Investing for Energy Access

2015 Directory of Investment and Funding Opportunities
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INVESTING for Energy Access

2015 Directory of Investment and Funding Opportunities
The OPEC Fund for International Development (OFID) is the development finance institution established by the Member States of OPEC in 1976 as a collective channel of aid to the developing countries. OFID works in cooperation with developing country partners and the international donor community to stimulate economic growth and alleviate poverty in all disadvantaged regions of the world. It does this by providing financing to build essential infrastructure, strengthen social services delivery and promote productivity, competitiveness and trade. OFID’s work is people-centered, focusing on projects that meet basic needs - such as food, energy, clean water and sanitation, healthcare and education – with the aim of encouraging self-reliance and inspiring hope for the future.

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Foreword

The UN-Foundation led Energy Access Practitioner Network serves as the global platform within the UN’s Sustainable Energy for All initiative to catalyze increased work on and financing for decentralized energy solutions. These contribute significantly towards the global goal to achieve universal energy access by 2030, driving the growth in market opportunities and also realizing positive social impact.

This second edition of the investment directory is intended to help showcase a range of investment and financing opportunities presented by the growing number of companies and organizations in the sector. These include fully commercial companies, social enterprises, and non-profits involved in market-led approaches, as well as providing energy services where fully market driven approaches are not yet viable. The data included is a summary of their stated needs as reported to the Foundation through a survey process in the summer of 2015. It is intended to be used as a starting point for commercial and impact investors interested in exploring the opportunities in this market, and for donors and for analysts focused on tracking the strength of the sector.

The use of decentralized solutions to addressing energy access issues, while not new, has been increasingly adopted as a supplement or at times alternative to national grid extension over the last decade, in large part driven by rapidly decreasing technology costs as well as new financing models.

The potential global market for renewable and hybrid off-grid electrification has been calculated as an annual market size representing tens of billions of dollars, with initial projections based on the $37 billion per year market for kerosene-based lighting across the developing world. It may well be larger since this estimate does not include those without any electricity; those who may switch to cleaner alternatives once they are locally available; existing suppressed demand; and back-up systems for markets where grid connections exist, but the electricity is only available sporadically and/or power quality is poor.

Commercial capital needs as well as impact investment and concessional capital are all represented in the profiles included in this directory. It is recognized that, depending on the market segment and location, all three may still have a role and value in helping to drive additional growth, quality, maturity, sustainability and social impact in the sector, particularly in the more challenging to serve locales in developing countries.

This printed edition is accompanied by a searchable, exportable database hosted on the Practitioner Network’s website www.energyaccess.org, where investors can filter through the responding organizations’ profiles and connect to the organizations’ representatives. Future editions will be online only, and allow for regular updating by the companies profiled as a contribution to tracking developments in this sector more closely.

Richenda Van Leeuwen
Executive Director, Energy Access
United Nations Foundation
Washington, DC


Energy Access Practitioner Network: 2015 Directory of Investment and Funding Opportunities
Executive Summary

This investment directory includes responses from 210 Energy Access Practitioner Network member organizations to an investment survey conducted in the summer of 2015. This represents a 49% growth from the 141 respondents in the first edition of the directory in 2013. Of the 210 total respondents, 162 organizations were willing to divulge specific quantitative responses to funding-related questions, whereas others provided information that was used only in the aggregate statistics.

Sector funding needs as reported for the next 12-24 months collectively amounted to a total of US $1,363,337,671. This represents a significant increase compared to the 2013 level of $267,116,985 but is still likely significantly underrepresenting the total need, given the relatively small pool of respondents to the total number of enterprises represented in the Practitioner Network and beyond.

The increase from 2013 to 2015 can be attributed to the expanded respondent pool, and also to organizations presenting larger investment needs. In 2013, the largest investment amount requested was $100 million, whereas the 2015 survey saw four organizations seeking funding above this level. In 2013 nine organizations requested investment in the $10-$100 million range; in 2015 there are 26. These developments reflect the increasing attention the decentralized sustainable energy sector is garnering from established large-scale renewable energy companies, a number of fast-growing companies, and investors.

There is an encouraging increased global focus on financing for energy access. Several new and planned commercial and concessional funds and transaction support mechanisms are coming into the sector, ranging from the European Union’s ElectriFi initiative to the US government’s Power Africa and the UK’s Energy Africa, as well as the Green Climate Fund’s support for a new energy access fund. Despite these encouraging developments, many enterprises continue to indicate that access to financing – in the right amounts, structured in a way that is most useful to them, and available at the time needed – remains their number one obstacle to further growth. In a 2014 survey, 75% of Practitioner Network members had indicated financing was the main bottleneck to their operations and scaling, including improved delivery, installation, and ongoing maintenance.

Some notable deals have closed in the sector over the last year. In 2014, early-stage investments in off-grid solar companies operating in developing countries stood at a record US $63.9 million, led by two large deals by Practitioner Network members M-KOPA and Off-Grid Electric. In the first month of 2015 alone, $42 million had been invested into off-grid solar companies working in developing countries, mostly in Africa, including significant deals for members M-KOPA, Fenix International and Greenlight Planet. More recent news includes Off-Grid Electric, which closed a Series C investment worth $25 million to expand its micro-solar leasing platform in Africa, and a $4 million Series A round by Angaza Design for their business-to-business Pay As You Go model. It remains clear, however, from the information presented here – while recognizing that quality of the approach varies and that not all companies are investment ready – that there still remains room for additional capital of various types to enter the sector, and that opportunities may exist for increased investor aggregation of opportunity.

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1 Out of a total membership exceeding 2,000 members comprising close to 1,200 companies, by the summer of 2015.
3 All financing needs are denominated in US dollars throughout the investment directory.
4 Note: following the survey conducted over the summer of 2015, several companies profiled have already received new investment, so their current needs may differ slightly from the original information provided during the survey process and thus reflected in the directory.
The United Nations Foundation’s energy access team would like to thank The OPEC Fund for International Development (OFID) and the Mott Foundation for their financial support in the production of this directory and the online version available at www.energyaccess.org, and in particular for OFID’s support for the special section on mini-/micro-grids.

We would also like to thank the following individuals: Daniel Schnitzer, EarthSpark International for assisting with the survey questions, in particular the mini-/micro-grids section, and Jigar Shah, Generate Capital; Daniel Goldfarb, Lendable; and various members of the Clean Energy Mini-grids High Impact Opportunity Steering Committee for reviewing the survey questions.

We give special thanks to Busiswa Vilakazi, our Stanford Schneider Fellow, for working with us over the summer on all aspects of this project from survey development to collection, analysis and creation of summary statistics and graphs as well as the website database. We also thank Fiona Gettinger, our energy access intern, for assisting with data analysis and the development of the organizational profiles.

We also acknowledge Yasemin Erboy Ruff from the energy access team for overseeing the survey development and analysis, as well as drafting the summary report; Tripta Singh for her input and drafting of the mini-/micro-grids section; and Richenda Van Leeuwen, Executive Director, for overall guidance and editorial engagement in the process. Finally, we thank Reid Detchon, Vice President for Energy and Climate Strategy at the UN Foundation for his editorial eagle eye, and Christine Eibs Singer, Sustainable Energy for All for lending us her expertise for an independent third-party review.
From its inception in 2011 to provide a global platform connecting decentralized energy providers, the Energy Access Practitioner Network has grown dramatically to more than 2,000 members by early 2015. It supports primarily market-led decentralized energy applications, focusing particularly on rural electrification. Its membership is drawn from more than 170 countries, including entrepreneurs, full commercial large and small companies, social enterprises and non-government organizations (NGOs) as well as investor institutions and funds. It has very strong representation across sub-Saharan Africa and South Asia, the two regions with the highest absolute numbers of people still lacking access to electricity.

The Practitioner Network today serves as a technology-agnostic “network of networks” to help foster greater global action towards the achievement of universal energy access, focusing on the energy needs of households and communities that have typically been unserved or underserved by large-scale electrical grid development.

Practitioner Network members have helped deliver clean, reliable, and affordable energy solutions to millions globally. In 2014 alone, members collectively reported almost 2.5 million installations completed and products sold, and over 21 million individuals provided with sustainable energy solutions.

The Practitioner Network catalyzes energy service delivery that can leverage improvements in education, health, livelihoods, the environment, and gender equity. It promotes new technologies and innovative financial and business models to help meet the needs of low-income consumers. It facilitates investment and funding opportunities by connecting energy service providers with private investors as well as public-sector financing, grants and competitions. Last but not least, it helps serve as a convening partner connecting governments, UN agencies and private and non-profit partners in global and country level planning processes.

Members continue to value the Practitioner Network for information sharing, peer-to-peer learning, networking opportunities, connecting access to finance, enabling partnerships, and increased visibility. The Practitioner Network brings tools and resources “to the doorstep” of its members to support their work in the energy access sector, with a focus on supporting approaches that emphasize quality and sustainability, helping to mainstream innovative technologies and business models that have the potential for strong positive impact for individual consumers and communities.
Energy access is increasingly recognized 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 mini-/micro-grid and decentralized energy solutions will be the pathway to electricity access for roughly 60% of the nearly 1.1 billion people still living without even basic electricity7, due to the costs and technical challenges of extending the power grid in remote areas of the world.

United Nations Secretary-General Ban Ki-moon launched a global initiative on Sustainable Energy for All in 2011, urging stakeholders 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.

Sustainable Energy for All has provided a strong global framework for adoption of the new Sustainable Development Goal on energy, adopted as one of 17 new global development goals by the UN General Assembly in 2015. Specifically it calls on the world to “Ensure access to affordable, reliable, sustainable, and modern energy for all.” It is now recognized that access to energy drives development benefits across a range of areas including health, opportunity, education, gender and environment. Therefore a public-private partnership that draws on respective action by governments, private sector and civil society is needed to help make this a reality in the coming years, while protecting the planet.

The 2011 World Energy Outlook estimated that over 40% of all installed capacity to achieve universal access to electricity by 2030 will be most economically delivered by mini-/micro-grids. In recognition of the potential of mini-/micro-grids to enable access to energy, the Sustainable Energy for All initiative identified them as a category for action with significant potential to advance its overall objectives.

This edition of the investment directory contains a special focus on the financing needs of mini-/micro-grid companies and projects as a strategic contribution to the overall work on mini-/micro-grids within the Sustainable Energy for All initiative. The United Nations Foundation provides Secretariat services for this work jointly with the Alliance for Rural Electrification, and serves as a Steering Committee member. The focus on mini-/micro-grids also complements the mapping work undertaken earlier in 2015\(^8\) by the Alliance for Rural Electrification on commercial, public and philanthropic sources of capital, technical and other support available for clean energy mini-grids in developing country contexts.

The Clean Energy Mini-grids High Impact Opportunity (HIO)\(^9\) within Sustainable Energy for All seeks to “enable, enhance and promote existing and upcoming efforts to scale clean energy mini-grids in the sector, with a view to increasing rate of deployment and market transformation impact”. The aim is to galvanize action to address remaining barriers facing the sector, with the engagement of public, private and civil society expertise and resources, in pursuit of the following five goals:

- Support integration of clean energy mini-grids within national and international energy plans and regulations.
- Increase co-ordination and interaction in the mini-grids sector, drawing in new partners, enabling increased partnerships, joint ventures and cross-sector projects.
- Create agreement and knowledge of key concepts, techniques, technologies and approaches, supporting improved performance across the clean energy mini-grids sector.
- Increase development and testing of business models through High Impact Initiatives (HIIs), and increase visibility of outcomes via transparent evaluation and reporting.
- Increase visibility and recognition of clean energy mini-grids as a viable electrification approach with a view to increasing the availability of private and public financing.

The focus on mini-/micro-grids businesses in this edition of the investment directory highlights financing challenges faced by these companies critical to their ability to scale up mini-/micro-grid solutions, such as matching the right type of capital with the specific stage of development of the company. Currently, while it does vary somewhat by country and approach, this sector is often considered high risk by mainstream investors. Even though there is some availability of capital for pilot projects and for established companies with proven business models, availability of concessional and blended finance with high risk and low return expectations that can help businesses create a track record and help them access fully commercial finance is relatively scarce. We hope that featuring the profiles and investment needs of mini-/micro-grid companies will help investors become aware of the types of financing interventions most needed at this stage of market development, to showcase some of the existing deals in the sector, and help realize the full potential to contribute to advancing access to energy for all.

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\(^8\) [http://www.se4all.org/minigridshio/minigridshiowebtool/](http://www.se4all.org/minigridshio/minigridshiowebtool/)

Although representing a small cross-section of the broader needs of the energy access sector, the aggregate statistics provided here serve as a starting point for further analysis and due diligence for investment-ready projects and companies. 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 insights into the current global pipeline of potential investment opportunities represented by companies and projects focused on decentralized clean energy solutions – and the potential for a high level of positive social and environmental impact that can be achieved concurrently.

Investors should use this investment directory to expand their reach into the sustainable energy sector. The directory will also serve Practitioner Network members to help them address their financing needs and gain increased visibility for their ongoing work.

The Practitioner Network is open to a range of investors as well as companies delivering energy services in the off- and mini-/micro-grid sectors, with a primary focus on developing country markets and applications. We hope to encourage more investor participation within the Practitioner Network, to help facilitate more regular interaction between investors and potential investees and enhance overall sector understanding.

The summary statistics and organizational profiles highlighted merely reflect the aggregated survey responses provided by participating 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. Respondent organizations whose asking amounts significantly deviated from organizations with similar company profiles, or fell outside of the 12-24 month funding horizon, were excluded from the aggregation so as not to distort sector-wide statistics.

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, but rather provide a snapshot of current financing needs and activities.

Although this material is based upon information that the United Nations Foundation considers reliable, neither the organization, nor any of its connected persons or entities represent that this material is accurate, current or complete, and it should not be relied upon as such.

Accordingly, neither the United Nations Foundation nor any of its connected persons or entities accepts any liability or responsibility for the accuracy or
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The 2015 Investment Directory is also available as an online publication and a searchable database where interested investors can filter out organizations fitting their investment criteria. The online publication and database can be accessed via www.energyaccess.org.
Summary Results

Respondent Profiles

An overview of the respondent profile can be seen in Figure 1. Respondents represented a wide range of organizations, with a 59% majority self-identifying as a “small business”, which includes small- to medium-sized and social enterprises, followed by 18% representing national and international non-government organizations (NGOs). The majority of organizations have been operational for five years or less, and self-identify as “scaling up”, both of which are in line with findings in 2013 and a testament to the continued bottleneck in the sector posed by the challenging mid-life phase for companies.

Figure 1: Breakdown of responding organizations’ type, stage of growth and years in business.
Respondent organizations represented an overall workforce of 187,602 full-time employees\(^\text{10}\) – almost three times the 2013 numbers reported. They also reported having provided 31,365,567 people with energy products and services over the past 12 months – almost doubled since 2013 – and 112,554,188 people over the collective lifetimes of the organizations. The majority of these organizations are engaged in project development, product sales and project management (Figure 2). 128 respondents to the survey represented an overall installed capacity of almost 5,300 MW.

The survey also revealed the diversity of energy solutions provided by the Practitioner Network members (Figure 3). While the Practitioner Network remains technology agnostic, it is encouraging to see that the focus areas of respondent organizations are concentrated in the renewable energy sector, with only 3% of respondents providing natural gas as a solution. The strong representation from solar generation technologies continues the trend observed in the previous survey, with 70% of respondents in both years offering solar photovoltaic and small-scale solar lighting. 5,573,761 solar lanterns were distributed by the respondents in the past 12 months of this year’s survey, followed by 388,496 solar PV units of less than 1kW, and 47,025 units of solar PV larger than 1kW.

According to research done by Bloomberg New Energy Finance and Lighting Global, over 13 million off-grid quality verified solar products have been sold to date in developing countries, representing a new market worth $300 million annually; in Africa alone, sales have

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\(^{10}\) A large portion of this aggregate number represents a single multi-national company.
tripled in the last three years providing affordable, clean modern lighting for 35 million rural Africans.\textsuperscript{11} Comparing these numbers to the survey findings indicates that the work of Practitioner Network members may well account for a significant portion of these sales and the positive impact they have brought in the markets reviewed.

Data collected from the survey not only revealed the diversity of sustainable energy solutions provided by Practitioner Network members but also the extensive geographical footprint of its membership (Figure 4). Results indicate a presence in 151 countries globally, increased from 111 in 2013, with most of the respondents having a presence in Africa (including North Africa and the Middle East) followed by Asia. A breakdown of respondents by region of operation shows that East Africa and West Africa have the highest concentration of practitioners, with 100 and 94 responding organizations operating in each of these regions respectively. These are most closely followed by South Asia with 29% of respondents, the majority of which are located in India. The countries with the highest response rates were Tanzania, India, Kenya, Uganda and Nigeria; the same as 2013 except the replacement of Ghana from 2013 by Nigeria in 2015.

![Sustainable Energy Solutions](image)

\textbf{Figure 3: Sustainable energy solutions and services offered by participating members.} Respondents were able to select multiple answers; therefore the percentages highlighted do not add up to 100%.

\textsuperscript{11}Lighting Africa Third Market Trends Report, publication expected in early 2016.
**Respondents’ Geographical Presence**

### Top Countries of Operation

<table>
<thead>
<tr>
<th>Country</th>
<th>Number of Mentions</th>
<th>Percent of Respondents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tanzania</td>
<td>43</td>
<td>20%</td>
</tr>
<tr>
<td>India</td>
<td>41</td>
<td>20%</td>
</tr>
<tr>
<td>Kenya</td>
<td>40</td>
<td>19%</td>
</tr>
<tr>
<td>Uganda</td>
<td>38</td>
<td>18%</td>
</tr>
<tr>
<td>Nigeria</td>
<td>37</td>
<td>18%</td>
</tr>
<tr>
<td>Ghana</td>
<td>32</td>
<td>15%</td>
</tr>
<tr>
<td>United States</td>
<td>29</td>
<td>14%</td>
</tr>
<tr>
<td>Rwanda</td>
<td>25</td>
<td>12%</td>
</tr>
<tr>
<td>South Africa</td>
<td>20</td>
<td>10%</td>
</tr>
<tr>
<td>Nepal</td>
<td>13</td>
<td>6%</td>
</tr>
</tbody>
</table>

**Number of Organizations**

- East Africa: 47% (100 organizations)
- West Africa: 45% (94 organizations)
- South Asia (including India): 29% (61 organizations)
- Southern Africa: 26% (54 organizations)
- South-East Asia: 22% (46 organizations)
- Central Africa: 21% (45 organizations)
- Europe: 21% (44 organizations)
- North America: 21% (44 organizations)
- South America: 19% (39 organizations)
- Central America: 18% (38 organizations)
- Caribbean: 14% (30 organizations)
- North Africa / Middle East: 14% (29 organizations)
- East Asia and the Pacific: 13% (27 organizations)
- Australia / New Zealand: 8% (16 organizations)
- Central Asia: 7% (15 organizations)
- Other: 2% (5 organizations)

*Figure 4: Breakdown of member organizations’ geographical presence. Respondents were able to choose multiple regions and countries of operation.*
Respondents’ Geographical Presence

Respondent Countries of Operation

![Map of respondents' geographical presence with country rankings and numbers of respondents.](image)

Figure 4: Breakdown of member organizations' geographical presence. Respondents were able to choose multiple regions and countries of operation.

Energy Access Practitioner Network: 2015 Directory of Investment and Funding Opportunities
The revenues and expenses reported by respondents for the 2012-2015 time period (Figure 5) are consistently lower than what was reported in the first directory for 2009-2012, due to the fact that significantly fewer respondents chose to respond to this question with quantitative data in the second iteration of the survey. However, an upward trend in revenues can easily be seen over the time frame represented, tracking with previous findings.

Total funding needs observed in the survey, as well as a breakdown of these needs by commercial versus non-commercial organizations are displayed in Figures 6 and 7 respectively. For non-profits, grants represent the highest ask; for commercial/for-profit entities, the amount requested across all debt categories is nearly double the equity ask, underlining the importance of the availability of debt funding for the success and growth of companies in the decentralized energy sector.
The relative interest of respondents in different types of funding has changed drastically from 2013 to 2015. In 2013, the relative popularity of funding types requested went in the order of grant funding, project equity, project debt, company equity, and company debt; whereas in 2015, the most requested types were in the order of concessional debt, commercial debt, company equity, project equity, and company debt; with grant funding, even when combined with the newly introduced options spanning subsidies, only making up 15% of overall funding requested, whereas in 2013 it was the highest tranche at 34%. Therefore, where the results of the 2013 survey indicated there was still a need for softer funding even for for-profit entities to support a number of market entry and development activities, the change in relative weights in 2015 underscores the development of the sector towards more mature and established business models, and a lessened need for soft financing as a result.
Funding Needs of Commercial and Non-profit Entities

![Bar chart showing funding needs by commercial and non-commercial respondents, in US dollars.](image)

**Figure 7: Breakdown of funding needs by commercial and non-commercial respondents, in US dollars.**

1^2^Commercial includes: Small business (small- to medium- sized and social enterprises), Large business (>250 employees), Consultancy firm, Financial institution or fund. Non-profit includes: Academic or research institution, International NGO, Local or national NGO, and Other. As some non-profits are developing for-profit business models, and organizations that self-identified as “Other” were absorbed under the “Non-profit” category, some equity needs are included in the non-profit respondents segment.
The funding needs reported make up a significant and continuous pipeline of opportunities for investors. Companies and organizations in the scaling up, or “valley of death” phase have the highest funding needs (Figure 8), consistent with 2013 findings.

A number of deals were identified by organizations in different stages of growth across the whole range of funding types – project development grant, capital grant or subsidy, and working capital being by far the most frequent as observed in Figure 9, even though the amounts of funding requested for these types were not as high as others overall (Figure 6). Deals related to scaling-up organizations represent the largest tranche of overall funding needs (Figure 10), and small businesses make up by far the majority of the deals represented, with the most frequent asks overall being in the US $1-10 million range (Figure 11).
Comparisons with first edition of investment directory show that similar issues are cited respondents by across both editions.

Survey results indicate energy access practitioners and service providers continue to face a number of challenges in attracting financing. Amongst the top ranked challenges were lack of access to international creditors and investors (61%), the amount of time required to raise funds (49%) and limited track record (37%) (Table 1). The inability to access international creditors and investors poses a significant barrier to...

\[13\] Comparisons with first edition of investment directory show that similar issues are cited respondents by across both editions.

Energy Access Practitioner Network: 2015 Directory of Investment and Funding Opportunities
Challenges When Attracting Funding

<table>
<thead>
<tr>
<th>Response Percent</th>
<th>Number of Organizations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lack of access to international creditors or investors</td>
<td>61%</td>
</tr>
<tr>
<td>Amount of time required to raise funds</td>
<td>49%</td>
</tr>
<tr>
<td>Limited track record</td>
<td>37%</td>
</tr>
<tr>
<td>High interest rates</td>
<td>36%</td>
</tr>
<tr>
<td>Amount of collateralization necessary (i.e., lack of asset(s) needed to put up as security for a loan)</td>
<td>30%</td>
</tr>
<tr>
<td>Other</td>
<td>27%</td>
</tr>
<tr>
<td>Balance sheet</td>
<td>20%</td>
</tr>
<tr>
<td>Limited liquidity of assets</td>
<td>14%</td>
</tr>
<tr>
<td>Legal and regulatory cost</td>
<td>61%</td>
</tr>
<tr>
<td>Low credit</td>
<td>9%</td>
</tr>
</tbody>
</table>

* Respondents were able to select multiple answers; therefore the percentages highlighted do not add up to 100%

Table 1: Top challenges when attracting funding, identified by responding organizations.

Respondents listed scaling operations, piloting projects, and inventory and working capital as the main activities for which they require additional capital or support (Table 2). In addition to detailing their funding needs, responding organizations also highlighted non-monetary resources that would further benefit their operations and growth (Figure 12). Most common non-financial resources sought included matchmaking with potential partners, increasing access to customers within the same country and access to information, particularly concerning relevant funding sources and regulatory frameworks.

Additional Capital and Support Required

<table>
<thead>
<tr>
<th>Response Percent</th>
<th>Number of Organizations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scaling operations</td>
<td>76%</td>
</tr>
<tr>
<td>Piloting projects</td>
<td>53%</td>
</tr>
<tr>
<td>Inventory or working capital</td>
<td>51%</td>
</tr>
<tr>
<td>Marketing and raising consumer awareness</td>
<td>50%</td>
</tr>
<tr>
<td>Distribution channel development</td>
<td>46%</td>
</tr>
<tr>
<td>Staff recruitment and training</td>
<td>46%</td>
</tr>
<tr>
<td>Asset purchases</td>
<td>35%</td>
</tr>
<tr>
<td>End-user financing</td>
<td>35%</td>
</tr>
<tr>
<td>Engineering or technical assistance</td>
<td>31%</td>
</tr>
<tr>
<td>Product line expansion</td>
<td>28%</td>
</tr>
<tr>
<td>Sales</td>
<td>26%</td>
</tr>
<tr>
<td>After-sales service and maintenance</td>
<td>17%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
</tr>
</tbody>
</table>

* Respondents were able to select multiple answers; therefore the percentages highlighted do not add up to 100%

Table 2: Top areas for which respondents require additional capital and support.
87 respondents reported being involved in some aspect of mini-/micro-grid systems—whether through ownership, design and engineering, installation or operations and maintenance (O&M)—representing over 41% of the total respondent pool. Due to the varying definitions for mini-/micro-grid systems used interchangeably in the sector, the survey did not provide a definition for a mini-/micro-grid and asked the respondents to self-identify their systems and approaches instead.

The breakdown of organizations involved in mini-/micro-grid projects tracks that of the overall respondent profile, with the majority representing small businesses (62%), followed by 20% made up of local and international NGOs (Figure 13). Top areas of involvement in mini-/micro-grids were reported as project development; design or engineering of generation or distribution systems; construction, installation or commissioning; and operations and maintenance (Figure 14).

Respondents involved in mini-/micro-grids represented a total installed capacity of close to 2,800 MW, almost 53% of the overall installed capacity reported. The breakdown of projects completed to date, as well as planned for the next 12-24 months in various capacities, can be seen in Table 3. In line with the overall trend of the survey, solar PV remains the leading generation technology in mini-/micro-grid projects—86% of respondents reported using solar PV as their generation technology, followed by biomass/biogas at 32% (Figure 15).
Respondent Profile for Mini-/Micro-Grid Companies

<table>
<thead>
<tr>
<th>Type of organization</th>
<th>Number of Organizations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small business</td>
<td>54</td>
</tr>
<tr>
<td>Large business</td>
<td>6</td>
</tr>
<tr>
<td>NGO (Local and international)</td>
<td>17</td>
</tr>
<tr>
<td>*Other</td>
<td>10</td>
</tr>
</tbody>
</table>

* (Other includes government agency, consultancy firm, financial institution or fund, academic/research institution, other)

Involvement and Capacity in Mini-/Micro-grid Projects

- **Project development**: 89% (77 organizations)
- **Design or engineering of generation or distribution systems**: 74% (64 organizations)
- **Construction, installation or commissioning**: 62% (54 organizations)
- **Operation and maintenance**: 61% (53 organizations)
- **Procurement or import of materials and parts**: 52% (45 organizations)
- **Ownership**: 46% (40 organizations)
- **Consulting**: 40% (35 organizations)
- **Investor**: 25% (22 organizations)
- **Component supplier**: 24% (21 organizations)

*Figure 13: Breakdown of organization types involved in mini-/micro-grids.*

*Figure 14: Breakdown of respondents' involvement and capacity in mini-/micro-grid projects. Respondents were able to select multiple answers; therefore the percentages highlighted do not add up to 100%.*
An analysis of regional presence revealed that most responding mini-/micro-grid developers are based in West Africa (43 organizations, 50%), followed closely by East Africa (42 organizations, 48%) (Figure 16). Asia represents 40% of mini-/micro-grid projects, the majority of which are concentrated in South Asia, including India.

Some 74 mini-/micro-grid respondents were willing to disclose specific information regarding their funding needs, collectively requesting a total of $523,598,432 specific to needs around mini-/micro-grid projects. This represents over 38% of total funding needs requested by survey respondents overall. Most requested types of funding included project equity, commercial (or project) debt, capital grant or subsidy, and concessional debt, in that order (Figure 17).

When asked what their most important considerations were in making the decision to develop a mini-/micro-grid, respondents ranked availability of capital or operating subsidies as their top concern, followed by having the right to charge appropriate tariffs for commercial operation; having an existing regulatory framework to work within; being protected against

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<table>
<thead>
<tr>
<th>Ownership</th>
<th>Investment</th>
<th>Project Development</th>
<th>Component Supplier</th>
<th>EPC</th>
<th>Operation &amp; Maintenance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Completed projects</td>
<td>1,796</td>
<td>1,567</td>
<td>2,226</td>
<td>1,914</td>
<td>1,937</td>
</tr>
<tr>
<td>Upcoming projects</td>
<td>2,851</td>
<td>1,604</td>
<td>4,046</td>
<td>2,896</td>
<td>3,517</td>
</tr>
</tbody>
</table>

Table 3: Number of mini-/micro-grid projects completed to date and planned for in the 12-24 month funding horizon.
expropriation; existence of technical and quality standards; and being duty exempt, in that order. This confirms that financing remains the top consideration and limiting factor in the mini-/micro-grids sector, mirroring the decentralized energy sector as a whole.

When asked what their biggest challenges were in terms of implementation and sustainability of their mini-/micro-grid projects, respondents cited availability of subsidies as their main financial concern; the high cost of new technologies or system integration as their main technical concern; and national tariff regulations as a limiting factor for their ability to charge appropriate tariffs for commercially viable operation as their main regulatory, behavioral and other concern. Again, all the top-ranked challenges are related to cost and financing. The relative rankings of all financial, technical and regulatory, behavioral and other challenges, with associated relative weights, can be observed in Table 4. These findings collectively track – and will help inform substantive work around – the five focus areas of the Clean Energy Mini-grids High Impact Opportunity going forward as well as the work of the Practitioner Network.

Figure 15: Breakdown of generation technologies for mini-/micro-grids implemented by responding organizations. Respondents were able to select multiple answers; therefore the percentages highlighted do not add up to 100%.
Regions of Operation: Mini-/Micro-Grid Organizations

- West Africa: 43 organizations
- East Africa: 42 organizations
- Southern Africa: 29 organizations
- South Asia (including India): 27 organizations
- Central Africa: 25 organizations
- South-East Asia: 20 organizations
- North America: 18 organizations
- South America: 18 organizations
- North Africa and the Middle East: 16 organizations
- Central America: 16 organizations
- Europe: 15 organizations
- Caribbean: 13 organizations
- East Asia and the Pacific: 11 organizations
- Central Asia: 7 organizations
- Australia and New Zealand: 5 organizations
- Other (please specify): 2 organizations

Figure 16: Regions of operation for organizations involved in mini-/micro-grids. Respondents were able to choose multiple regions of operation.
Figure 17: Breakdown of funding types sought by responding organizations engaged in mini-/micro-grids, in US dollars.
## Top Challenges when Developing Mini-/Micro-Grid Projects

<table>
<thead>
<tr>
<th>Challenges</th>
<th>Relative weight and ranking</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Financial</strong></td>
<td></td>
</tr>
<tr>
<td>Limited availability of subsidies</td>
<td>1.07</td>
</tr>
<tr>
<td>Limited comprehension of mini-grid market by investors &amp; lenders</td>
<td>0.97</td>
</tr>
<tr>
<td>Difficulty securing debt on desirable terms</td>
<td>0.79</td>
</tr>
<tr>
<td><strong>Technical</strong></td>
<td></td>
</tr>
<tr>
<td>High cost of new technologies or system integration</td>
<td>1.79</td>
</tr>
<tr>
<td>Metering challenges</td>
<td>0.93</td>
</tr>
<tr>
<td>Lack of information on, or access to, energy-efficient end-user products</td>
<td>0.64</td>
</tr>
<tr>
<td><strong>Regulatory, Behavioral &amp; Other</strong></td>
<td></td>
</tr>
<tr>
<td>National tariff regulation limits ability to charge appropriate tariffs for commercially-feasible operation</td>
<td>1.03</td>
</tr>
<tr>
<td>Legal issues surrounding private ownership of utility operation</td>
<td>0.62</td>
</tr>
<tr>
<td>Limited availability of trained labour (either for engineering, construction, operation or maintenance)</td>
<td>0.53</td>
</tr>
</tbody>
</table>

*Table 4: Top challenges to mini-/micro-grid project implementation and sustainability, ranked by relative weight per survey results. A larger weight indicates higher relative importance to respondents.*
**Organizational 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.

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**24-HOUR SOLAR ROOF**

www.24hourSolarRoof.com

*Small business, Start-up, 6 months – 2 years old, 4 full-time employees*

Our 24-hour Solar Roof replaces a commercial building roof with photovoltaic panels in a watertight, insulated racking system that becomes the roof, adding batteries to store solar energy for 24/7, grid-free usage.

The 24-hour Solar Roof delivers reliable, uninterrupted electricity. Ideal solution for the 1.8 billion people with zero or limited access to electric grids.

**Contact information**

Will Perego, Founder & CEO
will@GreenTechEndeavors.com

**Countries of operation**

USA, Netherlands, Mexico, Haiti, Argentina

**Expertise**

- Design and manufacture energy devices or integrated systems

---

**Solutions provided**

- Solar PV home or business systems greater than 1 kW
- Solar PV institutional-level systems
- Energy efficiency
- Energy storage

**2014-2015 Financials**

Please contact the organization for further details.

**Funding needs**

Company equity $1,000,000

**Non-financial needs**

- Access to new customers within the same country
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

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**ACCESS RENEWABLE ENERGY LTD**

www.access-renewables.com

*Small business, Scaling-up, 5-10 years old, 3 full-time employees*

Development of small scale renewable energy projects, including: feasibility studies, environmental & regulatory approvals, stakeholder & community engagement, planning & design and project management. Renewable energy technologies we work with include solar, wind, hydro and hydro-kinetic. We work on micro-grids, on-and off-grid projects.
Contact information
Robin Wentzel
rwentzel@access-renewables.com

Countries of operation

Expertise
• Project development
• Mini-grids: project development, consulting, design

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Solar thermal: large-scale systems greater than 2 MW
Small hydro
Wind
Energy storage
Mini-/micro-grids: solar PV, diesel, wind, hydro

Impact to date
• 500 individuals reached over the past 12 months.
• 10,000 individuals reached over the lifetime of the organization.
• Has completed 10 mini-grids to date in EPC capacities, and 7 mini-grids in a project development capacity.
• Will be involved in the EPC of 10 mini-grids, and the project development of 7 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 2,000 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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

AMIS DES ETRANGERS AU TOGO (ADET)
www.noracismadet.fr

International non-governmental organization (NGO), Scaling-up, 2 – 5 years old, 720 full-time employees

ADET was granted special consultative status with ECOSOC in 2013, and its mission is of social, economic and environmental development. The organization promotes the rights of women, minorities, youths, migrants and indigenous persons, disabled and elderly persons, as well as working towards sustainable economic and infrastructure development, higher education quality, and environmental conservation.

Contact information
DOSSE, President
sossougadoss@yahoo.fr

Countries of operation
Togo

Expertise
• Design and manufacture energy devices or integrated systems
• Project development
• Manage energy projects or programs
• Mini-grids: project development, design, construction, operation & maintenance

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Combined heat and power (CHP)
Energy efficiency
Energy storage
Mini-/micro-grids: solar PV
Impact to date
- 10 individuals reached over the lifetime of the organization.
- Has completed 10 mini-grids to date in project development, EPC and operation and maintenance capacities.
- Will be involved in the ownership, investment, project development, component supplier, EPC and operation and maintenance of 20 mini-grids in the next 12-24 months.
- Mini-grids installed capacity: 1,000,000 kW

2014-2015 Financials
Please contact the organization for further details.

Micro-grid specific funding needs

<table>
<thead>
<tr>
<th>Funding Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project equity</td>
<td>$200,000</td>
</tr>
<tr>
<td>Concessional debt</td>
<td>$2,000,000</td>
</tr>
<tr>
<td>Commercial debt</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Project development grant</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Capital grant or subsidy</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Working capital</td>
<td>$1,000,000</td>
</tr>
<tr>
<td>Operational subsidy</td>
<td>$200,000</td>
</tr>
<tr>
<td>Company equity</td>
<td>$200,000</td>
</tr>
<tr>
<td>Company debt</td>
<td>$400,000</td>
</tr>
</tbody>
</table>

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to component suppliers
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)

ALL POWER LABS
www.allpowerlabs.com

Small business, Established, 5-10 years old, 30 full-time employees

All Power Labs designs, engineers, and manufactures compact biomass gasifier gensets. We make rural energy access and micro grids affordable and easy to deploy.

Our units are compact, highly automated, and easy to use. They produce renewable, carbon negative energy from a wide range of waste biomass, turning things like wood chips, nut shells, and corn cobs into electricity.

They combine the best usability features of diesel generators, with the clean running of typical renewables. You can generate on-demand power for a quarter the operating cost of diesel, at half the capital cost of solar. And while saving money, you can also zero your carbon footprint and contribute positively to global efforts against climate change.

Contact information
Tom Price, Director of Strategic Initiatives
tom@allpowerlabs.com

Countries of operation
Liberia, Nigeria, Ghana, Benin, Kenya, Uganda, South Africa, England, Spain, France, Italy, Germany, Malta, India, Russia, Myanmar, Thailand, Japan, South Korea, Taiwan, China, Indonesia, Philippines, Australia, Canada, Columbia, Chile, Ecuador, Mexico, Guatemala, Haiti, USA

Expertise
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Integrate, install and/or maintain energy systems
• Mini-grids: project development, component supply, construction, operation & maintenance

Solutions provided
Combined heat and power (CHP)
Biogas or other biomass
Waste-to-energy
Mini-/micro-grids: biomass/biogas

Impact to date
• 2,000 individuals reached over the past 12 months.
• 15,000 individuals reached over the lifetime of the organization.
• Has completed 500 mini-grids to date in component supplier capacities, and 2 mini-grids in ownership capacities.
• Will be involved in the component supply of 500 mini-grids, the operation and maintenance of 250 mini-grids, the EPC of 100 mini-grids, the project development of 30 mini-grids, and the ownership of 10 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 1000 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Commercial debt $10,000,000
Company equity $5,000,000

Micro-grid specific funding needs
Project equity $2,000,000
Commercial debt $10,000,000
Company equity $5,000,000

Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Matchmaking with potential partners (investors, suppliers, service providers)

Small business, Scaling-up, 5-10 years old, 11 full-time employees

We are specialists in commercial medium to large-scale solar PV system design, supply and installations. AM Solar is a renewable energy solutions provider, specializing in solar electric PV system solutions for corporate, industrial and residential sectors, including design, supply, installation and management.

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

Countries of operation
South Africa, Zimbabwe, Zambia, Mozambique, Lesotho, Swaziland

Expertise
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Provide end-user financing for energy services
• Provide commercial financing for energy services
• Mini-grids: project development, consulting, design, material procurement, component supply, construction

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Energy storage
Mini-/micro-grids: solar PV
Impact to date
- 1,600 individuals reached over the past 12 months.
- 4,000 individuals reached over the lifetime of the organization.
- Has completed 60 mini-grids to date in project development, component supplier, and EPC capacities.
- Will be involved in the project development, component supplier, EPC and operation and maintenance of 10,000 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 72,000,000 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
- Access to new customers in another country
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Lesley Marincola, CEO
lesleys@angazadesign.com

Countries of operation
USA, Kenya, Tanzania, Malawi, Uganda, South Africa, Senegal, India, Pakistan

Expertise
- Other: Designing Pay-As-You-Go technology that we license to third party manufacturers and distributors
- Mini-grids: design

Solutions provided
Not applicable (My organization does not directly offer sustainable energy products)
Mini-/micro-grids: solar PV, biomass/biogas

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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
- Access to component suppliers
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)
ANKUR SCIENTIFIC ENERGY TECHNOLOGIES PVT LTD
www.ankurscientific.com

Large business, Established, >10 years old, 250 full-time employees

We are a global leader in the field of biomass to renewable energy, developing world class technology in-house and supplying cheap, in-demand energy to over 30 countries. We have designed different gasifier systems to use more than 50 different types of biomass and agri-residues, and they are suitable for wide range of thermal heat applications.

Contact information
Ashok Chaudhuri, Sr. General Manager – Business Development
ashok.chaudhuri@ankurscientific.com

Countries of operation
Operating in 30+ countries globally

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Integrate, install and/or maintain energy systems
• Mini-grids: ownership, project development, design, material procurement, component supply, construction, operation & maintenance

Solutions provided
Biogas or other biomass
Other: Biomass gasifier systems for power generation and process heat applications
Mini-/micro-grids: biomass/biogas

Impact to date
• Has completed 50 mini-grids to date in component supplier, operation and maintenance capacities, 10 mini-grids in EPC capacities, and 2 mini-grids in ownership and investment capacities.
• Will be involved in the component supplier, operation and maintenance of 50 mini-grids, the EPC of 10 mini-grids, and the ownership and investment of 2 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 2,000 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

AOT CONSULTING (U) LTD
www.aotconsulting.co.ug

Consultancy firm, Scaling-up, 2-5 years old, 4 full-time employees

AOT CONSULTING is an independent, registered consultancy firm, focusing on energy access, energy efficiency, renewable energy, and climate change adaptation and mitigation. We specifically target energy development services in developing countries and emerging markets, and our technically experienced and dedicated team of experts,
consistently deliver top-notch services to our clients. We believe that sustainable energy development is at the heart of socio-economic transformation of our communities.

**Contact information**
Isaiah Oonyu, Project coordinator
i.oonyu@aotconsulting.co.ug

**Countries of operation**
Uganda

**Expertise**
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)

**Solutions provided**
- Solar PV home or business systems greater than 1 kW
- Solar PV institutional-level systems
- Solar thermal: large-scale systems greater than 2 MW
- Small hydro
- Wind
- Combined heat and power (CHP)
- Energy efficiency
- Energy storage
- Biogas or other biomass
- Waste-to-energy
- Mini-/micro-grids

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
- Project equity $200,000
- Concessional debt $150,000
- Commercial debt $200,000
- Project development grant $300,000
- Capital grant or subsidy $250,000
- Working capital $250,000
- Operational subsidy $150,000
- Company equity $300,000

**Non-financial needs**
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

**ARDG LTD.**

**Small business, Scaling-up, 5-10 years old, 3 full-time Employees**

We are an asset and resource development company currently producing and promoting bio-diesel. We base our business on our CSR which is focused on removing used “waste” cooking oil and turning it into fuel, thereby saving lives since the practice of reusing cooking oil drastically increases the incidence of child cancer, youth and adult onset of diabetes, CVD, and cancer.

**Contact information**
Nana Yao Lee, Development Director
nanayaolee@yahoo.co.uk

**Countries of operation**
Ghana

**Expertise**
- Other: Bio-fuel

**Solutions provided**
- Waste-to-energy

**Impact to date**
- 10 individuals reached over the past 12 months.
- 100 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.
Advanced Renewable Power LLC (ARP) is a Mobile Power Grid (MPG) Company, comprised of a team of designers, engineers, scientists, and business development executives. Our products are specifically designed for countries without electric power grids and are self-sustaining power generating units that are installed on trailers, containers, and semi-trucks. MPG systems can park next to a villages, small towns, big city zones, hospitals, military camps, and all kinds of off-grid areas without electricity. Our generators will run at 50% to 70% reduction in fuel consumptions and complement energy sources of solar, wind, or a grid.
ASKN ELECTRIC LTD

Small business, Scaling-up, 5-10 years old, 15 full-time employees

Our company’s main activity is in electrical contracting, grid extension and improvement. We also provide services and solutions in design, installation and maintenance of solar PV systems. We are currently venturing into energy service management for commercial entities. We are also involved in renewable energy and energy efficiency project development and are currently looking into environmental protection and sanitation project development. We are currently working to develop a 500MW solar PV rooftop project which will become the back bone of our energy service management venture.

Contact information
Nana Kwaku Sakyi Asamoah, Operations
asknelectricltd@gmail.com

Countries of operation
Ghana

Expertise
• Project development
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Energy efficiency
Energy storage

Impact to date
• 1,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Details of funding needs are available upon request from the organization.
Concessional debt $1,500,000,000*
Project development grant $2,000,000
Working capital $50,000,000

Non-financial needs
• Access to new customers in another country
• Access to a manufacturer
• Access to component suppliers
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• New leadership
• Matchmaking with potential partners (investors, suppliers, service providers)

*This request has been removed from the aggregate statistics as it relates to a grid-tied project.

ASOCIACIÓN FÉNIX

www.asociacionfenix.org

Local or national non-governmental organization (NGO), Start-up, 2-5 years old, 10 full-time employees

Asofenix is a Nicaraguan non-governmental organization, develops social projects in rural communities, aimed at meeting basic needs using renewable energy: lighting housing, access to clean water, improve production and cook stoves.

Contact information
Jaime Muñoz, Director
asofenixnicaragua@gmail.com
Countries of operation
Nicaragua

Expertise
- Import or export products for the energy sector
- Project development
- Integrate, install and/or maintain energy systems
- Mini-grids: project development, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Small hydro
Biogas or other biomass
Mini-/micro-grids: solar PV, hydro, biomass/biogas

Impact to date
- 600 individuals reached over the past 12 months.
- 10,000 individuals reached over the lifetime of the organization.
- Has completed 5 mini-grids to date in project development, EPC and operation and maintenance capacities.
- Will be involved in the operation and maintenance of 5 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 99 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
- Access to new customers within the same country
- Access to component suppliers
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

ASSIUT UNIVERSITY, EGYPT
www.aun.edu.eg

Academic or research institution, Scaling-up, Over 10 years old, 200 full-time employees

ORGANIZATION DESCRIPTION
The Mechanical Engineering Department at Assiut University is a multidisciplinary department. One of the major focuses within the department is renewable energy and its applications in hot arid areas, including post-harvest crops, cooling and conservation in order to decrease losses between farms and customers.

Contact information
Dr. Ahmed Hamza H Ali, Professor and Consultant on renewable energy engineering
ah-hamza@aun.edu.eg

Countries of operation
North Africa and the Middle East

Expertise
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Design of energy efficiency and audit program for industries case by case
- Mini-grids: consulting, design

Solutions provided
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Energy efficiency
Energy storage
Mini-/micro-grids: solar PV
Impact to date
- 12 individuals reached over the past 12 months.
- 40 individuals reached over the lifetime of the organization.
- Has completed 1 mini-grid to date in ownership capacities and 3 mini-grids in project development capacities.
- Will be involved in the ownership and project development of 1 mini-grids in the next 12-24 months.
- Mini-grids installed capacity: 50 kW

2014-2015 Financials
Please contact the organization for further details.

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

Micro-grid specific funding needs
Project equity $15,000
Concessional debt $15,000
Project development grant $150,000

Non-financial needs
Answer to survey Question 29:
- Access to new customers within the same country
- Access to new customers in another country
- Access to component suppliers

Contact information
Arun George, Founder & CEO
AG@avantgardeinnovations.com

Countries of operation
India

Expertise
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Integrate, install and/or maintain energy systems
- Mini-grids: project development, design, material procurement, construction

Solutions provided
Small hydro
Wind
Energy efficiency
Energy storage
Mini-/micro-grids: solar PV, wind, hydro

Impact to date
- Will be involved in the project development and EPC of 20 mini-grids in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.
Funding needs
Concessional debt $166,666
Capital grant or subsidy $400,000

Micro-grid specific funding needs
Project development grant $100,000

Non-financial needs
• Access to new customers within the same country
• Access to a manufacturer
• Access to component suppliers
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

BBOXX LTD
www.bboxx.co.uk

Small business, Scaling-up, 5-10 years old, 168 full-time employees

BBOXX is offering an on-grid experience in an off-grid world powered through a unique financing model to sell solar systems to the mass market on a monthly payment plan. BBOXX leads and manages all aspects of its business operations — engineered from its lab in London, manufactured in its factory in China, followed by distribution to partners in 35 countries and 30 local shops in Kenya, Rwanda and Uganda.

Contact information
Natasha Cooper, Executive Assistant
n.cooper@bboxx.co.uk

Countries of operation
UK, China, Hong Kong, Rwanda, Kenya, Uganda

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Provide end-user financing for energy services

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW

Impact to date
• 23,105 individuals reached over the past 12 months.
• 250,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)
Financial institution or fund, Established, 6 months – 2 years old, 5 full-time employees

Blue Haven Initiative (BHI) invests in innovative for-profit business models that deliver products and services to people and businesses that are underserved or out of reach of existing infrastructure. BHI’s direct investment strategy has the dual goal of achieving both best-in-class venture returns and maximum social and environmental impact. Our portfolio companies are built to scale across borders and serve millions of people.

Contact information
Lauren Cochran, Director of Private Investments
lauren@bluehaveninitiative.com

Countries of operation
Kenya, Ghana, Rwanda, Tanzania, Uganda

Expertise
• Other: Investor

Solutions provided
Not applicable (My organization does not directly offer sustainable energy products)
Mini-/micro-grids: solar PV, diesel

Impact to date
• 75,000 individuals reached over the past 12 months.
• 1,000,000 individuals reached over the lifetime of the organization.
• Has completed 1 mini-grid to date in investment capacities.
• Will be involved in the investment of 1 mini-grid in the next 12-24 months.

• Mini-grids installed capacity: 1,000 kW

2014–2015 Financials
Please contact the organization for further details.

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

Micro-grid specific funding needs
Please contact the organization for further details.

Non-financial needs
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)

Energy Access Practioner Network: 2015 Directory of Investment and Funding Opportunities
Countries of operation
India, Nepal, Myanmar

Expertise
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Perform business consulting services
- Mini-grids: ownership, project development, consulting, design, material procurement, component supply, construction, operation & maintenance

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Energy storage
Mini-/micro-grids: solar PV

Impact to date
- 20,000 individuals reached over the past 12 months.
- 60,000 individuals reached over the lifetime of the organization.
- Has completed 24 mini-grids to date in project development, component supplier, EPC and operation and maintenance capacities, and 6 mini-grids in an ownership capacity.
- Will be involved in the project development, component supplier, EPC and operation and maintenance of 100 mini-grids, and the ownership of 25 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 30 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

BRIGHT GREEN ENERGY FOUNDATION
www.greenenergybd.com

Non-profit organization, Established, 2-5 years old, 1754 full-time employees

Bright Green Energy Foundation (BGEF) has successfully installed over 132,442 solar home systems in rural off-grid areas of Bangladesh under IDCOL’s solar program. BGEF has over 1754 trained employees in the field level and over 285 qualified engineers. BGEF serves people in rural areas with energy efficient solar home systems, bio-gas plant, and improved cook stoves, improving the health and the living environment of rural households of Bangladesh.

Contact information
Dipal Chandra Barua, Founder & Chairman
dipal@dipalbarua.com

Countries of operation
Bangladesh

Expertise
- Sell energy devices or systems directly to end users
- Planning or evaluation of energy programs
• Manage energy projects or programs

Solutions provided
Solar PV home or business systems less than 1 kW
Energy efficiency
Biogas or other biomass
Other: Improved cook stoves

Impact to date
• 250,250 individuals reached over the past 12 months.
• 677,540 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers within the same country
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Kristian Bye, Founder & Chairman
kristian.byebright-products.com

Countries of operation
Kenya, Tanzania, Senegal, Nigeria, Angola, South Africa, Myanmar, Philippines, Jordan, USA, Norway, Sweden, Germany, Switzerland, Hungary

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW

Impact to date
• 1,200,000 individuals reached over the past 12 months.
• 1,250,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Revenue $2,118,800
Expenses $2,070,000

Funding needs
Project equity $1,000,000
Capital grant or subsidy $500,000

Non-financial needs
• Access to new customers in another country
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

BRIGHT PRODUCTS
www.bright-products.com

Small business, scaling-up, 2-5 years old, 5 full-time employees

BRIGHT Products vision is “A world where people see new possibilities”. This vision is deeply embedded in our innovative product development strategy and our search for customers, employees and partners who strive for sustainable energy for all. Since launching in 2014, BRIGHT has shipped over 230,000 units of our award winning SunBell solar lamp & phone charger. We hold long-term agreements with the UNDP and UNHCR and plan for rapid growth through both UN/NGO customers and commercial distributors in Off Grid countries.
The Buksh Foundation aims to become an impact investor by offering a turnkey model to provide sustainable alternate energy solutions and training in off-grid areas, in an effort to eradicate poverty in impoverished communities. The Foundation was the first to introduce development programs to enable clean energy access in Pakistan. It is a demand-driven innovative organization that aspires to adopt best global practices.

Contact information
Sania Khan, Business Development
sania.khan@bukshfoundation.org

Countries of operation
Pakistan

Expertise
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Small hydro
Waste-to-energy
Mini-/micro-grids

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers within the same country
• Matchmaking with potential partners (investors, suppliers, service providers)

Business Connect is a social enterprise (L3C) committed to providing citizens living in developing countries with affordable and easy access to essential resources to strengthen education, health and economic growth opportunities within the communities it serves. We embrace a multi-dimensional bottom-line approach committed to employment, profit-sharing, transparency and faith. We began our work as the international distributor for Sawyer water filtration devices and this year included clean solar products and cookstoves, as well as other life enhancing products, in our product line.

Contact information
Lou Haveman, President
lou@businessconnectworld.com

Small business, Established, 5-10 years old, 5 full-time employees

Energy Access Practitioner Network: 2015 Directory of Investment and Funding Opportunities
Countries of operation
Operating in 34 countries, across Africa, Asia, Central and South America.

Expertise
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Project development

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy storage
Other: Clean cookstoves, water filtration units, portable solar generators

Impact to date
• 1,500 individuals reached over the past 12 months.

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

CADIRE CAMEROON ASSOCIATION
www.cabinetjob.com/devcadire

Local or national non-governmental organization (NGO), Start-up, 2-5 years old, 65 full-time employees

Candire Cameroon Association promotes sustainable development and climate protection through country development projects in several branches, including agriculture, health, environment and energy.

Contact information
Augustin Yves MBOCK KEKED, President
yvesmbock@yahoo.fr

Countries of operation
Central Africa, CEMAC, Chad, Cameroon, Gabon, RCA

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Project development
• Manage energy projects or programs
• Perform business consulting services
• Mini-grids: ownership, investment, project development, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV home or business systems greater than 1 kW
Energy efficiency
Energy storage
Biogas or other biomass
Waste-to-energy
Mini-/micro-grids: solar PV, biomass/biogas

Impact to date
• 50,000 individuals reached over the past 12 months.
• 50,000 individuals reached over the lifetime of the organization.
• Will be involved in the ownership, investment, project development, operation and maintenance of 1 mini-grid in the next 12-24 months.
• Mini-grids installed capacity: 10,000 kW

2014-2015 Financials
Please contact the organization for further details.
Funding needs
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 component suppliers
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Mentorship
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)

Caribbean Maritime Institute
www.cmi.edu.jm

Academic or research institution, Scaling-up, >10 years old, 200 full-time employees
A University active in Sustainable Energy Applied Research.

Contact information
Herman Shim, Researcher
hshim@cmi.edu.jm

Countries of operation
Jamaica

Expertise
- Design and manufacture energy devices or integrated systems
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Mini-grids: ownership, project development, consulting, design

Solutions provided
Solar PV lanterns
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Energy storage
Other: Applied research in mixed sources of energy
Mini-/micro-grids: solar PV, wind

Impact to date
- 9 individuals reached over the past 12 months.
- 115 individuals reached over the lifetime of the organization.
- Has completed 125 mini-grids to date in ownership capacities.
- Will be involved in the project development of 3 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 125 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project development grant $250,000

Micro-grid specific funding needs
Project development grant $100,000

Non-financial needs
- Access to a manufacturer
- Access to component suppliers
- Matchmaking with potential partners (investors, suppliers, service providers)
CEEP HYDRO LTD
www.dassy-entreprise.com/ceep-hydro

Small business, Established, 2-5 years old, 6 full-time employees

CEEP Hydro Ltd is a Rwandan Independent Power producer (IPP), specializing in hydropower development. It was created in 2009 and has developed two micro hydropower projects to-date.

Contact information
Nezerwa Francois D’Assise, CEO
ceepventures@gmail.com

Countries of operation
Rwanda

Expertise
• Project development
• Manage energy projects or programs
• Mini-grids: project development, material procurement, construction, operation & maintenance

Solutions provided
Small hydro
Mini-/micro-grids: hydro

Impact to date
• Has completed 1 mini-grid to date in a project development capacity.
• Will be involved in the project development, EPC and operation and maintenance of 1 mini-grid in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

COLIBRÍ
www.colibri-global.com

Large business, Start-up, 6 months – 2 years old, 1 full-time employee

Colibrí bridges the distribution gap so that poverty alleviating technology can reach those who will benefit from it most. We are currently operating in Nicaragua and focusing on energy poverty alleviation.

Contact information
Morgan Babs, Founder & CEO
morgan@colibri-global.com

Countries of operation
Nicaragua

Expertise
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW

Impact to date
- 2,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
- Project equity $300,000
- Project development grant $600,000
- Capital grant or subsidy $300,000

Non-financial needs
- Access to new customers within the same country
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)
- Other: Vehicle and office space, incorporation in country, legal services and import license

Contact information
Osuolale Akande, CEO
osuolale@coperson.com

Countries of operation
Nigeria, Benin, Togo, Ghana, Liberia, Sierra Leone

Expertise
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Integrate, install and/or maintain energy systems
- Perform business consulting services
- Mini-grids: ownership, project development

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Small hydro
Combined heat and power (CHP)
Energy storage
Mini-/micro-grids: solar PV, hydro

Impact to date
- 500 individuals reached over the past 12 months.
- 1,000 individuals reached over the lifetime of the organization.
- Has completed 1 mini-grids to date in an investment capacity
- Will be involved in the project development of 6 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 6,000 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
- Project equity $130,000
Micro-grid specific funding needs
Project equity $110,000
Working capital $20,000

Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

COMMUNITY RESEARCH AND DEVELOPMENT CENTRE
www.credcent.org

Local or national non-governmental organization (NGO), Scaling-up, 5-10 years old, 8 full-time employees

Community Research and Development Centre (CREDC) is a non-governmental, non-profit organization which provides services to ensure that people have access to a safe and healthy environment. CREDC also oversees the sustainable management of environmental resources, with the goal of achieving socio-economic development of our communities.

Contact information
Agharese Lucy Ero, Operations Manager & Head of Gender Unit
agharese@credcent.org

Countries of operation
Nigeria

Expertise
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)

Solutions provided
Solar PV home or business systems greater than 1 kW
Energy efficiency
Mini-/micro-grids

Impact to date
• 500 individuals reached over the past 12 months.
• 1,266 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project development grant $200,000

Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Access to information (on funding sources, regulatory framework etc.)

D.LIGHT
www.dlight.com

Large business, Scaling-up, 5-10 years old, 400 full-time employees

d.light is a global social enterprise aiming to improve the lives of the two billion people in the developing world that live without access to reliable energy. We provide distributed, affordable solar energy solutions for households and small businesses that are transforming the way people all over the world use and pay for energy. Our products are sold in over 60 countries and we have impacted more than 50 million lives since we were founded in 2006.

Contact information
Ned Tozun, CEO
ned@dlight.com
**Countries of operation**
India, Kenya, Nigeria, China, USA

**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
- Provide end-user financing for energy services

**Solutions provided**
Solar PV lanterns
Solar PV home or business systems less than 1 kW

**Impact to date**
- 20,000,000 individuals reached over the past 12 months.
- 50,000,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
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
- Matchmaking with potential partners (investors, suppliers, service providers)

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**DANESSIEN SUSTAINABLE ENERGY SOLUTIONS LIMITED**

**Small business, Start-up, 0-6 months old, 3 full-time employees**

Danessien Sustainable Energy Solutions Limited (DSESL) will provide clients with innovative solar energy products. The business is established to offer authentic sustainable energy solution to the growing population in the rural areas and as well as to an ever-increasing market of SMEs in Ghana.

**Contact information**
Daniel Kofi Essien, CEO
danessiensustainableenergys@yahoo.com

**Countries of operation**
Ghana

**Expertise**
- Sell energy devices or systems directly to end users

**Solutions provided**
Solar PV home or business systems less than 1 kW

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
- Project equity $200,000
- Project development grant $150,000
- Capital grant or subsidy $150,000

**Non-financial needs**
- Access to new customers in another country
- Access to a manufacturer
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

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**DASSY Enterprise**

www.dassy-enterprise.com

**Small business, Established, 5-10 years old, 22 full-time employees**

Danessien Sustainable Energy Solutions Limited (DSESL) will provide clients with innovative solar energy products. The business is established to offer authentic sustainable energy solution to the growing population in the rural areas and as well as to an ever-increasing market of SMEs in Ghana.

**Contact information**
Daniel Kofi Essien, CEO
danessiensustainableenergys@yahoo.com

**Countries of operation**
Ghana

**Expertise**
- Sell energy devices or systems directly to end users

**Solutions provided**
Solar PV home or business systems less than 1 kW

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
Project equity $200,000
Project development grant $150,000
Capital grant or subsidy $150,000

**Non-financial needs**
- Access to new customers in another country
- Access to a manufacturer
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)
DASSY Enterprise is a Rwandan social enterprise specializing in off-grid solar energy technologies, including low-cost solar lights, DC lighting kits, solar home and institutional systems. DASSY works with 122 freelance vendors, 38 sales representatives, and 42 freelance technicians. To date, DASSY has served over 7,000 customers in various solar solutions.

Contact information
Nezerwa Francois D’Assise, Managing Director
entreprise_dassise@yahoo.fr

Countries of operation
Rwanda

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
• Project development
• Provide end-user financing for energy services
• Mini-grids: project development, design, material procurement, construction

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Mini-/micro-grids: solar PV

Impact to date
• 16,055 individuals reached over the past 12 months.
• 38,045 individuals reached over the lifetime of the organization.
• Has completed 1 mini-grid to date in ownership, project development, component supplier, EPC and operation and maintenance capacities.
• Will be involved in the ownership, project development, EPC and operation and maintenance of 2 mini-grids in the next 12-24 months.
• Mini-grids installed capacity: 50 kW

2014-2015 Financials
Revenue $440,923
Expenses $409,012

Funding needs
Commercial debt $500,000
Project development grant $500,000
Capital grant or subsidy $1,000,000

Micro-grid specific funding needs
Concessional debt $50,000
Commercial debt $50,000
Project development grant $20,000
Capital grant or subsidy $200,000
Working capital $60,000
Company equity $50,000

Non-financial needs
• Access to new customers within the same country
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

DEALER TECNO SRL
www.dealertecno.com

Small business, Scaling-up, 2-5 years, 8 full-time employees

Dealer Tecno designs and manufactures innovative, low environmental impact systems for wind turbine power, water storage, shelters, telecommunications and energy conversion (through hybrid systems or CHP).
Contact information
Stefano Onofri, General Manager
info@dealertecno.com

Countries of operation
Italy

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
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Other: Innovative international PCT patent
- Mini-grids: project development, design, component supply, construction, operation & maintenance

Solutions provided
Wind
Combined heat and power (CHP)
Energy storage
Mini-/micro-grids: wind

Impact to date
- 2 individuals reached over the past 12 months.
- 10 individuals reached over the lifetime of the organization.
- Has completed 10 mini-grids to date in an operation and maintenance capacity, 7 mini-grids in project development and EPC capacities, 2 mini-grids in ownership and investment capacities, and 1 mini-grid in a component supplier capacity.
- Will be involved in the operation and maintenance of 40 mini-grids, the investment, project development, component supplier and EPC of 10 mini-grids, and the ownership of 1 mini-grid in the next 12 – 24 months.
- Mini-grids installed capacity: 60 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $100,000
Concessional debt $500,000
Commercial debt $500,000
Project development grant $1,000,000
Capital grant or subsidy $1,000,000
Working capital $100,000
Company equity $100,000
Company debt $300,000

Micro-grid specific funding needs
Project development grant $500,000
Capital grant or subsidy $500,000

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to component suppliers
- Matchmaking with potential partners (investors, suppliers, service providers)

DEEPER MISSIONS
www.DeeperMissions.org

International non-governmental organization (NGO), Scaling-up, 2-5 years old, 0 full-time employees

Deeper Missions helps improve communities in Africa through sustainable partnerships which bring green energy, safe water and proper sanitation.

Contact information
Derek Reinhard, Executive Director
derek.reinhard@deepermissions.org
Countries of operation
Sierra Leone, Kenya

Expertise
- Project development
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Mini-grids: project development

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Mini-/micro-grids: solar PV

Impact to date
- 350 individuals reached over the past 12 months.
- 1,000 individuals reached over the lifetime of the organization.
- Has completed 1 mini-grid to date in a project development capacity.
- Will be involved in the project development 2 mini-grids in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

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

Micro-grid specific funding needs
Project development grant $50,000
Capital grant or subsidy $250,000
Working capital $100,000

Non-financial needs
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

Small business, Scaling-up, 2-5 years old, 20 full-time employees

Devergy provides affordable and reliable energy to low-income people in off-grid rural villages, who are unable to buy a solar home system. With Devergy smart solar micro-grids, customers save up to 30% on their energy expenditure and receive high quality, reliable energy to power households and small businesses. The key feature of the system is an energy meter which is based on a pre-paid, pay-per-use approach, where customers top up their credit through a mobile money platform.

Contact information
Fabio De Pascale, CEO
fabio@devergy.com

Countries of operation
Tanzania

Expertise
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems directly to end users
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services
- Mini-grids: ownership, project development, design, material procurement, component supply, construction, operation & maintenance

Solutions provided
Mini-/micro-grids: solar PV
Impact to date
• 4,500 individuals reached over the past 12 months.
• 4,500 individuals reached over the lifetime of the organization.
• Has completed 6 mini-grids to date in ownership, project development, component supplier, EPC and operation and maintenance capacities.
• Will be involved in the ownership, project development, component supplier, and EPC of 77 mini-grids, and the operation and maintenance of 83 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 18 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

THE DOBLE GROUP
www.thedoblegroup.com

Small business, Scaling-up, 2-5 years old, 10 full-time employees

The Doble Group, a group of innovation companies operating with the view that when pioneering technology meets innovative thinking, complex, global challenges, such as energy poverty, can be overcome. We recognize the links between product design and global sustainability issues, taking a socially and environmentally responsible approach to all phases of product development; from concept right through to end-of-life.

Contact information
Simon Doble, Director
simon@thedoblegroup.com

Countries of operation
UK, Germany, Holland, Chad, Sudan, Ethiopia, Zimbabwe, China, Australia

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW

Impact to date
• 45,000 individuals reached over the past 12 months.
• 45,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers in another country
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)
Dulas offers professional services for renewable energy, and is one of the leading suppliers of high quality solar power solutions to some of the world’s most remote locations. Dulas brings together expertise, skills and knowledge in the renewable energy sector and is able to advise clients on renewable energy including solar PV, wind, and hydro systems. The company operates in all areas of the supply chain, and our products fuel essential services such as healthcare, water supply and education for developing communities living in remote areas. We are pioneers of the world’s first cutting-edge solar powered refrigeration system, pairing highly efficient cooling technology with solar power.

**Contact information**
Catherine McLennan, Account Manager
cath.mclennan@dulas.org.uk

**Countries of operation**
Worldwide

**Expertise**
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems directly to end users
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)

- Perform business consulting services
- Mini-grids: project development, consulting, design, material procurement, component supply, construction, operation & maintenance

**Solutions provided**
- Solar PV home or business systems less than 1 kW
- Solar PV home or business systems greater than 1 kW
- Solar PV institutional-level systems
- Small hydro
- Wind
- Energy efficiency
- Biogas or other biomass
- Other: consultancy, planning
- Mini-/micro-grids: solar PV

**Impact to date**
- 5,000 individuals reached over the past 12 months.
- 5,000,000 individuals reached over the lifetime of the organization.
- Has completed 100 mini-grids to date in, project development, component supplier, EPC and operation and maintenance capacities.
- Will be involved in the project development, component supplier, EPC and operation and maintenance of 200 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 10,000 kW

**2014-2015 Financials**
Please contact the organization for further details.

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

**Micro-grid specific funding needs**
Company equity $10,000

**Non-financial needs**
- Access to new customers within the same country
- Access to new customers in another country
- Matchmaking with potential partners (investors, suppliers, service providers)
EarthSpark's mission is to eradicate energy poverty. Our method is to do the R+D on business models that can spin off and scale to address specific aspects of energy poverty. So far, we have spun off Enèji Pwòp, S.A., a Haitian social enterprise serving as a distributor for retail clean energy products, and SparkMeter, Inc., a smart meter technology company. We have also built a first-of-its-kind, town-sized, solar-powered, smart grid in rural Haiti. Together, EarthSpark and Enèji Pwòp have committed to building 80 of these grids in Haiti by the end of 2020.

Contact information
Allison Archambault, President
allison@earthsparkinternational.org

Countries of operation
Haiti

Expertise
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services
- Perform business consulting services
- Mini-/micro-grids: ownership, project development, consulting, operation & maintenance

Solutions provided
- Solar PV lanterns
- Solar PV home or business systems less than 1 kW
- Energy efficiency
- Energy storage
- Mini-/micro-grids: solar PV, diesel

Impact to date
- 5,000 individuals reached over the past 12 months.
- 65,000 individuals reached over the lifetime of the organization.
- Has completed 1 mini-grids to date in ownership, project development, and operation and maintenance capacities.
- Will be involved in the ownership, investment, project development, and operation and maintenance of 20 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 93 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)
EcoEnergyFinance makes solar energy solutions radically affordable by providing its customers the ability to utilize solar energy solutions configured for their budget and needs, in return for a prepaid monthly fee. EcoEnergyFinance’s field staff utilise their local knowledge and networks to market and sell solutions to their local communities. EcoEnergyFinance also provides customer service through remote monitoring of devices (utilising GSM connectivity) and phone and in-person support, which encourages long-term engagement with customers.

**Contact information**
Jeremy Higgs, Director of Operations & Co-Founder
jhiggs@ecoenergyfinance.org

**Countries of operation**
Pakistan

**Expertise**
- Sell energy devices or systems directly to end users
- Provide end-user financing for energy services

**Solutions provided**
Solar PV lanterns
Solar PV home or business systems less than 1 kW

**Impact to date**
- 5,369 individuals reached over the past 12 months.
- 12,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Revenue $66,000
Expenses $95,000

**Funding needs**
Working capital $280,000
Company equity $150,000

**Non-financial needs**
- Matchmaking with potential partners (investors, suppliers, service providers)

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**ECO-POWER RESOURCES LTD**
www.ecopower.com.ng

**Small business, Scaling-up, 2-5 years old, 6 full-time employees**

Ecopower is involved in the planning, design, installation, monitoring and maintenance of solar PV systems. Our model is residential solar systems of all sizes, and mini-grid PV hybrid systems. Based in Owerri Imo State Nigeria, we are fully equipped to deliver systems anywhere in Nigeria, and our business is currently involved in the installation of 200kwp hybrid solar for a community in Delta State Nigeria.

**Contact information**
Kevin Mbawuike Esq, COO
ecopowerresources@yahoo.com

**Countries of operation**
Nigeria

**Expertise**
- Sell energy devices or systems directly to end users
- Integrate, install and/or maintain energy systems
- Mini-grids: ownership, material procurement, construction, operation & maintenance

**Solutions provided**
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Mini-/micro-grids: solar PV, diesel

**Impact to date**
- 60 individuals reached over the past 12 months.
- 250 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Revenue $66,000
Expenses $95,000

**Funding needs**
Working capital $280,000
Company equity $150,000

**Non-financial needs**
- Matchmaking with potential partners (investors, suppliers, service providers)
• Has completed 1 mini-grid to date in ownership, project development, EPC and operation and maintenance capacities.
• Will be involved in the ownership, project development, component supplier, EPC and operation and maintenance of 4 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 50 kW

2014-2015 Financials
Please contact the organization for further details.

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<tr>
<td>Project equity</td>
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<td>Project development grant</td>
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<td>Working capital</td>
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<th>Micro-grid specific funding needs</th>
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<td>Working capital</td>
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<tr>
<td>Company equity</td>
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Non-financial needs
• Access to new customers within the same country
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

Ecoprise provides clean energy solutions to base-of-pyramid (BOP) communities in Nepal to create economic, environmental and social benefits. Its model is based on appropriate technology design, shared distribution channels and specific knowledge-transfer processes. We work with banks, co-ops and self-help groups to develop financing programs which increase affordability, and incorporate a support package that includes credit, marketing, sales materials and business skills training.

Contact information
Buhwan K.C., Founder
bhuwan@meroecoprise.org

Countries of operation
Nepal

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
• Provide end-user financing for energy services
• Mini-grids: project development, design, material procurement

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Other: Clean cooking stoves
Mini-/micro-grids: diesel, hydro

Impact to date
• 10,000 individuals reached over the past 12 months.
• 25,000 individuals reached over the lifetime of the organization.
• Will be involved in the project development of 4 mini-grids in the next 12 – 24 months.

Small business, Scaling-up, 2-5 years old, 8 full-time employees
2014-2015 Financials
Revenue $125,000
Expenses $85,000

Funding needs
Project development grant $25,000
Capital grant or subsidy $10,000
Working capital $50,000

Micro-grid specific funding needs
Project development grant $50,000
Working capital $50,000

Non-financial needs
• Access to component suppliers
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

EGG-ENERGY TANZANIA LTD
www.egg-energy.com

Small business, Scaling-up, 2-5 years old, 30 full-time employees

EGG-energy’s mission is to improve our customers’ quality of life by connecting their homes and businesses to affordable and reliable energy services. We focus on distribution and service, finding energy solutions that are suitable for customers now, and as technology evolves, we aim to consistently connect the end user to the optimal energy solution. EGG-energy aspires to become the leading provider of affordable, reliable, sustainable energy throughout Tanzania and beyond.

Contact information
Malcolm Wigmore, CEO
malcolm.wigmore@egg-energy.com

Countries of operation
Tanzania

Expertise
• Sell energy devices or systems directly to end users

Solutions provided
Solar PV home or business systems less than 1 kW

Impact to date
• 350 individuals reached over the past 12 months.
• 1150 individuals reached over the lifetime of the organization.

2014-2015 Financials
Revenue $330,785
Expenses $574,100

Funding needs
Working capital $1,300,000
Company equity $1,200,000

Non-financial needs
• Access to new customers within the same country
• Access to a manufacturer
• Access to component suppliers

E-HANDS ENERGY PRIVATE LTD
www.ehandsenergy.in

Small business, Scaling-up, 5-10 years old, 26 full-time employees

E-Hands Energy is a fast growing provider of renewable energy products and solutions to people who are off the electricity grid. We are one of the very few companies to offer hybrid of wind and solar based solutions. We are a partner of Kestrel S.A for micro-wind turbine installations in India. A portfolio company of ERM LCEF, we are a one stop shop for
comprehensive off-grid renewable energy generation and management.

Contact information
Sreekanth C S
sreekanth@ehandsenergy.in

Countries of operation
India

Expertise
- Sell energy devices or systems directly to end users
- Integrate, install and/or maintain energy systems
- Mini-grids: project development, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Wind
Mini-/micro-grids: solar PV, wind

Impact to date
- 150,000 individuals reached over the lifetime of the organization.
- Has completed 5 mini-grids to date in EPC capacities.
- Will be involved in the EPC of 100 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 20 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Company equity $3,000,000
Company debt $2,000,000

Micro-grid specific funding needs
Company debt $1,000,000

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to component suppliers
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

ELECTRICITY 4 ALL
www.electricity4all.com

Small business, Scaling-up, 6 months – 2 years, 22 full-time employees

Our aim is to increase access to affordable, clean and sustainable energy in Malawi and the region by supplying, installing and maintaining power solutions.

Contact information
Arjan Visser, Director
arjan.visser@electricity4all.com

Countries of operation
Malawi

Expertise
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Project development
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services
Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems

Impact to date
- 24 individuals reached over the past 12 months.
- 24 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project development grant $50,000
Capital grant or subsidy $50,000
Working capital $50,000
Company equity $250,000
Company debt $200,000

Non-financial needs
- Access to new customers within the same country
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Bryse Gaboury, Founder
bryse@electric-vine.com

Countries of operation
Indonesia

Expertise
- Project development
- Manage energy projects or programs
- Other: Generate and sell energy via a micro-grid
- Mini-grids: ownership, project development, material procurement, operation & maintenance

Solutions provided
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy storage
Mini-/micro-grids: solar PV

Impact to date
- 42 individuals reached over the lifetime of the organization.
- Has completed 1 mini-grids to date in ownership, project development, component supplier, EPC and operation and maintenance capacities.
- Will be involved in the ownership, project development, component supplier, EPC and operation and maintenance of 28 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 18 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
- Access to a manufacturer
- Access to component suppliers
- Access to consulting services (human resources,
accounting, financial management, business development, legal, engineering, GIS etc.)

- Access to information (on funding sources, regulatory framework etc.)
- Mentorship

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**ELEPHANT ENERGY**

www.elephantenergy.org

*International non-governmental organization (NGO), Scaling-up, 5-10 years old, 8 full-time employees*

Elephant Energy’s mission is to improve the quality of life in developing communities by pioneering ventures that provide access to appropriate sustainable energy technologies. To do this, Elephant Energy operates a market-based distribution network that empowers off-grid entrepreneurs by providing access to energy technologies, assisting them with initial capital, and training them in marketing and sales operations. By working with established businesses and entrepreneurs to distribute energy products, Elephant Energy provides access to energy in the most remote and underserved areas, while generating income for local business people.

**Contact information**

Julia Alvarez, Executive Director
juliaalvarez@elephantenergy.org

**Countries of operation**

Namibia, Zambia, USA (Navajo Nation)

**Expertise**

- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Project development
- Provide end-user financing for energy services
- Other: Manage distribution network for sale of small-scale solar PV products

**Solutions provided**

- Solar PV lanterns
- Solar PV home or business systems less than 1 kW

**Impact to date**

- 10,500 individuals reached over the past 12 months.
- 42,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**

Please contact the organization for further details.

**Funding needs**

- Project equity $200,000
- Project development grant $300,000
- Working capital $100,000
- Company equity $100,000

**Non-financial needs**

- Access to new customers in another country
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

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**ELITE CONSULTING ENGINEERS (ECE) LTD**

www.elite-consults.com

*Consultancy firm, Scaling-up, 2-5 years old, 5 full-time employees*

Uganda Elite Consulting Engineers (ECE) Ltd is a dynamic company focusing at creating business
value by offering competitive, timely and cost effective consultancy services in broad fields of engineering, project management, planning and technical capacity development.

Contact information
Godfrey Ssajja Ssali, CEO
j.ssali@elite-consults.com

Countries of operation
Uganda, Kenya, Rwanda, South Sudan, Burundi, Tanzania

Expertise
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Other: Technical studies and assessments

Solutions provided
Other: Project management, designs, planning and feasibility studies

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 component suppliers
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

Local or national non-governmental organization (NGO), Scaling-up, 2-5 years old, 7 full-time employees

Empower Generation (EG) starts and supports women-led businesses that distribute clean energy solutions in Nepal. EG identifies, trains, capitalizes and mentors rural women, already acting as their household’s energy managers, to operate their own solar distribution business.

Rural women can eliminate energy poverty by creating local markets for clean energy. Solar light and power provide safe alternatives to existing inefficient, expensive and harmful energy options. Our network sells durable solar light and power products ranging from portable lights to home-systems that light, charge mobiles, and power appliances.

Contact information
Anya Cherneff, Executive Director & Co-Founder
anya@empowergeneration.org

Countries of operation
Nepal, Myanmar

Expertise
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services
- Perform business consulting services
Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW

Impact to date
• 35,000 individuals reached over the past 12 months.
• 205,815 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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<td>Concessional debt</td>
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<tr>
<td>Capital grant or subsidy</td>
<td>$1,000,000</td>
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Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Angel Verastegui Gubler, Advisor EnDev Project – Peru
angel.verastegui@giz.de

Countries of operation
Peru

Expertise
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Other: technical assistance for stakeholders in the energy access market

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Small hydro
Other: solar water heaters, improved cook stoves; promotion of listed technologies, not direct sales

Impact to date
• 50,000 individuals reached over the past 12 months.
• 500,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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<tr>
<td>Project development grant</td>
<td>$50,000</td>
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</table>
Non-financial needs
• Access to new customers within the same country
• Access to a manufacturer
• Matchmaking with potential partners (investors, suppliers, service providers)

ENERGY ACCESS AFRICA
www.energyaccessafrica.com

International non-governmental organization (NGO), Scaling-up, 6 months – 2 years old, 4 full-time employees

Energy Access Africa is an organization committed to bridging the energy divide in Africa using sustainable renewable solutions.

Contact information
Ugbizi Ogar, Patron
gigasay@gmail.com

Countries of operation
Nigeria

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for resale
• Sell energy devices or systems directly to end users
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Provide end-user financing for energy services
• Perform business consulting services

Solutions provided
Solar PV lanterns

Solar PV home or business systems less than 1 kW
Energy efficiency
Energy storage
Waste-to-energy

Impact to date
• 30 individuals reached over the past 12 months.
• 30 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $15,000
Capital grant or subsidy $20,000
Working capital $8,000
Operational subsidy $10,000
Company equity $5,000

Non-financial needs
• Access to a manufacturer
• Access to component suppliers
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

ENERWHERE
www.enerwhere.com

Small business, Scaling-up, 2-5 years old, 12 full-time employees

Enerwhere designs, installs and operates fully-financed commercial solar-hybrid power solutions. Its mini-grids are transportable, offer customers 10-
30% in cost savings compared to conventional diesel power and reduce or eliminate fuel consumption by at least 40%. Customers pay for power consumption or a flat rental rate. Typical applications are those that rely on off-grid, temporary or weak-grid power. The Company has a growing pipeline of commercial projects in the Middle East and Africa and is raising capital for its next phase of growth.

Contact information
Samer Solh, CFO
samer@enerwhere.com

Countries of operation
UAE, Qatar, Oman, Kenya, Ethiopia, Tanzania, Zimbabwe, South Africa, Mozambique, Nigeria, Ghana

Expertise
• Sell energy devices or systems directly to end users
• Mini-grids: ownership, investment, project development, material procurement, construction, operation & maintenance

Solutions provided
Energy storage
Mini-/micro-grids: solar PV, diesel, natural gas, other: storage

Impact to date
• 10,000 individuals reached over the lifetime of the organization.
• Has completed 8 mini-grids to date in ownership, investment, project development, EPC and operation and maintenance capacities.
• Will be involved in the ownership, investment, project development, EPC and operation and maintenance of 50 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 6,000 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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
• Matchmaking with potential partners (investors, suppliers, service providers)

International non-governmental organization (NGO), Established, >10 years, 20 full-time employees

The Coastal & Marine Union (EUC) is an association with 2700 members in 40 countries, and was founded with the aim of promoting sustainable development in coastal zones. By bridging gaps between scientists, environmentalists, site managers, planners and policy makers, it has grown into the largest network of coastal practitioners and experts in Europe. Most recent efforts focus on incorporating renewable energy, energy efficiency, energy storage and related smart grid and data applications into sustainable cities and sustainable tourism destinations.

Contact information
Magdalena Muir, Advisory Board Member – Climate and Sustainability
makmuir@ieels.com

Countries of operation
Europe, North Africa, Middle East areas

Expertise
• Project development
• Planning or evaluation of energy programs
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
• Perform business consulting services
• Mini-grids: project development, consulting, construction, operation & maintenance

Solutions provided
Small hydro
Wind
Combined heat and power (CHP)
Energy efficiency
Energy storage
Other: Offshore wind and grid infrastructure, and development of community participation
Mini-/micro-grids: solar PV, biomass/biogas

Impact to date
• Has completed 5 mini-grids to date in ownership, investment, project development, and EPC capacities.
• Will be involved in the ownership, investment, project development, and EPC of 2 mini-grids in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers in another country
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers

FENIX INTERNATIONAL
www.fenixintl.com

Small business, Scaling-up, 5-10 years old, 120 full-time employees

Fenix manufactures, sells, finances and services solar energy access in frontier markets. These products are sold on a pay as you go basis. In addition, we expect to sell ancillary products to these customers over time, as we build up a data set and repayment history with these customers.

Contact information
David Dinerman, CFO
ddinerman@fenixintl.com

Countries of operation
Uganda, Kenya

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems directly to end users
• Provide end-user financing for energy services

Solutions provided
Solar PV home or business systems greater than 1 kW
Energy storage

Impact to date
• 115,000 individuals reached over the past 12 months.
• 165,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.
**Funding needs**

- Working capital $20,000,000
- Company equity $20,000,000

**Non-financial needs**

- Access to new customers in another country
- Matchmaking with potential partners (investors, suppliers, service providers)

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**Fosera**

www.fosera.com

**Small business, Scaling-up, 2-5 years old, 120 full-time employees**

Fosera develops and produces high quality Pico-Solar-Home-Systems for light, phone charging, radio and TV. The systems are typically used in rural areas to give independent access to modern energy. Special features of the products consist of Li-Battery technology, ultra-efficient LEDs and the modular system design, which allows the system to grow with the demand of the user.

**Contact information**

Catherine Adelmann, General Manager
catherine.adelmann@fosera.com

**Countries of operation**

Germany, Thailand, India, Indonesia, Philippines, Cambodia, Laos, Myanmar, Ethiopia, Kenya, Mozambique, Liberia, Tanzania, Uganda, South Africa, Mexico, Peru, Lebanon, Afghanistan

**Expertise**

- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Project development
- Mini-grids: design

**Solutions provided**

- Solar PV lanterns
- Solar PV home or business systems less than 1 kW
- Energy efficiency
- Energy storage
- Mini-/micro-grids: solar PV

**Impact to date**

- 500,000 individuals reached over the past 12 months.
- 750,000 individuals reached over the lifetime of the organization.
- Will be involved in the component supplier of 50 mini-grids in the next 12 – 24 months.

**2014-2015 Financials**

Please contact the organization for further details.

**Foundation Rural Energy Services (FRES)**

www.fres.nl

**International non-governmental organization (NGO), Established, >10 years old, 5 full-time employees**

Since 2001, Netherlands-based Foundation Rural Energy Services (FRES) has been accelerating improvements in health, education and economic
conditions in rural communities of developing Sub-Saharan Africa by establishing local commercial companies that provide affordable and reliable access to (solar derived) electricity services to rural off-grid communities.

FRES’ market position is to provide electricity beyond basic lighting, catering to a range of appliance uses including those that support income generating activities.

Contact information
Chris Service, Business Developer
christopher.service@fres.nl

Countries of operation
Mali, South Africa, Burkina Faso, Uganda, Guinea-Bissau

Expertise
- Project development
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Mini-grids: ownership, investment, project development, material procurement, construction, operation & maintenance

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Mini-/micro-grids: solar PV, diesel, other: PV/diesel hybrid

Impact to date
- 30,000 individuals reached over the past 12 months.
- 330,000 individuals reached over the lifetime of the organization.
- Has completed 10 mini-grids to date in ownership, investment, and operation and maintenance capacities, and 9 mini-grids in project development and EPC capacities.
- Will be involved in the ownership, investment, project development, EPC and operation and maintenance of 6 mini-grids in the next 12 – 24 months.

- Mini-grids installed capacity: 622 kW

2014-2015 Financials
Revenue $6,880,000
Expenses $4,192,000

Funding needs
Capital grant or subsidy $10,000,000

Micro-grid specific funding needs
Capital grant or subsidy $1,500,000

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to component suppliers
- Matchmaking with potential partners (investors, suppliers, service providers)

Frontier Markets
www.frontiermkts.com

Small business, Scaling-up, 2-5 years old, 28 full-time employees

Frontier Markets is a sales, marketing and after-sales service distribution company in Rajasthan. Founded in 2011, Frontier Markets works with local channel partners and field staff to reach rural households, providing them with access to high quality and affordable clean energy solutions. We work with manufacturers to get the right products to our rural customers, and we create solar retail points in the last mile while supporting them with service centers and after-sales. Our Solar Saheli campaign empowers women entrepreneurs through energy access by providing training in the marketing, sales, and after-sales service of energy solutions to earn income, and we work with local rural villagers to build presence of solar in Rajasthan.
**Contact information**  
Ajaita Shah, Founder & CEO  
Ajaita.Shah@frontiermks.com

**Countries of operation**  
India

**Expertise**  
- Design and manufacture energy devices or integrated systems  
- Import or export products for the energy sector  
- Sell energy devices or systems to merchants for re-sale  
- Integrate, install and/or maintain energy systems

**Solutions provided**  
Solar PV lanterns  
Solar PV home or business systems less than 1 kW  
Solar PV home or business systems greater than 1 kW  
Solar PV institutional-level systems  
Energy storage

**Impact to date**  
- 54,000 individuals reached over the past 12 months.  
- 90,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**  
Please contact the organization for further details.

**Funding needs**  
- Capital grant or subsidy $500,000  
- Working capital $1,500,000  
- Company equity $500,000

**Non-financial needs**  
- Access to new customers in another country  
- Access to component suppliers  
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)  
- Access to information (on funding sources, regulatory framework etc.)  
- Mentorship  
- New leadership  
- Matchmaking with potential partners (investors, suppliers, service providers)

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**FUNDACIÓN ACCIONA MICROENERGÍA**  
www.accioname.org

**Corporate foundation, Scaling-up, 5-10 years old, 12 full-time employees**

Fundación Acciona Microenergía is a corporate foundation focused on promoting renewable electricity access in off-grid remote areas of developing countries. We created a social company in each operational country to develop sustainable and affordable electricity delivery models for those most in need.

**Contact information**  
Julio Eisman, Director  
julio.eisman@accioname.org

**Countries of operation**  
Peru, Mexico

**Expertise**  
- Import or export products for the energy sector  
- Sell energy devices or systems directly to end users  
- Project development  
- Planning or evaluation of energy programs  
- Manage energy projects or programs  
- Integrate, install and/or maintain energy systems  
- Provide end-user financing for energy services

**Solutions provided**  
Solar PV home or business systems less than 1 kW  
Solar PV institutional-level systems

**Impact to date**  
- 15,000 individuals reached over the past 12 months.
- 40,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

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

**Non-financial needs**
- Access to new customers within the same country
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

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**GEOFAUS ENERGY**

*Small business, Start-up, 0-6 months old, 4 full-time employees*

GeoFaus Energy has three focuses: Gender, Advocacy and Energy, Engineering Project Management and Economic and Business Management. Our objectives include creating awareness on sustainable and clean energy (cookstoves and fuels), distribution of clean cookstoves and fuels, project planning, business development and advocacy in energy access.

**Contact information**
Faustina Boakye, Director
fboakye@gmail.com

**Countries of operation**
Ghana

**Expertise**
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)

**Solutions provided**
Other: Cook stoves, advocacy and gender mainstreaming into energy projects

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**GHAM POWER**

www.ghampower.com

*Small business, Scaling-up, 2-5 years, 40 full-time employees*

Gham Power develops off-grid solar microgrids and productive end use systems in developing countries. To scale, we are developing a project aggregation platform that helps develop off-grid projects using standard templates for technology design, financing structure, and running operations. This way, we extend the platform to other developers and EPC’s, and build large-size investment funds by aggregating standardized projects developed by multiple developers.

**Contact information**
Sandeep Giri, CEO
sandeep@ghampower.com

**Countries of operation**
Nepal

**Expertise**
- Import or export products for the energy sector
• Sell energy devices or systems directly to end users
• Project development
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Provide end-user financing for energy services
• Perform business consulting services
• Mini-grids: ownership, investment, project development, consulting, design, material procurement, component supply, construction, operation & maintenance

**Solutions provided**
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Energy efficiency
Energy storage
Mini-/micro-grids: solar PV, diesel, wind, hydro

**Impact to date**
• 3,585 individuals reached over the past 12 months.
• 7,275 individuals reached over the lifetime of the organization.
• Has completed 7 mini-grids to date in ownership, project development, EPC and operation and maintenance capacities, and 4 mini-grids in an investment capacity.
• Will be involved in the ownership, investment, operation and maintenance of 15 mini-grids, the project development of 60 mini-grids, and the EPC of 30 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 40 kW

**2014-2015 Financials**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$749,665</td>
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<tr>
<td>Expenses</td>
<td>$748,650</td>
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**Funding needs**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
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<tbody>
<tr>
<td>Project equity</td>
<td>$8,500,000</td>
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<tr>
<td>Commercial debt</td>
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<tr>
<td>Project development grant</td>
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<tr>
<td>Capital grant or subsidy</td>
<td>$4,200,000</td>
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<tr>
<td>Working capital</td>
<td>$500,000</td>
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<tr>
<td>Company equity</td>
<td>$500,000</td>
</tr>
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**Micro-grid specific funding needs**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project equity</td>
<td>$3,100,000</td>
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<tr>
<td>Commercial debt</td>
<td>$4,200,000</td>
</tr>
<tr>
<td>Project development grant</td>
<td>$200,000</td>
</tr>
<tr>
<td>Capital grant or subsidy</td>
<td>$4,000,000</td>
</tr>
<tr>
<td>Working capital</td>
<td>$500,000</td>
</tr>
</tbody>
</table>

**Non-financial needs**
• Access to a manufacturer
• Access to component suppliers
• Matchmaking with potential partners (investors, suppliers, service providers)

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**GLOBAL BIOTECHNOLOGY TRANSFER FOUNDATION**

**www.gbtfoundation.org**

*International non-governmental organization (NGO), Scaling-up, 2-5 years old, 7 full-time employees*

We are an organization dedicated to the use of appropriate technology for socio-economic development and the growth and strengthening of the global bio-economy.

**Contact information**
Clifford Spencer, CEO
cliff.spencer@pgbtfoundation.org

**Countries of operation**
Sub-Saharan Africa

**Expertise**
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Perform business consulting services
• Mini-grids: project development, consulting
Solutions provided
Not applicable (My organization does not directly offer sustainable energy products)
Mini-/micro-grids: biomass/biogas

Impact to date
• 50 individuals reached over the lifetime of the organization.
• Has completed 1 mini-grids to date in a project development capacity.
• Will be involved in the project development of 2 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 15,000,000 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Femi Oye, CEO
f.oye@gosolarafirca.org

Countries of operation
Nigeria, Ghana, Cameroon, Benin

Expertise
• Design and manufacture energy devices or integrated systems
• Sell energy devices or systems directly to end users
• Integrate, install and/or maintain energy systems
• Perform business consulting services
• Mini-grids: ownership, investment, project development, consulting, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Energy efficiency
Waste-to-energy
Mini-/micro-grids: solar PV, diesel, biomass/biogas

Impact to date
• 10,000 individuals reached over the past 12 months.
• 400,000 individuals reached over the lifetime of the organization.
• Has completed 4 mini-grids to date in ownership, investment, project development, EPC and operation and maintenance capacities.
• Will be involved in the ownership, investment, project development, EPC and operation and maintenance of 100 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 100 kW
2014–2015 Financials
Revenue $6,000,000
Expenses $4,500,000

Funding needs
Project equity $2,000,000
Concessional debt $1,000,000
Commercial debt $1,000,000
Project development grant $500,000
Working capital $400,000
Company equity $1,000,000

Micro-grid specific funding needs
Project equity $2,000,000
Commercial debt $1,000,000
Project development grant $500,000
Working capital $400,000
Company equity $6,000,000
Company debt $100,000

Non-financial needs
• Access to new customers in another country
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Sam Dargan, CEO
sam@gle.solar

Countries of operation
Rwanda, Burundi, DRC

Expertise
• Import or export products for the energy sector
• Sell energy devices or systems directly to end users
• Project development
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems

Solutions provided
Solar PV lanterns
Solar PV institutional-level systems

Impact to date
• 8,000 individuals reached over the past 12 months.
• 100,000 individuals reached over the lifetime of the organization.

2014–2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers in another country
• Matchmaking with potential partners (investors, suppliers, service providers)

GREAT LAKES ENERGY
www.gle.solar

Small business, Established, >10 years old, 15 full-time employees

We are a solar innovation and distribution enterprise. For the past decade, we have immersed ourselves in the energy challenges of rural healthcare. Today we

use that knowledge and experience to equip healthcare providers with optimized energy solutions so they can deliver the best possible patient care.
GREENER IMPACT INTERNATIONAL
www.greenerimpact.org

Local or national non-governmental organization (NGO), Start-up, 2-5 years old, 200 full-time employees

We are a youth-led NGO which imports solar lamps for distribution in schools and to women in off-grid communities. Our goal is to utilize youth’s capacity for sustainable development and the climate change agenda.

Contact information
Kassim Hussein, Ag. Executive Director
hussein@greenerimpact.org

Countries of operation
Ghana, Nigeria, Togo, Tanzania

Expertise
• Sell energy devices or systems directly to end users

Solutions provided
Solar PV lanterns

Impact to date
• 1,000 individuals reached over the past 12 months.
• 50,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)

GVE PROJECTS LTD.
www.gve-group.com

Small business, Scaling-up, 2-5 years old, 10 full-time employees

GVE Projects Limited (GVE) is the fastest growing renewable energy solutions provider in Nigeria. In collaboration with our partners we have made tremendous contributions in the renewable energy deployment industry in the country and beyond through our major business activities which include; the design, sales, installation and maintenance of reliable and affordable renewable energy solutions for residential houses, commercial outfits and rural communities (mini-grids) in line with our clients’ needs. Our mission is to provide socio-economic developments to rural communities and communities who are cut out from modern civilization through the provision of reliable and affordable renewable energy solutions.

Contact information
Ifeanyi Orajaka, MD/CEO
iorajaka@gve-group.com

Countries of operation
Nigeria

Expertise
• Sell energy devices or systems directly to end users
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Mini-grids: ownership, project development, design, material procurement, construction, operation & maintenance

**Solutions provided**
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Mini-/micro-grids: solar PV

**Impact to date**
• 2,400 individuals reached over the past 12 months.
• 10,000 individuals reached over the lifetime of the organization.
• Has completed 3 mini-grids to date in ownership, investment, project development, component supplier, EPC and operation and maintenance capacities.
• Will be involved in the ownership, investment, project development, component supplier, EPC and operation and maintenance of 12 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 24 kW

**2014-2015 Financials**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
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<tr>
<td>Revenue</td>
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<tr>
<td>Expenses</td>
<td>$35,354</td>
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**Funding needs**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project equity</td>
<td>$658,000</td>
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<tr>
<td>Concessional debt</td>
<td>$400,000</td>
</tr>
<tr>
<td>Commercial debt</td>
<td>$1,000,000</td>
</tr>
</tbody>
</table>

**Micro-grid specific funding needs**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project equity</td>
<td>$658,000</td>
</tr>
<tr>
<td>Concessional debt</td>
<td>$400,000</td>
</tr>
<tr>
<td>Commercial debt</td>
<td>$100,000</td>
</tr>
</tbody>
</table>

**Non-financial needs**

• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

**HELIO INTERNATIONAL**

**International non-governmental organization (NGO), Established, >10 years old, 3 full-time employees**

HELIO International is a non-profit independent think tank studying the contribution of energy policy to eco-development since 1996. The organization is composed of a world-wide network of energy analysts who identify, assess, measure and publicize the contribution of energy systems and policies to sustainable and equitable development. HELIO has developed the HELIO Sustainable Energy Index to help investors identify projects and countries where their investment will be the most productive.

**Contact information**

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

**Countries of operation**

Mali, Benin, Togo, Cameroon

**Expertise**

• Planning or evaluation of energy programs
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)

**Solutions provided**

Not applicable (My organization does not directly offer sustainable energy products)

**2014-2015 Financials**

Please contact the organization for further details.
HELIOS SOCIAL ENTERPRISE
www.heliosse.com

Small business, Start-up, 2-5 years old, 5 full-time employees

Helios Social Enterprise builds and operates clean-energy mini-grids (CEMGs) in remote communities in sub-Saharan Africa. Our first project is in Tanzania, where we are developing 12 village-based CEMGs, each with a central solar PV array (40-60 kWp) and a distribution network capable of connecting all customers within a ~1.5km radius. Our mini-grids are capable of supplying anchor, industrial, commercial, and public loads, as well as household needs.

Contact information
Rachel English, Founder
rachel.english@heliosse.com

Countries of operation
Tanzania

Expertise
• Sell energy devices or systems directly to end users
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Perform business consulting services
• Mini-grids: ownership, project development, consulting, design, operation & maintenance

Solutions provided
Mini-/micro-grids: solar PV

Impact to date
• Has completed 10 mini-grids to date in ownership and project development capacities.
• Will be involved in the ownership, project development, operation and maintenance of 120 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 5,000 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to information (on funding sources, regulatory framework etc.)

HOCHSCHULE NEU-ULM UNIVERSITY OF APPLIED SCIENCES
www.hs-new-ulm.de

Academic or research institution, Scaling-up, 6 months – 2 years old, 220 full-time employees

The university has a strong international alignment, and leads diverse research projects in the field of rural electrification or rural development.

Contact information
David Manetsgruber, Research Associate
david.manetsgruber@hs-neu-ulm.de

Countries of operation
India, Kenya, Tanzania, Cameroon, Ethiopia, Cambodia, Laos, Thailand, Vietnam, Myanmar, Indonesia, Philippines
Expertise

• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
• Mini-grids: project development, consulting

Solutions provided

Not applicable (My organization does not directly offer sustainable energy products)
Mini-/micro-grids: solar PV, diesel, hydro, biomass/biogas

Impact to date

• Has completed 5 mini-grids to date in project development capacities.
• Will be involved in the project development of 10 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 1800 kW

2014–2015 Financials

Please contact the organization for further details.

Funding needs

Capital grant or subsidy $200,000

Micro-grid specific funding needs

Capital grant or subsidy $200,000

Non-financial needs

• Access to new customers in another country
• Matchmaking with potential partners (investors, suppliers, service providers)

Idénergie is a leading engineering company active in the clean energy sector. Its mission is to develop and market leading edge technologies worldwide that optimize the performance of electrical production devices using renewable resources. Idénergie has developed and begun marketing the first river turbine allowing a significant electricity production from the current of a river. It performs even at low velocity and its efficiency is less dependent on weather conditions, which particularly affects the domestic solar panels and wind turbines market.

Contact information

Denis Bastien, CFO and Vice President
denis.bastien@idenergie.ca

Countries of operation

Canada

Expertise

• Design and manufacture energy devices or integrated systems
• Mini-grids: design, component supply, operation & maintenance

Solutions provided

Small hydro
Other: River turbine (pico hydroelectricity)
Mini-/micro-grids: solar PV, diesel, wind, hydro

Impact to date

• 20 individuals reached over the past 12 months.
• 22 individuals reached over the lifetime of the organization.
• Has completed 1 mini-grids to date in project development and component supplier capacities.
• Will be involved in the component supply of 8 mini-grids, and the project development and operation and maintenance of 5 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 20 kW

2014–2015 Financials

Revenue $246,000
Expenses $560,000

Small business, Scaling-up, 2-5 years old, 11 full-time employees
Funding needs
Project development grant $300,000
Company equity $700,000
Company debt $300,000

Micro-grid specific funding needs
Project equity $250,000
Project development grant $150,000
Capital grant or subsidy $100,000
Working capital $50,000

Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Access to a manufacturer
• Access to component suppliers
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Camila López, Fundraising
camila@ilumexico.mx

Countries of operation
Mexico

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems directly to end users
• Integrate, install and/or maintain energy systems
• Mini-grids: ownership, project development, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Mini-/micro-grids: solar PV

Impact to date
• 3,234 individuals reached over the past 12 months.
• 19,850 individuals reached over the lifetime of the organization.
• Has completed 33 mini-grids to date in a component supplier capacity, and 2 mini-grids in EPC and operation and maintenance capacities.
• Will be involved in the investment of 22 mini-grids, and the ownership, project development, component supplier, EPC and operation and maintenance of 2 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 139 kW

2014-2015 Financials
Revenue $616,108
Expenses $394,436

Funding needs
Project equity $13,000
Concessional debt $200,000
Commercial debt $200,000

ILUMEXICO
www.ilumexico.mx

Small business, Scaling-up, 2-5 years old, 32 full-time employees

ILUMEXICO is a social enterprise that provides electricity through solar home systems to off-grid rural communities in Mexico. We design and manufacture a wide range of solar systems for Bottom of the Pyramid (BoP) markets, create innovative last-mile distribution strategies to reach the most remote communities through a hub and spoke model by employing local technicians, and provide flexible financing for users that replace spendings on expensive, polluting and hazardous lighting sources. We have installed over 3900 solar systems in 11 Mexican states.
Project development grant $35,000
Capital grant or subsidy $137,000
Working capital $900,000
Company equity $342,000
Company debt $400,000

Micro-grid specific funding needs
Project equity $13,000
Concessional debt $200,000
Commercial debt $200,000
Project development grant $35,000
Capital grant or subsidy $137,000
Working capital $900,000
Company equity $342,000
Company debt $400,000

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to component suppliers
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

This includes energy access, energy efficiency, climate change mitigation, public health, food supply, green building, and more. ICA is one of the founding partners of SE4ALL’s appliances accelerator, which to-date has secured commitments of nearly $10 million.

Contact information
Steven Kukoda, Vice President
steven.kukoda@copperalliance.org

Countries of operation
Operates in 60+ countries globally.

Expertise
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services

Solutions provided
Not applicable (My organization does not directly offer sustainable energy products)

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)
IOD PARC
www.iodparc.com

Small business/Consultancy firm, Established, >10 years old, 30 full-time employees

IOD PARC is a consultancy specializing in social research, monitoring and evaluation (M&E), and improving organizational effectiveness. We mainly work in the context of international development organizations and their policies, programs and projects. We have a particular focus on sustainable energy access, as well as climate change mitigation, adaptation and sustainability more broadly. Our consultants are based in offices in the UK, Malawi, Nepal and Australia.

Contact information
Gill Davies, Senior Consultant
gillian@iodparc.com

Countries of operation
Working with 100+ clients globally.

Expertise
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Perform business consulting services

Solutions provided
Not applicable (My organization does not directly offer sustainable energy products)

2014-2015 Financials
Please contact the organization for further details.

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

JUABAR DESIGN
www.juabar.com

Small business, Start-up, 2-5 years old, 3 full-time employees

Juabar provides a solar-powered mobile phone charging kiosk that provides a village-wide electricity utility and lucrative income for a rural entrepreneur. Our kiosks provide an electricity utility for 300 households upon deployment. Juabar not only provides electricity access to off-grid villages, but also enables a rural entrepreneur to earn income by providing this service. Our kiosks enable an electricity entrepreneur to become a solar ambassador for their village, giving a hands-on experience with high quality solar.

Contact information
Olivia Nava, Co-Founder
olivia@juabar.com

Countries of operation
Tanzania

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems directly to end users
• Provide end-user financing for energy services

Solutions provided
Solar PV home or business systems less than 1 kW
**Impact to date**
- 6,400 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
- Project equity: $500,000
- Concessional debt: $250,000
- Project development grant: $15,000
- Capital grant or subsidy: $250,000
- Working capital: $100,000

**Non-financial needs**
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

**Contact information**
Phillip Stovold, Managing Director
philip@kaboni.org

**Countries of operation**
Cameroon, Kenya, Uganda, Sierra Leone, Malawi, Nigeria, UK, Spain, France, Peru, Colombia

**Expertise**
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Provide commercial financing for energy services
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Mini-grids: investment, project development, consulting

**Solutions provided**
- Solar PV institutional-level systems
- Small hydro
- Biogas or other biomass
- Mini-/micro-grids: solar PV, hydro, biomass/biogas

**Impact to date**
- Has completed 2 mini-grids to date in investment and project development capacities.
- Will be involved in the investment and project development of 2 mini-grids in the next 12 – 24 months.

**2014-2015 Financials**
Please contact the organization for further details.

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

**Non-financial needs**
- Access to information (on funding sources, regulatory framework etc.)

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Kaboni is a business and renewable energy project consultancy with a particular focus on Africa and developing regions. We are very experienced business and project originators, developers, and managers. We develop our own projects and work with other developers, NGOs and EPCs to evaluation, design and finance their projects and concepts. We understand the policy, strategy and regulatory processes involved and work at all levels, from Ministers to local stakeholders, helping projects progress and finding the resources needed for each stage.
**KARIBU SOLAR POWER**  
www.karibusolar.com

**Small business, Start-up, 2-5 years old, 3 full-time employees**

We design, manufacture and distribute a solar pay-as-you-go “business in a box” kit. It is an income-producing asset for an entrepreneur (just like a chicken or goat) but it is also an affordable way to buy light (and mobile phone charging) for an end-consumer.

Our kit consists of 2 “hockey puck” rechargeable lights/phone chargers and 1 solar panel as well as instructional information and marketing materials. We sell this kit to entrepreneurs who then earn income from selling recharges and an end-user now has access to clean, affordable light and energy.

**Contact information**  
Adam Camenzuli, Executive Director  
adam@karibusolar.com

**Countries of operation**  
Tanzania

**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

**Solutions provided**  
Solar PV lanterns

**Impact to date**
- 10,000 individuals reached over the lifetime of the organization.

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**K ENERGY & POWER**  
www.kenergyandpower.com

**Small business, Start-up, 6 months – 2 years, 8 full-time employees**

Solar PV company involved in developing commercially viable solutions for on-grid and off-grid solutions.

**Contact information**  
Kwasi Boateng, Managing Partner  
kwasi@kenergyandpower.com

**Countries of operation**  
Ghana

**Expertise**
- Sell energy devices or systems directly to end users
- Project development
Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency

Impact to date
• 500 individuals reached over the past 12 months.
• 500 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $50,000

Non-financial needs
• Access to new customers within the same country
• Mentorship

Contact information
Abdeel Musigire Kyezira, Managing Director
akyezira@konserve.co.ug

Countries of operation
Uganda, Rwanda, Tanzania, Kenya, South Sudan, DRC

Expertise
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Project development
• Manage energy projects or programs
• Mini-grids: ownership, project development, design, component supply, operation & maintenance

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Energy efficiency
Biogas or other biomass
Waste-to-energy
Mini-/micro-grids: solar PV, biomass/biogas

Impact to date
• 300 individuals reached over the past 12 months.
• 3,600 individuals reached over the lifetime of the organization.
• Has completed 2 mini-grids to date in component supplier and operation and maintenance capacities, and 1 mini-grid in EPC capacities.
• Will be involved in the ownership, project development, component supplier, EPC and operation and maintenance of 2 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 260 kW

2014-2015 Financials
Please contact the organization for further details.

KONSERVE GROUP
www.konserve.co.ug

Small business, Scaling-up, >10 years old, 16 full-time employees

Konserve Group consists of two firms promoting the use of renewable energy technologies and efficient use of modern energy. Based in Uganda, Konserve is a fast growing firm that has implemented over 1,000 solar PV installations and 300 energy efficient solutions for domestic, commercial and institutional users. Over the last decade, Konserve has been a significant force behind the growth of the solar PV sector in Uganda, and has led two major projects that led to commercializing solar technology use.
Funding needs
Details of funding needs are available upon request from the organization.

Non-financial needs
• Access to new customers within the same country
• Access to a manufacturer
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

KOPAGAS LLC
www.kopagas.com

Small business, Start-up, 0-6 months old, 3 full-time employees

KOPAGAS is a high-impact social enterprise dedicated to improve the lives of the most 88% households in Sub-Saharan Africa who rely on wood and charcoal as a source of energy for cooking. Our mission is to enable the less privileged members of the society to access clean energy by removing upfront costs of clean burning stoves and fuels through our newly set up distribution model.

Contact information
Sebastian Rodriguez-Sanchez, Co-Founder
seb@kopagas.com

Countries of operation
Tanzania

Expertise
• Sell energy devices or systems directly to end users

Solutions provided
Other: LPG

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 information (on funding sources, regulatory framework etc.)
• Mentorship
• New leadership
• Matchmaking with potential partners (investors, suppliers, service providers)

LET THERE BE LIGHT INTERNATIONAL
www.LetThereBeLightInternational.org

Local or national non-governmental organization (NGO), Scaling-up, 6 months – 2 years old, 0 full-time employees

Let There Be Light International raises awareness about Global Energy Poverty and raises funds for the in-country purchase and distribution of Solar Lights to vulnerable off-grid populations in sub-Saharan Africa. We are a charitable organization that purchases in bulk from local vendors and distributes them at no cost to individuals and families living at or below the extreme poverty line.

Contact information
Sarah Baird, Executive Director
baird@LetThereBeLightInternational.org

Countries of operation
Uganda
Expertise
- Project development
- Other: Meeting lighting needs of extreme poor and promoting sustainable energy in off-grid communities

Solutions provided
Solar PV lanterns
Solar PV institutional-level systems

Impact to date
- 6,900 individuals reached over the lifetime of the organization (past 12 months).

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project development grant $5,000
Capital grant or subsidy $30,000

Non-financial needs
- Access to a manufacturer
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Richard Fahey, CEO
rpfahey1@yahoo.com

Countries of operation
Liberia

Expertise
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Integrate, install and/or maintain energy systems

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW

Impact to date
- 5,500 individuals reached over the past 12 months.
- 35,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
- Access to new customers within the same country
- Access to a manufacturer
- Access to component suppliers
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

LIBERIAN ENERGY NETWORK
www.lightingliberia.org

Small business, Scaling-up, 2-5 years old, 7 full-time employees

Since 2011 Liberian Energy Network (LEN) has been providing off-grid solar power throughout Liberia. To date more than 6,500 units have been distributed providing light and basic electric power to more than 35,500 Liberians.
LIGHT UP THE WORLD (LUTW)  
www.lutw.org

*International NGO and Small business, Scaling-up, >10 years old, 5 full-time employees*

Light Up The World (LUTW) supplies solar home systems and lanterns in rural Peru as well as technical training and funding support to projects in Guatemala, Costa Rica and Papua New Guinea. LUTW is establishing a social enterprise that will pilot PAYG solar in Peru in 2016.

**Contact information**  
Christoph Schultz, Executive Director  
c.schultz@lutw.org

**Countries of operation**  
Peru, Guatemala, Costa Rica, Papua New Guinea, Canada

**Expertise**  
- Sell energy devices or systems directly to end users
- Planning or evaluation of energy programs
- Integrate, install and/or maintain energy systems
- Other: Off-grid solar training services, solar literacy programs

**Solutions provided**  
Solar PV lanterns  
Solar PV home or business systems less than 1 kW  
Solar PV institutional-level systems

**Impact to date**  
- 1,500 individuals reached over the past 12 months.
- 85,000 individuals reached over the lifetime of the organization.

2014-2015 Financials  
Please contact the organization for further details.

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

**Non-financial needs**  
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

LION’S HEAD GLOBAL PARTNERS  
www.lhgp.com

*Financial institution or fund, Established, 5-10 years old, 14 full-time employees*

Lion’s Head Global Partners is a London and Nairobi based investment bank that provides financial advisory and fund management services. Lion’s Head advises public sector and institutional clients with corporate/project finance and strategic advisory services, including strategic business review, capacity building and financial structuring services. We specialize in multiple sectors including; renewable energy, carbon markets, infrastructure, financial development, agriculture, and healthcare.

**Contact information**  
Harry Guinness, Director  
harry.guinness@lhgp.com

**Countries of operation**  
Kenya, Tanzania, Uganda, Rwanda, Ethiopia, Malawi, Zambia, Mozambique, Zimbabwe, Botswana, Namibia, Swaziland, South Africa, Nigeria, Ghana, Cote d’Ivoire, The Gambia, Senegal, Togo, Burkina Faso, Sierra Leone, Egypt, Tunisia, Morocco, UK
Expertise
• Project development
• Provide commercial financing for energy services
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
• Perform business consulting services

Solutions provided
Not applicable (My organization does not directly offer sustainable energy products)

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)
• Other: Access to energy access businesses with funding needs

Contact information
Mitra Ardron, CEO
mitra@lumeter.net

Countries of operation
Operating in 24 countries, principally in East Africa, West Africa, and the Indian sub-continent

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Provide commercial financing for energy services
• Mini-grids: design

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Biogas or other biomass
Other: Meters and PAYG technology in all sectors
Mini-/micro-grids: solar PV, biomass/biogas, hybrid

Impact to date
• Has completed 3 mini-grids to date in a component supplier capacity.
• Will be involved in the component supplier of 10 mini-grids in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

Funding needs

<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project equity</td>
<td>$10,000,000</td>
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<tr>
<td>Capital grant or subsidy</td>
<td>$500,000</td>
</tr>
<tr>
<td>Company equity</td>
<td>$1,000,000</td>
</tr>
</tbody>
</table>

Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Access to a manufacturer
• Matchmaking with potential partners (investors, suppliers, service providers)

LUMETER NETWORKS
www.lumeter.net

Small business, Scaling-up, 2-5 years old, 4 full-time employees

Lumeter develops payment technologies to allow Renewable Energy entrepreneurs to offer PAYG to their customers. Our solutions include AC & DC mini-grid meters; and control boards that can be integrated into Solar Home Systems (including iBox, Fosera, etc) or into equipment such as solar pumps, biogas etc.
Mandulis Energy was established to develop, own and operate sustainable power generation projects in Africa, beginning with Uganda. The Royal Norwegian Society and the Nordic Climate Facility were among our first investors, enabling the launch of our pilot 32kw biomass power plant in Uganda, and to subsequently start scaling up.

**Contact information**
Peter BenHur Nyeko, CEO
peter.nyeko@mandulisenergy.com

**Countries of operation**
Uganda, Rwanda, Cote D’Ivoire, UK

**Expertise**
- Sell energy devices or systems directly to end users
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Mini-grids: ownership, investment, project development, consulting, design, material procurement, construction, operation & maintenance

**Solutions provided**
Solar thermal: small-scale systems less than 2 MW
Solar thermal: large-scale systems greater than 2 MW
Combined heat and power (CHP)

**Energy storage**
Biogas or other biomass
Waste-to-energy
Other: Solar/Biomass Hybrid
Mini-/micro-grids: solar PV, biomass/biogas

**Impact to date**
- Has completed 1 mini-grids to date in ownership, investment, project development, EPC and operation and maintenance capacities.
- Will be involved in the ownership, investment, project development, EPC and operation and maintenance of 12 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 32 kW

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
- Project equity: $25,000,000
- Concessional debt: $90,000,000
- Project development grant: $5,000,000
- Capital grant or subsidy: $1,000,000
- Company equity: $20,000,000
- Company debt: $4,000,000

**Micro-grid specific funding needs**
- Project equity: $5,000,000
- Concessional debt: $17,000,000
- Project development grant: $1,000,000
- Capital grant or subsidy: $1,000,000

**Non-financial needs**
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)
MARINE POWER LTD  
www.marinepowererng.com

**Small business, Scaling-up, 2-5 years old, 25 full-time employees**

Marine Power aims to be a leader in the provision of power generation, trading and distribution in Nigeria. The company seeks to address supply-demand imbalances of power generation and reliable service delivery to economically important commercial and industrial hubs. Marine Power acquires power generation capabilities either through acquisition of existing captive and independent power plants or through strategic greenfield developments.

**Contact information**
Lanre Shasore, VP of Corporate & Legal Affairs  
ls@marinepowererng.com

**Countries of operation**
Nigeria

**Expertise**
- Import or export products for the energy sector
- Sell energy devices or systems directly to end users
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems

**Solutions provided**
Solar PV home or business systems greater than 1 kW  
Solar PV institutional-level systems  
Solar thermal: large-scale systems greater than 2 MW  
Natural gas

**2014-2015 Financials**
Please contact the organization for further details.

Funding needs
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 consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

MERA GAO MICRO GRID POWER (MGP)  
www.meragaopower.com

**Small business, Scaling-up, 2-5 years old, 125 full-time employees**

Mera Gao Power (MGP) builds, owns, and operates the world’s lowest cost micro grids which provide priority energy services to India’s off-grid poor. MGP’s village-level lighting facilities generate electricity through centrally located solar panels and distribute this electricity across the village to power LED lights and mobile phone chargers in customer households. MGP’s facilities offer its customers 20% lower cost, higher quality lighting than kerosene, the primary source of nighttime lighting for India’s off-grid households. MGP installed its first technical pilot in August 2010, began commercial operations in December 2011, and serves more than 23,000 households 1,000 villages.

**Contact information**
Brian Shaad, Co-Founder & Head of Business Development  
bshaad@meragaopower.com
Countries of operation
India

Expertise
- Sell energy devices or systems directly to end users
- Project development
- Integrate, install and/or maintain energy systems
- Perform business consulting services
- Mini-grids: ownership, investment, project development, design, material procurement, component supply, construction, operation & maintenance

Solutions provided
Solar PV home or business systems less than 1 kW
Solar thermal: small-scale systems less than 2 MW
Mini-/micro-grids: solar PV

Impact to date
- 8,000 individuals reached over the past 12 months.
- 22,000 individuals reached over the lifetime of the organization.
- Has completed 1,400 mini-grids to date in ownership, investment, project development, component supplier, EPC and operation and maintenance capacities.
- Will be involved in the ownership, investment, project development, component supplier, EPC and operation and maintenance of 500 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 140,000 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
| Project development grant | $250,000 |
| Working capital | $4,000,000 |
| Company debt | $2,000,000 |

Micro-grid specific funding needs
| Working capital | $2,000,000 |
| Company debt | $1,000,000 |

Non-financial needs
- Access to new customers within the same country
- Access to a manufacturer
- Access to component suppliers
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)

ME SOLSHARE LTD
www.me-solshare.com

Small business, Start-up, 6 months – 2 years, 5 full-time employees

ME SOLshare is a platform provider for reliable, sustainable and affordable electricity access to low-income people in rural Bangladesh. The SOLshare solution is an enabler for innovative, decentralized and dynamic electricity micro-grids which provide solar power to households and businesses and gives people the chance to take things into their own hands.

Contact information
Raluca Dumitrescu, CFO
raluca.dumitrescu@me-solshare.com

Countries of operation
Bangladesh, India

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 and/or maintain energy systems
- Provide end-user financing for energy services
- Mini-grids: project development, consulting, design, component supply, construction, operation & maintenance
MIBAWA SUPPLIERS LTD.
www.mibawa.co.ke

Small business, Scaling-up, 2-5 years old, 20 full-time employees

Mibawa Suppliers Limited pioneered the Pay As You Go Solar Home Lighting System in Kenya to the low income households. Since inception the company has deployed 20,000 units. The need for small solar home is lighting system is huge because a majority of the population is still using kerosene as a source of energy. Mibawa Suppliers is working to increase product penetration in the market.

MICAMA SOLEY
www.micamasoley.com

Small business, Established, >10 years old, 7 full-time employees

We import and distribute solar lamps and phone chargers. We work in partnership with NGOs to develop networks of resellers in rural areas. We have had quite a bit of success, distributing over 125,000 units.
lamps in the past 4-1/2 years. Over the 18 months sales have been falling, probably because the market is being flooded with cheaper products. We need to develop a new model that leverages the high quality and manufacturers’ guarantees of our products.

**Contact information**
Tom Adamson, CEO
Micama45@yahoo.com

**Countries of operation**
Haiti

**Expertise**
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users

**Solutions provided**
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Other: Improved charcoal stoves

**Impact to date**
- 9,000 individuals reached over the past 12 months.
- 60,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
Working capital $50,000

**Non-financial needs**
- Access to new customers within the same country
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

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**MOBILE4ENERGY**
www.mobile4energy.com

**Small business, Stage of growth, Age, # full-time employees**

Mobile4Energy provides “Telco Prepay for Utilities”, as an elegant and low cost Meter to Cash solution allowing consumers to pay for energy using their mobile phones through existing telecom Pay As You Go networks which already serve 2.8bn customers globally.

**Contact information**
Jason Simpson, Co-Founder
jason@mobile4energy.com

**Countries of operation**
UK, Kenya

**Expertise**
- Other: Service Provider
- Mini-grids: project development

**Solutions provided**
Not applicable (My organization does not directly offer sustainable energy products)
Mini-/micro-grids: grid extension, large scale hydro

**Impact to date**
- Has completed 1 mini-grid to date in project development capacities.
- Will be involved in the project development of 1 mini-grid in the next 12-24 months.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
Company equity $5,000,000

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Energy Access Practioner Network: 2015 Directory of Investment and Funding Opportunities
**Micro-grid specific funding needs**
Project equity $1,000,000

**Non-financial needs**
- Access to new customers within the same country
- Access to new customers in another country
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

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**MOBISOL GMBH**
www.plugintheworld.com

*Large business, Established, 2-5 years old, 300 full-time employees*

Mobisol combines solar energy with an affordable payment plan via mobile phone, comprehensive customer service and innovative remote monitoring technology. The Berlin-based company offers low-income customers in quality solar home systems that are a clean alternative to harmful and expensive fossil fuels. Mobisol solar home systems provide enough electricity to power bright LED lights, radios, mobile phones and the larger systems can also power small businesses enabling entrepreneurial customers to create additional income.

**Contact information**
Thomas Duveau, Head of Business Development
thomas.duveau@plugintheworld.com

**Countries of operation**
Tanzania, Rwanda

**Expertise**
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems directly to end users

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**Solutions provided**
Solar PV home or business systems less than 1 kW
Solar PV institutional-level systems

**Impact to date**
- 70,000 individuals reached over the past 12 months.
- 110,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
- Company equity $10,000,000
- Company debt $30,000,000

**Non-financial needs**
- Access to new customers within the same country

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**MUST LEAD LIMITED**
www.mustleadgroup.com

*Small business, Scaling-up, 6 months – 2 years old, 12 full-time employees*

Renewable energy based local company. Solar, wind and biogas are the major product imported and supplied. We also run special projects like Energy for Project (E4P) and SKIKA campaign (Solar for Every Household). Provision of consultant services and entrepreneurship training are also core function we undertake. We advocate three engines for economic development in Africa: Renewable Energy, Smart Farming and Education/Entrepreneurship training. The business model applied is network marketing through partnership with NGOs, institutions and private companies.
Contact information
Peter Mkufya, CEO
pmkufya@mustleadgroup.com

Countries of operation
Tanzania, and through partners: Uganda, Rwanda, Malawi

Expertise
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Project development
• Integrate, install and/or maintain energy systems
• Perform business consulting services

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV institutional-level systems
Wind
Biogas or other biomass

Impact to date
• 450,000 individuals reached over the past 12 months.
• 920,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Revenue $33,000
Expenses $35,000

Funding needs
Project development grant $20,000
Capital grant or subsidy $25,000

Non-financial needs
• Access to new customers in another country
• Access to a manufacturer
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship

NAMALERE ENERGY RENEWABLE

Large business, Scaling-up, 2-5 years old, 6 full-time employees

Namalere Energy Renewable encompasses the design, construction, installation, and operation of a 40 MW electricity system fueled primarily with locally-sourced renewable and sustainably biodegradable waste. The project has also identified and will implement customer marketing and connection strategies. Finally, the project includes adoption of financing mechanisms that will enable property owners to implement a variety of efficiency measures and renewable energy.

Contact information
John Mulefu Ojwolo, Executive Director
joywolo@yahoo.com

Countries of operation
USA, Canada

Expertise
• Design and manufacture energy devices or integrated systems
• Project development
• Mini-grids: ownership, project development, design, construction, operation & maintenance

Solutions provided
Solar PV home or business systems greater than 1 kW
Mini-/micro-grids: solar PV, biomass or biogas

Impact to date
• Has completed 3 mini-grids to date in EPC capacities, 2 mini-grids in ownership and project development capacities, and 1 mini-grid in component supplier, operation and maintenance capacities.
• Will be involved in the ownership of 4 mini-grids, the investment, project development and EPC of 2 mini-grids, and the component supplier operation and maintenance of 1 mini-grid in the next 12 – 24 months.
2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $22,000
Concessional debt $5,000
Commercial debt $13,000
Project development grant $22,000
Capital grant or subsidy $100
Working capital $30,000
Operational subsidy $5,000
Company equity $12,000
Company debt $5,000

Micro-grid specific funding needs
Project equity $22,000
Concessional debt $10,000
Commercial debt $30,000
Project development grant $10,000
Capital grant or subsidy $21,000
Working capital $6,000
Operational subsidy $3,000
Company equity $20,000

Non-financial needs
• Access to new customers within the same country
• Access to a manufacturer
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

Naturetech Infrastructure Pvt. Ltd. is a social enterprise providing clean energy access to rural areas by creating permanent smart solar AC micro-grid infrastructure. Our vision is to ensure the rural populace has access to modern energy services, which in turn will enable an ecosystem for social development and behavioral change towards energy consumption. Since 2011, Naturetech Infra has established its presence in 30 villages and directly impacting the livelihood of 10,000 villagers.

Contact information
Krishna Kumar, Business Development Manager
Krishkvp89@gmail.com

Countries of operation
India

Expertise
• Sell energy devices or systems directly to end users
• Project development
• Integrate, install and/or maintain energy systems
• Perform business consulting services
• Mini-grids: ownership, project development, consulting, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Mini-/micro-grids: solar PV

Impact to date
• 800 individuals reached over the past 12 months.
• 10,000 individuals reached over the lifetime of the organization.
• Has completed 30 mini-grids in project development, operation and maintenance capacities, 29 mini-grids in ownership and investment capacities, and 1 mini-grid in EPC capacities.
• Will be involved in the operation and maintenance of 120 mini-grids, the ownership, investment and project development of 100 mini-grids, the EPC of 20 mini-grids, and the component supplier of 10 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 30 kW
2014-2015 Financials
Please contact the organization for further details.

Funding needs
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
- Access to component suppliers
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

NEVADA SOLAR DESIGNS
www.nevadasolardesigns.com

Small business, Established, >10 years old, 6 full-time employees

Nevada Solar Designs is veteran owned and operated with 10+ years of design and production experience developing high quality, reliable, cost effective power solutions for the traffic, communications, industrial and security markets.

Contact information
Robert Damrau, Owner
bob@nevadasolardesigns.com

Countries of operation
USA, Canada, Indonesia

Expertise
- Design and manufacture energy devices or integrated systems
- Mini-grids: project development, design, material procurement, component supply, construction

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Mini-/micro-grids: solar PV, diesel, natural gas, wind, other: fuel cell

Impact to date
- 25 individuals reached over the past 12 months.
- 250 individuals reached over the lifetime of the organization.
- Has completed 2 mini-grids to date in a project development capacity.
- Will be involved in the project development of 2 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 10 kW

NEVADA SOLAR DESIGNS
www.nevadasolardesigns.com

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Working capital $1,000,000

Micro-grid specific funding needs
Working capital $1,000,000

Non-financial needs
- Access to new customers in another country
- Matchmaking with potential partners (investors, suppliers, service providers)
- Other: Stakeholder coordination

NEW DAWN ENERGY SOLUTIONS
www.NewDawn-ES.com
**Small business, Established, 5-10 years old, 3 full-time employees**

New Dawn Energy Solutions is an energy auditor, custom designer and systems integrator of solar, small wind and sustainable energy systems. Our energy solutions range from small portable generating systems to turnkey grid-tied and off-grid energy solutions. We are dedicated to integrating quality distributed renewable energy systems for electricity generation using local resources. We take a holistic approach in evaluating the energy need and recommend the most appropriate energy solutions to suit clients’ needs. Our services include site assessment, system design, turnkey installation, consent services, monitoring, maintenance, and project management.

**Contact information**
Narayana Asogan, Operations Manager
nasogan@newdawn-es.com

**Countries of operation**
Sri Lanka, Canada

**Expertise**
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems directly to end users
- Project development
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Other: Energy optimization

**Solutions provided**
- Solar PV home or business systems less than 1 kW
- Solar PV home or business systems greater than 1 kW
- Solar PV institutional-level systems
- Wind
- Energy efficiency
- Energy storage

**Impact to date**
- 50 individuals reached over the past 12 months.
- 2,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
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<tr>
<td>Revenue</td>
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<td>Expenses</td>
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**Funding needs**

<table>
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</thead>
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<td>Project equity</td>
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<tr>
<td>Concessional debt</td>
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<tr>
<td>Project development grant</td>
<td>$100,000</td>
</tr>
<tr>
<td>Working capital</td>
<td>$150,000</td>
</tr>
</tbody>
</table>

**Non-financial needs**
- Access to new customers in another country
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

**NEW VISION RENEWABLE ENERGY**
www.nvre.org

**International non-governmental organization (NGO), Established, 5-10 years old, 4 full-time employees**

New Vision Renewable Energy is a nonprofit Christian Community Development organization that uses renewable energy solutions and training as a catalyst for reenergizing under-resourced communities. Our partnership strategy allows us to grow with like-minded organizations committed to engaging people and communities in the creation and deployment of renewable energy solutions and products that help empower their lives. We believe every person deserves to have clean water, light and power and we are committed to the research, development and supply of affordable and effective renewable energy solutions and products.
Contact information
Pamela O’Brien, Director of Business Development
pobrien@nvre.org

Countries of operation
East Africa, Haiti, Central & South America

Expertise
• Design and manufacture energy devices or integrated systems
• Sell energy devices or systems to merchants for re-sale
• Integrate, install and/or maintain energy systems

Solutions provided
Solar PV lanterns

Impact to date
• 2,500 individuals reached over the past 12 months.
• 5,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to a manufacturer
• Access to component suppliers
• Access to information (on funding sources, matchmaking with potential partners (investors, suppliers, service providers)

Nokero International Ltd. designs, manufactures, and distributes patented solar powered light and charging products. We have sold over 1.3 million units to customers in 120 countries, and has $4 million of product sales in negotiation for delivery in the second half of 2015. We wholesale our solar products to distributors, retailers, non-profits, governments, and corporations in the developing world, particularly in Africa and Asia. We believe that solar solutions will leapfrog an interconnected grid in a similar manner to how cellphone usage leapfrogged landlines in emerging markets.

Contact information
Nathan South, CMO
nsouth@nokero.com

Countries of operation
Kenya, Nigeria, Uganda, India, Fiji, Cambodia, Malaysia, Indonesia, Peru, Haiti, Nicaragua, Sierra Leone, Guinea, Pakistan, Zambia, Zimbabwe, South Africa

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale

Solutions provided
Solar PV lanterns

Impact to date
• 2,000,000 individuals reached over the past 12 months.
• 6,500,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

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

NOKERO SOLAR
www.nokero.com

Small business, Scaling-up, 2-5 years old, 5 full-time employees
Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)

Expertise
- Design and manufacture energy devices or integrated systems
- Sell energy devices or systems directly to end users
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Mini-grids: project development, consulting, design, component supply, construction, operation & maintenance

Solutions provided
Other: Marine and hydrokinetic energy technology and project development including tidal, river, and ocean currents. Provision of expertise on wave energy and offshore wind.
Mini-/micro-grids: other: river hydrokinetic

Impact to date
- 50 individuals reached over the past 12 months.
- 250 individuals reached over the lifetime of the organization.
- Has completed 2 mini-grids to date in project development, component supplier, operation and maintenance capacities.
- Will be involved in the project development, component supplier, operation and maintenance of 3 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 25 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
- Access to new customers in another country
- Matchmaking with potential partners (investors, suppliers, service providers)
OFF GRID ELECTRIC LTD
www.offgrid-electric.com

Large business, Scaling-up, 2–5 years old, 570 full-time employees

Off Grid Electric (OGE) works to provide accessible, affordable and aspirational energy services (M-POWER) to individuals and communities that lack basic electricity. It offers solar as a service to customers who suffer from an expensive grid, an unreliable grid, or have no grid access at all. OGE delivers a complete technical, operational and financial model that makes high-quality renewable energy services available to anyone, anywhere, in which customers pre-pay for electrical services using mobile money. This approach enables radical cost and risk reductions, ensuring affordability for all income levels.

Contact information
Jessica Eastling, Business Development Manager
jessica.eastling@offgrid-electric.com

Countries of operation
Tanzania, Rwanda

Expertise
- Design and manufacture energy devices or integrated systems
- Sell energy devices or systems directly to end users
- Integrate, install and/or maintain energy systems

Solutions provided
Solar PV home or business systems less than 1 kW

2014–2015 Financials
Please contact the organization for further details.

Funding needs
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 information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

OMNIGRID MICROPPOWER COMPANY PRIVATE LTD
www.omcpower.com

Large business, Scaling-up, 2–5 years old, 38 full-time employees

OMC Power is engaged in the generation and distribution of renewable energy based electricity in the off-grid and poor-grid areas of remote rural India. The company sets up and operates solar power plants, under the mini-grid model, which supply power to anchor tenants (ex. telecom towers), business establishments (ex. micro and small enterprise), and rural retail customers (ex. households, small grocery shops etc.).

Contact information
Shrihari Kulkami, CFO
shrihari.kulkarni@omcpower.com

Countries of operation
India

Expertise
- Integrate, install and/or maintain energy systems
- Mini-grids: ownership, project development, design, material procurement, construction, operation & maintenance
Solutions provided
Mini-/micro-grids: solar PV

Impact to date
• 30,000 individuals reached over the past 12 months.
• 30,000 individuals reached over the lifetime of the organization.
• Has completed 60 mini-grids to date in ownership, project development, EPC and operation and maintenance capacities.
• Will be involved in the ownership, project development, EPC and operation and maintenance of 1,000 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 2,000 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Kwabena (Koby) Okrah, Executive Director, Strategy and Business Development
kwabena.okrah.orgonebd.com

Countries of operation
Ghana, USA

Expertise
• Integrate, install and/or maintain energy systems
• Mini-grids: ownership, investment, project development, consulting, design, material procurement, component supply, construction, operation & maintenance

Solutions provided
Solar PV institutional-level systems
Mini-/micro-grids: solar PV

Impact to date
• Has completed 6 mini-grids to date in ownership, investment and project development capacities, and 2 mini-grids in component supplier, EPC and operation and maintenance capacities.
• Will be involved in the ownership, investment and project development of 6 mini-grids, and the component supplier, EPC and operation and maintenance of 2 mini-grids in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

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

Micro-grid specific funding needs
Capital grant or subsidy $26,900,000

Non-financial needs
• Access to a manufacturer
PACIFIC AIR CONDITIONING SERVICES
www.energytreesystems.com

Small business, Start-up, >10 years old, 2 full-time employees

We are a small air conditioning firm that has several patents, including the only multi-tasking renewable energy technology and a mobile credit card payment system, as well as technology to protect computer main frames from hackers.

Contact information
Craig McKenzie, President
pas_cm1@msn.com

Countries of operation
USA (west coast)

Expertise
• Design and manufacture energy devices or integrated systems

Solutions provided
Combined heat and power (CHP)
Energy efficiency

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

PARTNERSHIP FOR SUSTAINABLE DEVELOPMENT

Consultancy firm, Scaling-up, 2-5 years old, 13 full-time employees

Partnership for Sustainable Development focuses on promotion of renewable energy with emphasis on biomass energy (biofuels), solar energy (thermal and voltaic) for economic and rural development in non-grid rural and sub-urban communities in Ghana. The company intends to develop partnership with equipment producers for large-scale distribution in Ghana. The organisation has expertise in the installation and maintenance of energy devices.

Contact information
Dr. Moses Duku, Executive Director
mosesduku@yahoo.com

Countries of operation
Ghana

Expertise
• Sell energy devices or systems directly to end users
• Project development
• Manage energy projects or programs

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV institutional-level systems
Combined heat and power (CHP)
Energy efficiency
Biogas or other biomass
Waste-to-energy

Impact to date
• 100 individuals reached over the past 12 months.
• 120 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.
Funding needs
Details of funding needs are available upon request from the organization.

Non-financial needs
- Access to a manufacturer

PERISON INVESTMENTS

Small business, Start-up, 0-6 months old, 3 full-time employees

Perison Investments is a start-up energy services company that intends to roll out modular solar generating units that will generate and sell energy to isolated business centres in Zimbabwe. The power generating units will have installed capacity of between 24KW and 99KW.

Contact information
Fungai Matura, Managing Director
fungai.matura@gmail.com

Countries of operation
Zimbabwe

Expertise
- Sell energy devices or systems directly to end users
- Mini-grids: ownership, investment, project development, material procurement, operation & maintenance

Solutions provided
Mini-/micro-grids: solar PV

Impact to date
- Will be involved in the ownership, investment, project development, and operation and maintenance of 8 mini-grids in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

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

Micro-grid specific funding needs
<table>
<thead>
<tr>
<th>Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
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<tr>
<td>Project development grant</td>
<td>$280,000</td>
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<tr>
<td>Capital grant or subsidy</td>
<td>$320,000</td>
</tr>
<tr>
<td>Working capital</td>
<td>$350,000</td>
</tr>
</tbody>
</table>

Non-financial needs
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

POLLINATE ENERGY

Small business, Scaling-up, 2-5 years old, 40 full-time employees

Pollinate Energy is a social business with a simple mission – to improve the lives of India’s urban poor by giving them access to affordable products such as solar lights and improved cookstoves. We find local people who are passionate about helping slum communities in their area, and train them to provide these affordable solar energy units to those who need it the most. We provide all the support to sustain these micro-social businesses which alleviate the financial, environmental and health costs of kerosene – an expensive, harmful and unsustainable energy source.

Contact information
Katerina Kimmorley, Co-Founder, Director
kat.k@pollinateenergy.org
PowerGen Renewable Energy was founded in with the mission of providing reliable and affordable renewable energy solutions to the East African market. We have identified a gap between main grid expansion and solar consumer products, and we see micro-grids as the optimal solution for energy poverty in remote areas because they provide affordable pay-as-you-go energy for the consumer in the form of a financeable, long-term asset. Micro-grids can be deployed quickly, offer a low connection fee for customers, have more functionality than solar lanterns, and can be expanded to supply more energy as customer demand grows.

Contact information
Eve Meyer, COO
emeyer@powergen-re.com

Countries of operation

Expertise
• Design and manufacture energy devices or integrated systems
• Project development
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Mini-grids: ownership, project development, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV home or business systems greater than 1 kW
Mini-/micro-grids: solar PV

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

Non-financial needs
• Access to information (on funding sources, regulatory framework etc.)
• New leadership
• Matchmaking with potential partners (investors, suppliers, service providers)
Impact to date
- 8,000 individuals reached over the past 12 months.
- 15,000 individuals reached over the lifetime of the organization.
- Has completed 27 mini-grids to date in project development, component supplier, EPC and operation and maintenance capacities, and 7 mini-grids in an ownership capacity.
- Will be involved in the project development, component supplier, EPC and operation and maintenance of 100 mini-grids, and the ownership of 10 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 70 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
- Access to new customers in another country
- Access to information (on funding sources, regulatory framework etc.)

PowerMundo provides affordable energy efficiency and promotes health, education, clean environments, and economic well-being. PowerMundo is also implementing digital pay-as-you-go (PAYG) systems for additional ease of access.

Contact information
Paul Winkel, General Manager
paul.winkel@powermundo.com

Countries of operation
Peru

Expertise
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Project development
- Manage energy projects or programs
- Provide end-user financing for energy services
- Perform business consulting services

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW

Impact to date
- 20,175 individuals reached over the past 12 months.
- 44,655 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 consulting services (human resources, accounting, financial management, business
Power:On is an electricity supplier dedicated to rural communities in developing countries. We developed Benin’s first smart and underground mini-grids, giving low-cost, high-quality electricity access to homes, small businesses and public utilities in a village of 150 households. We use smart grid and mobile technologies to provide our clients with tailor-made and easy to use services, which guarantee high adoption rates and customer satisfaction. Evidence from the field shows high demand for our pre-paid electricity contracts in Benin, and we aim to quickly expand in more villages.

**Contact information**
Tristan Kochoyan, Founder
tristan.kochoyan@pwr-on.fr

**Countries of operation**
Benin

**Expertise**
- Integrate, install and/or maintain energy systems
- Mini-grids: ownership, investment, project development, consulting, design, material procurement, construction, operation & maintenance

**Solutions provided**
Mini-/micro-grids: solar PV, diesel, biomass/biogas, other: hybrid renewables, batteries, diesel systems

**Impact to date**
- 2,000 individuals reached over the past 12 months.
- 2,000 individuals reached over the lifetime of the organization.
- Has completed 1 mini-grid to date in ownership, investment, project development, EPC and operation and maintenance capacities.
- Will be involved in the ownership, investment, project development, EPC and operation and maintenance of 100 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 30 kW

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
- Company equity $2,500,000
- Company debt $2,500,000

**Micro-grid specific funding needs**
- Company equity $2,500,000
- Company debt $2,500,000

**Non-financial needs**
- Access to new customers within the same country
- Access to component suppliers
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)
Power Up Gambia’s mission is simple – to provide reliable electricity and water to healthcare facilities in The Gambia through the use of off-grid and grid-tied solar energy solutions. Major project objectives for Power Up Gambia in the next 5 years include expanding small off-grid solar solutions to 40 remote village-based health care clinics; building and integrating net-metered PV systems with battery backup at hospitals and clinics where there is potential for national electrical grid access; and developing large-scale PV projects at two hospitals under power purchase agreements with national electrical company for generation of revenue for the hospitals and expanded development of renewable energy for the Gambia.

**Solutions provided**
Solar PV institutional-level systems
Energy efficiency
Mini-/micro-grids: solar PV

**Impact to date**
- 50,000 individuals reached over the past 12 months.
- 150,000 individuals reached over the lifetime of the organization.
- Has completed 1 mini-grids to date in ownership, investment, project development, component supplier, EPC and operation and maintenance capacities.
- Will be involved in the investment, project development, component supplier and EPC of 2 mini-grids, and the ownership, operation and maintenance of 1 mini-grid in the next 12 – 24 months.
- Mini-grids installed capacity: 250 kW

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
Concessional debt $127,000
Project development grant $43,000

**Micro-grid specific funding needs**
Concessional debt $320,000
Project development grant $64,000
Capital grant or subsidy $64,000
Working capital $24,000

**Non-financial needs**
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)
Project Gaia, Inc. is a U.S. 501(c)3 non-profit working to address the health, economic, and environmental burdens faced by three billion people worldwide who rely on solid fuels for cooking. We work with local partners to establish locally-owned fuel production plants and supply chains, which displace charcoal, wood, dung, coal, and kerosene with clean, modern, reliable cooking technology and sustainable alcohol fuels. Our energy intervention aims at long-term positive impact on gender equality, sustainable development, and local and global air quality.

**Contact information**
Brady Luceno, Assistant Director
admin@projectgaia.com

**Countries of operation**
Ethiopia, Nigeria, Tanzania, Mozambique, Madagascar, Kenya, South Africa, Rwanda, Uganda, Burundi, Haiti, Guatemala

**Expertise**
- Import or export products for the energy sector
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Other: Advocate on behalf of clean liquid fuels (ethanol and methanol)

**Solutions provided**
Biogas or other biomass

Waste-to-energy
Other: ethanol cooking fuel, alcohol stoves

**Impact to date**
- 69,550 individuals reached over the past 12 months.
- 325,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
- Project development grant $50,000
- Capital grant or subsidy $50,000
- Working capital $50,000

**Non-financial needs**
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

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Relink Ltd.

**Small business, Scaling-up, 0-6 months old, 1 full-time employee**

Innovative company that produces Microinverter and Storage. The storage is all-in-one system integrating the charger inverter and high density lithium batteries (LiFePO4) with capacity up to 12 kWh. An Intelligent multi-stage battery charging reduces
generator runtime and prolongs the life of your batteries. The system can be connected both in a single-phase or three-phase systems. Built-in networked communications enables multiple units to be connected in parallel with other units providing excellent flexibility.

**Contact information**
Gilbert, Shareholder
gilbert@relink.com.mt

**Countries of operation**
Malta, Italy

**Expertise**
- Design and manufacture energy devices or integrated systems

**Solutions provided**
Energy storage

**Impact to date**
- 5,000 individuals reached over the past 12 months.
- 65,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**

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<tbody>
<tr>
<td>Revenue</td>
<td>$500,000</td>
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<tr>
<td>Expenses</td>
<td>$550,000</td>
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**Funding needs**
Company equity $700,000

**Non-financial needs**
- Access to new customers in another country

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**Small business, Scaling-up, >10 years old, 3 full-time employees**

RENO is a total green energy solutions provider in India with the goal of sustainable development. We advise on proven, commercially viable renewable and energy efficiency technologies, capital equipment and plants. We also provide carbon credit services and arrange last stage equity and project finance for commercial, industrial and financial institutions.

**Contact information**
Rajha Gopalan, Founder & CEO
Rajha.gopalan@rencotech.com

**Countries of operation**
India

**Expertise**
- Sell energy devices or systems directly to end users
- Project development
- Perform business consulting services
- Other: Total green energy solutions

**Solutions provided**
Solar PV lanterns
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Biogas or other biomass
Waste-to-energy

**Impact to date**
- 3 individuals reached over the past 12 months.
- 125 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
- Project equity $100,000
- Concessional debt $100,000
- Project development grant $30,000
Capital grant or subsidy  $20,000  
Working capital  $25,000  

Non-financial needs  
- Access to new customers within the same country  
- Mentorship  
- Matchmaking with potential partners (investors, suppliers, service providers)  

Solutions provided  
- Mini-grids: ownership, project development, consulting  
Other: Supporting entrepreneurs to establish businesses in the various renewable energy technologies  
Mini-/micro-grids: solar PV, hydro, biomass/biogas  

Impact to date  
- 500 individuals reached over the past 12 months.  
- 2,000 individuals reached over the lifetime of the organization.  
- Has completed 5 mini-grids to date in a project development capacity, and 2 mini-grids in an ownership capacity.  
- Will be involved in the ownership, investment, operation and maintenance of 2 mini-grids, and the project development of 3 mini-grids in the next 12 – 24 months.  
- Mini-grids installed capacity: 36 kW  

2014-2015 Financials  
Please contact the organization for further details.  

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

Micro-grid specific funding needs  
Capital grant or subsidy  $300,000  

Non-financial needs  
- Access to information (on funding sources, regulatory framework etc.)  
- Mentorship  
- Matchmaking with potential partners (investors, suppliers, service providers)  
- Other: Access to technical expertise in hydropower development for small and micro hydropower schemes  

RENEWABLE ENERGY BUSINESS INCUBATOR  
www.energyincubator.org  

Local or national non-governmental organization (NGO), Established, 2-5 years old, 5 full-time employees  

The Renewable Energy Business Incubator at Makerere University is established at the College of Engineering, Design, Art and Technology (CEDAT). The project is the first of its kind and focuses on entrepreneurship, improved co-operation with SMEs and technology transfer from countries outside Uganda. The Incubator supports local renewable energy entrepreneurs to establish businesses within renewable energy. The uniqueness of the activities implemented by the Incubator are brought about by emphasis on business and financial sustainability of the enterprises under their portfolio.  

Contact information  
Shira Bayigga Mukiibi, Manager  
manager@energyincubator.org  

Countries of operation  
Uganda  

Expertise  
- Project development  
- Perform business consulting services  
- Other: Renewable energy business incubation
RURAL RENEWABLE ENERGY ALLIANCE  
www.rreal.org

International non-governmental organization (NGO), Established, >10 years old, 15 full-time employees

RREAL is a US-based non-governmental organization that is dedicated to making solar energy accessible to communities of all income levels. RREAL has been pioneering the use of solar energy to address low-income fuel poverty, delivering high quality and reliable solar energy systems at no charge to individuals and communities in need since 2000. We are partnering with a faith-based effort to bring solar electricity to West African health care systems.

Contact information
BJ Allen, Special Projects Manager
bj@rreal.org

Countries of operation
Liberia, USA

Expertise
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Mini-grids: project development, consulting, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Energy storage
Mini-/micro-grids: solar PV, diesel

Impact to date
• 60 individuals reached over the past 12 months.
• 1,000 individuals reached over the lifetime of the organization.
• Has completed 1 mini-grids to date in project development, component supplier, EPC and operation and maintenance capacities.
• Will be involved in the project development, component supplier, EPC and operation and maintenance of 2 mini-grids in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project development grant $1,000,000
Capital grant or subsidy $1,000,000

Micro-grid specific funding needs
Project development grant $1,000,000
Capital grant or subsidy $500,000
Working capital $150,000

Non-financial needs
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

RVE.SOL  
SOLU ÕES DE ENERGIA RURAL, LDA  
www.rvesol.com

Small business, Start-up, 2-5 years old, 5 full-time employees

RVE.SOL – Rural Energy & Water Solutions is a triple bottom line social entrepreneurship with a radical vision, born of the belief that access to sustainable energy and fresh water is the life-changing catalyst
needed to reduce rural poverty. Using renewable technology, off-grid communities or areas with unreliable electricity can access to affordable and sustainable energy and clean water - improving quality of life, creating jobs and empowering businesses in rural Africa. Our unique sustainable solution KUDURA is customizable and scalable to provide renewable and reliable electricity, safe biogas, biofertilizer and potable water to rural villages, schools, clinics and hospitals, farms and factories, commercial businesses and private residences.

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

**Countries of operation**
Kenya, Angola, Mozambique. Indirect operations in Uganda, Tanzania, Ghana

**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
- Project development
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Mini-grids: ownership, investment, project development, design, material procurement, construction, operation & maintenance

**Solutions provided**
Solar PV institutional-level systems
Biogas or other biomass
Waste-to-energy
Other: Potable water hybrids
Mini-/micro-grids: solar PV, diesel, biomass/biogas, other: potable water; self-start diesel generator as backup & battery maintenance solution

**Impact to date**
- 150 individuals reached over the past 12 months.
- 300 individuals reached over the lifetime of the organization.
- Has completed 17 mini-grids to date in a project development capacity, 1 mini-grid in ownership, investment, operation and maintenance capacities, and 3 mini-grids in component supplier and EPC capacities.
- Will be involved in the project development, component supplier and EPC of 30 mini-grids, the operation and maintenance of 10 mini-grids, the investment of 4 mini-grids, and the ownership of 1 mini-grid in the next 12 – 24 months.
- Mini-grids installed capacity: 5 kW

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
Project equity $1,500,000
Concessional debt $4,500,000
Project development grant $4,500,000

**Non-financial needs**
- Access to new customers within the same country
- Access to new customers in another country
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

**THE SMALL-SCALE SUSTAINABLE INFRASTRUCTURE DEVELOPMENT FUND, INC. (S3IDF)**
www.s3idf.org

*International non-governmental organization (NGO), Established, >10 years old, 6 full-time employees*
S3IDF fosters small-scale enterprise development among the poor and underserved that provide access to basic services and opportunities for income generation and employment. We achieve this by implementing the Social Merchant Bank Approach (SMBA) - leveraged co-financing, technology access & knowledge, and business development support.

Contact information
Nakul Kadaba, Project Associate
nakul@s3idf.org

Countries of operation
India, Nepal, Myanmar, Cambodia

Expertise
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Provide end-user financing for energy services
- Provide commercial financing for energy services
- Perform business consulting services

Solutions provided
Not applicable (My organization does not directly offer sustainable energy products)

Impact to date
- 50,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 information (on funding sources, regulatory framework etc.)
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)

SAMARITAN TOUCH MULTIMEDIA LTD

Small business, Start-up, 5-10 years old, 10 full-time employees

SAMARITAN TOUCH MULTIMEDIA LTD, is a company that bridge development to her communities in developing countries using new ideas, technologies and wisdom in alleviating her communities from poverty by providing solutions in areas of education and social amenities. We are bridging the gap of lack of electricity with solar renewable energy for schools, commercial enterprises, farms, and rural communities.

Contact information
Lyman, CEO
stmglobally@gmail.com

Countries of operation
Nigeria

Expertise
- Design and manufacture energy devices or integrated systems

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV institutional-level systems

Impact to date
- 10 individuals reached over the past 12 months.
- 30 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 information (on funding sources, regulatory framework etc.)
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)
**Non-financial needs**
- Access to a manufacturer
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)

**SAMID GLOBAL INVESTMENT**

**Small business, Start-up, 6 months – 2 years old, 3 full-time employees**

Samid Global investment provides financial support and technical services for small and medium scale enterprises in Nigeria. Our company mainly focus on local entrepreneurs whose businesses are in the renewable energy and sustainability sector. We focus on making clean and smart investments by engaging and providing small and medium scale enterprises with capital and technical knowledge.

**Contact information**
Saeed Danwakili, CEO
samidinvestments@hotmail.com

**Countries of operation**
Nigeria

**Expertise**
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services
- Provide commercial financing for energy services

**Solutions provided**
- Solar PV home or business systems greater than 1 kW
- Biogas or other biomass

**Waste-to-energy**
- Mini-/micro-grids

**Impact to date**
- 10 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
- Project equity $100,000
- Project development grant $20,000
- Capital grant or subsidy $20,000
- Working capital $100,000

**Non-financial needs**
- Access to new customers within the same country
- Access to a manufacturer
- Access to component suppliers
- Mentorship

**SCHNEIDER ELECTRIC**

www.schneider-electric.com

**Large business, Scaling-up, 5-10 years old, 170,000 full-time employees**

Schneider Electric Access to Energy Programme is a combined approach of offers, investment, and training. By developing inclusive business models, we contribute to poverty alleviation and environmental protection in an innovative and economically sustainable way. Our long term goal is to close energy gaps to ensure better lives for everyone throughout most energy-poor areas of the world where we have a corporate presence. We develop solutions for village electrification, domestic solutions for energy-related needs, and the business models that make these capabilities sustainable.

**Energy Access Practitioner Network: 2015 Directory of Investment and Funding Opportunities**
Access to Energy brings safe, clean electricity to communities by actively involving local stakeholders, including residents, end customers, and beneficiaries.

**Contact information**
Thomas Andre, Access to Energy Manager
thomas.andre@schneider-electric.com

**Countries of operation**
Operating in 40+ countries globally

**Expertise**
- Design and manufacture energy devices or integrated systems
- Sell energy devices or systems to merchants for re-sale
- Project development
- Planning or evaluation of energy programs
- Integrate, install and/or maintain energy systems
- Provide commercial financing for energy services
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Mini-grids: project development, consulting, design, material procurement, component supply, construction, operation & maintenance

**Solutions provided**
- Solar PV lanterns
- Solar PV home or business systems less than 1 kW
- Solar PV home or business systems greater than 1 kW
- Solar PV institutional-level systems
- Combined heat and power (CHP)
- Energy efficiency
- Mini-/micro-grids: solar PV, diesel, wind, hydro

**Impact to date**
- 1,700,000 individuals reached over the past 12 months.
- 13,000,000 individuals reached over the lifetime of the organization.
- Has completed 150 mini-grids to date in component supplier, EPC and operation and maintenance capacities, and 60 mini-grids in a project development capacity.
- Will be involved in the project development, component supplier, and EPC of 300 mini-grids in the next 12 – 24 months.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
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 information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

**SELCO SOLAR LIGHT PRIVATE LTD**
www.selco-india.com

Small business, Established, >10 years old, 392 full-time employees

SELCO Solar was started in the year 1995 as a for-profit social enterprise to provide energy access to the under-served population. We provide customized sustainable energy solutions and enable poor to own these assets by providing access to appropriate end-consumer financing and door step service. Over the last 20 years, SELCO has proven that renewable energy solutions are a catalyst for poverty alleviation. Our strategy is to combine technology, finance and local supply chains to deliver a cost effective customized solution to the under-served communities. Since SELCO is owned by not-for profit foundations, it has proven that social businesses can be run commercial and sustainable while meeting the social objectives.
Contact information
Revathi Kannan, President
revathi_kannan@selco-india.com

Countries of operation
India

Expertise
- Design and manufacture energy devices or integrated systems
- Sell energy devices or systems directly to end users
- Integrate, install and/or maintain energy systems
- Perform business consulting services
- Mini-grids: project development, design, construction, operation & maintenance

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Solar thermal: large-scale systems greater than 2 MW
Energy efficiency
Mini-/micro-grids: solar PV

Impact to date
- 104,000 individuals reached over the past 12 months.
- 1,110,000 individuals reached over the lifetime of the organization.
- Has completed 4 mini-grids to date in project development, EPC and operation and maintenance capacities.
- Will be involved in the project development, EPC and operation and maintenance of 10 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 22 kW

2014-2015 Financials
Revenue $5,496,610
Expenses $5,471,115

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

Non-financial needs
- Access to component suppliers
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

STRATHMORE ENERGY RESEARCH CENTRE,
STRATHMORE UNIVERSITY
www.serc.strathmore.edu

Academic or research institution, Scaling-up, 2-5 years old, 7 full-time employees

The Strathmore Energy Research Centre (SERC) is a research centre within Strathmore University that was established in 2011 with the aim of carrying out high quality research and technical training as well as consultancy services in the energy sector in Kenya. The institution effectively offers its services to the government, private sector and the general public.

Contact information
Professor Izael Da Silva, Director
idasilva@strathmore.edu
serc@strathmore.edu

Countries of operation
Kenya, Uganda

Expertise
- Project development
- Planning or evaluation of energy programs
• Manage energy projects or programs
• Other: Research, training, solar PV testing services, and consultancy in renewable energy technologies

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Mini-/micro-grids

Impact to date
• 800 individuals reached over the past 12 months.
• 1,500 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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<tr>
<td>Project equity</td>
<td>$300,000</td>
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<tr>
<td>Project development</td>
<td>$200,000</td>
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Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Access to a manufacturer
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Lindor Diop, RESolutions Deployment Program
Director, SSA
lindor.diop@serrec.org

Countries of operation
Senegal, Mali, the Gambia, Bissau Guineau. Starting operations in Tanzania, Rwanda, Burundi in 2016.

Expertise
• Import or export products for the energy sector
• Sell energy devices or systems directly to end users
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Perform business consulting services
• Mini-grids: project development, consulting, design, construction

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Solar thermal: large-scale systems greater than 2 MW
Natural gas
Wind
Energy efficiency
Energy storage
Biogas or other biomass
Other: Thorium fuel for power generation under investigation
Mini-/micro-grids: biomass/biogas

Impact to date
• 15,000 individuals reached over the past 12 months.
• 250,000,000 individuals reached over the lifetime of the organization.
• Has completed 1 mini-grid to date in investment and project development capacities.
• Will be involved in the ownership and investment of 3 mini-grids, the project development and EPC of 2 mini-grids, and the operation and maintenance of 1 mini-grid in the next 12 – 24 months.
• Mini-grids installed capacity: 120,000 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers within the same country
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Dr. Sebastian Rodriguez, Acting CEO
seb@sespbc.com

Countries of operation
Mali, Senegal, Ghana, Tanzania, Uganda, Rwanda, Ethiopia

Expertise
• Design and manufacture energy devices or integrated systems
• Sell energy devices or systems directly to end users
• Project development
• Planning or evaluation of energy programs
• Integrate, install and/or maintain energy systems
• Provide end-user financing for energy services
• Mini-grids: ownership, investment, project development, consulting, design, material procurement, construction, operation & maintenance

Solutions provided
• Solar PV home or business systems greater than 1 kW
• Solar PV institutional-level systems
• Energy storage
• Mini-/micro-grids: solar PV, diesel, natural gas

Impact to date
• 7,000 individuals reached over the past 12 months.
• 10,500 individuals reached over the lifetime of the organization.
• Has completed 25 mini-grids in a project development capacity, 20 mini-grids in an investment capacity, and 17 mini-grids in ownership, component supplier, EPC, operation and maintenance capacities.
• Will be involved in the investment of 150 mini-grids, the ownership, project development, component supplier, and EPC of 100 mini-grids, and the operation and maintenance of 50 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 150

SUSTAINABLE ECONOMY SOLUTIONS PBC
www.sespbc.com

Small business, Start-up, 6 months – 2 years old, 5 full-time employees

SES is Public Benefit Corporation (B-corp) providing Electrification through the SharedSolar platform and Engineering Consulting services for off- and on-grid electrification. Originally developed at Columbia University, SharedSolar is a suite of software and services developed to make cost effective electrification in low income settings through intelligent micro-grids and low cost connectivity services. Consulting work leverage proprietary geospatial analysis and mobile collection tools used for country and regional level energy planning.
2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $30,000,000
Working capital $300,000
Company equity $10,000,000

Micro-grid specific funding needs
Project equity $15,000,000
Working capital $300,000
Company equity $10,000,000

Non-financial needs
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Mark Borman, CFO
mborman@sheerwind.com

Countries of operation
USA, New Zealand, UAE, Iran, Mexico, India, China, Denmark

Expertise
- Design and manufacture energy devices or integrated systems
- Sell energy devices or systems directly to end users
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Mini-grids: project development, design, material procurement, component supply, construction, operation & maintenance

Solutions provided
Wind
Energy efficiency
Mini-/micro-grids: wind

Impact to date
- 1,000 individuals reached over the lifetime of the organization.
- Has completed 1 mini-grid to date in project development, component supplier and EPC capacities.
- Will be involved in the project development, component supplier, EPC and operation and maintenance of 5 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 1,000 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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
• Access to component suppliers
• Matchmaking with potential partners (investors, suppliers, service providers)

Impact to date
• 2680 individuals reached over the past 12 months.
• 7200 individuals reached over the lifetime of the organization.

SHINE

Social Community Entrepreneurial Business, Start-up, 2-5 years old, 36 full-time employees

A gender balanced team dedicated to creating Social Community Entrepreneurial Businesses (SCEB) around renewable energy, energy efficiency and climate change to create jobs, wealth and enable the regional integration and South-North cooperation and empowering the beneficiaries to contribute solving others social challenges such as schools construction, health centers, through TRAINEP (TRAining, Networking then projects) and Solidarity Groups (SG) strategies and solar energy systems (renewable energy), super-tech devices (energy efficiency) and planting trees (reforestation).

Contact information
Nibizi Jean-Marie, Executive Director
nibizijeanmarie@yahoo.fr

Countries of operation
Burundi, RD Congo, Botswana, Rwanda

Expertise
• Import or export products for the energy sector
• Other: Import, export, sell, train and build networks

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Other: Solar, planting and exporting moringa trees

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $20,000
Project development grant $250,000

Non-financial needs
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

SIMGAS TANZANIA LTD
www.simgas.com

Small business, Scaling-up, 2-5 years old, 70 full-time employees

SimGas specializes in designing, manufacturing and selling household and farm-scale biogas digesters in East Africa and Asia. Our digesters turn waste into biogas for cooking and fertilizer. SimGas’s products are a unique alternative to the brick-dome biogas digesters that predominate the East African market. They are mass-produced, light-weight, durable, easy to transport and quick to assemble. Units are sold through a network of hub offices within each country of operation, each hub serving a concentrated local area.
SIMPA NETWORKS  
www.simpanetworks.com

**Large business, Scaling-up, 2-5 years old, 300 full-time employees**

Simpa sells solar-as-a-service to energy-poor households and SMEs in rural India. Customers make a small initial payment to have the solar PV system installed, then it’s simply pay-as-you-go for the electricity. Simpa mimics the compelling pricing model of pre-paid mobile phones. But there’s an important twist: These small payments for energy service also add up towards the total purchase price and, once fully paid, the customer owns the system, enjoying clean, reliable, electricity for free.

**Countries of operation**
India

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
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

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**Contact information**
Paul Needham, CEO  
paul@simpanetworks.com

**Countries of operation**
Tanzania, Kenya, Rwanda, India, Netherlands

**Expertise**
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems directly to end users
- Project development
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services

**Solutions provided**
Biogas or other biomass  
Waste-to-energy

**Impact to date**
- 2,000 individuals reached over the past 12 months.
- 7,500 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
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

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**Contact information**
Mirik Castro, Founder & CEO  
mirik@simgas.com

**Countries of operation**
Tanzania, Kenya, Rwanda, India, Netherlands

**Expertise**
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems directly to end users
- Project development
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services

**Solutions provided**
Biogas or other biomass  
Waste-to-energy

**Impact to date**
- 2,000 individuals reached over the past 12 months.
- 7,500 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
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

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**Contact information**
Paul Needham, CEO  
paul@simpanetworks.com

**Countries of operation**
India

**Expertise**
- Design and manufacture energy devices or integrated systems
- Sell energy devices or systems directly to end users

**Solutions provided**
Solar PV home or business systems less than 1 kW

**Impact to date**
- 55,000 individuals reached over the past 12 months.
- 75,350 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers within the same country

SIRONA CARES FOUNDATION
www.sironacares.org

International non-governmental organization (NGO), Scaling-up, 5-10 years old, 1 full-time employee

Sirona brings basic access to electricity to rural homes and builds small businesses in communities by placing the power to create, use and sell alternative energy into the hands of the world’s poorest people. We provide equipment, training and consulting to allow partners to place 1.5kW solar charging kiosks in their communities with no energy access and create a business by recharging kits for households that have two lights and two USB ports for charging electronics. With our model is highly scalable: we can bring electricity to 200 homes or 1,000 people in a day using only a pickup and two workers. The program is radically affordable with equipment cost at 1 penny, per day, per person.

Contact information
Michelle Lacourciere, Director
mlacourciere@sironacares.org

Countries of operation
Haiti, Ghana

Expertise
• Import or export products for the energy sector

• Sell energy devices or systems directly to end users
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems

Solutions provided
Solar PV home or business systems greater than 1 kW
Other: 1.5kW solar charging stations with 100 battery packs for customers to lease monthly

Impact to date
• 3,600 individuals reached over the past 12 months.
• 12,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Capital grant or subsidy $70,000

Non-financial needs
• Access to new customers in another country
• Matchmaking with potential partners (investors, suppliers, service providers)

SJEDI GREEN ENERGY
www.sjedi.org

Small business, Scaling-up, 2-5 years old, 9 full-time employees

The mission of SJedi Green Energy (SJedi), the foremost energy service provider in Liberia, is to deliver Sustainable Energy for All (SE4ALL) by means of a comprehensive approach to meeting our customers’ energy needs. SJedi’s Improved Cookstoves (ICS), Solar Home Systems (SHS), water filtration systems, improved charcoal, bed nets, and
green building systems, meet our customers’ energy needs while saving lives, preventing deforestation, combating climate change, and empowering women.

**Contact information**
Peter Gbelia, Founder
peter@sjedi.org

**Countries of operation**
Liberia

**Expertise**
- Sell energy devices or systems directly to end users

**Solutions provided**
Solar PV lanterns
Energy efficiency
Other: improved cookstoves

**Impact to date**
- 1,500 individuals reached over the past 12 months.
- 7,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
- Revenue $40,000
- Expenses $24,000

**Funding needs**
- Project equity $150,000
- Capital grant or subsidy $100,000
- Working capital $50,000

**Non-financial needs**
- Access to new customers within the same country
- Access to a manufacturer
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

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Skynotch Energy Africa is an energy project development company, focusing on providing access to sustainable energy solutions in Kenya since 2012. The company provides solar lanterns to end users through a micro franchise distribution model, provides hybrid water pumping systems and develops large energy generation projects for grid connection.

**Contact information**
Patrick Kimathi, CEO
p.kimathi@skynotchenergy.com

**Countries of operation**
Kenya

**Expertise**
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Project development
- Mini-/micro-grids: project development, material procurement

**Solutions provided**
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Small hydro
Mini-/micro-grids: solar PV, diesel, hydro
Impact to date
• 3,500 individuals reached over the past 12 months.
• 10,000 individuals reached over the lifetime of the organization.
• Has completed 1 mini-grid to date in investment and project development capacities.
• Will be involved in the component supplier and EPC of 2 mini-grids, and the project development of 1 mini-grid in the next 12 – 24 months.
• Mini-grids installed capacity: 2,000 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers within the same country
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Juliana Carneiro da Cunha Baumgartl, Marketing Manager
juliana.baumgartl@smart-hydro.de

Countries of operation
Germany, Italy, Norway, Nigeria, Zambia, India, Mexico, Colombia, Peru, Brazil

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Project development
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Perform business consulting services
• Mini-grids: project development, consulting, design

Solutions provided
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Small hydro
Wind
Mini-/micro-grids: solar PV, diesel, wind, hydro

Impact to date
• 100 individuals reached over the past 12 months.
• 400 individuals reached over the lifetime of the organization.
• Has completed 3 mini-grids to date in EPC capacities, and 2 mini-grids in a project development capacity.
• Will be involved in the project development of 3 mini-grids, and the EPC of 2 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 50 kW

Smart Hydro Power designs, fabricates and installs renewable energy solutions for distributed generation in the range of 1 to 50 kW. The core of these systems are hydro-kinetic turbines. This is a unique and proprietary plant which is built up in modules and which is integrated together with PV into a complete hybrid system for rural electrification.

SMART HYDRO POWER GMBH
www.smart-hydro.de

Small business, Scaling-up, 2-5 years old, 9 full-time employees

Energy Access Pracitioner Network: 2015 Directory of Investment and Funding Opportunities
SolarAid is a UK-based international NGO combating climate change and poverty through a business-based approach. We catalyse sustainable markets for solar lights through our social enterprise, SunnyMoney, which aims to eradicate the kerosene lamp from Africa by 2020. To date, we have sold over 1.7 million portable solar lights, providing clean, safe lighting to over 10 million people in rural East Africa.

SunnyMoney acts as a “last mile” distributor, focused on overcoming the three main barriers to solar adoption: lack of awareness, availability and affordability. Working in partnership with Ministries of Education, we leverage the trust held in Head teachers, traditionally seen as community leaders, to promote lights and their economic, educational and health benefits.

Contact information
Katherine Johnston, Proposal Writer & Researcher
katherine.johnston@solar-aid.org

Countries of operation
Kenya, Malawi, Tanzania, Uganda, Zambia

Expertise
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Other: Last mile distributor, and selling lights to NGOs/corporations

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW

Impact to date
- 519,212 individuals reached over the past 12 months.
- 10,000,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Capital grant or subsidy $1,540,000

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Matchmaking with potential partners (investors, suppliers, service providers)
SOLAR BUZZ JAMAICA
www.solarbuzzjamaica.com

Small business, Scaling-up, 2-5 years old, 8 full-time employees

SBJ provides a turnkey solar solution for our clients that includes: solar system size recommendation, estimated costs for total installation, assistance with attaining solar financing, procurement of goods, all JPS/government approvals, installation, JPS required insurance facility, maintenance of system and warranty procedures.

Contact information
Jason Robinson, CEO
jason@solarbuzzjamaica.com

Countries of operation
Jamaica, Barbados, Trinidad

Expertise
• Sell energy devices or systems to merchants for re-sale
• Integrate, install and/or maintain energy systems
• Mini-grids: project development, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV lanterns
Solar PV home or business systems greater than 1 kW
Energy efficiency
Energy storage
Mini-/micro-grids: solar PV

Impact to date
• 100 individuals reached over the past 12 months.
• 1,000 individuals reached over the lifetime of the organization.

• Has completed 1 mini-grids to date in project development, component supplier, EPC and operation and maintenance capacities.
• Will be involved in the project development, component supplier, EPC and operation and maintenance of 3 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 10 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers within the same country
• Mentorship

SOLAR GRID TANZANIA LTD
www.solargridtz.com

Small business, Scaling-up, 6 months – 2 years old, 6 full-time employees

SolarGrid imports and distributes high quality solar home systems to Tanzania. The end customers purchase the systems on a credit basis.

Contact information
Daniel Uphaus, CEO
daniel.uphaus@solargridtz.com

Countries of operation
Tanzania

Expertise
• Import or export products for the energy sector
• Sell energy devices or systems directly to end users
Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems

Impact to date
• 3,000 individuals reached over the past 12 months.
• 5,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Revenue $80,000
Expenses $20,000

Funding needs
Project equity $200,000
Concessional debt $200,000
Capital grant or subsidy $200,000

Non-financial needs
• Mentorship

Contact information
Marc Zedler, Grant Manager
zedler@solarkiosk.eu

Countries of operation
Ethiopia, Kenya, Tanzania, Rwanda, Botswana, Ghana, Vietnam

Expertise
• Design and manufacture energy devices or integrated systems
• Sell energy devices or systems directly to end users
• Project development
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
• Mini-grids: consulting, design

Energy Access Practioner Network: 2015 Directory of Investment and Funding Opportunities
Funding needs
Details of funding needs are available upon request from the organization.

Non-financial needs
• Access to new customers within the same country
• Access to component suppliers
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

SOLAR LIGHT CO LTD
www.solar-light.com

Small business, Scaling-up, >10 years old, 6 full-time employees

Solar Light is a leading provider of solar electric systems in Ghana and other West African countries. We focus on the residential backup market as well as medium scale off-grid systems up to 500kWp.

Contact information
Mawuli Tse, Director
mawuli@solar-light.com

Countries of operation
Ghana, Benin, Ivory Coast, Liberia, Mali, Sierra Leone, Togo

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users

• Project development
• Integrate, install and/or maintain energy systems
• Perform business consulting services
• Mini-grids: project development, consulting, design, construction

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Mini-/micro-grids: solar PV

Impact to date
• 800 individuals reached over the past 12 months.
• 6,000 individuals reached over the lifetime of the organization.
• Has completed 2 mini-grids to date in project development and EPC capacities.
• Will be involved in the project development and EPC of 2 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 360 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to new customers in another country
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)
**SOLARNOW**  
www.solarnow.eu

*Small business, Scaling-up, 2-5 years old, 194 full-time employees*

SolarNow sells solar energy solutions to households and enterprises in rural Uganda. By offering a 24-months credit facility, the company effectively makes solar energy affordable to the rural mass and reduces the perceived risk of investing in solar energy. The company has 36 branches in Uganda, employing 194 staff, with a monthly revenue of $300k (Q3-2015). Client repayment is 99.4%, and the company is EBITDA positive.

**Contact information**
Willem Nolens, CEO  
willem@solarnow.eu

**Countries of operation**  
Uganda. Opening more markets in East Africa in 2016.

**Expertise**
- Sell energy devices or systems directly to end users

**Solutions provided**
- Solar PV home or business systems less than 1 kW
- Solar PV home or business systems greater than 1 kW

**Impact to date**
- 3,114 individuals reached over the past 12 months.
- 8,476 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

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**Funding needs**
- Company debt $6,000,000

**Non-financial needs**
- Mentorship
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)

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**SOLAR SISTER**  
www.solarsister.org

*International non-governmental organization (NGO), Scaling-up, 2-5 years old, 58 full-time employees*

Solar Sister is the world’s leading social enterprise in eradicating energy poverty by empowering women with economic opportunity. We have created a woman-centered direct sales network to bring the breakthrough potential of clean energy technology like solar lights, mobile phone chargers and clean cookstoves to rural homes, health clinics, schools, and small businesses in communities across rural Africa. We believe that women must be a part of building a sustainable and equitable future for all.

**Contact information**
Abigail Mackey, Grants Manager  
abby@solarsister.org

**Countries of operation**
Nigeria, Tanzania, Uganda

**Expertise**
- Sell energy devices or systems directly to end users
- Project development
- Integrate, install and/or maintain energy systems
Solar Wise Nigeria Limited

Small business, Scaling-up, 6 months – 2 years old, 3 full-time employees

Solar Wise Nigeria Limited is an alternative energy base company positioned to tackle lack of energy supply to this huge majority of Nigeria population living in darkness, we have recognized this huge gap and decided to provide this population with an alternative source of power to meet their basic day to day need, such as small scale electrification, lighting up the streets and providing water pumping system.

Contact information
Destiny Uwangue, Managing Director
solarwisenigerialtd@gmail.com

Countries of operation
Nigeria

Expertise
• Sell energy devices or systems directly to end users
• Manage energy projects or programs
• Perform business consulting services

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems

Impact to date
• 30 individuals reached over the past 12 months.
• 50 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Capital grant or subsidy $20,000

Non-financial needs
• Access to new customers within the same country
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)
SOLARWORKS!
www.solar-works.nl

Small business, Scaling-up, 2-5 years old, 7 full-time employees

The SolarWorks! mission is to provide our customers with the best products (at the right price) to use the power of the sun to provide a source of light, and charge their devices so our customers can stay connected. Our products (the power ball, the roof light and the home system) enhance the space our clients live in. They are smart and designed to work even when the sun is not shining as they can be connected to the grid or other alternative power sources, so they never run out of power.

Contact information
Thomas de Wijn, Operations Director
t.dewijn@solar-works.nl

Countries of operation
Netherlands, South Africa, Mozambique, Angola, Namibia, Zimbabwe

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

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW

Impact to date
• 36,000 individuals reached over the past 12 months.
• 200,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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
• Matchmaking with potential partners (investors, suppliers, service providers)

SOLIGHT AFRICA
www.solightafrica.com

Small business, Start-up, 6 months – 2 years old, 3 full-time employees

SoLight provides the first step to Ugandans climbing the energy ladder, by distributing and financing low-cost solar lamps and home systems. Three innovative usage programs are offered to overcome barriers and serve Ugandans better: The Daily Rental Program, the Financing Program, and the Direct Sales Program. SoLight uses incentivized agents, low-cost motorcycle transportation, exceptional after sales support and local shopkeepers to facilitate our programs.

Contact information
Adam Cameron, Managing Director
adam@solightafrica.com

Countries of operation
Uganda

Expertise
• Import or export products for the energy sector
• Sell energy devices or systems directly to end users
• Integrate, install and/or maintain energy systems

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Energy efficiency

Impact to date
• 1,750 individuals reached over the past 12 months.
• 1,750 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project development grant $10,000
Capital grant or subsidy $100,000
Working capital $200,000
Company equity $100,000
Company debt $100,000

Non-financial needs
• Access to new customers within the same country
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

SOLUZ HONDURAS
www.soluzhonduras.com

Small business, Established, >10 years old, 12 full-time employees

Soluz Honduras is a social enterprise that has been delivering solar PV products and financing since 1994, serving off-grid rural customers. The company provides PV solutions for rural households, businesses and public facilities (school and clinics).

The company provides microloans for residential and business customers. Beginning in 2012 Soluz Honduras began providing small (<100kW) grid-tied PV systems to serve NGOs and businesses in urban areas. Soluz Honduras is a subsidiary of Soluz, Inc. a Massachusetts corporation.

Contact information
Richard Hansen, President
richard@soluzusa.com

Countries of operation
Honduras. Exports to Guatemala, El Salvador.

Expertise
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Integrate, install and/or maintain energy systems
• Provide end-user financing for energy services

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Energy storage
Other: Energy efficient appliances are sold with PV: 12V LED TV’s, 12V refrigerators. Representing Trojan Battery in Honduras.

Impact to date
• 10,000 individuals reached over the past 12 months.
• 200,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Details of funding needs are available upon request from the organization.
Non-financial needs
• Matchmaking with potential partners (investors, suppliers, service providers)

SONGA ENERGY, LLC
www.songaenergy.com

Small business, Start-up, 6 months – 2 years old, 2 full-time employees

The mission of Songa Energy is to bring affordable electricity to rural Africa. Startup activities are focused in the small central Africa country of Burundi, an ideal country for development of small hydropower schemes because of consistent surface water flow and mountainous terrain. Songa Energy assesses potential hydroelectric sites in Burundi, develops agreements with the government and local communities, performs engineering and cost studies for 1-2MW hydroelectric plants, completes land agreements and power purchase agreements with the national utility company, and oversees construction of each project. Once constructed in early 2017, the first hydroelectric plant is expected to provide affordable electricity to over 20,000 rural households.

Contact information
Daniel Brose, President
dan.brose@songaenergy.com

Countries of operation
Burundi

Expertise
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems

Solutions provided
Small hydro

2014-2015 Financials
Please contact the organization for further details.
Revenue$150,000

Funding needs
Commercial debt $15,000,000

Non-financial needs
• Matchmaking with potential partners (investors, suppliers, service providers)

SOSAI RENEWABLE ENERGIES CO.
www.sosairen.org

Small business, Scaling-up, 2-5 years old, 10 full-time employees

Sosai Renewable Energies Company is a social enterprise stationed in the central Northern state of Kaduna, Nigeria from where we work with communities provide affordable, reliable and efficient technologies that satisfy energy demand and impact positively on livelihoods. We sell improved cookstoves and have disseminated about 30,000 in 2 states of Nigeria. We also install solar home systems and sell small solar appliances.

Contact information
Habiba Ali, Managing Director
habiba@sosairen.org

Countries of operation
Nigeria

Expertise
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Project development
• Integrate, install and/or maintain energy systems

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Mini-/micro-grids

Impact to date
• 15,000 individuals reached over the past 12 months.
• 150,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $1,000,000
Commercial debt $500,000
Project development grant $50,000
Operational subsidy $100,000

Non-financial needs
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
Daniel Schnitzer, CEO
dan@sparkmeter.io

Countries of operation
India, Nepal, Haiti, Tanzania, Kenya

Expertise
• Design and manufacture energy devices or integrated systems

Solutions provided
Not applicable (My organization does not directly offer sustainable energy products)

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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
• Matchmaking with potential partners (investors, suppliers, service providers)

SPARKMETER INC.
www.sparkmeter.io

Small business, Scaling-up, 6 months – 2 years old, 5 full-time employees

SparkMeter provides revolutionary low-cost electricity meters for central utilities and microgrids in emerging markets. Designed specifically for the pain points and economics of utilities serving low-income electricity customers, SparkMeter delivers smart grid functionality in a low-cost device to improve grid reliability and enable new energy access.

SPIDER SOLUTIONS NIGERIA
www.spidersolutionsnigeria.com

Consultancy firm, Established, 2-5 years old, 8 full-time employees

Sustainability, Policy, and Innovative Development Research (SPIDER) Solutions Nigeria is an independent consultancy company which partners
with institutions, organizations, and government to conduct policy-oriented research on sustainable development themes, especially on energy-related issues. Our team is made up of young experts who have experience in various aspects of development programs: research, policy formulation, project appraisal, project implementation, capacity building, awareness raising and advocacy.

Contact information
Uduak Akpan, Director of Research
u.askpan@spidersolutionsnigeria.com

Countries of operation
Nigeria

Expertise
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Perform business consulting services

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Mini-/micro-grids

Impact to date
• 220 individuals reached over the past 12 months.
• 220 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship

SteamaCo transforms the way the world delivers energy to those without it. SteamaCo enables energy project owners and operators to manage off-grid and grid-edge renewable energy from anywhere in the world. Winner of the 2015 Ashden Gold Award.

Contact information
Harrison Leaf, CEO
harrison@steama.co

Countries of operation
Kenya, Tanzania, Nepal, Benin

Expertise
• Design and manufacture energy devices or integrated systems
• Project development
• Manage energy projects or programs
• Other: Smart metering for off-grid energy projects
• Mini-grids: project development, design, operation & maintenance

Solutions provided
Other: Smart meters
Mini-/micro-grids: solar PV, diesel, wind

Impact to date
• 100,000 individuals reached over the past 12 months.
• 110,000 individuals reached over the lifetime of the organization.
• Has completed 30 mini-grids to date in a component supplier capacity, 19 mini-grids in a
2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project development grant $200,000
Capital grant or subsidy $200,000
Operational subsidy $1,500,000
Company equity $1,000,000

Micro-grid specific funding needs
Commercial debt $5,000,000
Project development grant $200,000
Capital grant or subsidy $200,000
Operational subsidy $5,000,000

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

STG’s 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. We believe that a multifaceted approach is necessary to tackle the challenge of energy access globally: technology development, technology training and transfer, and business model development. Our team builds strategic multilateral partnerships to identify and pursue the most promising areas for research and development, to find and serve communities in need, and to grow the technology sector in relevant markets.

Contact information
Matthew Orosz, Director & President
matt@stginternational.org

Countries of operation
Lesotho, India. Expansion efforts underway to Tanzania, Kenya, Uganda.

Expertise
- Design and manufacture energy devices or integrated systems
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Mini-grids: ownership, project development, consulting, design, material procurement, construction, operation & maintenance

Solutions provided
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Combined heat and power (CHP)
Energy storage
Other: multi-technology micro-grid combined systems
Mini-/micro-grids: solar PV, natural gas, other: solar CSP

Impact to date
- Has completed 1 mini-grids to date in ownership,
• Will be involved in the project development and EPC of 5 mini-grids, and the ownership, component supplier, operation and maintenance of 2 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 3 kW

2014-2015 Financials
Please contact the organization for further details.

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

Micro-grid specific funding needs
Concessional debt $500,000
Project development grant $150,000

Non-financial needs
• Access to component suppliers
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

Contact information
David Hirsch, Director
dhirsch@sunedison.com

Countries of operation
Operating in 30+ countries in Europe, MENA, Africa, Asia, Australia & New Zealand, North America, South America, Central America and the Caribbean.

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems directly to end users
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Mini-grids: ownership, investment, project development, design, construction, operation & maintenance

Solutions provided
Solar PV lanterns
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Wind
Combined heat and power (CHP)
Energy storage
Mini-/micro-grids: solar PV, diesel, other: storage

Impact to date
• 1,000,000 individuals reached over the past 12 months.
• 2,000,000 individuals reached over the lifetime of the organization.
• Has completed 50 mini-grids to date in ownership, investment, operation and maintenance capacities, and 30 mini-grids in project development and EPC capacities.
• Will be involved in the ownership, investment, project development, component supplier, EPC and operation and maintenance of 500 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 2,000 kW

SUN EDISON
www.sunedison.com

Large business, Established, >10 years old, 3,000 full-time employees
We are one of the world’s largest renewable energy project developers and owners.
2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

SUNFARMER
www.sunfarmer.org

Small business, Scaling-up, 6 months – 2 years old, 12 full-time employees

SunFarmer is a social enterprise that brings solar energy to hospitals, schools, and other organizations in the developing world. It is very difficult to get a quality solar energy system in the developing world; many customers end up with solar panels that stop working 6 to 12 months after purchase. SunFarmer makes sure solar is done right. We handle all of a customer’s solar energy needs, from design and installation to long-term maintenance.

Contact information
Andy Moon, CEO
andy@sunfarmer.org

Countries of operation
Nepal, Indonesia

Expertise
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Mini-grids: project development, consulting, design, construction, operation & maintenance

Solutions provided
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Mini-/micro-grids: solar PV

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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

SUNFUNDER
www.sunfunder.com

Small business, Scaling-up, 2-5 years old, 13 full-time employees

SunFunder is a solar finance business based in San Francisco and Tanzania with a mission to unlock capital for solar energy in emerging markets, where over 2.5 billion people live without access to reliable energy. We aggregate capital through the Solar Empowerment Fund, a private debt offering that gives Accredited Investors an opportunity to invest in a diversified, vetted and high-impact portfolio of off-grid and grid deficit solar projects. With this capital, we provide short-term inventory and project finance loans to leading solar energy companies to help
them scale deployments of solar energy systems and catalyze growth in the sector.

**Contact information**
Cindy Nawilis, Director – Operations & Investor Relations
cindy@sunfunder.com

**Countries of operation**
Tanzania, Kenya, Uganda, Zambia, Rwanda, Ethiopia, India, Philippines.

**Expertise**
- Provide commercial financing for energy services
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)

**Solutions provided**
Not applicable (My organization does not directly offer sustainable energy products)
Other: Working capital loans, including inventory loans, project finance loans, and structured asset loans.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
Company equity $4,000,000

**Non-financial needs**
- Matchmaking with potential partners (investors, suppliers, service providers)

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Sunna develops, manufacture in France and commercialize a range of outdoor solar lighting product specifically developed for developing countries. Sunna has 10 patents protecting a breakthrough innovation that enable its system to last for 10 years in tropical or desert conditions. Sunna sells its solar street lights leveraging the sales network of major distributors like Schneider Electric, and with a network of qualified installers in 20 countries to date. For 2016 Sunna prepares the launch of an innovative micro-grid using PAYG in West Africa.

**Contact information**
Thomas Samuel, CEO
thomas@sunna-design.fr

**Countries of operation**
Senegal, Mali, Burkina Faso, Ivory Coast, Benin Cameroon, Nigeria, Niger, South Africa, Kenya, Morocco, Egypt, UAE

**Expertise**
- Design and manufacture energy devices or integrated systems
- Sell energy devices or systems directly to end users
- Mini-grids: ownership, project development, component supply, construction, operation & maintenance

**Solutions provided**
Solar PV home or business systems less than 1 kW
Mini-/micro-grids: solar PV

**Impact to date**
- 200,000 individuals reached over the past 12 months.
- 300,000 individuals reached over the lifetime of the organization.
- Will be involved in the ownership, investment, project development, component supplier, EPC and operation and maintenance of 3 mini-grids in the next 12 – 24 months.
**2014-2015 Financials**

Revenue $3,000,000  
Expenses $4,000,000  

**Funding needs**

Concessional debt $15,000,000  
Project development grant $500,000  
Company equity $5,000,000  
Company debt $2,000,000  

**Micro-grid specific funding needs**

Company equity $5,000,000  
Company debt $2,000,000  

**Non-financial needs**

- Access to new customers within the same country  
- Access to new customers in another country  
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)  
- Access to information (on funding sources, regulatory framework etc.)

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**Contact information**

Jake Schual-Berke, COO  
jake@sunsaluter.com

**Countries of operation**

India, Malawi

**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  
- Project development  
- Manage energy projects or programs  
- Integrate, install and/or maintain energy systems

**Solutions provided**

Solar PV home or business systems less than 1 kW  
Other: Solar trackers for systems less than 2 kW

**Impact to date**

- 300 individuals reached over the past 12 months.  
- 1,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**

Please contact the organization for further details.

**Funding needs**

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  
- Access to component suppliers  
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)  
- Mentorship  
- Matchmaking with potential partners (investors, suppliers, service providers)
TADE INVESTMENT COMPANY

Small business, Start-up, 0-6 months old, 3 full-time employees

Tade Investment Company provides financial support and technical services for small and medium scale enterprises in Nigeria. Our company mainly focuses on local entrepreneurs whose businesses are in the renewable energy and sustainability sector. We focus on making clean and smart investments by engaging and providing small and medium scale enterprises with capital and technical knowledge.

Contact information
Quadri Oguntade, CEO
adetolaq@gmail.com

Countries of operation
Nigeria

Expertise
- Design and manufacture energy devices or integrated systems
- Sell energy devices or systems directly to end users
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services
- Provide commercial financing for energy services
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Mini-grids: ownership, investment, project development, design, construction

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Solar thermal: large-scale systems greater than 2 MW
Natural gas
Wind

Combined heat and power (CHP)
Energy efficiency
Energy storage
Mini-/micro-grids: solar PV, natural gas, biomass/biogas

Impact to date
- Has completed 1 mini-grid to date in component supplier and EPC capacities.
- Will be involved in the ownership and investment of 1 mini-grid, and the project development, component supplier and EPC of 3 mini-grids in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
- Project equity $250,000
- Project development grant $100,000

Micro-grid specific funding needs
- Project equity $250,000
- Project development grant $100,000
- Capital grant or subsidy $100,000
- Working capital $250,000

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to component suppliers
- Mentorship
- New leadership

TANZANIA RENEWABLE ENERGY ASSOCIATION (TAREA)
www.tarea-tz.org

Local or national non-governmental organization (NGO), Scaling-up, >10 years old, 8 full-time employees

Energy Access Practitioner Network: 2015 Directory of Investment and Funding Opportunities
TAREA is a non-profit making member based organization that works to promote sustainable energy technologies in Tanzania. It implements activities of capacity building, advocacy and lobby, awareness raising, knowledge sharing, data collection and dissemination, products and service quality monitoring, and advisory service.

**Contact information**
Matthew Matimbwi, Executive Secretary
matimbwi@gmail.com

**Countries of operation**
Tanzania

**Expertise**
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Other: advocacy, awareness raising, capacity building, advisory service

**Solutions provided**
Not applicable (My organization does not directly offer sustainable energy products)

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
Project development grant $150,000

**Non-financial needs**
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

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**TESSA POWER**

*Large business, Established, 6 months – 2 years old, 300 full-time employees*

Leading the transformation to a competitive, affordable, safe, smart, green and clean energy future. Produce, distribute and commercialize electricity from renewable sources with social responsibility, respecting environment, health and safety of employees and customer oriented. We aspire to be the preferred African Global Energy Company because of our commitment to the creation of value, quality of life, the safety of people and of supply, the protection of the environment and customer focus.

**Contact information**
Ousmane Mahaman Laouali, Chairman & Founder
tessa_power@outlook.com

**Countries of operation**
Nigeria, Mali

**Expertise**
- Import or export products for the energy sector
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Provide commercial financing for energy services
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Mini-grids: ownership, project development, consulting, design, material procurement, construction, operation & maintenance

**Solutions provided**
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Solar thermal: small-scale systems less than 2 MW
Solar thermal: large-scale systems greater than 2 MW
Natural gas
Wind
Combined heat and power (CHP)
Energy efficiency
Energy storage
Biogas or other biomass
Waste-to-energy
Mini-/micro-grids: solar PV, wind, biomass/biogas
Impact to date
- 2,000 individuals reached over the past 12 months.
- 5,000 individuals reached over the lifetime of the organization.
- Has completed 15 mini-grids to date in ownership, project development, EPC and operation and maintenance capacities.
- Will be involved in the ownership, project development, EPC and operation and maintenance of 50 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 25,000 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
<table>
<thead>
<tr>
<th>Funding Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project equity</td>
<td>$100,000,000</td>
</tr>
<tr>
<td>Concessional debt</td>
<td>$300,000,000</td>
</tr>
<tr>
<td>Commercial debt</td>
<td>$20,000,000</td>
</tr>
<tr>
<td>Project development grant</td>
<td>$30,000,000</td>
</tr>
<tr>
<td>Capital grant or subsidy</td>
<td>$12,000,000</td>
</tr>
<tr>
<td>Working capital</td>
<td>$10,000,000</td>
</tr>
<tr>
<td>Operational subsidy</td>
<td>$40,000,000</td>
</tr>
<tr>
<td>Company equity</td>
<td>$130,000,000</td>
</tr>
<tr>
<td>Company debt</td>
<td>$400,000,000</td>
</tr>
</tbody>
</table>

Micro-grid specific funding needs
<table>
<thead>
<tr>
<th>Funding Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project equity</td>
<td>$20,000,000</td>
</tr>
<tr>
<td>Concessional debt</td>
<td>$60,000,000</td>
</tr>
<tr>
<td>Project development grant</td>
<td>$4,000,000</td>
</tr>
<tr>
<td>Working capital</td>
<td>$200,000,000</td>
</tr>
<tr>
<td>Operational subsidy</td>
<td>$8,000,000</td>
</tr>
</tbody>
</table>

Non-financial needs
- Access to new customers in another country
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)
UGE INTERNATIONAL
www.ugei.com

Small business, Scaling-up, 5-10 years old, 29 full-time employees

UGE is a leading full service renewable energy provider for commercial and industrial clients, with over 2,000 installations in more than 100 countries. Leveraging project financing and its proprietary technology platform, UGE deploys solar and micro-grid energy solutions to reduce energy costs and increase resiliency. From putting wind turbines on the Eiffel Tower to solar panels in Panama, UGE is a company with global reach and vision.

Contact information
Mateo Chaskel, Director of Operations
mateo.chasket@ugei.com

Countries of operation
Operating in 100+ countries globally.

Expertise
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Project development
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Mini-grids: project development, consulting, design, material procurement, component supply, construction

Solutions provided
- Solar PV home or business systems less than 1 kW
- Solar PV home or business systems greater than 1 kW
- Solar PV institutional-level systems
- Wind
- Energy storage
- Mini-/micro-grids: solar PV, diesel, wind

Impact to date
- Has completed 25 mini-grids to date in a project development capacity, and 20 mini-grids in a component supplier capacity.
- Will be involved in the project development, component supplier, and EPC of 7 mini-grids in the next 12 – 24 months.
- Mini-grids installed capacity: 700 kW

2014-2015 Financials
Revenue $5,671,364
Expenses $11,420,649

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

Non-financial needs
- Access to new customers within the same country
- Matchmaking with potential partners (investors, suppliers, service providers)

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UNIQUE POWER SOLUTIONS LTD

Small business, Scaling-up, 2-5 years old, 8 full-time employees

Power auditing, sizing, sourcing and installation of renewable power supplies.

Contact information
Joseph Ngige, Operations Director
Ngigejoseph79@yahoo.com

Countries of operation
Kenya, Rwanda
Expertise
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Perform business consulting services

Solutions provided
Solar PV home or business systems less than 1 kW

Impact to date
• 45 individuals reached over the past 12 months.
• 250 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $1,200
Concessional debt $500
Commercial debt $200
Project development grant $1,000
Capital grant or subsidy $2,500
Working capital $3,000
Operational subsidy $1,500
Company equity $2,000
Company debt $250

Non-financial needs
• Access to new customers within the same country
• Access to component suppliers
• Access to information (on funding sources, regulatory framework etc.)

International non-governmental organization (NGO), Scaling-up, 2-5 years old, 1 full-time employees

Our solar products have been designed at UC Santa Barbara’s Institute for Energy Efficiency. These solar lanterns were originally used as student reading lights to replace other unsafe, unhealthy and expensive lighting. Currently the lights are being used in midwife birthing kits, as emergency lighting in disaster relief, for medical and dental procedures and now the latest product has a USB port for charging cell phones and other small electronic devices. We seek partners to purchase and distribute these in quantities to assist us with scaling our production.

Contact information
Dawn O’Bar, President
dawn@unite-to-light.org

Countries of operation
Distribution to 65+ countries. Largest distribution areas include: India, Bangladesh, Japan, South Africa, Uganda, Kenya, Chad, Nicaragua, Mexico, Philippines.

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users

Solutions provided
Solar PV lanterns

Impact to date
• 100,000 individuals reached over the past 12 months.
• 390,000 individuals reached over the lifetime of the organization.
**Universidad Autonoma de Occidente**  
www.uao.edu.co

*Academic or research institution, Established, 5-10 years old, 500 full-time employees*

The Autonoma de Occidente University is a non-profit, private university with approximately 8,000 students majoring in engineering, business administration, social communication, and more.

**Contact information**
Yuri Ulianov López Castrillon, Assistant Professor  
ylopez@uao.edu.co

**Countries of operation**
Colombia

**Expertise**
- Design and manufacture energy devices or integrated systems
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Mini-grids: project development, design

**Solutions provided**
Not applicable (My organization does not directly offer sustainable energy products)

**Mini-/micro-grids: solar PV, diesel, biomass/biogas**

**Impact to date**
- Has completed 4 mini-grids to date in project development and EPC capacities.
- Will be involved in the project development and EPC of 4 mini-grids, and the operation and maintenance of 1 mini-grid in the next 12 – 24 months.
- Mini-grids installed capacity: 150 kW

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**UPOWA**
www.upowa.org

*Small business, Start-up, 6 months – 2 years old, 5 full-time employees*

upOwa develops, produces, deploys and maintains smart solar systems to empower rural African communities to access life-changing affordable electricity in a long term perspective. Our innovative decentralized, customer-oriented approach allows to dramatically reduce upfront barriers (technical, financial and social) thus boosting market penetration and impact. We are preparing a large-scale commercial launch.
Contact information
Kilien de Renty, CEO & Co-Founder
Kilien@upowa.org

Countries of operation
Cameroon, Burkina Faso

Expertise
• Design and manufacture energy devices or integrated systems

Solutions provided
Solar PV home or business systems less than 1 kW

Impact to date
• 50 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Working capital $800,000
Company equity $1,500,000

Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Mentorship
• Matchmaking with potential partners (investors, suppliers, service providers)

Urjaa Samadhan is a nascent social enterprise which is using smart ICT to manage service supply chains, allowing solar pv users at the bottom of the pyramid to access services for solar-pv repair and maintenance. Urjaa Samadhan uses an administrative web-portal, coupled with a smartphone app for field technicians, and a free-to-use SMS gateway for end users, which allows them to flag up technical problems using SMS. Urjaa Samadhan is a market-based solution that aims to lower transaction costs for repair services, and to ensure that illuminated villages remain illuminated.

Contact information
Vijay Bhopal, Director
vijay.b@sceneconsulting.com

Countries of operation
India, UK

Expertise
• Integrate, install and/or maintain energy systems

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project development grant $80,000
Capital grant or subsidy $80,000
Company equity $80,000

Non-financial needs
• Access to a manufacturer
• Access to component suppliers
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
Consultancy firm, Established, 5-10 years old, 4 full-time employees

Our organization works toward accelerated access to safe and affordable renewable energy supplies, off-grid solutions, capacity building and training. We also participate in the development of roadmaps for electricity supply, and provide business development advisory services to local and foreign investors. We plan to expand our activities to the Central and West Africa regions.

Contact information
Dudley Achu Sama, CEO
dsama2@yahoo.com

Countries of operation
Central Africa

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
• Perform business consulting services
• Mini-grids: ownership, investment, project development, consulting, design, material procurement, component supply, construction, operation & maintenance

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Small hydro
Energy efficiency
Energy storage

Biogas or other biomass
Mini-/micro-grids: solar PV, hydro, biomass/biogas

Impact to date
• 10 individuals reached over the past 12 months.
• 2,000 individuals reached over the lifetime of the organization.
• Has completed 2 mini-grids to date in a project development capacity.
• Will be involved in the investment and project development of 3 mini-grids, and the ownership, component supply, EPC, operation and maintenance of 1 mini-grid in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $100,000
Concessional debt $20,000,000
Project development grant $250,000
Working capital $100,000
Company equity $500,000
Company debt $2,500,000

Micro-grid specific funding needs
Project equity $1,000,000
Concessional debt $15,000,000
Commercial debt $5,000,000
Project development grant $1,250,000
Working capital $500,000

Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Access to a manufacturer
• Access to component suppliers
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)
• Other: Additional training for some of our staff
VICTORIUS ENTERPRISES LTD

Small business, Start-up, 6 months – 2 years old, 3 full-time employees

Victorious Enterprise Limited (VEL) is a company engaged in the production and dissemination of various kinds of biomass technologies among which include improved energy saving stoves for households, institutional saving stoves for institutions (both fixed and portable), baking ovens, incinerators, fire-less box cookers, charcoal briquettes just to mention but a few.

Contact information
Teddy Nalubowa, CEO
simukyazze@gmail.com

Countries of operation
Uganda

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

Solutions provided
Energy efficiency
Biogas or other biomass
Waste-to-energy

Impact to date
• 200 individuals reached over the past 12 months.
• 80,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Revenue $21,000
Expenses $31,200

Funding needs
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
• Access to component suppliers
• Mentorship

VILLAGEBOOM

Small business, Scaling-up, 5-10 years old, 2 full-time employees

We are a solar light company with the mission to develop and distribute highly affordable solar light.

Contact information
Thomas Ricke, Founder
ricke@villageboom.com

Countries of operation
Ghana, Benin, Nigeria, Tanzania, DRC, Uganda, India, Bangladesh

Expertise
• Design and manufacture energy devices or integrated systems
• Import or export products for the energy sector
• Sell energy devices or systems to merchants for re-sale
• Sell energy devices or systems directly to end users
• Project development

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Impact to date
- 15,000 individuals reached over the past 12 months.
- 70,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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<th>Amount</th>
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</thead>
<tbody>
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<td>$100,000</td>
</tr>
<tr>
<td>Working capital</td>
<td>$50,000</td>
</tr>
</tbody>
</table>

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country

Contact information
Felicity Lodge, CEO
felicity.lodge@villageindustrialpower.com

Countries of operation
Benin, Tanzania, Ghana, Kenya, USA

Expertise
- Design and manufacture energy devices or integrated systems

Solutions provided
- Combined heat and power (CHP)
- Energy efficiency
- Biogas or other biomass
- Mini-/micro-grids

Impact to date
- 5,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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<td>Company equity</td>
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Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to component suppliers
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

VILLAGE INDUSTRIAL POWER
www.villageindustrialpower.com

Small business, Start-up, 2-5 years old, 4 full-time employees

Village Industrial Power (VIP) is an early stage, venture backed social enterprise that is commercializing an innovative energy solution for rural enterprises and communities throughout sub-Saharan Africa. Our initial product is a small-scale, biomass-based steam power plant that transforms wood and waste biomass residues into mechanical, thermal, and electrical energy. The VIP is cost competitive with similarly sized PV+ storage solutions, and offers clean productive heat with a payback period of under 2 years, which will only improve while moving toward larger volume manufacturing.
Community Interest Corporation, Scaling-up, 2-5 years old, 1 full-time employee

VIA is a group of concerned individuals and organizations that specializes in investing in micro infrastructure for rural villages in developing countries with the aim of reducing poverty. Key focuses include access to renewable energy, water, and agriculture. VIA develops its own projects, mobilizing investment along the way, and consults. Key innovations VIA is bringing to market is the use of GIS mapping to help plan and manage rural projects, and developing a range of solar powered agro-processing machines to reduce women’s manual labour when processing staple crops each day.

Contact information
Stewart Craine, Managing Director
stewart@villageinfrastructure.org

Countries of operation
Vanatu, Papua New Guinea, Indonesia, Ghana, Honduras, India, Nepal

Expertise
- Design and manufacture energy devices or integrated systems
- Import or export products for the energy sector
- Sell energy devices or systems to merchants for re-sale
- Sell energy devices or systems directly to end users
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services
- Provide commercial financing for energy services
- Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
- Perform business consulting services
- Mini-grids: ownership, investment, project development, consulting, design, material procurement, component supply, construction, operation & maintenance

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Mini-/micro-grids: solar PV

Impact to date
- 3,000 individuals reached over the past 12 months.
- 5,000 individuals reached over the lifetime of the organization.
- Has completed 5 mini-grids to date in ownership, investment, component supplier, EPC and operation and maintenance capacities, and 100 mini-grids in a project development capacity.
- Will be involved in the ownership, investment, component supplier, EPC and operation and maintenance of 20 mini-grids, and project development of 100 mini-grids in the next 12-24 months.
- Mini-grids installed capacity: 1 kW

2014-2015 Financials
Please contact the organization for further details.
Revenue $160,000

Funding needs
Project equity $500,000
Commercial debt $500,000
Project development grant $250,000
Capital grant or subsidy $500,000
Working capital $250,000

Micro-grid specific funding needs
Project equity $100,000
Commercial debt $100,000
Project development grant $50,000
Non-financial needs
- Access to new customers within the same country
- Access to component suppliers
- Access to information (on funding sources, regulatory framework etc.)
- Matchmaking with potential partners (investors, suppliers, service providers)
- Other: Access to new staff, and advertising locations

VIDA GAS – VILLAGE REACH
www.villagereach.org

Small business, Established, >10 years old, 35 full-time employees
VidaGas is an LPG (propane) energy supply company in Mozambique founded and capitalized by VillageReach that has since attracted other investors to become the largest independent fuel distribution business in the north of the country. VillageReach is a Seattle, USA-based global health innovator that develops, tests, implements and scales new solutions to critical health system challenges in sub-Saharan Africa. The organization focuses on the most critical barriers to healthcare delivery: lack of infrastructure, information availability, healthcare access, and human resource constraints. Core to its work is the development of energy supply systems and capitalized ventures like VidaGas that meet the needs for off-grid.

Contact information
John Beale, Director – Strategic Development & Group Lead – Private Sector Engagement
john.beale@villagereach.org

Countries of operation
Mozambique

Expertise
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems

Solutions provided
- Energy storage
- Other: LPG (propane)

Impact to date
- 5,000 individuals reached over the past 12 months.
- 75,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
- Access to new customers within the same country

WAKAWAKA / OFF-GRID SOLUTIONS B.V.
www.waka-waka.com

Small business, Scaling-up, 2-5 years old, 40 full-time employees
WakaWaka is a social enterprise develops and produces solar lights and chargers for the 1.2 billion people around the world that live off-grid. The company is currently piloting a pay-as-you-go system in Rwanda. Next to developing sustainable business models for off-grid markets, WakaWaka sells products as a Buy One, Give One. The Give Ones are being distributed to people in emergency situations, like refugees in Syria and victims of the earthquake in Nepal.
Contact information
Emma Olde Bijvank, Strategic Account Manager
emma@waka-waka.com

Countries of operation
Netherlands, USA, Rwanda

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
- Project development
- Manage energy projects or programs

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW

Impact to date
- 375,000 individuals reached over the past 12 months.
- 900,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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 component suppliers
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)

WANA ENERGY SOLUTIONS
www.waesol.com

Small business, Scaling-up, 5-10 years old, 26 full-time employees

Wana energy solutions provides clean cooking energy from LPG which is clean, affordable, reliable and thermally efficient for rural and peri urban customers and thereby creates a cleaner environment and reduces on the number of trees being cut. We also create employment through women franchisees. Over the past six years, we have helped 4500 beneficiaries, creating jobs, reducing on indoor air pollution and deforestation as compared to traditional fuels.

Contact information
Dr. Emmy Wasirwa, Managing Partner
ewasirwa@waesol.com

Countries of operation
Uganda, Kenya, Rwanda, Southern Sudan

Expertise
- Import or export products for the energy sector
- Sell energy devices or systems directly to end users
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Integrate, install and/or maintain energy systems
- Provide end-user financing for energy services
- Perform business consulting services

Solutions provided
Energy efficiency
Impact to date
• 15,000 individuals reached over the past 12 months.
• 65,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Revenue $481,696
Expenses $159,903

Funding needs
Project equity $1,500,000

Non-financial needs
• Access to new customers within the same country
• Access to new customers in another country
• Access to a manufacturer
• Access to component suppliers
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship

Countries of operation
Haiti, Liberia, Sierra Leone, Gambia, Nigeria, Ethiopia, Eritrea, Uganda, Tanzania, Malawi, Nepal, Philippines

Expertise
• Design and manufacture energy devices or integrated systems
• Sell energy devices or systems directly to end users
• Project development

Solutions provided
Solar PV institutional-level systems

Impact to date
• 150,000 individuals reached over the past 12 months.
• 315,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Operational subsidy $4,000,000

Non-financial needs
• Access to new customers within the same country
• Access to a manufacturer
• Access to component suppliers
• Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
• Access to information (on funding sources, regulatory framework etc.)
• Matchmaking with potential partners (investors, suppliers, service providers)

We Care Solar promotes safe motherhood in developing regions by providing health workers with reliable lighting, mobile communication, and small medical devices using solar electricity.

Contact information
Robin Wolaner, COO
robin@wecaresolar.org

WE CARE SOLAR
www.wecaresolar.org

International non-governmental organization (NGO), Scaling-up, 5-10 years old, 9 full-time employees
YIITIDI LTD  
www.yiitidi.com

Small business, Start-up, 6 months – 2 years old, 8 full-time employees

Yiitidi Ltd is an impact investment company dedicated to invest in the Sub-Saharan Africa communications & utility markets beyond large urban centers. The objective is to establish financially sustainable hubs which provide mobile signal and power supply by joint operation of mobile towers tied to renewable off-grid electrification. Our solution is based on the deployment of off-the-shelf technology (no technical innovation).

Contact information
Alvaro Hidalgo, CEO  
ahe@yiitidi.com

Countries of operation
Senegal

Expertise
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Provide end-user financing for energy services
• Provide commercial financing for energy services
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
• Mini-grids: ownership, investment, project development, design, operation & maintenance

Solutions provided
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Mini-/micro-grids: solar PV

Impact to date
• 100 individuals reached over the lifetime of the organization.
• Has completed 1 mini-grid to date in ownership, investment, project development, and EPC capacities.
• Will be involved in the ownership, investment, project development, component supplier, EPC and operation and maintenance of 5 mini-grids in the next 12 – 24 months.
• Mini-grids installed capacity: 25 kW

2014-2015 Financials
Please contact the organization for further details.

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

Non-financial needs
• Matchmaking with potential partners (investors, suppliers, service providers)

YOUNG LAWYERS FOUNDATION  
www.youthlawyers.org

International non-governmental organization (NGO), Established, 6 months – 2 years old, 5 full-time employees

Young Lawyers Foundation is a youth led and professional Organization working on legal, policy and innovation in various sectors including Energy and Climate Change issues in Tanzania. We aim to enable the community to implement Sustainable Development Goals (SDGs) with clear and proper understanding of policy and legal framework in different sectors, including energy and climate change.

Solutions provided
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Mini-/micro-grids: solar PV
Contact information
Jacob Mogendi, Executive Director
jacobmogendi@gmail.com

Countries of operation
Tanzania

Expertise
• Import or export products for the energy sector
• Project development
• Manage energy projects or programs
• Perform analytical services (risk analysis, life-cycle analysis, environmental assessments)
• Perform business consulting services

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW

Impact to date
• 100 individuals reached over the past 12 months.
• 200 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project equity $500,000
Concessional debt $100,000
Commercial debt $50,000
Project development grant $50,000
Capital grant or subsidy $400,000
Working capital $300,000
Operational subsidy $50,000
Company equity $50,000

Non-financial needs
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• New leadership
• Matchmaking with potential partners (investors, suppliers, service providers)

Samantha Frick, Director of Solutions, Africa
sfrick@thezerobase.com

Countries of operation
Israel, Egypt, UAE, Uganda, Tanzania, Kenya, South Africa, Honduras, Nicaragua, Haiti, Canada, USA

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

ZeroBase was established in 2009 with the vision of making cleaner sources of energy more accessible by those most in need. Our goal is to make choosing, buying, owning, and operating renewable energy systems easier and more cost effective for programs looking to make a sweeping impact. We see power as a platform for stabilizing communities, and reliable energy access as a key to public safety, education, health care, and industry growth. ZeroBase Energy provides power management systems for distributed energy operations, specializing in off-grid / unreliable-grid applications and temporary or mobile sites. Using modular designs that have been proven in the world’s harshest environments, ZeroBase products meet the challenges of energy access in remote locations.

Contact information
Samantha Frick, Director of Solutions, Africa
sfrick@thezerobase.com

Small business, Scaling-up, 5-10 years old, 25 full-time employees

Energy Access Practioner Network: 2015 Directory of Investment and Funding Opportunities
• Sell energy devices or systems directly to end users
• Project development
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Integrate, install and/or maintain energy systems
• Provide end-user financing for energy services
• Mini-grids: design, material procurement, component supply, construction

Solutions provided
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy storage
Other or hybrid: Hybrid
Mini-/micro-grids: solar PV, diesel, hydro, biomass/biogas

Impact to date
• Has completed 10 mini-grids to date in EPC capacities, and 2 mini-grids in a component supplier capacity.
• Will be involved in the EPC of 15 mini-grids in the next 12 – 24 months.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
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
• Access to component suppliers
• Access to information (on funding sources, regulatory framework etc.)
• Mentorship
• New leadership
• Matchmaking with potential partners (investors, suppliers, service providers)

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ZEROCARBON ENERGY DEVELOPMENT AND INFORMATION CENTER

Local or national non-governmental organization (NGO), Scaling-up, 2-5 years old, 6 full-time employees

Zerocarbon is an NGO which advocates for policy change around clean energy, climate change and the green economy, and provides consultation on these issues.

Contact information
Kenneth Obi, Director Chief Executive
cacoorg@yahoo.com

Countries of operation
Nigeria

Expertise
• Planning or evaluation of energy programs
• Manage energy projects or programs
• Perform business consulting services
• Other: Advocacy

Solutions provided
Not applicable (My organization does not directly offer sustainable energy products)

Impact to date
• 50 individuals reached over the past 12 months.
• 1,000 individuals reached over the lifetime of the organization.

2014-2015 Financials
Revenue $260,000
Expenses $250,000

Funding needs
Capital grant or subsidy $300,000
Working capital $200,000
Non-financial needs
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- Matchmaking with potential partners (investors, suppliers, service providers)

ZH ENERGY LIMITED

Consultancy firm, Start-up, 2-5 years old, 5 full-time employees

Climate change consulting with focus on energy, green economy and environment and sustainable development. We offer our services to both public and private sectors. We also participate in climate change and green bilateral cooperation programs as consultants and advisers. We support our clients through our partners to acquire low carbon solution packages like solar energy, waste management and related products.

Contact information
Abdulkadir Hassan, CEO
abhassan_a@yahoo.com

Countries of operation
Nigeria, Burkina Faso, Rwanda

Expertise
- Sell energy devices or systems directly to end users
- Project development
- Planning or evaluation of energy programs
- Manage energy projects or programs
- Perform business consulting services
- Other: Climate change consulting

Solutions provided
Solar PV lanterns
Solar PV home or business systems less than 1 kW
Solar PV home or business systems greater than 1 kW
Solar PV institutional-level systems
Energy efficiency
Energy storage
Biogas or other biomass
Waste-to-energy

Impact to date
- 50 individuals reached over the past 12 months.
- 50 individuals reached over the lifetime of the organization.

2014-2015 Financials
Please contact the organization for further details.

Funding needs
Project development grant $50,000
Capital grant or subsidy $50,000
Working capital $36,000

Non-financial needs
- Access to new customers within the same country
- Access to new customers in another country
- Access to a manufacturer
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
- Access to information (on funding sources, regulatory framework etc.)
- Mentorship
- New leadership
- Matchmaking with potential partners (investors, suppliers, service providers)
Zolair Energy is an energy services company that has created a hybrid (solar/zinc-air) energy system for the developing world with pay-as-you-go activation and payment platform. Our system can be configured for small off-grid applications, larger affordable housing, and even micro-grid roll out, and can provide clean affordable power 24/7, rain or shine.

**Contact information**
Mark Rabin, CEO
mark@zolair-energy.com

**Countries of operation**
South Africa

**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
- Project development
- Mini-grids: project development, design, construction, operation & maintenance

**Solutions provided**
Other or hybrid: Hybrid solar/ battery/ zinc-air fuel cell
Mini-/micro-grids: other: Hybrid solar/ battery/ zinc-air fuel cell

**Impact to date**
- 2,000 individuals reached over the lifetime of the organization.

**2014-2015 Financials**
Please contact the organization for further details.

**Funding needs**
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
- Access to component suppliers
- Access to consulting services (human resources, accounting, financial management, business development, legal, engineering, GIS etc.)
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