning an income from sustainable solar businesses.

2012 financials

Revenues: \$984,534

Expenses: \$752,630

Funding needs

- ▶ Grants: \$1,057,000
- ▶ Capital raised so far: \$45,000 (for existing 4,500 light distributions)

Grant funding requested for the following project elements:

- ▶ Purchase of solar lights for Oro Province (35,000 lights) - \$350,000
- ▶ Purchase of solar lights for Central Province (47,500 lights) - \$475,000
- ▶ Solar shops lights and establishment (10,000 lights) - \$100,000

- ▮ Education program, micro-lending scheme, and solar training - \$100,000
- ▮ Monitoring and evaluation - \$32,000

Non-financial needs

Mentoring



LAWRENCE BERKELEY NATIONAL LABORATORY

Academic/Research Institution, Established, Founded in 1938

www.lbl.gov

Berkeley Lab is a member of the national laboratory system supported by the U.S. Department of Energy through its Office of Science. It is managed by the University of California and is charged with conducting unclassified research across a wide range of scientific disciplines.

Contact information

Bruce Nordman, Research Scientist,
bnordman@lbl.gov

Expertise

- ▮ Develop, plan, or evaluate programs and projects
- ▮ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▮ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▮ Conduct program/project management
- ▮ Technology and policy development

Solutions provided

Energy efficiency
Mini/micro-grids
Nano-grids

Funding needs

Grants: Yes

Near-term funding needs up to \$3,000,000.

Details of funding needs are available upon request from the organization.

Limyè Pa w

LIMYE PA W (B2D)

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2012

www.limyepaw.com

Limyè Pa w is an initiative by B2D for rural electrification through carbon-neutral Biomass generation and micro-grids. B2D is a social business committed to bringing affordable, reliable and clean energy to resource-constrained communities in Haiti, combining local experience with technical expertise to produce social, environmental and economic returns.

Contact information

Benjamin Shell, bshell@limyepaw.com

Countries of operation

Haiti

Solutions provided

Biomass generation
Mini/micro-grids

Funding needs

Company debt: \$ 500,000

Details of funding needs are available upon request from the organization.

Non-financial needs

Mentoring
Technical advice/guidance



L'INSTITUT TECHNIQUE DE LA COTE SUD (ITCS - HAITI)

Academic/Research Institution, Start-up

www.itcstechnicalinstitute.com

L'Institut Technique de la Cote-Sud (ITCS) is the first technical school of its kind in Haiti with a focus on renewable energy, sanitation technology, environmental management, water purification technology, community health, agribusiness and agriculture. This technical institute proposes to develop the technologies and innovations necessary to begin harnessing local talents to sustain healthy communities in the southern peninsula of Haiti.

Contact information

Morisset St Preux, Founder,
itcstechnicalinstitute@gmail.com

Countries of operation

Haiti

Solutions provided

Training in solar and wind energy and small clean business development

2012 financials and funding needs

Please contact the organization for further details.

Funding needs

Project equity: \$5,000



LittleSun GmbH

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2012

www.littlesun.com

Little Sun is a high-quality solar-powered lamp in the shape of a hand-sized sun developed by artist Olafur Eliasson and engineer Frederik Ottesen. Little Sun is a social business that produces these lamps and distributes them worldwide by establishing sustainable trade routes, allowing off-grid distributors to profit while bringing light to local users.

Contact information

Anna Eschner, Office Management and Distribution,
business@littlesun.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Conduct program/project management

Countries of operation

Burundi, Ethiopia, Kenya, Senegal, South Africa, Uganda, Zimbabwe, EU, USA, Australia, Japan, Grenada, Norway, Switzerland

Solutions provided

Lighting

100,000 units distributed in 2012.

Major milestones/accomplishments to date

Since its launch in July 2012 at Tate Modern, London, Little Sun has received Lighting Africa certification, opened six off-grid shops and distributed more than 100,000 lamps.

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)



LUMENIR, INC.

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2011

www.lumenir.com

Lumenir is an energy-as-a-service company that provides complete renewable energy solutions to individuals, businesses or communities living in middle- and low-income countries. Lumenir provides low-cost, well-designed, high quality products to its customers using an innovative selling strategy.

Contact information

Bryan Silbermann, Founder and Chief Executive Officer, bsilbermann@lumenir.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Sell energy devices or systems directly to end users
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users
- ▶ Provide financing services to businesses

Countries of operation

Guatemala

Solutions provided

Solar generation

Lighting

Pay-as-you-go household energy and internet services

2012 financials

Revenues: \$221,761

Expenses: \$197,132

Funding needs

Company equity: Yes

Project equity: Yes

Project debt: Yes

Grants: Yes

Lumenir would like to sell approximately \$3,000,000 in equity to seed operations in Guatemala, with a business model based on project debt that is repaid in 3 years or less.

Details of funding needs are available upon request from the organization.

Non-financial needs

Mentoring



LUMETER NETWORKS, INC.

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2012

www.lumeter.net

Lumeter has developed an affordable pre-paid meter particularly suitable to low-power micro-grids that it provides to renewable energy company partners in developing countries, so that they can provide power to poor rural customers.

Contact information

Grant Hunter, Senior Vice President,
grant@lumeter.net

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Design, develop and sell low-cost pre-paid electricity meters and accounting platform to renewable energy partners globally

Countries of operation

Peru, Zambia, India

Solutions provided

Pre-paid electricity meter and cloud-accounting platform

2012 financials

Expenses: \$ 42,000

Funding needs

Company equity: \$500,000

Project debt: Yes

Capital raised so far: \$275,000

Lumeter is raising \$500,000 in convertible debt in this round, of which \$85,000 is committed. At the end of the year, Lumeter expects to be in at least two more countries and ready for an A-round, of around \$1,500,000, which would take the organization to profitability.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)



MERA GAO POWER (MGP)

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2010

www.meragaopower.com

Mera Gao Power builds and operates micro grids in Uttar Pradesh, India, serving off-grid villages with high quality, dependable lighting and mobile phone charging services. By tailoring its micro-grid design to meet the specific needs of poor, off-grid households, MGP has developed the lowest cost micro grid in operation.

Contact information

Nikhil Jaisinghani, Director,
njaisinghani@meragaopower.com

Countries of operation

India

Solutions provided

Mini/micro-grids

3,000 households have been provided with sustainable energy services in 2012.

Funding needs

Company debt: \$3,000,000

MGP requires debt funding on a project finance basis to cover its expansion through 2014 and 2015. This capital will be used for new construction, as all operations are covered by revenue.



Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2008

www.minergynepal.com

MinErgy is an organization based primarily in Chakupat, Lalitpur dedicated to and working on improved energy, environment and health conditions within its home country of Nepal as well as in the international sector. It currently offers a wide range of services in fields such as renewable energy, climate change mitigation, adaption and preparedness on climate-induced disasters.

Contact information

Usha M. Manandhar, Program Coordinator,
Social Development,
usha.manandhar@minergynepal.com

Expertise

- ▀ Design and manufacture energy devices or integrated systems
- ▀ Import or export products to and from other countries
- ▀ Sell energy devices or systems directly to end users
- ▀ Develop, plan, or evaluate programs and projects
- ▀ Integrate, install, maintain, or provide other services for energy systems
- ▀ Provide financing services to end users
- ▀ Conduct program/project management

Countries of operation

Nepal

Solutions provided

Biomass generation
Solar generation
Energy efficiency
Clean energy investments
Cooking technology
Lighting

300 households equipped with improved cooking stoves; 3 industries with sustainable energy solutions in 2012.

2012 financials

Revenues: \$163,718

Expenses: \$161,411

Funding needs

Grants: Yes

As marketing of improved cookstoves has been difficult in Nepal due to its increased price when imported from India (including transportation cost and tax), MinErgy is seeking funding to reach all the potential customers in Nepal with affordable prices.

Non-financial needs

Access to new customers within the same country

MINISTRY OF ENERGY & PETROLEUM, GHANA

Government Agency, Established

Contact information

Gifty Tettey, Managing Bioenergy Director,
gdtettey@gmail.com

Expertise

- ▀ Develop, plan, or evaluate programs and projects
- ▀ Formulate, implement, monitor and evaluate renewable energy policies

Countries of operation

Ghana

Solutions provided

Biomass generation
Hydroelectric generation
Solar generation
Wind generation
Energy efficiency
Mini/micro-grids
Clean energy investments
Cooking technology
Hot water
Lighting

Over 2,400 systems have been installed so far.

Major milestones/accomplishments to date

- ▀ Solar systems installed in about 831 Public Institutions (education and health facilities and security outpost) nationwide
- ▀ A total of 5,663 Solar systems and lanterns were sold under the GEDAP / ARB Apex Solar Project
- ▀ Over 10 businesses engaged in household energy for the cooking sub-sector are monitored.

Funding needs

Grants: \$2,000,000

Details of funding needs are available upon request from the organization.

Non-financial needs

Technical advice/guidance

MT ELGON HYDRO POWER COMPANY LTD.

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2000

Contact information

Masifa Davis, masifad@yahoo.com

Expertise

- ▀ Sell energy devices or systems directly to end users
- ▀ Develop, plan, or evaluate programs and projects
- ▀ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▀ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▀ Perform business consulting services

Countries of operation

Uganda

Solutions provided

Hydroelectric generation
Energy storage

2012 financials

Expenses: \$150,000

Funding needs

Company equity: Yes
Project equity: Yes
Company debt: Yes
Grants: Yes
Capital raised so far: \$1,000,000

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Technical advice/guidance

MUNDO SOLAR

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2011

www.mundo-solar.com

Mundo Solar is a company founded in Honduras with the goal to optimize renewable resources in domestic and industrial areas with proven security and a return on investment in the short term.

Contact information

Sebastian Lucoqui, mundosolar11@hotmail.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management

Countries of operation

Angola

Solutions provided

Solar generation
Wind generation
Mini/micro-grids

20 households have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

Mundo Solar has established a mini-grid demonstration project site in Damba, a small town in the region of Uige in the north of Angola, where the individual mini-grids might be interconnected with medium voltage lines in the future. The center of Damba is assumed to have 3,000 inhabitants, 60 shops and 25 workshops that will get access to electricity from the mini-grid.

2012 financials

Revenues: \$25,000

Expenses: \$45,000

Funding needs

Project equity: Yes

Company debt: Yes

Capital raised so far: 150,000

Mundo Solar requires investment for movable assets as well as operational costs to provide maintenance services. A project runtime of 15 years has been considered for all equipment in terms of lifetime and replacement requirements (annual electricity sales 92,564kWh).

Details of funding needs are available upon request from the organization.

NAMALERE FOREST CONSERVATION

Large Enterprise, Scaling-up, Founded in 2008

Contact information

John Mulefu Ojwolo, Executive Coordinator,
joywolo@yahoo.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Sell energy devices or systems to merchants for re-sale

- Sell energy devices or systems directly to end users
- Develop, plan, or evaluate programs and projects
- Provide advisory services (market research, technical studies, and feasibility assessments)
- Conduct program/project management

Countries of operation

Kenya

Solutions provided

Biomass generation
Energy efficiency
Clean energy investments
Cooking technology

6,534 users (148 households) have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

Namalere has done a feasibility study and acquired power purchase agreement from the government, upgraded the site's electrical infrastructure, mobilized the community as well as sugar factories for supply agreements, designed the biomass plant, and set up a business plan with a technical advisory board.

Funding needs

Company equity: Yes
Project equity: \$21,258,555
Company debt: Yes
Project debt: \$6,250,000
Grants: Yes

The 50MW biomass energy co-generation plant to be built in Bumgoma, Western Kenya is seeking \$27,508,550 for the construction, installation, and development of the biomass power plant, and the equipment to produce power and sell it to the national grid.

Non-financial needs

Access to suppliers
Access to new customers in another country
Technical advice/guidance

NORD ENERGY AFRIQUE SARL

***Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2008***

Contact information

Alassane Diagne, nordenergyafrique@yahoo.fr

Expertise

- Design and manufacture energy devices or integrated systems
- Import or export products to and from other countries
- Sell energy devices or systems directly to end users
- Develop, plan, or evaluate programs and projects
- Integrate, install, maintain, or provide other services for energy systems
- Provide financing services to end users
- Perform business consulting services

Countries of operation

Germany, Poland, Serbia, Nigeria, Ghana, Senegal, Dominican Republic, Mexico, Burkina Faso

Solutions provided

Hydroelectric generation
Solar generation
Wind generation
Energy efficiency
Energy storage
Mini/micro-grids
Clean energy investments
Cooking technology
Lighting

Major milestones/accomplishments to date

Nord Energy has undertaken a solar street lighting project across Nigeria.

2012 financials and funding needs

Details are available upon request from the organization.

Non-financial needs

Access to suppliers
Access to new customers within the same country
Access to new customers in another country
Access to a manufacturer
Administrative assistance (human resources, accounting, financial management, business development)
Technical advice/guidance



NURU ENERGY

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2009**

www.nuruenergy.com

Nuru Energy has developed a one-of-a-kind robust and simple-to-use off-grid recharging platform, the Nuru POWERCycle™ pedal generator. The POWERCycle™ provides reliable clean, sustainable power anytime, anywhere and is more efficient than current solar-based solutions at a fraction of the cost. It is used to recharge both mobile phones as well as Nuru Energy's own portable modular LED lights. Nuru works with local organizations to recruit and train micro-franchise entrepreneurs who sell Nuru's LED lights to their community and then offer POWERCycle™ recharging services for a small fee.

Contact information

Sameer Hajee, Chief Executive Officer,
sameer_hajee@yahoo.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale

- ▶ Sell energy devices or systems directly to end users (individuals, households, or businesses)

Countries of operation:

Rwanda, Kenya, Uganda, India, South Africa

Solutions provided

Solar generation
Lighting

Funding needs

Company equity: Yes
Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ New leadership



OMNIGRID MICROPPOWER COMPANY PVT. LTD.

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2011**

www.omcpower.com

OMC is a new type of power company that builds small-scale power plants with renewable sources in locations where there is no reliable power grid. OMC sells power to both mobile networks and rural communities, and offers additional services to both customer segments – including managed services, operations & management, cable TV, and internet.

Contact information

Dinesh Gupta, Head, Roll-out and Operations,
dinesh.gupta@omcpower.com

Expertise

- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Doorstep community services

Countries of operation

India

Solutions provided

Solar generation

15,000 individuals and 3,000 households have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

- ▶ OMC has completed 10 solar-based micro-grid plants, serving 16 rural telecom towers, a bank, a college and a fuel pump; also serving 6,000 rural community households (approximately 30,000 individuals) with charged power-packed lanterns as a doorstep service to the villagers. As a result, the telecom companies have removed diesel gen-sets, resulting in a pollution-free environment and 100% network availability, with villagers having access to telecom services at all times. 6,000 households and rural shops have clean bright LED lights, with cost savings associated with switching out of kerosene and obvious socio-economic impacts.

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

Access to suppliers
Access to a manufacturer



ONergy

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2009**

www.ONergy.in

ONergy aims to facilitate last-mile access to clean energy solutions for lighting, cooking and electrification in rural India. ONergy aims to create an ecosystem which connects technology, finance and grassroots organizations - to manage the needs, aspirations and resources of rural Bottom of the Pyramid beneficiaries.

Contact information

Piyush Jaju, Director, piyush@onergy.in

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Countries of operation
- ▶ India (specifically operating in East India - West Bengal, Orissa, Jharkhand)

Solutions provided

- ▶ Solar generation
- ▶ Mini/micro-grids
- ▶ Lighting

Major milestones/accomplishments to date

- ▶ Impacted the lives of over 100,000 people across more than 500 villages, with sales of over 20,000 solar systems
- ▶ Established 8 Renewable Energy Centers in West Bengal and Odisha, Jharkhand

- ▶ Achieved three times growth in 2012-2013 with sales of Rs 2 Crores (US \$400,000)
- ▶ Targeted turnover for 2013-2014 is Rs. 5.5 Crores (US \$1,000,000).

2012 financials

Revenues: \$370,000

Expenses: \$369,000

Funding needs

Company equity: \$1,200,000

Grants: \$170,000

Capital raised so far: \$600,000

Total investment requirement of \$ 1,200,000 is primarily needed as equity investment, unless local debt financing on reasonable terms is also feasible. Grant requirement of \$ 170,000 is for the non-profit SwitchON to cover trainings.

Non-financial needs

Access to suppliers

Access to new customers within the same country

Technical advice/guidance



ORISSA STATE VOLUNTEERS AND SOCIAL WORKERS ASSOCIATION

Not-for-profit/NGO - Local, Scaling-up, Founded in 1980

www.osvswa.org/index.htm

Orissa State Volunteers and Social Workers Association (OSVSWA) is a development entity with a commitment for social development through empowerment. The organization was established to

promote volunteerism and social action to create a self-dependent and sustainable rural society. The organization has been dedicated to the eradication of poverty and fortifying the quality of life of poor, destitute and marginalized section of people for last 3 decades.

Contact information

Dillip Pattanaik, Executive Director,

dillip.pattanaik@osvswa.org

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management

Countries of operation

India

Solutions provided

Biomass generation

Solar generation

Cooking technology

Major milestones/accomplishments to date

- ▶ Organization recognized as an IRAP (Integrated Rural Accessibility Planning) expert internationally
- ▶ Helped develop the "Mission 2030: Rural Roads in India" for Ministry of Rural Development, GOI, Developed IRAP Manual for Orissa for International Labor Organization
- ▶ Developed Manual on Rural Road Construction and Maintenance now adopted by the Government of Orissa under the Mahatma Gandhi National Rural Employment Guarantee Act (NREGA)
- ▶ Installation of Biogas plant, provision of solar powered drinking water services, model demonstration of rural infrastructure.

2012 financials

Revenues: \$50,000

Expenses: \$50,000

Funding needs

Grants: Yes

Capital raised so far: \$8,000

OSVSWA needs grant funding to replicate its demonstration model, and support piloting various projects in household energy and agriculture.

Non-financial needs

Access to new customers within the same country

Access to new customers in another country

Access to a manufacturer

PACIFIC AIR CONDITIONING SERVICES

***Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2002***

www.energytreesystems.com

Pacific Air Conditioning Services is developing a unique Solar Compressor Pump (patent pending) that will directly power residential and commercial building air conditioning systems without requiring external electric power to run the refrigerant compressor. The surplus heat energy is harnessed separately through a Co-Generating Heat Exchanger to provide useful electric current and/ or hot water service.

Contact information

Craig Mc Kenzie, President, pas_cm1@msn.com

Expertise

Heating, Ventilation, and Air Conditioning (HVAC)

Contracting Firm

Countries of operation

United States

Solutions provided

Solar generation

Energy efficiency

Hot water

Renewable Energy

Funding needs

Project equity: Yes

Project debt: Yes

Grants: \$3,000,000

Pacific Air Conditioning Services is looking for grant funding, and is open to project equity and debt funding, to be used to speed up the project Research and Development and bring the product to market.

Non-financial needs

Access to new customers within the same country

Access to new customers in another country

Access to a manufacturer

Mentoring

Technical advice/guidance



POLLINATE ENERGY

***Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2012***

www.pollinateenergy.org

Pollinate Energy is a not-for-profit social business providing access to affordable clean energy technology that improves the livelihood of poor people living in India's urban slums. By enabling consumer access to sustainable energy solutions and creating opportunities for locals to establish their own sustainable energy businesses, Pollinate Energy has a positive social impact on the underprivileged communities and stakeholders with whom it works.

Contact information

Monique Alfris, Director, mon.a@pollinateenergy.org

Expertise

- ▶ Sell energy devices or systems directly to end users
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users
- ▶ Provide financing services to businesses
- ▶ Conduct program/project management

Countries of operation

India, Australia

Solutions provided

Solar generation
Energy efficiency
Microcredit
Cooking technology
Lighting

Major milestones/accomplishments to date

19 students from Australia and 12 students from India have been engaged in a one-month program to train and support our sales agents while gaining social entrepreneurship skills.

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Technical advice/guidance



POLYMER ENERGY COMPANY EPZ LTD.

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2011

www.pecol.co.ke

Polymer Energy Company (EPZ) Limited (PECOL) is a Kenya-based green industrial that works with local partners to develop sustainable resource-cycles. Its core activities consist of the sorting, transferring, recycling and treatment of waste streams from individuals, businesses and local authorities, through a reliable network of transfer stations, re-cycling parks and material recovery plants for reuse as raw material or fuel alternatives in agriculture, manufacturing and energy sectors.

Contact information

Andrew Amadi, Technical Director,
andy.amadi@gmail.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users (individuals, households, or businesses)
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments, etc.)
- ▶ Conduct program/project management
- ▶ Perform business consulting services

Countries of operation:

Kenya

Solutions provided

Biomass generation
Geothermal generation
Solar generation
Wind generation
Energy efficiency
Clean energy investments

Funding needs

Company equity: Yes
Project equity: Yes
Company debt: Yes
Project debt: Yes
Grants: Yes
Capital raised so far: \$40,000

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to a manufacturer
New leadership

POWER TO THE PEOPLE POWER TO THE PEOPLE

***Not-for-profit/NGO - International, Scaling-up,
Founded in 2008***

www.powertothepeople.org

Power to the People is a 501(c)(3) non-profit organization working with volunteers to bring solar electricity to community buildings in rural areas of the developing world.

Contact information

Jenean Smith, Founder,
jenean@powertothepeople.org

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Conduct program/project management

Countries of operation

Nicaragua

Solutions provided

Solar generation
Lighting

Major milestones/accomplishments to date

Power to the People has installed off-grid PV systems in 11 communities in Nicaragua. This project has impacted more than 4,500 people living in rural poverty, and has facilitated cross-cultural learning with the participation of more than 100 North American volunteers who helped install the PV systems alongside local volunteers. In 2012, Power to the People launched a solar lighting program, which has brought solar lamps to more than 100 households in rural Nicaragua, replacing kerosene lamps.

Funding needs

Grants: \$120,000

Power to the People is seeking grant funding to allow expansion to other areas of Nicaragua and Central America. \$120,000 would enable Power to the People to bring solar electricity to 5-7 additional rural communities and would fund the creation of additional training materials.



POWER UP GAMBIA

Not-for-profit/NGO – International, Scaling-up

www.powerupgambia.org

Power Up Gambia, with its mission to provide reliable, responsible electricity and water to health facilities in western Gambia, serves to increase access to health care for poor people and to reduce the toll of “modernization” on our planet, working on social and ecological justice.

Contact information

Lynn McConville, Executive Director,
lmcconville@powerupgambia.org

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Conduct program/project management
- ▶ Countries of operation
- ▶ The Gambia

Solutions provided

Solar generation
Energy efficiency
Energy storage
Mini/micro-grids
Lighting

6 healthcare facilities provided with access to sustainable energy, serving over 60,000 patients annually.

Major milestones/accomplishments to date

Power Up Gambia has installed solar power systems in two hospitals, Sulayman Junkung General

Hospital and Bansang Hospital, and in 3 health care clinics. The organization has grown from a one-time effort to an established non-profit organization with one full time staff member, eight board members, and a large network of student and professional volunteers.

2012 financials

Revenues: \$84,000

Expenses: \$110,000

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development, and similar
- ▶ Mentoring
- ▶ Technical advice/guidance



PRACTICAL ACTION

Not-for-profit/NGO – International, Established, Founded in 1966

www.practicalaction.org

Practical Action is an international non-governmental organization that uses technology to challenge poverty in developing countries, enabling poor communities to build on their skills and knowledge to produce sustainable and practical. Practical Action's projects are organized under four program themes: energy access; food and agriculture; urban water and waste; and disaster risk reduction, with climate change and markets as two cross-cutting themes.

Contact information

Ewan Bloomfield, Energy Consultant and
International Project Manager,
ewan.bloomfield@practicalaction.org.uk

Expertise

- Develop, plan, or evaluate programs and projects
- Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- Provide advisory services (market research, technical studies, and feasibility assessments)
- Conduct program/project management
- Perform business consulting services
- Conduct business or stakeholder development

Countries of operation

Nepal, Bangladesh, Sri Lanka, India, Sudan, Rwanda, Ethiopia, Kenya, Tanzania, Zimbabwe, Malawi, Mozambique, Zambia, Peru, Bolivia

Solutions provided

Biomass generation
Hydroelectric generation
Solar generation
Wind generation
Energy efficiency
Mini/micro-grids
Clean energy investments
Microcredit
Cooking technology
Hot water
Lighting

More than 2,000,000 people have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

Practical Action has helped develop a range of energy technologies and services in a number of countries, such as micro-hydro and biogas in Nepal, improved cookstoves in Sri Lanka, and briquettes and bioethanol in Kenya.

2012 financials and funding needs

Please contact the organization for further details.



REPETUAL

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2011

www.repetual.com

The Repetual team has expertise in renewable energy, government affairs, business development and environmental design, and a shared passion to improve the quality of life for people in developing countries. Repetual's SwitchBox System is an in-home, scalable, solar-powered source of electric light combined with a mobile phone charger.

Contact information

Donovan Crowley, Chief Executive Officer and
Co-Founder, donovan@repetual.com

Expertise

- Design and manufacture energy devices or integrated systems
- Import or export products to and from other countries
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users

Countries of operation

Guatemala, Mexico

Solutions provided

Solar generation
Energy storage
Lighting

Funding needs

- ▶ Company equity: Yes
- ▶ Company debt: Yes
- ▶ Repetual is initially pursuing additional investment in the form of equity or a convertible note; Repetual is also seeking to secure a revolving line of credit for working capital.

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to new customers in another country
Access to a manufacturer
Technical advice/guidance



RESTIO ENERGY

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2001**

www.restio.co.za

Restio Energy was established in response to the growing need for innovative, sustainable and commercially-based solutions to the continent's growing energy challenges by the late Dr. Douglas Banks, a leader in the South African renewable energy sector. Restio Energy's vision is to contribute to an Africa free from energy poverty, offering intelligent options that enable the sustainable transition to renewable energy.

Contact information

Wikus Kruger, Sustainable Energy Consultant,
wikus@restio.co.za

Expertise

- ▶ Import or export products to and from other countries

- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Perform business consulting services
- ▶ Conduct business or stakeholder development

Countries of operation

South Africa, Lesotho, Swaziland

Solutions provided

Solar generation
Cooking technology
Lighting

Major milestones/accomplishments to date

- ▶ Distributed more than 5,000 products (stoves, lanterns and heat-retention bags) to rural households through South African Department of Rural Development and Land Reform; sold more than 10,000 efficient biomass stoves to customers in Southern Africa since 2010.
- ▶ Grant funding from World Bank "Biomass Energy Initiative Africa" to set up EnerGcare initiative (with partner organizations PlaNet finance & The Business Place Philippi) to train and support Independent Distributors in peri-urban areas (townships) of South Africa
- ▶ EnerGcare listed as flagship project of Western Cape government 110% Green Initiative; shortlisted for 2013 SEED Awards.

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources,

accounting, financial management, business development)

- ▮ Mentoring
- ▮ Technical advice/guidance



RVE.SOL – RURAL ENERGY AND WATER SOLUTIONS LTD.

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2010**

www.rvesol.com

As a social entrepreneurship for profit, RVE.SOL applies sustainable technology to the benefit of the world's poorest in a way that creates financial benefits for its investors, measurable life changing impetus for its customers and measurable positive impact on the environment in which it operates.

Contact information

Vivian Vendeirinho, Managing Director & Founder,
vivian@rvesol.com

Expertise

- ▮ Design and manufacture energy devices or integrated systems
- ▮ Import or export products to and from other countries
- ▮ Sell energy devices or systems to merchants for re-sale
- ▮ Sell energy devices or systems directly to end users
- ▮ Develop, plan, or evaluate programs and projects
- ▮ Integrate, install, maintain, or provide other services for energy systems
- ▮ Provide advisory services (market research, technical studies, and feasibility assessments)

Countries of operation

Kenya, Angola, Portugal, Tanzania, Rwanda, Uganda, Mozambique, Namibia, Malawi, Botswana, Ghana, Gambia, Sierra Leone & Nigeria

Solutions provided

Biomass generation
Solar generation
Wind generation
Energy efficiency
Energy storage
Mini/micro-grids
Lighting
Biogas

2 businesses, 25 rural homes, 600 people have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

- ▮ Deployed rural pilot program in Kenya and proved the technology after 18 months on the ground
- ▮ Deployed a rural sustainable development concept demonstration in Sidonge, Kenya, providing renewable lighting and cooking energy to 20 homes and potable water to whole community on pre-pay basis
- ▮ Exhibited solutions at industry trade fairs in Angola, Ghana and Kenya in 2013
- ▮ Incorporated subsidiary in Uganda with local, private investment.

Funding needs

RVE.SOL is seeking a total of \$440,000 in a combination of equity and debt financing, with a preference for social funders – but is open to angel or venture capital funding at the right terms.

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to new customers within the same country
Access to new customers in another country
Mentoring



**Small- or Medium-Sized Enterprise (SME),
Established, Founded in 1997**

www.safe-elec.net

Safe-Elec Energie engages in multi-teams for projects in Mali and across Africa, and can be present at all stages of the project, from design to commissioning. The expert in solar photovoltaics in Mali, Safe-Elec specializes in solar home systems (SHS)-complete solar kits, hybrid plants, equipment and solar equipment; operating in rural and peri-urban electrification; generators; air conditioning; water supply and electrical installation.

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems directly to end users (individuals, households, or businesses)
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide advisory services (market research, technical studies, feasibility assessments, etc.)
- ▶ Conduct program/project management
- ▶ Perform business consulting services

Countries of operation:

Mali

Solutions provided

- ▶ Solar generation
- ▶ Energy efficiency
- ▶ Energy storage
- ▶ Mini/micro-grids
- ▶ Lighting
- ▶ 800 SHS installed; 700 rural customers on mini-grids.

2012 financials:

2012 revenues: \$325,800,600

2012 expenses: \$238,000,700

Funding needs

Company equity: Yes

Project equity: Yes

Company debt: Yes

Project debt: Yes

Grants: Yes

Safe-Elec Energie needs \$1,000,000 to convert existing diesel stations in five villages in Mali into hybrid solar/diesel stations, and to install more SHS.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Technical advice/guidance



SALEM INTERNATIONAL GROUP (SIG)

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2010

www.saleminternationalgroup.com

SIG designs, manufactures and sells renewable energy solutions, such as solar heating systems used for domestic and commercial applications, wind turbines and photovoltaic electrical solutions.

Contact information

Bassem Salem, Co-owner and Financial Director,
bassemsalem@yahoo.com

Expertise

- Solar Systems
- Design and manufacture energy devices or integrated systems
- Import or export products to and from other countries
- Sell energy devices or systems directly to end users

Countries of operation

Lebanon, Syria

Solutions provided

Solar generation
Wind generation
Energy efficiency
Hot water

2012 financials

Revenues: \$ 160,000
Expenses: \$ 120,000

Funding needs

- Project equity: \$500,000
- Grants: Yes
- Capital raised so far: \$100,000
- SIG is seeking 0% interest rate loans to facilitate a shift to sustainable energy services for its customers.

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to new customers in another country



SASONBI, INC.

***Small- or Medium-Sized Enterprise (SME),
Established, Founded in 2011***

www.sasonbisolar.com

Sasonbi Solar is a solar PV systems integrator implementing off-grid, on-grid and hybrid solar PC generator systems for residential and commercial applications. As part of its holistic approach to renewable energy business, it also distributes solar PV products to the rural, missionary and disaster areas in conjunction with NGO's. This includes solar bulbs/lamps, lamp posts, chargers, etc.

Contact information

Dante M. Briones, President and Chief Executive Officer, dante.briones@sasonbisolar.com

Expertise

- Design and manufacture energy devices or integrated systems
- Import or export products to and from other countries
- Sell energy devices or systems directly to end users
- Integrate, install, maintain, or provide other services for energy systems

Countries of operation

Philippines

Solutions provided

Solar generation

1,000 users benefited from Sasonbi's services in 2012.

Major milestones/accomplishments to date

- Installation of around 150KWp since October 2011, including a 36KWp on-grid system in a hospital and an 80KWp on-grid system in a water utility company in Metro Manila.
- Provided more than 1,500 solar bulbs to Nokero for distribution to victims of natural disasters through a network of NGOs in the past 2 years.

2012 financials

Revenues: \$150,000

Expenses: \$140,000

Funding needs

Company equity: Yes

Grants: \$100,000

Sasonbi plans to buy lamps and small home systems in bulk so it can lower the price and offer products to its network at the lowest price possible. It also aims to conduct studies for hybrid systems in small barangays to come up with small hybrid pilot systems for use in these barangays.

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to suppliers

Access to a manufacturer



SECRETARIAT OF THE PACIFIC COMMUNITY (SPC)

Not-for-profit/NGO - International, Established, Founded in 1947

www.spc.int

SPC is an international organization that works in public health, geoscience, agriculture, forestry, water resources, disaster management, fisheries, education, statistics, transport, energy, human rights, gender, youth and culture to help Pacific Island people achieve sustainable development. SPC's members are the 22 Pacific Island countries and territories, along with four of the original founding countries.

Contact information

Solomone Fifita, Deputy Energy Secretariat,
solomonef@spc.int

Expertise

Develop, plan, or evaluate programs and projects
Conduct program/project management

Countries of operation

Papua New Guinea, Fiji, Samoa, and Kiribati

Solutions provided

Solar generation
Energy efficiency
Lighting
Policy development and advisory services

3,500 solar muscle lights (SML) via Flexiway Solar distributed in Papua New Guinea in 2012.

Funding needs

Grants: \$2,276,790

Grant funding is needed to cover:

- Capital costs for purchase and distribution of SML for 3 countries
- Establishment of solar shops to sell SML in 3 countries
- Education program, micro-business and solar training costs
- Monitoring and Evaluation
- Project management.



SIRONA CARES*

Not-for-profit/NGO – International, Scaling-up, 2009

www.sironacares.org

Sirona places the power to create, use and sell alternative energy into the hands of the world's poorest people. Sirona creates small businesses centered around 1.5kW solar charging stations that recharge portable battery packs for 100 households per unit. Households pay approximately the same amount that they are currently paying for kerosene and cell phone charging to Sirona in a monthly lease for access to their portable battery pack and home lighting kit. Sirona currently has 14 operating franchises in Haiti and support 1400 customers, Sirona is adding an additional 3,100 homes over the next 18 months, and we will be deploying units in Zambia in early 2014. Sirona's program is fully scalable, replicable and sustainable and we look forward to opportunities for expansion of our program within Haiti and beyond.

Contact information

Michelle Lacourciere, Founding Director,
mlacourciere@sironacares.org

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems directly to end users (individuals, households, or businesses)
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users
- ▶ Provide advisory services (market research, technical studies, feasibility assessments, etc.)

- ▶ Conduct program/project management
- ▶ Perform business consulting services
- ▶ Conduct business or stakeholder development

Countries of operation:

Haiti (2009-present), Zambia (Spring 2014)

Solutions provided

Solar generation
Clean energy investments
Microcredit
Lighting

2012 financials:

Revenues: \$316,111
Expenses: \$300,296

Funding needs

Capital raised so far: \$1,200,000 in grants and equipment donations

Sirona is seeking capital to scale operations in Haiti. At 100 units, the revenue generated by the program will sustain organic growth. A combination of investment or grants totaling \$2,000,000 is required to fund scaling Sirona's current level of operation to reach 100 units. Sirona has strong manufacturing partners and is evaluating partnerships and funding opportunities that will allow us to expand our service and deliver electricity into communities beyond Haiti.

Non-financial needs

- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ New leadership

**As Sirona Cares did not submit a response within the time frame of the survey, the organization's responses profiled here were not incorporated in the summary statistics provided in the previous section.*



STIFTUNG SOLARENERGIE - SOLAR ENERGY FOUNDATION

Not-for-profit/NGO – Local, Scaling-up, Founded in 2005

www.solar-energy-foundation.org

Stiftung Solarenergie - Solar Energy Foundation works for rural development and poverty alleviation by providing solar energy in rural and marginalized areas worldwide. The Foundation works together with rural communities for development and prosperity in rural areas with a holistic approach. Solar Energy Foundation combines social and financial sustainability, acting as a hybrid organization: using the advantages of a charitable organization and socially responsible companies to enhance the efficiency of its work.

Contact information

Samson Tsegaye, Country Director,
samson@solar-energy-foundation.org

Expertise

- ▶ Sell energy devices or systems directly to end users (individuals, households, or businesses)
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users

Countries of operation:

Ethiopia

Solutions provided

Solar generation
Microcredit
Lighting
Training

25,000 units sold to date; 6,200 households have benefited from Solar Energy Foundation's services in 2012.

Funding needs

Grants: Yes

Solar Energy Foundation requires additional funding to support its trained technicians to start their own business, and to train more technicians.

Non-financial needs

Mentoring
Technical advice/guidance



SOLAR HOUSEHOLD ENERGY

Not-for-profit/NGO – International, Scaling-up, Founded in 1998

www.she-inc.org

Solar Household Energy works with governments, non-governmental organizations and the private sector to promote solar cooking and introduce it in developing countries through projects that distribute solar ovens and provide training for users.

Contact information

Cora Shaw, President of the Board,
cora@she-inc.org

Expertise

- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Conduct program/project management
- ▶ Educate and train trainers and end-users in solar cooking techniques

Countries of operation

USA, Mexico, El Salvador, Guatemala, Haiti, Dominican Republic, Peru, Cameroon, Senegal, Burkina Faso, Mali, Chad, Kenya and Tanzania.

Solutions provided

Solar generation
Clean energy investments
Cooking technology

30,000 units sold to date.

Major milestones/accomplishments to date

The development of HotPot, currently used in about 30,000 households in developing countries, was financed by SHE.

Funding needs

- ▶ SHE requires approximately \$100,000 to:
- ▶ Fund new staff, board members and volunteers to take over the organization as the founders retire
- ▶ Conduct research and field project/testing to make the HotPot more affordable and easier to transport.

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ New leadership
- ▶ Technical advice/guidance

SOLAR SPIRALS

Small- or Medium-Sized Enterprise (SME), Start-up,
Founded in 2013

www.solarspirals.com

The mission of Solar Spirals is to assess optimum solar sites, plan for the appropriate-sized systems that meet demand and the goals of the client, and implement the plan with turn-key solutions.

Contact information

Trey Scott, Owner, Trey@solarspirals.com

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Conduct program/project management
- ▶ Perform business consulting services

Countries of operation

Currently the United States, aiming to expand to developing countries in Asia, Africa & Latin America

Solutions provided

Solar generation
Energy efficiency
Energy storage
Mini/micro-grids
Lighting

35 resident installations and 10 commercial projects have been established in 2012.

Funding needs

Company equity: Yes
Project equity: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to new customers within the same country
Mentoring



SolarAid/SunnyMoney

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2006

www.sunnymoney.org

Sunny Money sells quality solar lights to reduce reliance on expensive, poor quality fuels such as kerosene and disposable, short life batteries. While SolarAid is a registered international NGO, SunnyMoney (wholly owned by SolarAid) is an SME.

Contact information

David Battley, Head of Business Development,
david@solar-aid.org

Expertise

- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users

Countries of operation

Kenya, Malawi, Tanzania, Zambia, Senegal

Solutions provided

Solar generation
Lighting

Approximately 200,000 individuals have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

- ▶ More than 500% growth 2011-2013; currently estimated by Lighting Africa to represent 25% of all retail sales of Lighting Africa approved lights across the African continent
- ▶ 2013 Ashden Gold Award winner.

Funding needs

Company debt: \$ 3,750,000

Grants: \$41,250,000

Capital raised so far: \$3,600,000

The funding needs shown are projected to 2020, and incorporate 33% for the development and growth of the SunnyMoney business, and 66% for the charitable activities to stimulate the wider market, which encompasses all pico-solar stakeholders, not just SunnyMoney.

Details of funding needs are available upon request from the organization.



SOLARKIOSK GmbH

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2011

www.solarkiosk.eu

SOLARKIOSK GmbH, a limited liability company, was incorporated in Berlin, Germany to prepare the solarkiosk product and business concept for commercial rollout by building prototypes and running pilot phases in several countries. The first prototype of the SOLARKIOSK was built in November 2011 and has been on display in various locations.

Contact information

Andreas Spiess, Founder, spiess@solarkiosk.eu

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users

- Develop, plan, or evaluate programs and projects
- Integrate, install, maintain, or provide other services for energy systems
- Provide financing services to end users; Provide financing services to businesses
- Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- Provide advisory services (market research, technical studies, and feasibility assessments)
- Conduct program/project management
- Perform business consulting services
- Conduct business or stakeholder development

Countries of operation

Ethiopia, Kenya, Tanzania, Botswana

Solutions provided

Solar generation
Energy efficiency
Mini/micro-grids
Clean energy investments
Microcredit
Lighting
Rural off-grid business development

Major milestones/accomplishments to date

- 2012: first seven Solarkiosks established in Ethiopia, with an end-customer reach of approximately 15,000-25,000 people each.
- 2013: first five Solarkiosks established in Kenya, with an end-customer reach of approximately 5,000-15,000 people each.

2012 financials

Revenues: Available upon request
Expenses: \$ 3,700,000

Funding needs

Company equity: Yes
Project equity: Yes
Company debt: Yes
Project debt: Yes
Grants: Yes
Capital raised so far: \$5,000,000

Details of funding needs are available upon request from the organization.

Non-financial needs

- Access to suppliers
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Administrative assistance (human resources, accounting, financial management, business development)
- Mentoring

SparkMeter

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2013

Contact information

Daniel Schnitzer, Founder and Executive Director,
dakschnitzer@gmail.com

Expertise

- Design and manufacture energy devices or integrated systems
- Integrate, install, maintain, or provide other services for energy systems

Countries of operation

Haiti

Solutions provided

Mini/micro-grids
Smart meters

Funding needs

- Company equity: \$1,000,000
- SparkMeter is interested in convertible note financing.

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to new customers in another country



STG INTERNATIONAL

**Not-for-profit/NGO – International, Start-up,
Founded in 2006**

www.stginternational.org

STG (previously operating as the Solar Turbine Group) is a 501(c)(3) non-profit organization based in Cambridge, Massachusetts whose mission is to provide technical, financial and intellectual support, assistance, and training to projects and organizations focused on bringing sustainable energy technologies to communities across the developing world.

Contact information

Amy Mueller, Treasurer and Director,
amy@stginternational.org

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Support of local manufacturing and sales of solar cogeneration systems

Countries of operation

Lesotho

Solutions provided

Solar generation
Energy storage
Mini/micro-grids
Hot water

2012 financials

Revenues: \$40,000
Expenses: \$35,000

Funding needs

Project equity: \$200,000
Project debt: \$100,000
Grants: \$2,000,000
Capital raised so far: \$400,000

STG International has – and is developing – for-profit partners, with whom it is jointly looking for equity funding to support their scaling in the marketplace.

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ New leadership Technical advice/guidance



STRATHMORE ENERGY RESEARCH CENTER (SERC)

**Academic/Research Institution, Scaling-up,
Founded in 2012**

www.serc-su.org

SERC, housed at Strathmore University, intends to provide training to students at the level of certificate, diploma, degree, Masters and PhD. The business community currently suffers a dire need of qualified technicians who can design, install and maintain renewable energy technologies. This is the market that SERC will seek to satisfy.

Contact information

Izabel Pereira Da Silva, Associate Professor,
idasilva@strathmore.edu

Expertise

- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Perform business consulting services
- ▶ Train technicians and engineers on solar PV technology

Countries of operation

Kenya; aim to serve all five East African countries in the future

Solutions provided

Training and research on renewable energy and energy efficiency

Major milestones/accomplishments to date

- ▶ 36-month public private partnership with GIZ to train Kenyans on solar PV technology and energy efficiency, worth €400,000
- ▶ 24-month project to disseminate and perform mobile-based monitoring and evaluation to 500 pico-PV systems
- ▶ Project to install a 500kW PV grid-connected system to reduce the university's carbon footprint, funded via a soft loan from Agence Française de Développement (AFD).

2012 financials

Revenues: \$11,000,000

Expenses: \$9,000,000

Funding needs

Company equity: Yes

Project equity: Yes

Company debt: Yes

Project debt: Yes

Grants: Yes

Capital raised so far: \$400,000

SERC seeks support to hire Ph.D. holders and experienced researchers in renewable energy, and partnerships on applied research with other universities targeting the increase access to modern types of energy in East Africa.

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ New leadership Technical advice/guidance



STRAWBERRY ENERGY

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2011**

www.senergy.rs

Strawberry Energy is a young Serbian company that is motivated by a simple vision: to make renewable energy sources more accessible to all people. By far the most successful project of the company is its public solar charger for mobile devices.

Contact information

Tijana Manitašević, Marketing Department,
t.manitasevic@senergy.rs

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems

Countries of operation

Serbia, Bosnia and Herzegovina, Germany, Belgium and Austria

Solutions provided

Solar generation
Energy efficiency
Energy storage
Public solar chargers mobile devices

Around 150,000 people have been provided with sustainable energy solutions in 2012.

Major milestones/accomplishments to date

- ▀ Installed 12 public solar chargers, enabling 300,000 people to experience clean renewable energy
- ▀ Developed the Strawberry Mini solar charger, financed by the Innovation Fund within the Innovation Serbia Project (funded by EU IPA I 2).

2012 financials

Revenues: \$167,062
Expenses: \$136,150

Funding needs

Company equity: Yes
Project equity: Yes
Company debt: Yes
Project debt: Yes
Grants: Yes
Capital raised so far: about \$80,000

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▀ Access to new customers in another country
- ▀ Administrative assistance (human resources, accounting, financial management, business development)
- ▀ Mentoring
- ▀ Technical advice/guidance

SUBSECRETARIA DE ENERGIA- GOBIERNO DE MENDOZA, ARGENTINA

Government Agency, Scaling-up, Founded in 2006

Contact information

Sebastian Severino, Energy Management Advisory,
sseverino@mendoza.gov.ar

Expertise

- ▀ Develop, plan, or evaluate programs and projects
- ▀ Provide financing services to end users
- ▀ Provide financing services to businesses
- ▀ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▀ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▀ Conduct program/project management

Countries of operation

Argentina

Solutions provided

Biomass generation
Geothermal generation
Hydroelectric generation
Solar generation
Wind generation
Energy efficiency
Mini/micro-grids
Clean energy investments
Cooking technology
Hot water
Lighting

Three universities, five businesses and about 5,000 end users have been provided with sustainable energy solutions.

2012 financials

Revenues: \$1,170,000
Expenses: \$1,170,000

Funding needs

Project equity: \$20,000,000

Project debt: \$10,000,000

Grants: \$1,000,000

- ▶ The Subsecretariat is seeking \$60,000,000 to develop a photovoltaic solar facility of 20MW, to be supported by existing household consumers [Note: this is not included in the total amount requested above].
- ▶ \$20,000,000 is needed to develop mini-hydro projects across the territory, for a combined generation of 10 MW.
- ▶ The installation of 5MW with distributed photovoltaic solar kits for \$10,000,000 and a prospection plan of geothermal energy sources in the territory for \$500,000, both of which would be taken as a loan.
- ▶ A project involving the construction of solar heating devices for and by poor people has a budget of \$300,000. A similar project will provide the knowledge of how to construct solar cooking devices, with a budget of \$60,000.
- ▶ An energy efficiency program that seeks to provide funding for energy audits, to be applied to businesses, industry, transport companies, rural irrigation, etc. has a budget of \$500,000, including a side project of education on energy efficiency for schools, with a budget of \$100,000.

Non-financial needs

Access to suppliers

Mentoring

Technical advice/guidance



SUNKALP ENERGY

Small- or Medium-Sized Enterprise (SME), Scaling-up

www.sunkalp.com

Sunkalp Energy is a provider of complete engineering, procurement and construction services for off-grid stand-alone solar solutions. Sunkalp works with its customers throughout the entire process – starting from site specific energy analysis, engineering, procurement of the perfectly suited technology, to subsidy applications and construction as well as maintenance services.

Contact information

Kanika Khanna, Director, Projects,

kanika@sunkalp.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Provide financing services to end users
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project management
- ▶ Conduct business or stakeholder development

Countries of operation

India

Solutions provided

Solar generation

Mini/micro-grids

Major milestones/accomplishments to date

Solar mini-grid installation in a remote un-electrified village.

2012 financials and funding needs

Please contact the organization for further details.



SUNEDISON RURAL
ENERGY FUND

SunEdison RURAL ENERGY FUND (SREF)

**Not-for-profit/NGO - International, Start-up,
Founded in 2013**

www.sunedisonruralenergy.org

SREF is a nonprofit that provides the capital and technical expertise needed to bring solar energy to hospitals, schools, and other institutions that lack reliable energy. It also provides the monitoring and maintenance support to ensure the system performs over the long-term.

Contact information

Andrew Moon, Co-founder, andy@sunfarmer.org

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to businesses
- ▶ Conduct business or stakeholder development

Countries of operation

Plan to focus initially on Nepal

Solutions provided

Solar generation
Energy storage
Mini/micro-grids

Funding needs

Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country

- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ New leadership



SUNNA DESIGN

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2011**

www.sunna-design.fr

Sunna designs and sells LED solar lighting solutions specifically adapted to tough climatic conditions. Sunna is a clean tech start up focused on technology and innovation, with installations in more than 10 countries across Asia and Africa.

Contact information

Thomas Samuel, Founder and Chief Executive Officer, thomas@sunna-design.fr

Expertise

Design and manufacture energy devices or integrated systems

Countries of operation

India, Sri Lanka, Bangladesh, Thailand, Nigeria, Chad, Senegal, Mali, Mauritania, Cameroon, Jordan

Solutions provided

Solar generation
Mini/micro-grids
Lighting

2012 financials and funding needs

Please contact the organization for further details.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Access to a manufacturer
- ▶ Mentoring



SUNSAWANG CO. LTD.

Small- or Medium-Sized Enterprise (SME), Scaling-up, Founded in 2013

www.sunsawang.com

SunSawang offers a portfolio of solar electricity options for rural villages in Thailand, ranging from personal-use lanterns, mobile chargers up to DC and AC home systems. Operating from Mae Sot district, located in Tak province, SunSawang ensures energy sustainability while creating opportunity by recruiting and training local village technicians to provide maintenance services for home systems.

Contact information

Salinee Tavaranan, Founder and Chief Executive Officer, salineer@sunsawang.com

Expertise

- ▶ Sell energy devices or systems directly to end users
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users

Countries of operation

Thailand

Solutions provided

Solar generation

120 solar home systems and 150 solar lanterns have been sold to date; 600 people were reached in 2012.

Major milestones/accomplishments to date

- ▶ Installed and sold up to a total of 120 new solar home systems, retrofitted governmental systems, solar lanterns and mobile phone chargers.
- ▶ Recruited, trained, and hired three local technicians and salespersons to provide maintenance services.
- ▶ With successful repayment strategies, entrepreneurs were able to increase their range of services while developing models for SunSawang to expand the project to further groups of willing villages: the number of beneficiaries is estimated to be more than 600 local villagers.
- ▶ SunSawang has also conducted a survey on customer satisfaction and social impact of the project after the implementation to gather feedback to ensure the sustainability of the program.
- ▶ SunSawang also works to ensure proper disposal of depleted batteries from solar home systems by working with local recyclers and also investing any money from refunds into the project.

Funding needs

Company equity: \$ 385,000

Grants: Yes

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▶ Access to suppliers
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring



SUSTAINABLE ENERGY ASSOCIATES

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2012**

www.seassoc.org

Sustainable Energy Associates is a global low-carbon energy advisory and consulting organization with an experience base of over 18 years covering 12 developing countries.

Contact information

Dr Binu Parthan, Principal, bp@seassoc.org

Expertise

- ▶ Develop, plan, or evaluate programs and projects
- ▶ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▶ Provide advisory services (market research, technical studies, and feasibility assessments)
- ▶ Conduct program/project managementPerform business consulting services
- ▶ Conduct business or stakeholder development

Countries of operation

India, Lesotho, Kenya, Somalia

Solutions provided

Biomass generation
Hydroelectric generation
Solar generation
Wind generation
Energy efficiency
Energy storage
Mini/micro-grids
Clean energy investments
Microcredit
Cooking technology
Hot water
Lighting

Major milestones/accomplishments to date

The organization has four clients, and has worked on an energy program for East Africa; a renewable energy policy and energy access program for Lesotho; and advisory work on Clean Development Mechanism for the United Nations Framework Convention on Climate Change (UNFCCC).

Funding needs

Company equity: \$500,000

Grants: \$1,000,000

Details of funding needs are available upon request from the organization.



UNITE TO LIGHT, INC.

**Not-for-profit/NGO - International, Scaling-up,
Founded in 2010**

www.unite-to-light.org

Unite to Light is dedicated to providing low-cost lighting to those without electricity, and eliminating the health and environmental issues associated with existing light sources such as kerosene. It has designed lights for this purpose, and is partnering with organizations on the ground in communities around the world to distribute lights for purchase with a portion of the money saved by people who used to buy kerosene. They then use this income to produce and distribute more lights on an ongoing basis.

Contact information

Dawn O'Bar, Vice President,
dawn@unite-to-light.org

Expertise

- ▮ Design and manufacture energy devices or integrated systems
- ▮ Sell energy devices or systems to merchants for re-sale
- ▮ Sell energy devices or systems directly to end users

Countries of operation

60 countries around the world, in four continents.

Solutions provided

Solar generation
Lighting

More than 45,000 users benefited from Unite to Light's services in 2012.

2012 financials

Revenues: \$ 168,000
Expenses: \$ 160,000

Funding needs

Grants: \$250,000
Capital raised so far: \$300,000

Unite to Light is interested in like-minded investment partners that want to purchase the solar lights and distribute them where needed, as well as investors willing to give an influx of capital as a form of micro-loan to potential entrepreneurs of our products. These sales assistants may not be able to purchase the solar products outright, but can sell and repurchase after initial sales are successful.

Non-financial needs

- ▮ Access to suppliers
- ▮ Access to new customers in another country
- ▮ Administrative assistance (human resources, accounting, financial management, business development)
- ▮ Mentoring
- ▮ New leadership



UPC TECHNICAL UNIVERSITY CATALONIA

Academic/Research Institution, Established

www.upc.edu

UPC is a leading campus in the transformation of the energy system—an internationally recognized campus with a local impact, where people, knowledge, innovation and education all help move us towards a sustainable economy based on the transformation of the energy sector.

Contact information

Pol Arranz, Associate Researcher and Consultant on Renewable Energy, pol.arranz.piera@upc.edu

Expertise

- ▮ Design and manufacture energy devices or integrated systems
- ▮ Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- ▮ Provide advisory services (market research, technical studies, and feasibility assessments)

Countries of operation

Ghana, Burkina Faso, Senegal, Ivory Coast, Peru, Ecuador, Mozambique, Tanzania

Solutions provided

Biomass generation
Solar generation
Mini/micro-grids

Funding needs

Project equity: \$300,000
Grants: \$300,000

Details of funding needs are available upon request from the organization.

Non-financial needs

Access to suppliers

Mentoring



URBAN GREEN ENERGY (UGE)

***Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2008***

www.urbangreenenergy.com

UGE provides the only comprehensive distributed renewable energy solutions with the necessary versatility, durability and energy security to be implemented across the range of harsh environments its enterprise clients face. UGE has designed and created the most durable and versatile wind turbine, and is leading the industry in remote monitoring and control and power electronics. In addition, UGE has developed its proprietary site assessment and planning platform, which has allowed it to deploy solutions in over 70 countries around the world from its headquarters in New York.

Contact information

Bakyalakshmi Nisha Ravichandran,
Operations Associate,
nisha.ravichandran@urbangreenenergy.com

Expertise

- ▶ Design and manufacture energy devices or integrated systems
- ▶ Import or export products to and from other countries
- ▶ Sell energy devices or systems to merchants for re-sale
- ▶ Sell energy devices or systems directly to end users
- ▶ Develop, plan, or evaluate programs and projects
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Provide financing services to end users
- ▶ Conduct program/project management
- ▶ Perform business consulting services

Countries of operation

United States, Australia, Canada, Netherlands, China, United Kingdom, Uruguay, India, Brunei, Ireland, United Arab Emirates, Puerto Rico, Guyana, Mexico, Chile, Colombia, Nigeria, Argentina, Brazil, Pakistan, Sri Lanka, Venezuela, Turkey, Namibia, Jordan, Bahamas, Kenya, Curacao, Dominican Republic, Cameroon, Saudi Arabia, Bolivia, Nicaragua, Algeria, Cayman Islands, Panama, Gambia, Fiji, Taiwan, Philippines, Indonesia, Bahrain, Egypt, Kazakhstan, Israel, Montenegro, South Africa, Jamaica, Sweden, Kuwait, New Zealand, South Korea, Thailand, Russia, Ecuador, Malaysia, Papua New Guinea, Marshall Islands, Singapore, Qatar, Honduras, Norway, Spain

Solutions provided

Solar generation
Wind generation
Energy efficiency
Energy storage
Mini/micro-grids
Lighting

2012 financials and funding needs

Please contact the organization for further details.



Village Infrastructure

VILLAGE INFRASTRUCTURE

**Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2012**

www.villageinfrastructure.org

Backed by funding awarded by the G20, Village Infrastructure invites investors to contribute loans for up to 3 years that will pay upfront for village solar charging stations, run by local entrepreneurs who for around \$1 a week, provide solar lighting and mobile charging for villagers. After the loan term, the solar system belongs to the village and the loan is paid back to the investor with a commercially attractive return.

Contact information

Lucy Symons, General Manager and Co-founder,
lucy@villageinfrastructure.org

Expertise

- Import or export products to and from other countries
- Sell energy devices or systems directly to end users
- Develop, plan, or evaluate programs and projects, Integrate, install, maintain, or provide other services for energy systems
- Provide financing services to end users
- Perform analytical services (risk analysis, life cycle analysis, environmental assessments)
- Provide advisory services (market research, technical studies, and feasibility assessments)
- Conduct program/project management
- Perform business consulting services

Countries of operation

Ghana, Vanuatu, Honduras (targeting a total of 650 households); supported the development of projects in a further 3 countries as project engineers for other practitioners

Solutions provided

Solar generation
Mini/micro-grids
Clean energy investments

Major milestones/accomplishments to date

- Pilot project in Ghana presently underway, 110 households to date, awaiting second delivery of batteries to complete the 300 household project
- Projects initiated in Ghana and Vanuatu, in final planning stages to launch in Honduras.

Funding needs

Company debt: \$ 500,000
Project debt: 1,000,000
Grants: \$500,000

Building on the heritage of Barefoot Power which has reached more than 2,000,000 people to date, Village Infrastructure intends to reach 200,000 households in three years. Given a \$50-100 loan per household, the full project portfolio is expected to grow to \$10-20,000,000 of projects, with a near-term target of raising \$2,000,000 of primarily debt finance in 2013-14. Grant funding is sought to cover scale-up and to provide risk guarantee funding for angel co-investment. Project debt loans are sought to deploy directly for select household lending projects in Sub-Saharan Africa, South America, Asia and the Pacific. Company debt finance is sought from institutional lenders to underwrite and support scale-up.



WASTE ENTERPRISERS

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2010

www.waste-enterprisers.com

Waste Enterprisers is a triple-bottom-line social enterprise focused on urban sanitation, with the goal to create new financial incentives through harnessing the resource value of human waste by conceiving, developing, and operating waste-based businesses.

Contact information

Timothy Wade, Chief Operating Officer,
tim@waste-enterprisers.com

Expertise

- ▶ Sell energy devices or systems directly to end users
- ▶ Integrate, install, maintain, or provide other services for energy systems
- ▶ Conduct business or stakeholder development

Countries of operation

Kenya

Solutions provided

Biomass generation

3 companies have run trials with the organizations' fuel.

Funding needs

Company equity: Yes

Grants: Yes

Capital raised so far: \$500,000

To build its Mombasa facility, grow to a production rate of 40 tons per day and reach financial

sustainability, Waste Enterprisers needs \$3,200,000 over the next 3 years. Waste Enterprisers has secured \$600,000 in grant funding and is in negotiations for additional grants. In addition to these funds, Waste Enterprisers will be eligible for an add-on of \$1,000,000 after nine months of successful implementation on a current grant. Therefore of the \$3,200,000, it is currently seeking \$1,600,000 in equity financing, subject to the results of the current round of negotiations with several grant funders.

Non-financial needs

- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Technical advice/guidance



WASTELECTRIC

Large Enterprise, Start-up, Founded in 2010

wastelectric.com

Wastelectric recovers energy from waste through gasification.

Contact information

Ray Chowdhury, rchowdhury@wastelectric.com

Countries of operation

Costa Rica [under development]

Solutions provided

- ▶ Biomass generation
- ▶ Energy from gasification of municipal solid waste, medical, chemical, petroleum and industrial waste

2012 financials

Expenses: \$1,000,000

Funding needs

Company equity: Yes

Project equity: Yes

Company debt: Yes

Project debt: Yes

Grants: Yes

Capital raised so far: \$2,200,000

The project needs an additional \$1,500,000 now for operations and to complete remaining permits prior to signing a PPA (20 year PPA commitment received). Wastelectric is seeking grants, an equity and debt combination and, if possible, debt only funding with lower interest rates, with a 20-year term preferred. The project will be built in 3 phases, 15MWe each.

Non-financial needs

- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Mentoring
- ▶ Technical advice/guidance

WELLAMP COMPANY LTD.

***Small- or Medium-Sized Enterprise (SME),
Scaling-up, Founded in 2007***

Contact information

Raphael Felli, Managing Director,
ralphfelli@gmail.com

Expertise

Import and assemble energy efficient light bulbs

Countries of operation

Ghana, Togo, Ivory Coast, Nigeria and Guinea

Solutions provided

Energy efficiency

Lighting

Energy Efficient Light Bulbs (CFLs)

Over 1,000,000 units sold to date.

Major milestones/accomplishments to date

First indigenous light bulb factory in sub-Saharan Africa; recently completed a contract with the Government of Guinea to promote energy efficient light bulbs in the country.

2012 financials

Revenues: \$2,500,000

Expenses: \$2,250,000

Funding needs

Project equity: Yes

Company debt: Yes

Project debt: Yes

Grants: Yes

Capital raised so far: \$75,000

- ▶ Project equity is requested for funding projects, i.e. proposal to governments in the sub-region to use energy efficient lights over incandescent light bulbs, and the possibility of qualifying for carbon credits.
- ▶ Company debt is requested to acquire raw materials so the company does not have down time between productions and meets cash flow needs.
- ▶ Project debt is needed to fund special projects within the country to supply to schools and hospitals.
- ▶ Grant funding is needed for purchasing and refurbishing new equipment.

Non-financial needs

- ▶ Access to suppliers
- ▶ Access to new customers within the same country
- ▶ Access to new customers in another country
- ▶ Administrative assistance (human resources, accounting, financial management, business development)
- ▶ Mentoring
- ▶ New leadership
- ▶ Technical advice/guidance

ZH ENERGY LIMITED

Small- or Medium-Sized Enterprise (SME), Start-up, Founded in 2008

Contact information

Abdulkadir Hassan, Chairman,
abhassan_a@yahoo.com

Expertise

- ▀ Develop, plan, or evaluate programs and projects
- ▀ Provide advisory services (market research, technical studies, feasibility assessments, etc.)
- ▀ Perform business consulting services
- ▀ Conduct business or stakeholder development

Countries of operation:

Nigeria, Burkina Faso

Solutions provided

Biomass generation
Solar generation
Energy efficiency
Cooking technology

6 organizations were provided with sustainable energy solutions in 2012.

2012 financials:

Revenues: \$50,000

Expenses: \$52,500

Funding needs

Project equity: Yes

Grants: Yes

The company commenced operations in clean energy solutions in 2012. In the next three years, it is looking at turnover of \$300,000 to \$500,000, based on its growth plan. The company is already in discussions with government organizations regarding the provision of clean cooking solutions and advisory services to schools. Capacity building and consulting assignments in Nigeria, Ghana and Burkina Faso are also being negotiated.

Details of funding needs are available upon request from the organization.

Non-financial needs

- ▀ Access to new customers in another country
- ▀ Access to a manufacturer
- ▀ Administrative assistance (human resources, accounting, financial management, business development)
- ▀ Mentoring
- ▀ Technical advice/guidance

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SELCO | Stiftung Solarenergie



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