Champions – A Question of Perspective

- **Germany**
  - Total Installed PV Capacity – 38,200 MW
- **China**
  - Total Added PV Capacity – 10,560 MW
- **Bangladesh**
  - No. of Households Equipped with PV Systems – 3.5 Mio.
Sustainable & Inclusive Energy Solutions

Noara Kebir
Managing Director

14th September 2015, New York
Agenda

- Who we are
- What we do
- How we do it
- Key challenges
Who We Are

Consulting for end-user Energy Solutions
Communication and Management
Interdisciplinary Competences

Team of 35 Members

105 Support Consultants

50 Partner Institutions

- Engineering
- Software
- Business administration
- ITC
- Financial Instruments
- Energy Economics
- Statistics
- Marketing
- Microfinance
- Academic Institutions
- Financial Institutions
- Development Institutions
What We Do

MicroEnergy International

Academy
- Trainings,
- Workshops,
- Education &
- Scientific Programs

Innovative Banking Development Finance
- SME and MFI Financing,
- Impact Investment,
- Green Finance Schemes

Technology Energy Competence Center
- Product Design,
- Evaluation &
- Optimization,
- Tool Development

Consulting
- Policy & Business Consulting,
- Project Management

Scientific Research
- Research,
- Design &
- Partnership Development

Green Finance & Energy Access Solutions
MEI Activities
Linking Financial and Energy Inclusion

Initiatives such as SEWA, PACT, EcoFuel …
What We Do

Financial Inclusion

- Institutional assessment
- Green loan design
- Business and operational models

Energy Inclusion

- Energy needs assessment
- Technology R&D, validation
- Supply chain analysis

Green Finance

- Incubation
- Financial Solutions
- Scientific Research

Smart Engineering

- Technical Assistance
- Smart Solutions
- Academy
Linking Financial and Energy Inclusion

MFI | ENERGY COMPANY

Microfinancing

- Awareness Raising
- Downpayment Collection

Installation

- Technology Installation
- Customer Training

After Sales

- Recovery in case of failure
- Service guarantee, maintenance and service upgrade / recycling
Energy Inclusion Initiative
Green Strategy

Environmental policy

Green non-financial services

Assessment of environmental risks

Ecological footprint

Green credits
Engineering Smart & Inclusive Energy Concepts

Energy Service

Tier 5
Tier 4
Tier 3
Tier 2
Tier 1
Tier 0

Complexity

Grid Interconnection

Interconnected Clusters

Autonomous Microgrids

Interconnected SHS

Multiple Isolated SHS

complexity and grid “readiness”
Incubation

!SOLshare

Dynamic bottom-up DC micro-grids
Incubation

Off-grid DC appliances distributor
Scientific Research

• 16 PhDs
• 4 international conferences
• 80 Students Graduations
Smart Solutions

Swarm Electrification
Make Yourself Connectable to the Future!
Academy

- Training and qualifying of energy and finance professionals
- Regular university courses
- Workshops
- Vocational trainings
Key Challenges

Technical

- Quality assurance of products and services
- Presence and outreach of local validated suppliers

Managerial

Financial
Key Challenges

Technical

Managerial

- Intrinsic motivation of key stakeholders
- Development of smart incentives along the supply chain

Financial
Key Challenges

Technical

Managerial

Financial

- Financing of local SMEs along the supply chain
Let’s Swarm Together!
Thank you for your attention!

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Back Up Slides
Internet link swarm video

Local link swarm video

Daniel TEDex

https://www.youtube.com/watch?v=C-9ClNpzr34

https://www.youtube.com/watch?v=rn57rdrLI K4
Swarm Grid

- Stand-alone SHS
- Multiple stand-alone SHS
- Interconnected SHS
- Interconnected households connected to grid
- Interconnected Households
Sustainable Energy Access for All

70% of SE4ALL Goal (1.3B)

- 30% MFI
- 25% CB
- 15% MB
- 25% SD
- 5% Rest

56% of MEI Goal (1.6B)

- 44% MFI
- 12% CB
- 20% MB
- 4% SD
- 4% Rest
Linking Financial and Energy Inclusion

Financial Inclusion → Energy Inclusion

Access to Energy

BoP

Financial Services
Swarming Microfinance

MFI

Peri-Urban

Rural

Urban

MFI Branch
Swarming Microfinance

MFI

Close-to-Grid

Off-Grid

Temporary On-Grid / On-Grid
Technical Assistance
Financial Solutions

Technology Selection

Supplier Selection

Green Credit Product