



MICRO ENERGY ENTERPRISE APPROACH FOR ENERGY ACCESS

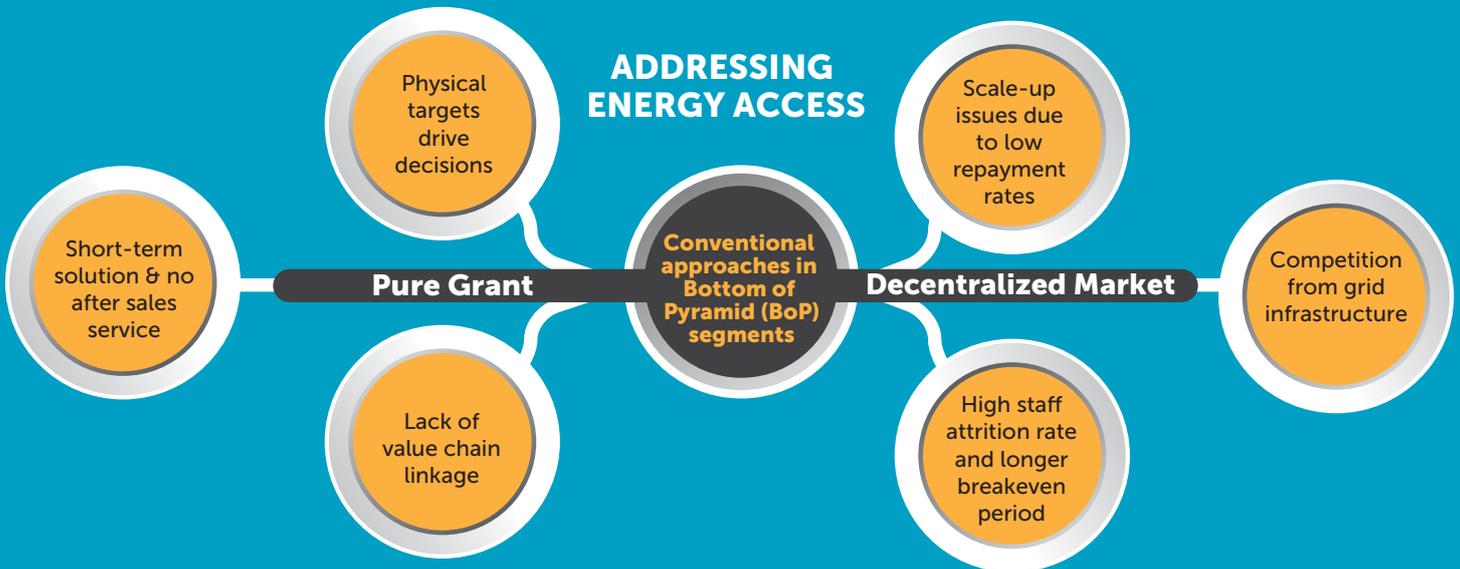


700
Million People
Lived below
USD **1.90**
per day in 2013,
globally

300
Million
People Lack
Electricity

700
Million People
Live without
**Clean Cooking
Access**

ADDRESSING ENERGY ACCESS



IN BoP THERE IS NO "READY-TO-GO" MARKET



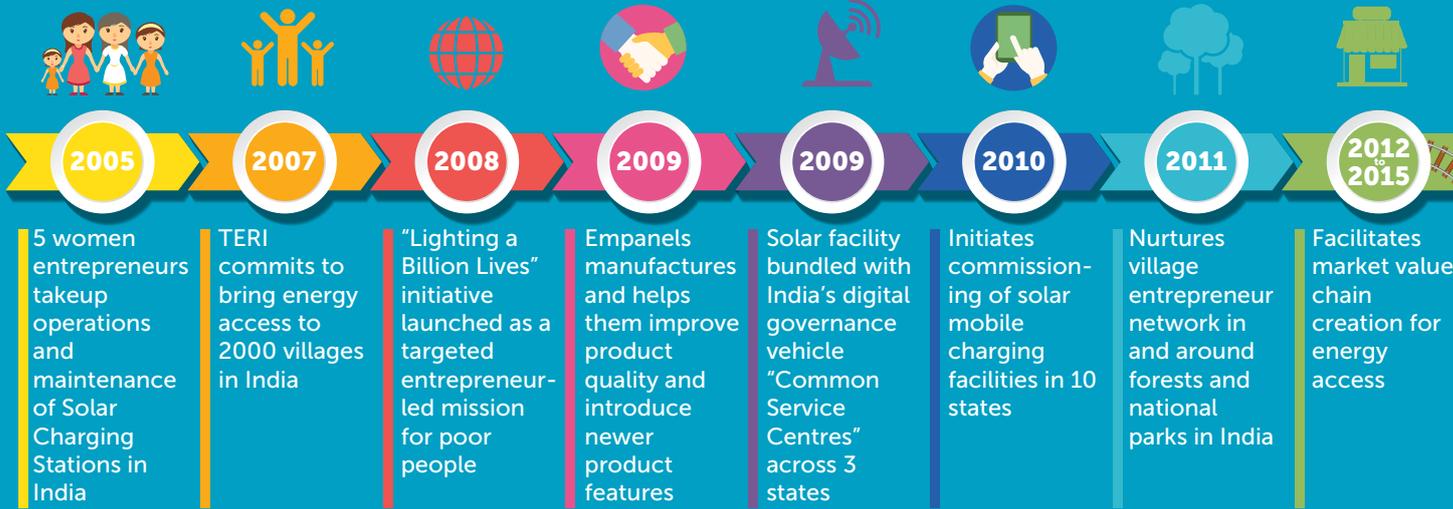
ADVANTAGES

Market Creation: Micro Energy Enterprise Approach

- Addresses evolving needs
- Requires lesser seed fund and fosters demand aggregation
- Localizes retail and after sales service of quality products
- Enables transition of communities from aid to enterprise approach
- Integrates with grassroots institution such as women Self-help Groups
- Triggers frugal innovation: Solar Home Light System and Integrated Domestic Energy System and augments uptake of entrepreneurship



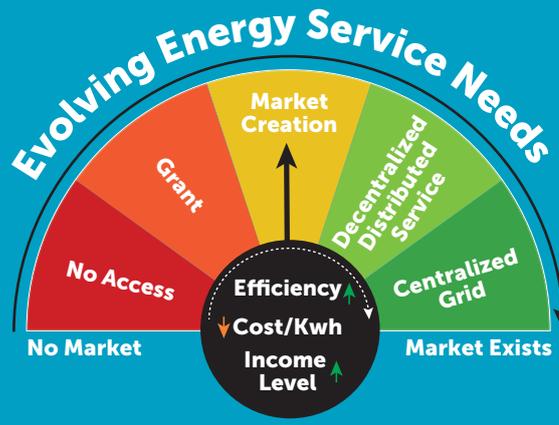
TERI HAS HARNESSED A CADRE OF MICRO-ENERGY ENTREPRENEURS



Project Surya disbursed over USD 60,000 to 4,000 plus women for offsetting black carbon through usage of advanced biomass cookstove

Upto 60% loan from JEEViKA to over 30,000 self-employed women in Bihar, 40% VGF from DFID-TERI and PFC-TERI partnership

Regional Rural Bank provides consumer finance to rural households and weavers



CLIMATE CREDIT

VIABILITY GAP FUND (VGF)

INTEREST BUY BACK SCHEME

CONSUMER FINANCE

ENTERPRISE FINANCE AND HAND-HOLDING

MANUFACTURER 20+

MICRO ENERGY ENTERPRISE 150+

VILLAGE LEVEL ENTREPRENEUR 2,000+

Incentives for manufacturing Advanced Biomass Cookstove

Support for machinery and improving the manufacturing process

TERI's patented cookstove design on a royalty-free basis

Access to retail chain network

Lives impacted

Based on Grant/Equity 2007 to 2011

514,000+

Based on Grant/Equity + Market Creation approach

2012 to present

4,950,000+

(10x growth)

Operates and manages solar facility installed through CSR grants

Income diversification through micro solar facilities

Opportunity to graduate from VLE to retailer of panels, battery, etc.

Initial inventory support

Opportunity to launch with pre-existing businesses: TERI's solar facilities in the region

Business and technical training: Retail of quality products & after sales service

Linkage with manufacturers and financial institutions

Incentives for fault-free operation of solar facilities

Lighting a Billion Lives

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