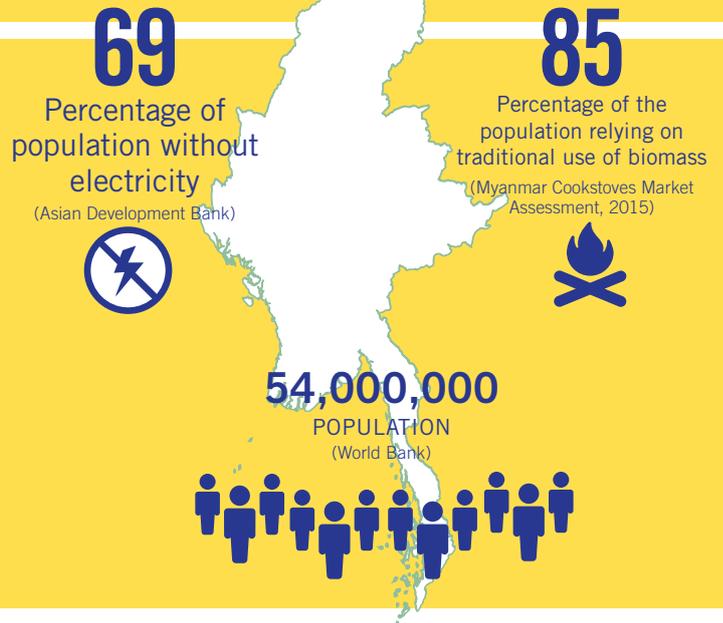


ENERGY ACCESS SITUATION IN MYANMAR

Over 69 percent of the 54 million people in Myanmar have no access to electricity while around 85 percent of the population rely on traditional use of biomass for cooking. **WHERE MODERN ENERGY SERVICES ARE UNAVAILABLE, PEOPLE RESORT TO EXPENSIVE AND UNSUSTAINABLE SYSTEMS**, which can exacerbate energy insecurity and leave communities more vulnerable to the effects of poverty.

Thanks to recent technological developments, efforts to widen access to clean energy now depend less on technology and more on financing arrangements, backed by a policy environment that is focused on serving low-income households.



Solar energy provides lighting for evening studies (© UNCDF / Greenlight Planet)

GOVERNMENT TARGETS ON ENERGY ACCESS

The Government of Myanmar is improving the energy access situation and has set the following targets:

- **Universal access to electricity by 2030.**
- **Intermediate electrification milestones: 50% in 2020, 75% in 2025 and 100% in 2030.**

CleanStart supports the Government of Myanmar in achieving these targets.

CLEANSTART STRATEGIC INTERVENTIONS IN MYANMAR



Co-invest in innovations in the business model of three clean energy service companies

to reduce risks and speed up the trial and deployment of the innovations and prepare them for the next round of financing from impact investors or commercial debt.

The three companies that were selected by the Investment Committee of the CleanStart Energy Access Window, organized in collaboration with UNCDF SHIFT's Challenge Fund, are:



BioLite: which designs, manufactures, and markets an advanced electricity-generating biomass cookstove.



Brighterlite: which will lease out high-quality solar home systems using a fee-for-service business model.



Greenlight Planet: which will introduce pay-as-you-go, "Easy Buy" payment plans for solar lamps and pico solar home systems.

UNCDF CLEANSTART energy access challenge fund window

UNCDF CleanStart, in collaboration with UNCDF SHIFT's Challenge Fund, opened at the end of 2015 an energy access challenge fund window for Cambodia, Myanmar and Uganda to:



Support financial institutions and other enterprises to achieve breakthroughs in consumer financing and/or energy value chain financing.



Support proven entrepreneurs and management teams to keep innovation firmly on their current agenda while building out their businesses for future growth.



Support innovations that will have a ripple effect in the whole market and inspire others to adopt winning strategies.

BIOLITE



WWW.BIOLITEENERGY.COM

OBJECTIVE: To design, manufacture, and market advanced consumer energy products that meet the critical needs of off-grid communities.

COMPANY: Social enterprise established in 2010; commercialized 15 unique cooking, charging, and lighting products; to date produced and sold hundreds of thousands of units in over 80 countries.

INNOVATIONS: Innovative clean, electricity-generating biomass cookstove product.

“CleanStart’s co-investment in BioLite is enabling us to test the viability and scalability of the Myanmar market for our clean, electricity-generating biomass cookstoves. In addition, CleanStart support has accelerated our partnership with a key distribution partner.”

DR. ETHAN KAY, MANAGING DIRECTOR OF EMERGING MARKETS, BIOLITE

BRIGHTERLITE



WWW.BRIGHTERLITE.COM.MM

“Brighterlite investors appreciate the CleanStart co-funding, as it helps reduce the equity funding needed before we reach the scale when debt funding of assets kicks in.”

MARTIN HAMANN, CEO, BRIGHTERLITE MYANMAR

OBJECTIVE: To lease out high-quality solar home systems to off-grid, low- and middle-income households in Myanmar.

COMPANY: Brighterlite sells mobile-powered Pay-As-You-Go (PAYG) solar electricity to customers in Pakistan and Myanmar (where it is partnering on mobile payments and distribution with leading mobile network operator Telenor).

INNOVATIONS: Providing access to affordable solar electricity to low-income households in off-grid areas through leasing out high-quality solar home systems employing a fee-for-service business model.

GREENLIGHT PLANET



WWW.GREENLIGHTPLANET.COM

OBJECTIVE: Reach off-grid homes in Myanmar with an innovative financial solution to make good quality solar lighting truly affordable to its most important demographic: the families that live in rural Myanmar with little or no electricity access.

COMPANY: Founded in 2007, has already lighted more than 5 million homes globally, and is well on its way to spearhead innovation within the entry-level, off-grid solar lighting industry.

INNOVATIONS: Introducing pay-as-you-go ‘Easy Buy’ payment plans for solar lamps and pico solar home systems, making solar products affordable to poor households.

“As a company, we are excited about the opportunity that the CleanStart Challenge Fund provides us. It helps us truly accelerate our business model and reach deep interiors of Myanmar and give the off-grid population lighting that they deserve: clean, efficient and affordable solar lighting in a very short space of time.”

BEN MATHEW, SALES DIRECTOR-ASIA, GREENLIGHT PLANET, INC.