

»» Access to Clean Energy - Making it bankable -

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Bank aus Verantwortung

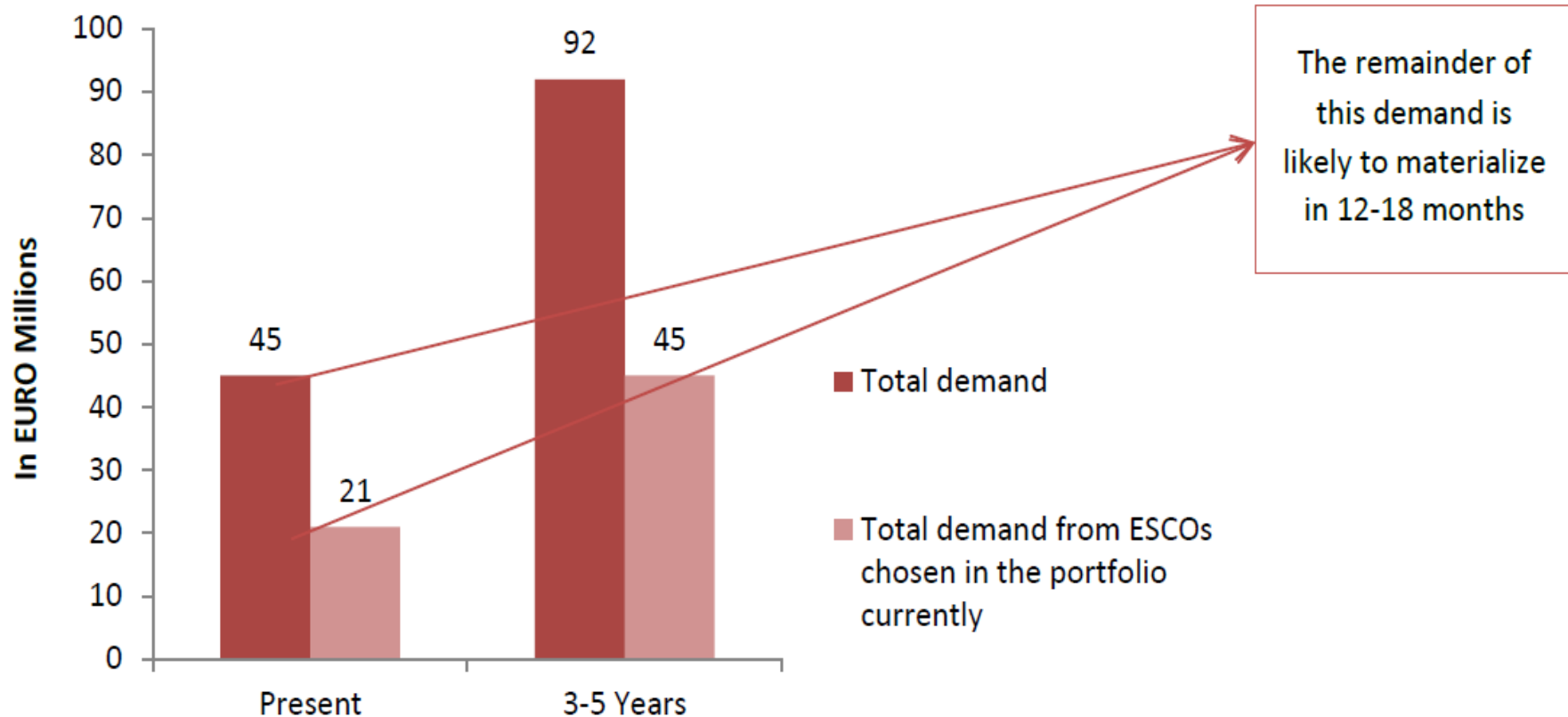
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»» Current business segments

Business segment	Business model
Pico and Micro Grids	Integrated ESCO* from generation to collection
Mini-Grids	a) Integrated ESCO from generation to collection b) Only generation and tie up with distribution ESCO
Solar home lighting system	Sale of assets (plus providing financing options to customers)
Solar pumping	a) Sale to farmers' associations b) Sale through government tenders



»» Estimated demand for debt in the next 3-5 years



Source: cKinetics, December 2014

»» Challenges



What if the grid comes?

- Structures in parallel
- Feeding into the grid, possibly different feed-in tariffs
- DISCOM takes over existing structure
- ...

Collateral

- Guarantee fund
- Buy-back of assets
- Escrow account
- ...

