

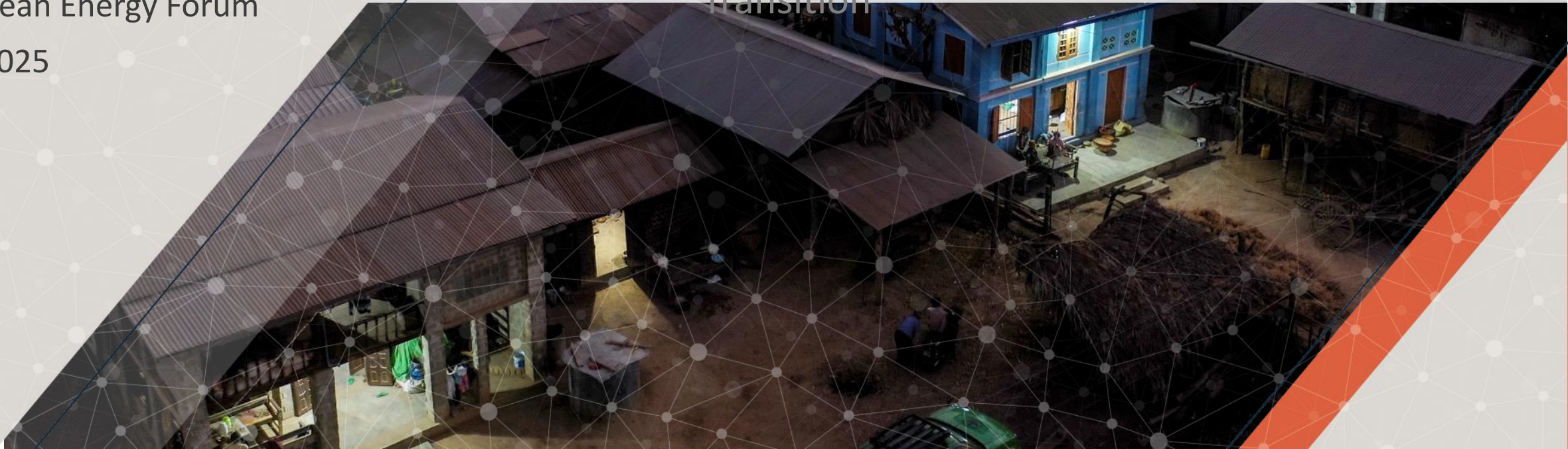


Smart Power
Myanmar

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Asia Clean Energy Forum
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The 10X Multiplier

The Missing Link in SEA's Clean Energy
Transition



Millions of SMEs. No Access to Financing. 10x Potential

HIGH ENERGY COSTS

UNBANKABLE

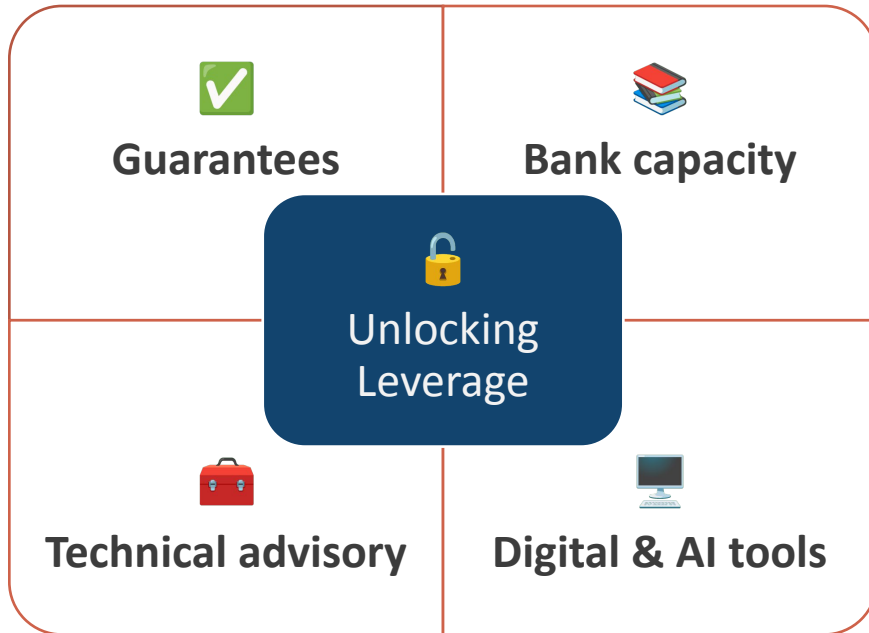
UNDERSERVED



Each one of these SMEs holds the potential to catalyze investments 10x - if we can unlock it.



Building an Ecosystem Around Guarantees



- *Low-cost, scalable, and ready to replicate across Southeast Asia.*
- *\$1 in guarantees → \$10 in investment*
- *Each element reduces friction, and amplifies the multiplier.*

Without Guarantees	With Guarantees
"Too Risky" ❌	✓ "Risk Covered"
"Not Enough Collateral" ❌	✓ "Let's Proceed"
"Application Rejected" ❌	✓ "Loan Approved"



We Built a Model that Works – in one of the hardest markets






80+	SMEs supported
10MW	Solar installed
0	Defaults
36	Months loan payback
10,000+	Livelihoods improved
10X	Leverage on invested capital



“After installing solar, both our electricity bill and diesel costs have been slashed by 50%” – Yan Naung Soe, CEO & Owner, Tun Tauk Naing Groundnut Oil Company

Low Risk. High Impact

Work with local banks. Deploy smart guarantees. Scale what works

-  **Grid-connected countries** still face *high tariffs* and *volatile fuel prices*
-  **Banks across SEA** often *lack experience with clean energy lending*
-  **Many SMEs** are *still unbanked or collateral-poor*
-  **C&I developers** struggle to close deals without creditworthy offtakers
-  **Renewable energy goals** require *private capital*, not just public subsidy



Put Guarantees on the Table. Now

- Visual: Map of Southeast Asia with solar icons expanding from Myanmar
- Subtext: *If it works in fragile markets, it can work anywhere*
- Finish strong:
- *Let's unlock the next wave of clean energy — from the ground up.*



SmartPower
Myanmar



building
local
promise.

Thanks to our supporters:



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Outline

As submitted to ACEF

Supporting local C&I markets is challenging. MDBs prioritize utility-scale projects, while philanthropic and other funders remain wary of concentrating risk. Yet, demand for distributed renewable energy (DRE) solutions is soaring, particularly among SMEs seeking energy security and cost savings.

A blended finance approach - de-risking local commercial banks with first-loss guarantees – is unlocking scale. Dedicated guarantee facilities reduce risk, lower financing costs, and crowd in private investment for DRE, leveraging every guarantee dollar 10x.

In Myanmar, first-loss guarantees have successfully enabled local banks to lend to SMEs, reducing costs and enhancing resilience. This approach, combined with training for banks and enhanced use of digital tools, has bridged the financing gap for businesses that would otherwise struggle to access capital.

- To achieve SEA's decarbonization goals, public and private partners must act now. The solution is clear: work with local banks, unlock private capital, and scale the next wave of DRE investment.



Using this
template

How to use this template.

This PowerPoint template has been designed to apply a more consistent, uniform brand impression. It supercedes any previous templates.

It is built flexibly and will automatically apply Smart Power Myanmar's colours and fonts when adding new slides.

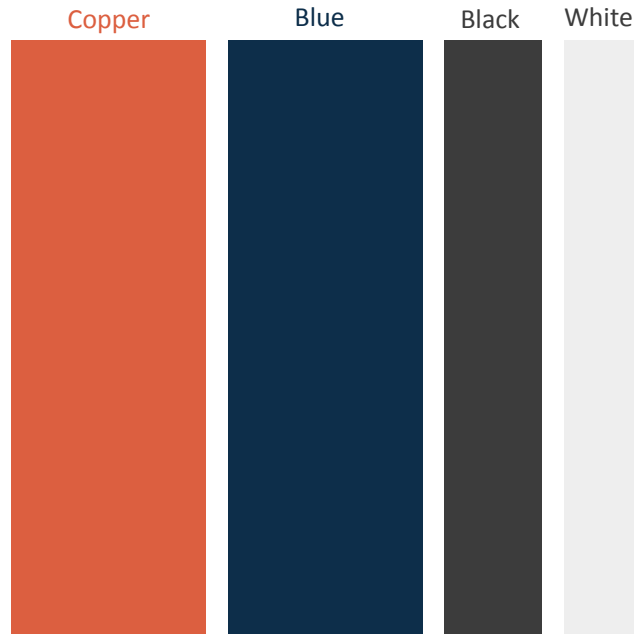
The following slides contain visual elements that you can use to make your slides more visually appealing. If you require additional resources, please contact Angus.

Pro Tips

- **Slide options:** To access the various cover, body and sectional options, use the "Slides" and "Layout" menu in the ribbon above.
- **Customisation:** If you see a graphic in the template slides that you like, but need to alter it, you can find it in the Slide Master. Learn how to access that [here](#).
- **Don't distort:** When resizing, hold the "shift" key down to maintain the correct proportion.
- **Less is more:** Audiences can only consume a limited amount of information. Try breaking your slides up or, even better, deleting unnecessary content.

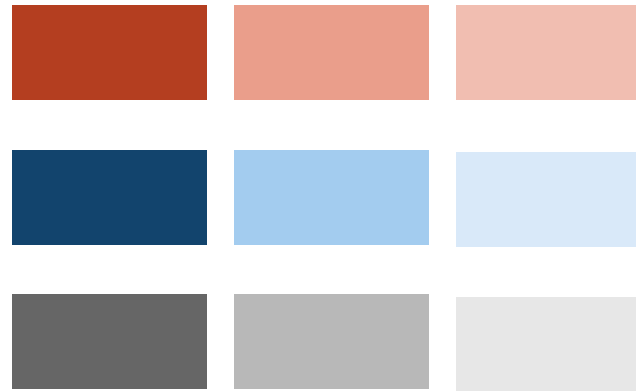
Smart Power Myanmar's colour palette and design elements.

Primary colours



Among the primary colours, orange and blue should be used the most prominently. The others can be used more sparingly.

Secondary colours



These colours should be used to complement the primary colours. All should be used sparingly.

Fonts

Calibri Light

Cambria

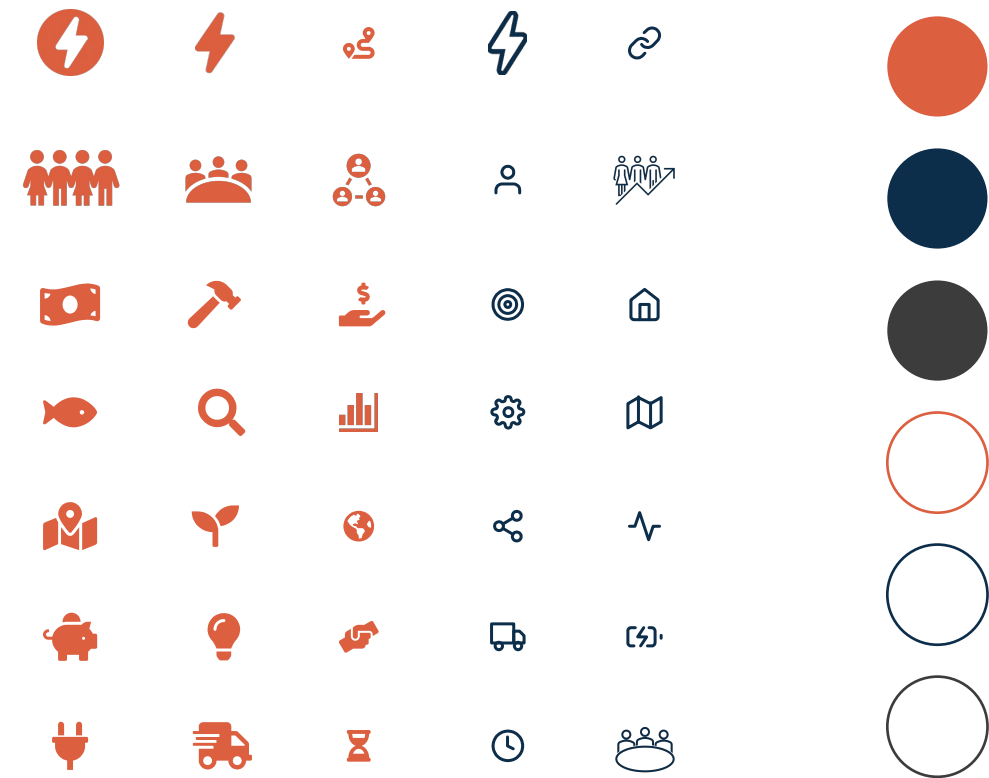
Calibri Light should be used in the most instances. The font should not be bolded or italicized unless necessary. Text hierarchy should be established through size and/or colour.

Cambria may be used if necessary, but only after Calibri has been tried first.

For additional information about the fonts, colours and other features that help Smart Power Myanmar maintain a consistent brand, please see the full Brand Book.

Additional design elements.

Use the elements on this page to help communicate your message. Remember – less is more.



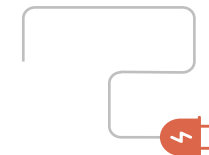
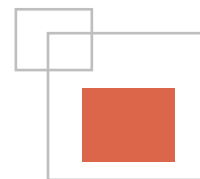
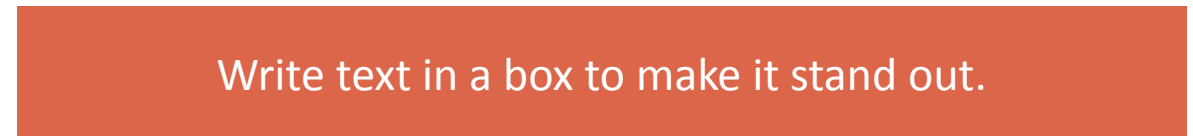
The icons above can be re-sized and re-colored using the 'shape fill' or 'line fill' tools. Feel free to place a white version on a holding shape, like a circle, for more variety. When changing colours, please use Smart Power Myanmar's brand palette.

Other elements

Place a small coloured bar on the edge of photos to make it fit the Smart Power Myanmar brand – see the example below:



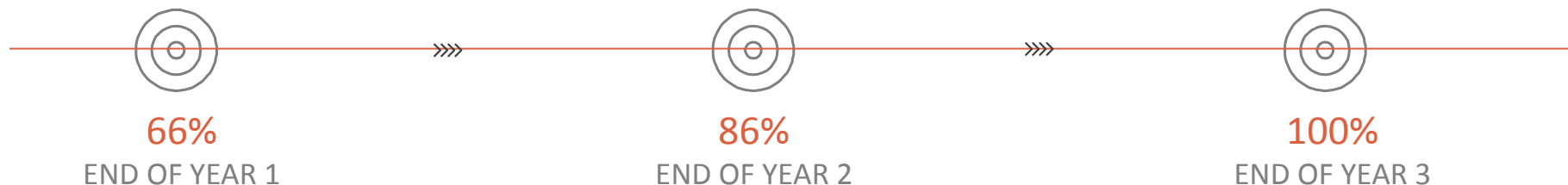
You can also use the below elements:



Example
slides.

World Bank mature load targets

Load targets as specified in feasibility studies.



VILLAGE	COMMISSION DATE	MATURE LOAD TARGET (Nov 2020 – Jan 2021)	AVG. MATURE LOAD ACHIEVED (Nov 2020 – Jan 2021)	REMARKS
Ah Lel Man (100.8kWp)	June 2020	45%	114%	Target exceeded
San Pan Pauk (94kWp)	Feb 2019	82%	105%	Target exceeded
Kyein Ni Taung (168kWp)	July 2020	42%	56%	Target exceeded
Naung Pin (100.8kWp)	July 2020	42%	34%	Not achieved
Ye Kan Aw (134kWp)	Oct 2020	33%	79%	Target exceeded

Monthly engagement with developers

Services provided

- Consumption analysis
- Technical advice surrounding grid health, load management, grid sizing and extension
- Micro-business advisory support, including on the development of new productive loads
- Financing recommendations
- Data management

KCKM	Consumption analysis Grid health technical support Productive load advisory
Techno-Hill	Consumption analysis Grid health technical support Data management
Talent & Technology	Consumption analysis Mini-grid expansion advisory
Mega Global Green	Initial engagement
Yoma Micropower	Productive load development

Productive loads – next steps

- Demand generation handbook
- Myanmar specific micro-business models
- Site selection criteria
- Developers' engagement
- Technical optimization
- Data management
- Load management
- Pilots in 4-5 sites
- Value chain analysis and market linked micro-businesses
- Scaling to other villages



Note: The activities in orange can be better managed with onsite presence.

