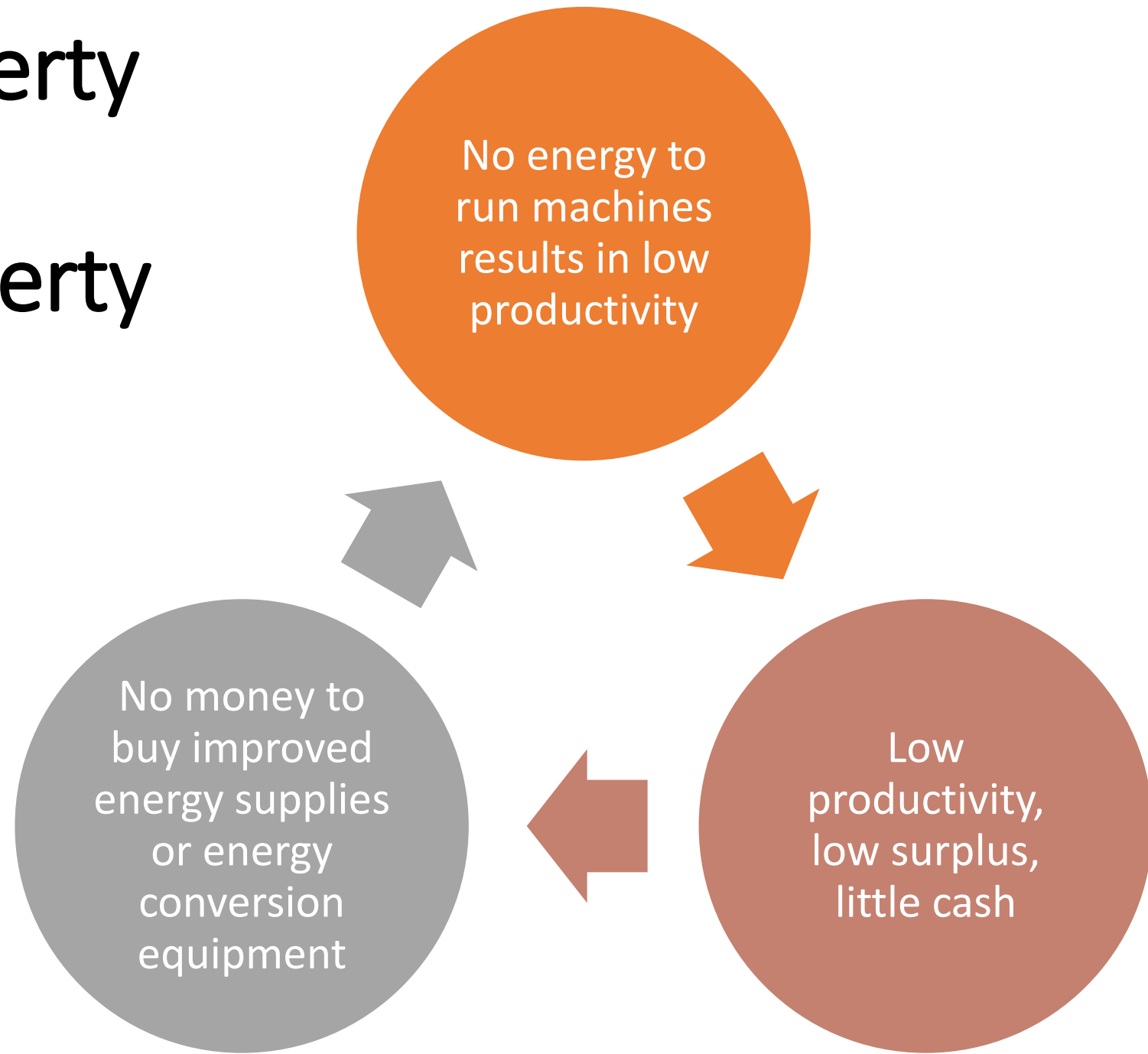


Developing Sustainable Energy Access Projects for the Last mile

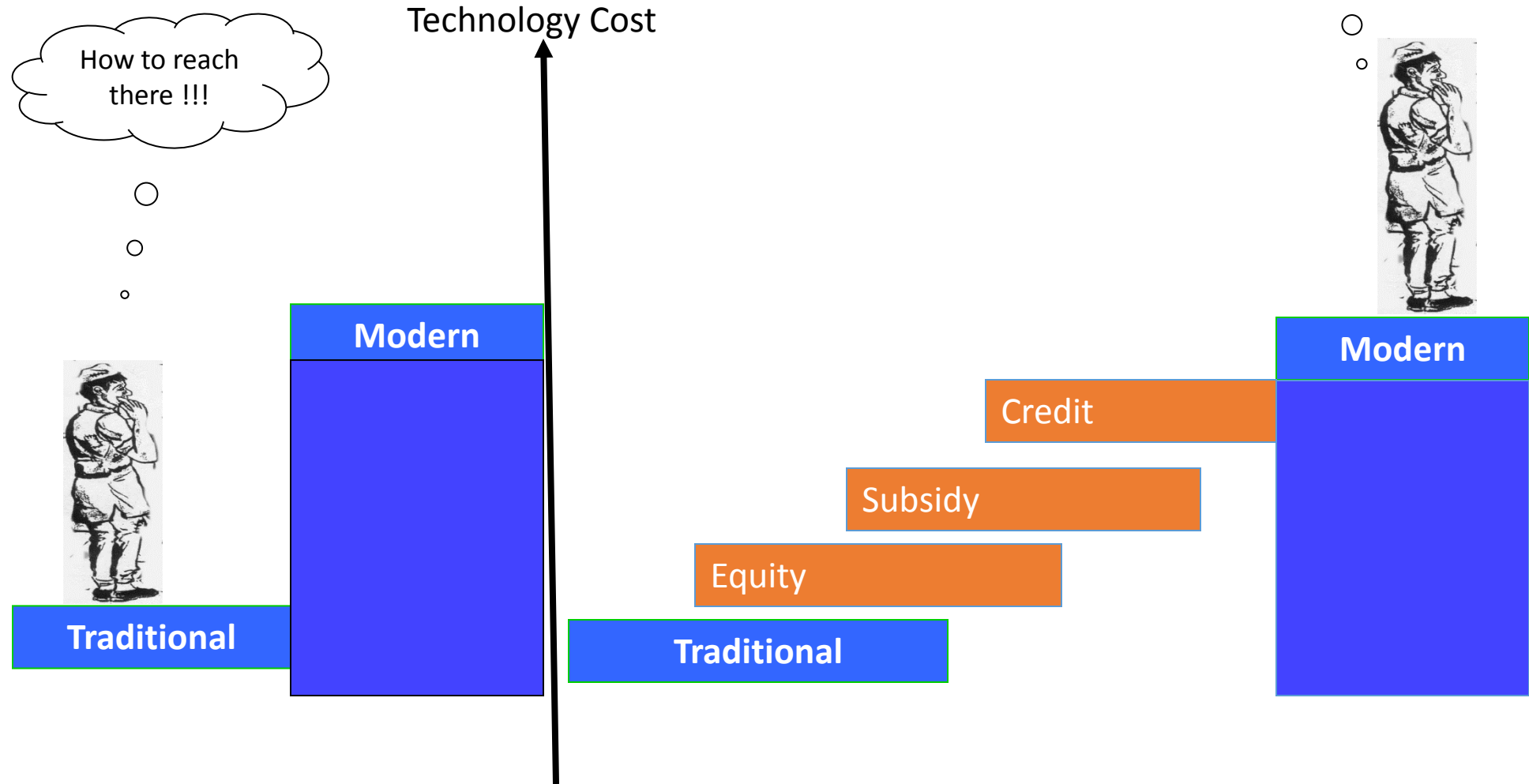
Prem Sagar Subedi
CleanStart Project Coordinator
UNCDF



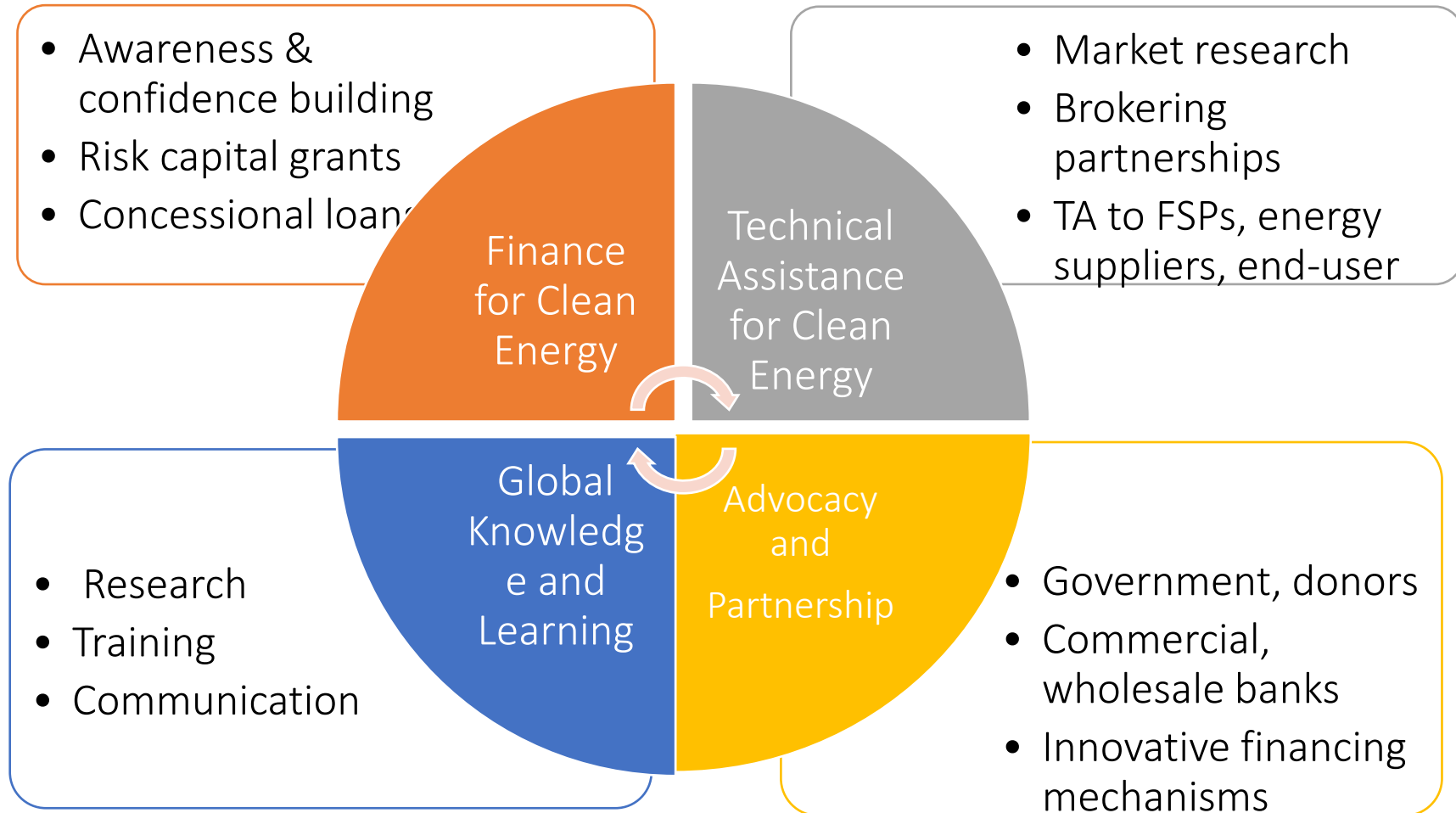
Energy Poverty Vs Income Poverty



Access to Finance is still a major barrier



CleanStart



Facilitated access to clean energy solutions for around 100K HH through affordable financing services

Critical factors for effective project development



In Nepal,

- Customized and affordable financial services to low income households for accessing clean energy services.
- Installments match with existing energy expenses (EMI – around \$5 for solar loan)
- Over 90K low income households installed clean energy solutions
- Over \$17M invested out of which \$12.5M is in the form credit

Understanding of the demand side

Existing energy expenses of low income households, Income pattern,

Opportunities to use energy for productive purposes and Capacity to pay

Customized energy and financing products

Critical factors for effective project development



In Myanmar and Cambodia

- Supported 5 private sector companies to develop innovative business models to reach the low-income households.
- UNCDF supported Challenge Funds are leveraging a ratio of 1:5 in private investments.

Encouraging private sectors to look low income households as market

- Result based financing mechanisms like challenge funds can motivate the private investors to invest in the energy market.
- Private sector investors should be supported in developing innovative business models

Critical factors for effective project development



Exploring last mile approach

- Regular conventional business models are not effective to reach to the last mile. Innovative business models are required in reaching them.
- Energy as service
- Pay As You Go model
- Micro Finance Institutions as vehicle to reach last mile clients

Promoting innovative business models for the last mile clients

Critical factors for effective project development



Going beyond access and exploring opportunities for productive applications

Shifting the paradigm from promoting enterprises in energy catchment areas to bringing energy solutions to enterprises

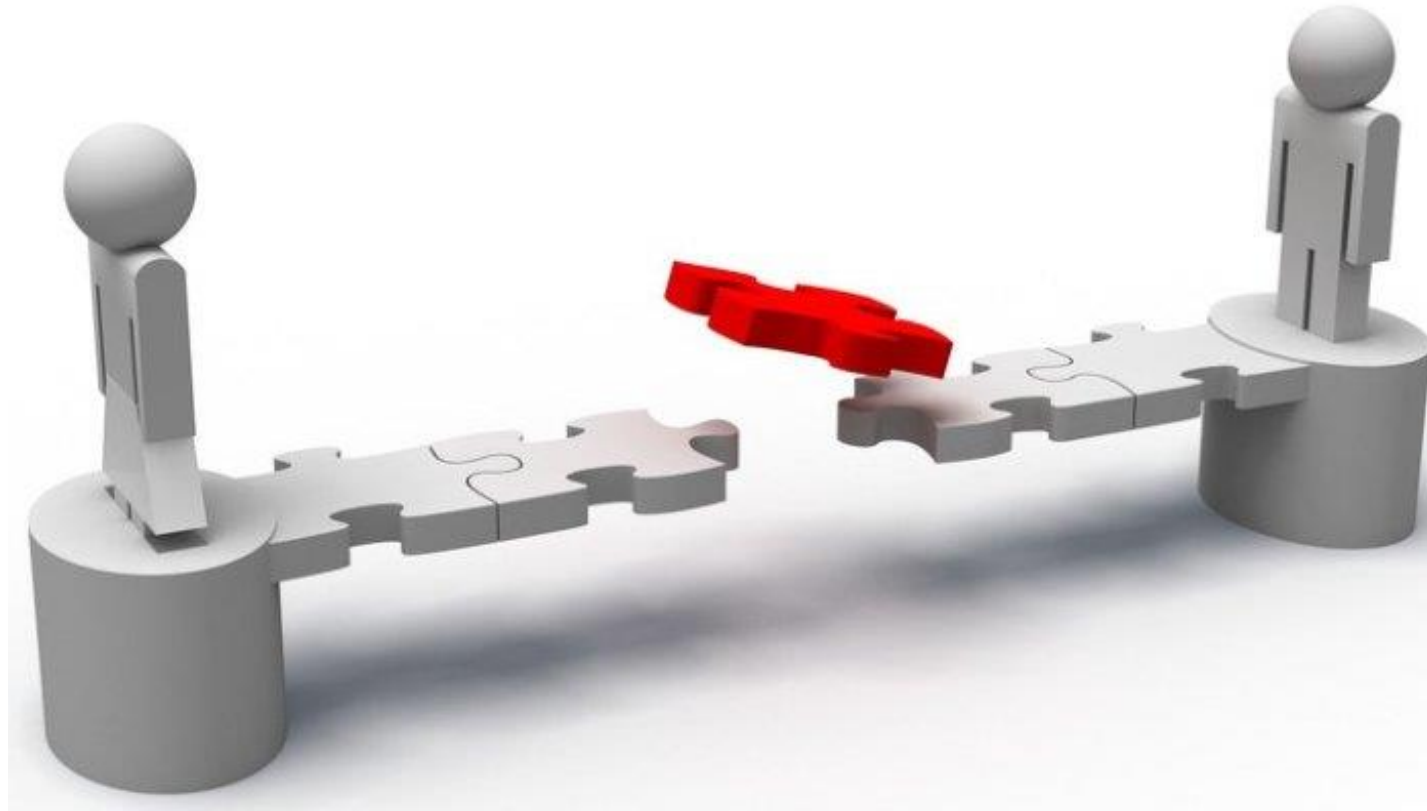
Critical factors for effective project development



Nepal

- Planning to graduate from LDC by 2022.
- Government has set priority to provide Clean Cooking and lighting solution for all by then.
- Projects developed in line with the government priorities are likely to be succeed.

**Linking with the government
priorities, initiatives and policies**



Thank you