Capacitation and Promotion of (women) Energy Entrepreneurs

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Indo-German Energy Program
Access to Energy in Rural Areas II (IGEN ACCESS-II)
Thursday, 15 June 2023

Track 1: Gender Equality in Clean Energy Development
Session 1.4: Accelerating Energy transition through women empowerment and entrepreneurship
**Indo-German Energy Program - Access to Energy in Rural Areas II (IGEN Access-II)**

**Objective:** The energy supply is improved in rural areas

**Budget:** Euro 6 million (BMZ funded)

**Focal Areas:**
- Support State governments in achieving overall energy security
- Scale-up proven distributed renewable energy business/financial models
- Support Village Level Enterprises (of which at least 50% are women) to disseminate DRE
- Improving access to finance for rural energy users and providers
- Adoption of DRE in specific conditions/sector
Promoting gender equality - Approach for gender mainstreaming
Business models

- Last mile distribution network
- Service providers of clean energy products

- DRE products integrated in livelihood activities

- Existing entrepreneurs powered by mini-grids for increased incomes by energy reliability

DRE Selling Agents

Services via DRE (stand-alone)

Services via DRE (mini-grids)
CAPACITY building and TECHNOLOGY

- Awareness generation and identification of women stakeholders who are interested in decentralized renewable energy applications
- Capacitation of >4500 women entrepreneurs for selling products and services from DRE
- Digital trainings – COVID response and facilitating conducive environment for capacity development
- Handholding for adoption of clean energy
- Focus on DRE products and services, business skills, financial plans and communication
Unlocking FINANCE for women entrepreneurs

- Associations with >11 loan providers
  - Formal financial Institutions (Nationalized Banks, Regional Rural Banks)
  - Microfinance Institutions, Non-Banking Financial Institutions (MFIs – NBFCs)
- Assistance provided to design and lend DRE-focused loans for end-users and business enterprises.

>100,000 women end users accessed loans to buy DRE products
Average loan size € 78

>760 women entrepreneurs accessed business loans for clean energy applications for livelihoods
Average loan size €483
Demonstrations to POLICY

- Central level: Experience shared with central Ministry for adoption into DRE policy for productive applications
- State level: Pilots undertaken with different state rural livelihood missions to demonstrate impact of DRE in livelihood enhancement
Infrastructure

• Open-Source Knowledge repository for DRE applications / technologies (India Renewable Energy Appliances Portal (I-REAP))

India Renewable Energy Appliances Portal (I-REAP) (thecleannetwork.org)

• Farm and Non-Farm value chain

• Application adopted by State Governments and process underway for adoption at national level
# Impact

The sample (813 Energy users and 269 VLEs) covered 13 states where the program is implemented. About 53% (265 numbers) of the women Village Level Entrepreneur showed 2 points increase in the standard of living when compared to the baseline scenario.

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<th>Impact indicators</th>
<th>Findings from field</th>
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<td><strong>Inclusiveness</strong></td>
<td>99% of village-level entrepreneurs are women mainly from socially marginalized communities (47%) and from the Below Poverty Line category (36%).</td>
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<td><strong>Relevance</strong></td>
<td>29% of the women VLE families got the first-time opportunity to earn income and support their families economically.</td>
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| **DRE Product cost**    | Through MFI Model- INR 2,699-13,599  
Through the Banking institution Model - Rs. 7000- Rs. 100,000  
Through Village Entrepreneur Model -Rs. 2,500- Rs. 5,000                                                                                                                                                                                                                                                                                                                                                           |
| **Sustainability**      | 58% of the users opted for repeat purchase of products and 53% of users expressed their preference for other DRE products for use in existing livelihood.                                                                                                                                                                                                                                                                                                                                                             |
| **Income Generated by VLEs from DRE Sales** | In the covid situation (2020-21) study period  
9% of the VLEs reported income exceeding Rs 5000/- per month.  
20% reported income in the range of Rs. 1000/- to Rs. 5000/ per month  
25% generate an income of up to Rs. 1000/- per month  
46% reported income of less than Rs 1000/- per month from DRE sales |
Thank You

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