Entrepreneurs Spotlight

Check out all slides at www.nexusfordevelopment.org/LIFT
Mee Panyar

- Mission: Train rural electricians to build, operate, and maintain solar mini-grids
- Technology: Solar mini-grid
- Registration: Myanmar
- Started operations in September 2018
- Currently at Seed stage
- Employees: 2 full-time, 3 part-time employees
- Developing pilot project: 2,000 people electrified, 3 jobs created, 50% reduction in electricity costs
- Received US$45,000 in grant funding
- Seeking US$200,000 in equity in order to train 10 solar-electricians, electrify 7500 people, offset 4000 MtCO2

Interested to learn more? Contact: Natasha Allen, natasha@meepanyar.com
Village Renewable Energy Systems(I) Pvt Ltd

• Micro Hydro and solar PV systems – Design, Procurement, fabrication, installation and commissioning.
• Capacity building on Renewable Energy Technologies
• Registered in India and working in India, East and West Africa
• In operation since March 2007
• Growth stage enterprise
• 5 employees

Interested to learn more? Contact: Ramasubramanian: rams@villageres.com
Mission
Securing land rights for the world’s poorest

Operating Since
1967

Current Countries of Operation
India, China, Myanmar, Sub-Saharan Africa, Brazil

Impact to Date
In 50 years of work in over 50 countries, often in partnership with governments, Landesa has strengthened land rights for more than 120 million households globally

Enterprise Stage
Mature; Growth stage (new countries)

Number of Employees
100-200 employees and consultants worldwide

Type of Finance
Grants and government consultancy contracts

Sectors
Women’s empowerment, rural development, climate resilience, sustainable agriculture

Contact:
Vivian Gee
viviang@landesa.org
SolarHome

• Bringing affordable solar to off-grid households
• Pay-as-you-go solar home systems for rural households, providing light, phone charging and TV
• SolarHome is a Singapore based, Myanmar-operating company
• In operation since January 2017
• Growth stage
• 420 employees
• 30 000 electrified households, 135 000 affected people
• Type of finance already accessed: 10 million in debt and 5 million in equity
• Type of finance sought: 3-5 million in equity, debt & grants
• To reach 40 000 more off-grid households.

Interested to learn more? Annie Likhacheva, alikhacheva@solar-home.asia
Indigo Energy

- Indigo energy reduces clients’ electricity costs with solar power and help improve their environmental footprint.
- Solar rooftop technology
- Operating in Myanmar since – 2012 / 2017
- Early / Growth stage enterprise
- 10 Employees
- 100+ kWp rooftop solar built, 150+ kWp rooftop solar under construction
- Seeking debt financing for working capital

Interested to learn more? Contact: Allen Himes: allen@indigoenergy.net
EcoSun (Cambodia) Co., Ltd

- **Mission**: Increase energy efficiency and make renewable energy sources available for those who are on grid and off-grid in Cambodia through tapping on renewable energy sources, energy saving and use of quality electrical products with advance technologies.
- **Technology**: Solar system (home, pump, mini-grid, lithium battery), biomass-cookstoves
- **Registration Country**: Cambodia
- **In operation since**: June, 2008, & registered in July, 2012.
- **Stage of enterprise**: Growth stage
- **Number of employees**: 16 employees
- **Impact in number**: up to a thousand per month (direct & indirect).
- **Type of finance already accessed**: Shareholder + Grant
- **Type of finance sought**: Debt + Grant
- **Impact your enterprise can achieve with additional financing**: Solar water pumping (Fix & Portable), Solar home (Storage quality).

Interested to learn more? **Contact**: Ms. CHIN OI, Sales Engineer
**Email**: edmchinolbmc@gmail.com
GERES (REACH project)

- Creation of a community-based social business for scaling-up the distribution of sustainable energy solutions for rural populations in Myanmar
- Improved cookstoves & solar products
- France + Myanmar
- GERES in Myanmar since 2014. REACH project since 2018.
- Seed stage: definition of strategy & recruitment of entrepreneurs
- 8 staff
- 10,000 sustainable energy solutions distributed by 2021
- Grant from French Development Agency (AFD)
- Looking for 140,000 euros in grants

Interested to learn more? Contact: Bernardo Sousa, b.sousa@geres.eu
The power of mechanization lies in our efficient service, where farmers grow income each year.

- Agri-machinery rental service provider
- Registered in Myanmar, operating in Myanmar
- Commenced operations October 2017
- Early Stage, now into first part of Growth stage
- 20+ employees
- 5000 farming households in one cluster region, several thousand others nationally.
- Accessed majority equity, small-grants and short-term debt financing
- Equity and Grants
- 100k of additional income for farmers in Y1, 200-300k additional income for farmers projected for Y2 with added financing for scale-up

Interested to learn more? Contact: huijat@Tunyat.com
PT Entec Indonesia

- PT Entec Indonesia activities focus on:
  - Consulting and engineering in the field of renewable energy, particularly Micro/mini Hydro Power
  - New field: mini hydro power developer
- The company was established in 2004 in Bandung; ca 150 km eastern of Jakarta, the Indonesian capital
- Stage of enterprise:
  - Consulting and engineering: Growth stage
  - Developer: Seed stage
- Number of employees: 9
- Type of finance already accessed: equity
- Type of finance sought: debt and equity
- Impact your enterprise can achieve with additional financing; developing IPP 2.4 MW MHP

Interested to learn more?
Ardi Nugraha; Project Manager
ardi.nugraha@entec.co.id
TECHNO-HILL ENGINEERING

- Our company vision and mission are to be a leading engineering firm who can provide most effective technology solution and service, to maximize the system efficiency and meet the customer satisfaction with zero error, to fulfill the needs of customers and business partners beyond expectations, to skill up ourselves and serve with utmost passion, and to be the trusted partner to our customer and deliver the successful result on each given assignment.
- Renewable Energy (Solar, Hydro, Wind)
- Myanmar
- 2014
- Growth Stage
- 25
- 1050 Households, 6 Schools, 2 Clinics, streetlights, 15 nos. of small business (Both Men and Women) are able to access 24hrs electricity from our mini-grids
- Looking for financing access (debt/equity/grant/project financing)
- (Investment Amount: $400,000~$2,000,000 which can be scalable)
- 8,338 Households, 25 Schools, 8 clinics, streetlights, 125 nos. of small business
Hybrid Social Solutions Inc.

- Empowering rural and marginalized communities by enabling access to sustainable solar-powered solutions.
- Solar
- Philippines
- In operation since 2010
- Growth Stage
- 53 Employees
- 290,000 end-users
- Debt/Equity/Grant
- Inventory/Working Capital (2019)
- New Solar Hubs (2020)

Rodrigo Alarcón Duarte
Director of Program and Product Innovation
rodrigo.alarcon@hybridsolutions.asia
• Mission description: OTAGO aims to become the benchmark for char-briquettes manufacturing, in terms of quality, production technologies and financial investments in the sector.
• Technology: eco-friendly char-briquettes
• Country of registration + Country/ies of operation: Singapore + Cambodia (others coming soon)
• In operation since: 2018
• Stage of enterprise: Growth stage
• Number of employees: 42
• Impact in numbers: 64,397 tons CO2 e.r., 6,500 families in Cambodia
• Type of finance already accessed: N.A.
• Type of finance sought: equity 2.5 million
• Impact your enterprise can achieve with additional financing:
  6 million revenues per year
  65,000 families
  4,000,000 tons CO2 e.r. in 10 years
Surya Agrotech (Thailand) Co. Ltd

- Innovation and sustainable energy and Storage solutions for all
- Solar and wind hybrid water pumping solution for agriculture and solar cold storage to increase shelf life of the agro produce.
- Registered & Headquartered in Thailand and Operations in Thailand, India, Myanmar and Cambodia
- In operation since 2015
- Growth stage
- Number of employees - 19
- 50 Solar hybrid pump solutions, running in Thailand and Cambodia. 4 cold storage
- facility already installed in India
- Type of finance already accessed (equity + sharing profit amounts to individual investors)
- Type of finance sought (10% equity for 1 million USD$)
- Impact - 100+ Solar pump solutions and 20+ storage units, affecting at least 100+ farming families across.

Aman Jham, aman@suryaagro.tech
TapEffect

• TapEffect is driven by the belief that safe tap water makes our communities healthier. From development to construction to operations, we create projects that benefit communities for decades.
• TapEffect uses blended finance to provide tap water to households as a service across Cambodia (piped water networks).

  • Country of registration: Cambodia
  • In operation since: 2017
  • Stage of enterprise: Growth Stage
  • Pilot system in operation (100HHs). 3,300HH system + 200HH under development. Initial licensing for 4 communes (4,000HH).
  • Previously: Grants & Seed equity investment
  • Type of finance sought: Infrastructure grants for reducing the capital costs of new systems ($30-$300k per system); debt for financing infrastructure projects (construction $200k-$500k per system, term loan: $150k-$500k per system); equity for projects ($50k-$500k per system) and business growth (future).
  • TapEffect creates tangible outputs through connecting households to clean water supply (SDG 6) improving hygiene, nutrition and health and reducing time spent on water collection by women, men, boys and girls.
  • TapEffect will bring $50 million in infrastructure funding to connect 1 million people by 2029.
Hydrologic

- Mission: To be the leading distributor of affordable and effective WASH products in Cambodia
- Technology: Water filters
- Country of Operation: Cambodia
- In operation since: 2001
- Stage of enterprise: Growth stage
- Number of employees: 94
- Impact in numbers: 550,000 filter sold – impacting over 2 million people
- Type of finance already accessed: Grants $2.5 million + Debt $500k
- Type of finance sought: Grants + Debt
- Impact your enterprise can achieve with additional financing:
  - Our goal is to reach 1 million more rural homes with affordable, safe and convenient household water solutions

Interested to learn more?
Contact: Rachel Pringle, rpringle@ideglobal.org
• **Nudging health habits**: HappyTap is a portable sink designed to help families form handwashing habits.
• Hygiene behavior change
• Vietnam, Bangladesh
• In operation since 2013
• Stage of enterprise: growth stage
• Employees: 6, recruiting for a total of 20 by mid-2019
• Impact in numbers: 46,297 people with handwashing stations in the home (breakthrough way to support SDG indicator 6.2.1)
• Type of finance already accessed: grants treated as non-dilutive equity
• Type of finance sought: grants
• Impact your enterprise can achieve with additional financing
  By 2020, 200,000 people with handwashing stations in the home; contribute to research on handwashing behavior change

Interested to learn more? Geoff Revell, Founder and Managing Director, geoff@happytap.net
WaterSHED Ventures

• WaterSHED Ventures aims to improve the health of children under 5 by designing and marketing water, sanitation, and hygiene (WASH) products that BOP consumers are proud to buy and use consistently.
• Water, sanitation, and hygiene
• Cambodia
• In operation since 2015
• Stage of enterprise: early stage
• Employees: 11
• Impact in numbers: estimated 16,187 people using improved WASH services (supporting SDG 6)
• Type of finance already accessed: grants treated as non-dilutive equity
• Type of finance sought: grant/debt (inventory 200,000 USD; consumer financing 100,000 USD in 2019)
• Impact your enterprise can achieve with additional financing: 120,000 customers with improved water, sanitation and hygiene products by 2020

Interested to learn more? Lin Lu, Head of Partnerships and Fundraising, lin@watershedasia.org
Mandalay Yoma

Our mission is to drive the green energy revolution in Myanmar, through providing reliable and sustainable energy solutions to businesses and households.

- Design, development & operation of solar & hybrid mini-grids in rural areas providing electricity 24/7 to the entire community. Rooftop & ground-mounted solar for businesses, factories and hotels
- Singapore-based Holding Company + Main operations and Office in Yangon, Myanmar
- In operation since Sept 2014, today the leader in Myanmar with 2+MW executed on the ground
- Growth stage
- 25+ employees
- 6000+ people in rural areas have access to reliable and green electricity, 15000 people to be connected in 2019. 3 MW of C&I projects constructed & under construction. 150+ energy audits completed.
- Type of finance accessed as of today: Debt & equity
- Type of finance sought: Debt, equity & grant
- Impact your enterprise can achieve with additional financing: - Scale up in-line with SDG targets for electricity access: reach 500 villages in Myanmar with 100,000 households and 500,000 people - increase education possibilities and access to healthcare for these households - reduce consumption of diesel, charcoal and reduce CO2 produced by >70% in the villages

Interested to learn more? Please contact Nathalie: nathalie@yomamandalay.com
Gham Power Nepal (Off Grid Bazaar)

- Mission: Increase yield and income of smallholder farmers through accessible and affordable solar irrigation
- Technology: Solar Powered Irrigation (and other agro-processing systems like refrigeration and grinding)
- Registered and Operational at: NEPAL
- Operational since: 2010
- **Off Grid Bazaar**, an online project development platform for off-grid solar projects, is an early stage venture
- Number of employees: 25
- Impact (Gham Power): >2,500 projects (2.5 MW) installed, > 100 solar pumps, SROI - $3.5
- Type of finance already accessed: Some grants raised, ongoing conversations for debt and equity
- Type of finance sought: Concessional finance/first loss capital + grants up to $700k for 400 systems
- Target Impact: Leverage private capital up to $20m over next 5 years to execute >16,000 projects and benefit >325,000 smallholders

Bishwaraj Bhattarai
Bishwaraj@ghampower.com
Renewable Energy Association Myanmar (REAM)

- To enhance rural development and reduce poverty
- Solar Water Pumping for Agriculture
- Myanmar
- 1914 Trial Project, 2018 Launch
- Early stage
- 8 Employee
- All Farmers in Myanmar Dryzone
- Grant from EKO (Siemenpuu Foundation)
- Seed Fund for Farmer

U Than Htay (CEC Member)
thanhtay64@gmail.com
Newton Energy

- Mission description: Clean cooking technologies through carbon finance
- Technology: Improved cookstoves
- Country of registration: India, Country/ies of operation: Myanmar
- In operation since (date when enterprise commenced operations): January 2018
- Stage of enterprise (Seed, Early stage, Growth stage *see next slide for definitions): Seed
- Number of employees: 1
- Impact in numbers: --
- Type of finance already accessed (debt/equity/grant/etc. + amounts if comfortable sharing): --
- Type of finance sought (debt/equity/grant/etc.) + amounts if comfortable sharing):--
- Impact your enterprise can achieve with additional financing (include target outcomes): --

Rahul Rai
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Kyaw Soe Win Hydropower & Mega Myanmar Energy

- To provide 24 hour reliable and affordable electricity to rural area
- Micro & Mini hydropower
- Myanmar
- 1999
- Growth Stage
- 25 employee
- 150 projects, 7500 to 10000 households
- Equity / grant
- Debt
- 25 villages, 2500 households, productive end users and 150 employee

U Zaw Min
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CamSolar

- Mission description: Provide electricity to off grid communities using a plug & play solar technology.
- Technology: Smart Solar Home System
- Country of registration + Country/ies of operation: Cambodia
- In operation since 2017
- Stage of enterprise: Growth stage
- Number of employees: 6
- Impact in numbers: 100+
- Type of finance already accessed: US$50K in equity
- Type of finance sought: US$514K (either debt or equity or grants)
- Impact your enterprise can achieve with additional financing: 1000+

Interested to learn more?
Vireak Koy
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Win Theki Di Turbine

- To develop rural area
- Developing Hydro Power, Fabrication Turbine & Water Pumping and Supply
- Myanmar
- In operation since 2004
- Growth stage
- 5 to 10 employees
- 20 projects benefitting 10,000 households
- Type of finance already accessed: equity & grant
- Type of finance sought: debt (500,000 USD)
- More 7 villages (1,000 households)

U Khun Aung Myo (Hycem member)
aungmyoeng@gmail.com
Hybrid Social Solutions Inc.

- Empowering rural and marginalized communities by enabling access to sustainable solar-powered solutions.
- Solar
- Philippines
- In operation since 2010
- Growth Stage
- 53 Employees
- Impact in numbers ➔ 290,000 end-users
- Finance Accessed ➔ Debt/Equity/Grant
- Finance Sought ➔ Debt/Equity/Mezzanine/Grant
- Target ➔ 10% (2M end-users) of all 40k un-electrified villages (20M Filipino citizens)

Rodrigo Alarcón Duarte
Director of Program and Product Innovation
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