

*Scaling-up off-grid renewable energy technology
deployment- Regulations and Market development*

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Why has it not happened?

- Financial Risk – Who will bell the cat?
 - Leading to hesitation among Financial Institutions and local entrepreneurs.
- Lack of Financial Innovation
 - Large and small financial institutions are unable to visualize the long term gains thus leading to absence of financial innovations.
- Technological Innovations
 - Manufacturers are unable to judge the needs of the end-users thus leading to absence of product innovations.
- Lack of Knowledge & Awareness
 - The needs of the end-users are not known and the end-users don't realize the benefits of the technology.

How can Energy Services reach the poor....

- Look out for scenarios of how and what energy services can make sense for the poor:
 - Design of need based products leading to income generation.
 - Policies need to be based on ground realities
- Financing
 - Financing for the poor needs to be designed according to their existing type of income and future increase in income because of the desired energy service.
- Design linkages for the poor via:
 - Existing financial institutions
 - Self Help Groups

Somebody has to do the trailblazing....