



Intelligent Energy  Europe

RENDEV

 **PlaNNet Finance**

“ Reinforcing provision of sustainable ENERGY services in Bangladesh and Indonesia for Poverty alleviation and sustainable DEVELOPMENT »



International RENDEV Conference

Microfinance innovative financial Mechanisms and Access to Energy: Major Opportunities for Sustainable Development

Hotel Dhaka Sheraton Bangladesh
December 8th 2009

www.rendev.org

 **TOYOTA TSUSHO CORPORATION**

Summary

- **Presentation of the Rendev project: objectives, expected results and partners .**
- **Summary of RENDEV achievements as of the end of 2009**
- **How to maintain synergies between both countries and sustain the outcome of the Rendev project**

1. Presentation of the Rendev project: objectives, expected results and partners

1.1 Localization of the RENDEV project

Bangladesh a glance

Population : 147 millions
Density : 1090 hbt/km²
GNI per capita : 470 USD
People living with less than 1 USD per day : 49,8 % (2000)



Indonesia at a glance

Population : 245 millions
Surface: 1.9 million km²
GNI per capita : 1 280 USD
People living with less than 1 USD per day : 16.7% (2004)

1.2 General objective of the Rendev project

The RENDEV project aims to explore ways that link microfinance and access to renewable energy

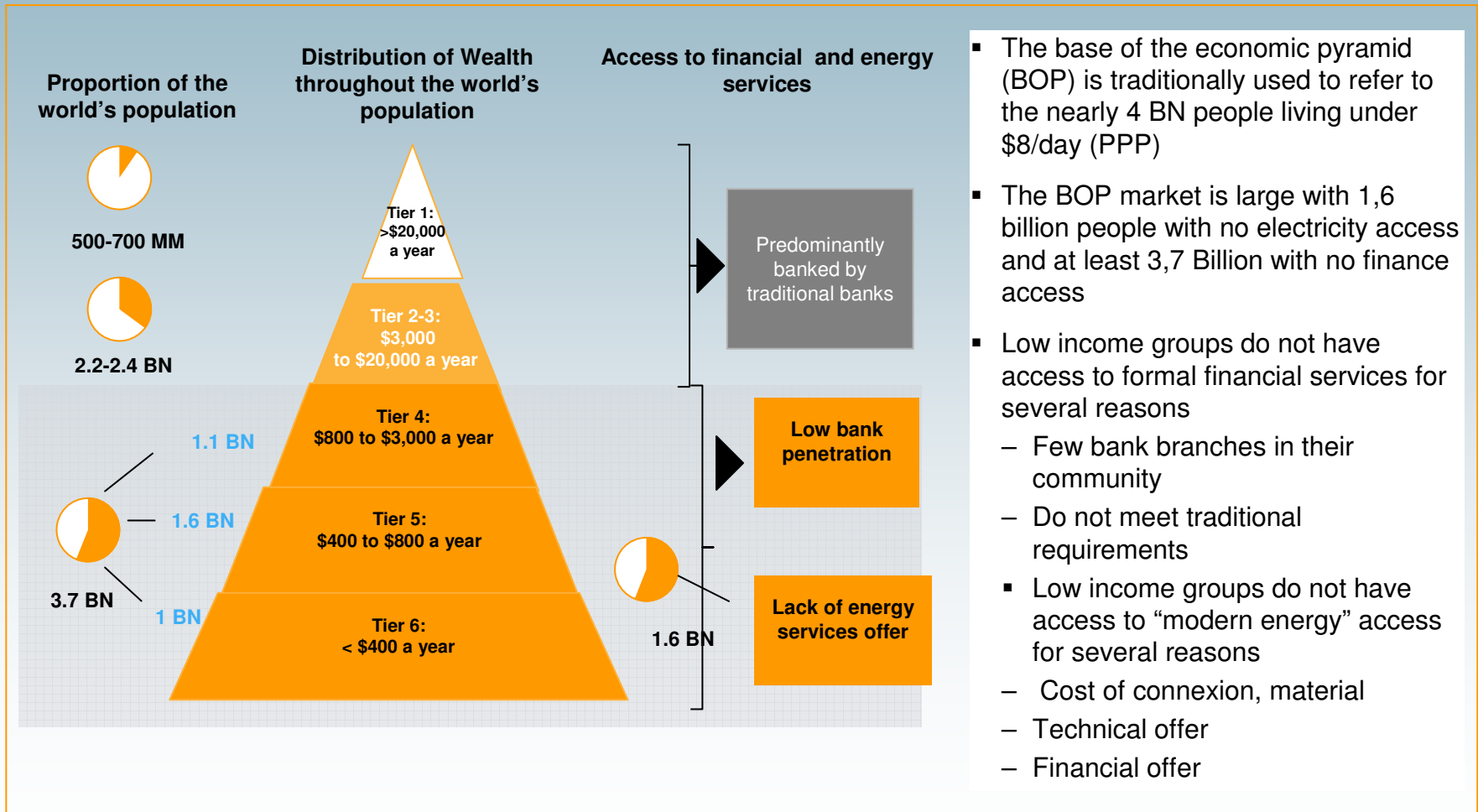


- **The goal of the project is to contribute positively to rural development and poverty alleviation in Bangladesh and Indonesia** by combining microfinance mechanisms tailored for low income people's needs with microenterprise development and increased access to solar energy.

1.3 Specific objectives of the Rendev project

- **To promote the understanding and advantages** of the use of renewable energy systems among the rural poor populations.
- **To contribute to the improvement of production scale** and process of income generation activities from rural micro-entrepreneurs.
- **To contribute to the implementation of a rural development** model respecting the environment and reducing poverty in a sustainable manner.

1.4 The Rendev issues : Why microfinance and energy access?



1.5 Expected results for the Rendev project

Through its activities, the project expects to define an institutional framework within which all stakeholders (microfinance institutions, provincial and national governments, renewable energy specialists and the micro-entrepreneurs)



- To increase access to sources of renewable energy among the rural poor
- To promote the development of income generating activities using renewable energies
- To build synergies between the microfinance sector, the renewable energy sector and the microenterprises in Bangladesh and Indonesia
- To facilitate an exchange of ideas between microfinance and renewable energy specialists in Bangladesh and Indonesia
- To better inform stakeholders providing pro-poor renewable energy services
- To bring a positive impact on the quality of life in rural districts.

1.6 The Rendev partners: European team



- International NGO Based in Paris, **PlaNNet Finance's** international network holds activities in close to **80 countries** around the world.

→ *Ms Pascale GESLAIN*

→ *Mr. Philippe GAENG*



- French consulting firm in Renewable Energies since 1992.

- Operates in Indonesia since the 90's

→ *M Jeremy TURPIN*

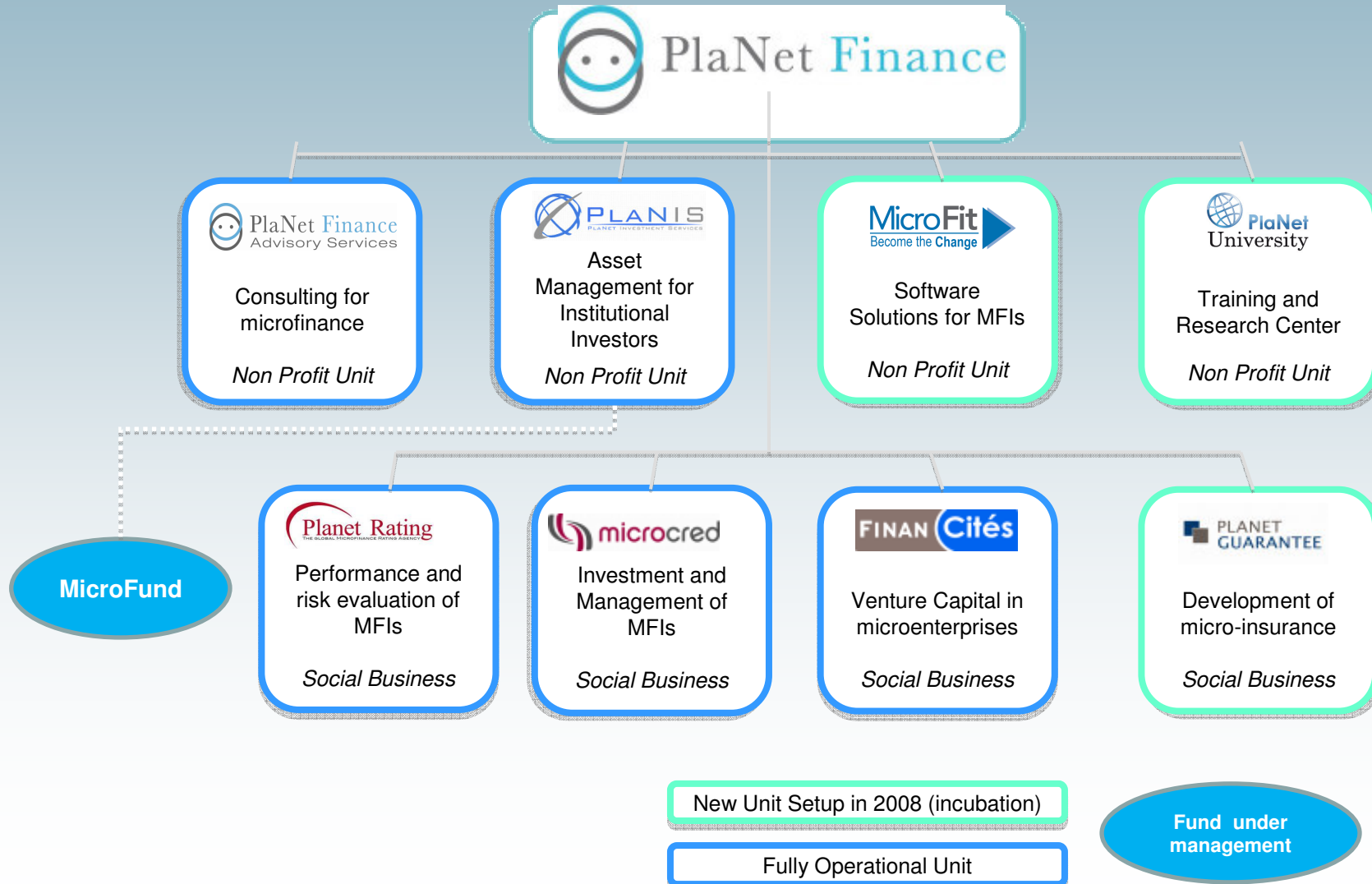


- British consulting firm in Renewable Energies.

- 6 offices overseas

→ *Dr. Drona UPADHYAY*

1.6 The Rendev partners: PlaNet Finance organization chart



1.7 The Rendev partners: Bangladesh team



- Branch of Pr. Yunus' Grameen Bank, aims to provide access to electricity to Bangladesh's rural populations.

→ *M Dipal BARUA*

- Organisation specializing in energy-related issues. PSL has conducted market and feasibility studies on behalf of different International donors.

→ *Ms Asma HUQUE*

- leader in the distribution of solar panel in Bangladesh, is currently involved in energy and microfinance projects in Bangladesh

→ *SYED.MD.RUBEL ISLAM*

1.8 The Rendev partners: Indonesian team



- NGO supporting sustainable development projects in Indonesia.

→ ***Mr Hery Budiarto***



- Leader in solar panel distribution in Indonesia.



- Main NGO in Indonesia involved in microfinance.

→ ***Mr Darutama Emanuel***

2. Summary of RENDEV achievements

2.1 Chronogram of the Rendev project

2007 The launching of RENDEV project and partnerships consolidation

- Review, analysis and application
- Needs assessment analysis & Policy Review
- State of the art on SE and Market feasibility
- Consultative workshops



2008 Operational maturity for the RENDEV project and its partners

- Production of the main deliverables (10)
- Reports
- Regional's consultative workshops



2009.... The year of dissemination and communication

- Technical and awareness training for 5,000 households through 80 training session per country
- 40 000 stakeholders sensitized
- Films and implementation of toolkits in local languages
- End conference

2.2 Main achievement In the 4 button lines

- **Financial issues:** Development of financial models and build synergies between the microfinance sector, the renewable energy sector and the microenterprises in Bangladesh and Indonesia

- **Technical issues:** To promote the development of income generating activities using renewable energies identify measures that increase the involvement of small- and medium-sized enterprises in the solar energy sector

- **Social issues** Implementation of programs and involvement of practices inspired by microfinance approaches activities: to better inform stakeholders providing pro-poor renewable energy services

- **Communication issues** : Awareness raising and to bring a positive impact on the quality of life in rural districts. To facilitate an exchange of ideas between microfinance and renewable energy specialists in Bangladesh and Indonesia

2.3 Technical issues: To promote the development of income generating activities using renewable energies (1.3)

Objectives

- To promote the development of income generating activities using renewable energies – how to reach poorer people
- Identify measures that increase the involvement of small- and medium-sized enterprises in the solar energy sector

2.3 Technical issues: To promote the development of income generating activities using renewable energies (2.3)

Activities

- Policy Review
- Design & Installation Toolkit
- Solar Operations & Maintenance Manual
- Pilot Training on design and O&M

2.4 Technical issues: To promote the development of income generating activities using renewable energies (3.3)

Gaps

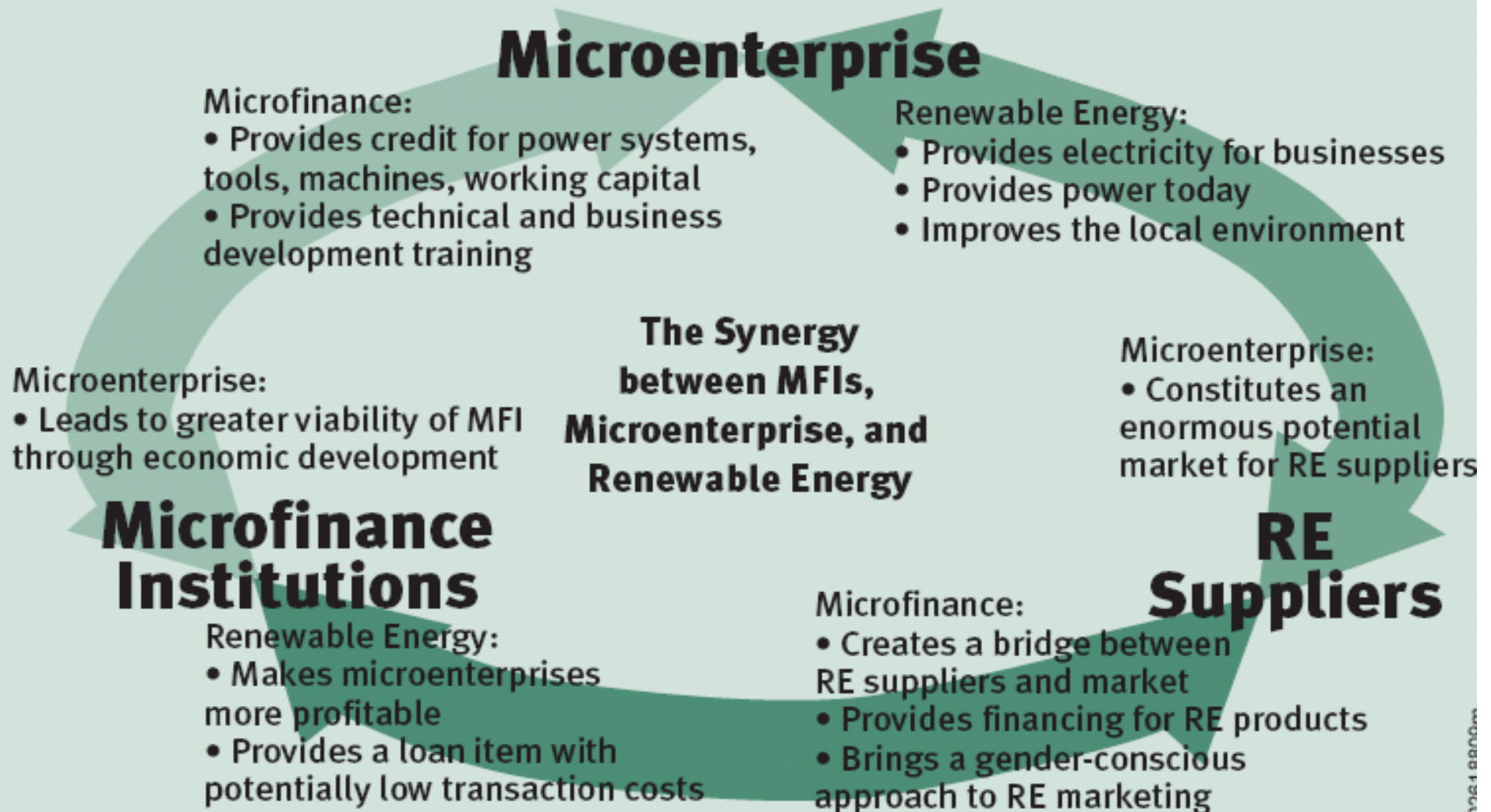
- Quality issues
- Standards
- Training
- Policy / institutional support

2.4 Financial issues: To develop financial models and build synergies between the microfinance and RE sectors

Objectives

- *Provision of tailored microfinance packages to the needs of the solar energy markets for rural development*
- *To meet the needs of the players in the RE markets*
- *To build synergies between microfinance and RE sectors*

2.4 Financial issues: To develop financial models and build synergies between the microfinance and RE sectors



2.4 Financial issues: To develop financial models and build synergies between the microfinance and RE sectors

Activities

- Identification of MFIs that can play a key role in the provision of solar energy related to microfinance services (Bangladesh and Indonesia)

- **Outcome**
 - Making funds available to help stimulate the market for RE technologies
 - Facilitate promotion and help build credibility for RE technologies

2.4 Financial issues: To develop financial models and build synergies between the microfinance and RE sectors

Activities

Organization of National and regional conferences in both countries

- **Outcome**

- gain comprehensive information about the state of solar technology
- Exchange results and ideas on know-how transfer discussion of existing problems and future strategies
- to spread PV modules and solar energy in general as a sustainable development strategy.

2.4 Financial issues: To develop financial models and build synergies between the microfinance and RE sectors

Activities

Design of a financial model adapted to the need of microenterprises and rural households

■ Outcome

- ensure the financial model feasibility
- ensure the institutional feasibility
- ensure the sustainability feasibility

2.5 Social issues Implementation of programs and involvement of practices inspired by microfinance approaches (1.2)

Objectives

- Share best practices among the stakeholders
 - *Provision of toolkits for policy makers and microfinance institutions*
- Develop a commitment among the stakeholder
 - *Series of participative workshops*
- Build up the capacity at the local levels:
 - *200 training sessions for SHS users*

2.5 Social issues Implementation of programs and involvement of practices inspired by microfinance approaches (2.2)

Main challenges	Main factors for success
Buy in of the population	Raise the awareness of benefit of solars Build strong reputation for solar systems by providing quality services
Ownership	Promote individual ownership -> S.H.S. Paying builds the ownership
Ensure a good quality of service	Develop a network that reaches the local populations Train the installers to a sound installation and maintenance Train the end users to a proper use of their system
Policy framework	Develop a common, long lasting framework Look for synergies with existing programs

2.6 Communication Awareness raising and dissemination (1.6)

Objectives

- **Awareness** Facilitating community involvement and raising social awareness for renewable energy services.
- **Common information dissemination** To facilitate an exchange of ideas between microfinance and renewable energy specialists in Bangladesh and Indonesia

2.6 Communication Awareness raising and dissemination (2.6)

■ Activities and outcome

- Wide diffusion of the appropriate tools and population education,
- Increase the visibility of renewable energy products,

2.6 Communication Awareness raising and dissemination (3.6)

■ Outcome: Awareness

Activities	Outcome	Results
Local pilot training on Operations & Maintenance of Technologies	Regional Training	- 80 sessions per country More than 5,000 trainees per country - 40.000 stakeholders sensitized
Training/capacity building provision for microfinance institutions, policy makers and microentrepreneurs	District Workshop to introduce microcredit programmes and facilities	- District workshop in each country - Microfinance and policy maker toolkits per country
Communication and awareness	Film production on 'the benefits of solar energy use for business development	- 1 film per country - 1 related both country
Communication tools	Toolkits Posters	- Technical toolkits - 7 type of posters per country

2.6 Communication Awareness raising and dissemination (4.7)

■ Activities and outcome: Awareness



*National workshop, Bangladesh;
May 08*



*Regional Workshop, Indonesia,
Timor Dec 08*



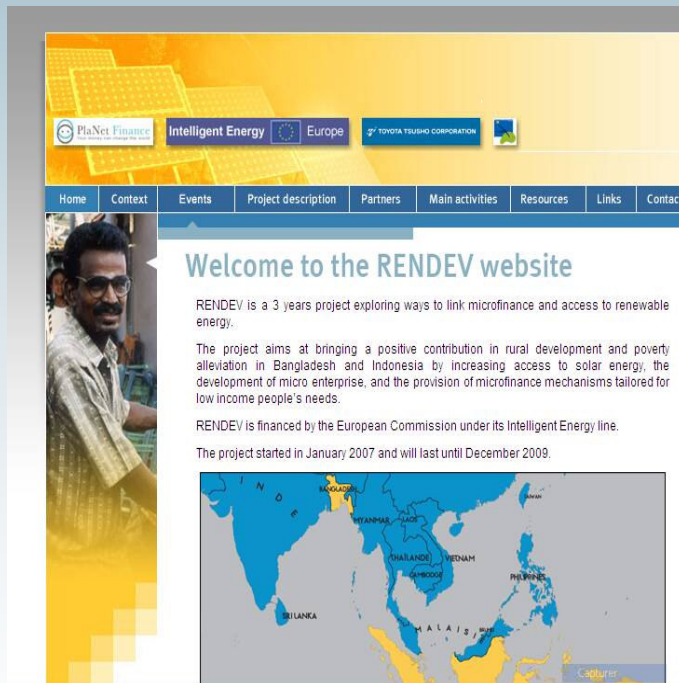
2.6 Communication Awareness raising and dissemination (5.7)

Activities and outcome: dissemination

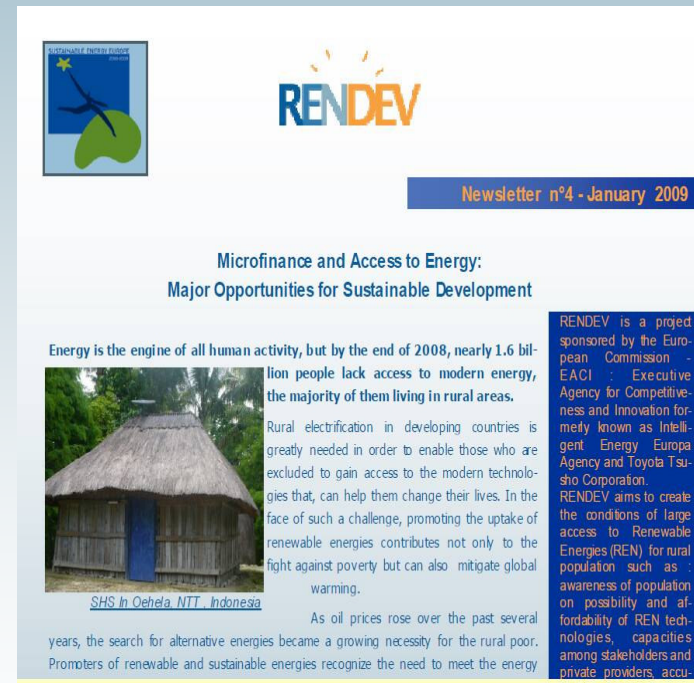
Activities	Outcome	
Development of Web site	www.rendev.org	Regular update
Regular communication	newsletters	1 per quarter
Distribution of project reports	reports	Distribution during workshops, conferences, web site
Publication of articles, case studies, press releases	articles, papers	articles, case studies, conference
Project & material Presentation	Toolkits posters, manuals, visuals	Distribution during training, web site
Inputs to common presentation material related to IEE actions	articles, posters, interviews, visuals	Distribution during workshops, conferences, web site

2.6 Communication Awareness raising and dissemination (6.7)

■ Activities and outcome: dissemination and communication



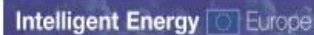
Web site



Newsletters

2.6 Communication Awareness raising and dissemination (7.7)

■ Activities and outcome: dissemination



Reinforcing provision of sustainable ENergy services in Bangladesh and Indonesia for Poverty alleviation and Sustainable DEVelopment

The RENDEV project is financed under the COOPENER program launched by the European Union to contribute to sustainable development in the developing world.



Film



- No more kerosene expenses or fire hazards
- Attract the customers during the night with bright light, TVs or radios
- Extended business hours in small shops, production centers such as tailoring shops, groceries, hotels, fisheries etc.
- Boost in electronic business such as TVs, mobile phones, cassette player sales.
- New business opportunities such as Community TV, Mobile Phone Shops and Internet Shops
- Micro-utility Model : One system shared by many



Posters

3. How to maintain synergies between stakeholders and sustain the outcome of the Rendev project ?

3 How to maintain synergies between both countries and sustain the outcome of the Rendev project

Why is it important ?

- **Need of energy access for the poorest people**
- **Interest of donors and project visibility** : PlaNet Finance and its partners were rewarded for RENDEV and received the European Union's Sustainable Energy 2009 Award, in the "cooperation program" category.
- **Platform for discussions help stakeholders in**
 - Defining their priorities
 - Build common objectives
 - Lobby the policy makers
- **Awareness on the field drives demand for Renewable Energies**

3 How to maintain synergies between both countries and sustain the outcome of the Rendev project

Next steps!

Thank for your attention

RENDEV Project partners

Bangladesh



Grameen Shakti



PSL



RAHIMAFROOZ
SOLAR

Europe



PlaNNet Finance



iPower



trans|**énergie**
L'énergie du développement durable

Indonesia



BINA SWADAYA

Self-Reliance Development Foundation



OPTIMAL
POWER INDONESIA