

AFFORDABILITY, BUSINESS MODELS AND SUPPORT SCHEMES FOR OFF-GRID RENEWABLE ENERGY SYSTEMS”

International Off-Grid Renewable Energy Conference
1-2, November 2012
Accra, Ghana.



Eng: Gamini Swarnapala

Deputy General Manager

Sarvodaya Economic Enterprise Development Services (Gte)Ltd: Sri Lanka



Effective and Innovative Business Models.

What Viability for Privately led Initiatives ?

Out line

- Country Overview
- Energy situation
- Renewable energy
- What is SEEDS ?
- Financing
- SEEDS involvement
- Business Models
- Problems encountered
- SEEDS Achievements
- References



Country overview

- **Geography**

- An Island in the Indian Ocean.
- Total land area – 65,610 sq: km.
- Average temperature – 27c lowlands)- 14c(Centralhills),
- Average rain fall – 2,000mm.No of average rainy days/year – 90

- **Demography**

- Population- 21mn, Literacy rate- 92%,
Households with electricity- 95%, Per capita
electricity consumption- 480.3 kWh.



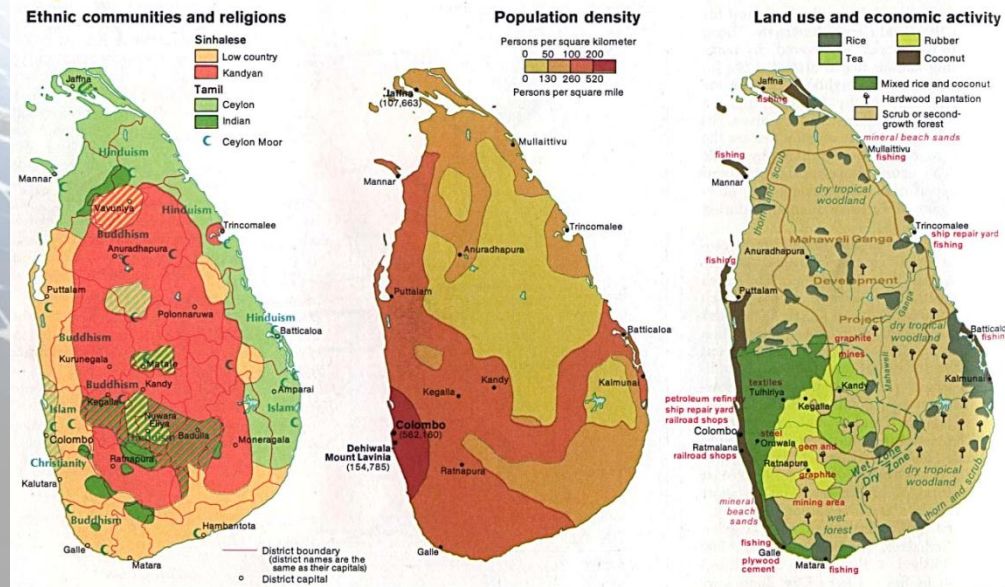
Country overview

• Economy

- Lower income economy in the South Asia Region. Contributors to GDP- Agriculture, Industry & Services. Popular tourist attraction. GDP at current market prices – USD 60.0 Bn. Per capita GDP at market prices – USD 2,836

• Poverty

- People living below the poverty line in 2009/10- 8.9%



Energy situation

- Composition of Primary energy 59% of primary energy met by renewable energy.
 - Biomass – 47%
 - Hydro – 12%
 - Imported fossil fuel- 41%

Composition of secondary energy

- Biomass – 57%
 - Petroleum – 34%
 - Electricity – 9%
- Share of commercial energy in secondary supply- 43%
 - Losses in conversion, transmission & distribution – 20%



Renewable Energy

- Biomass
- Solar
- Wind power
- Biogas
- Mini-hydro





What is SEEDS?

- Economic wing of Sarvodaya movement
- Commenced in 1986, a registered Company
- Has more than 2500 Societies at present with 150,000 members
- Society deposits SLR 3.2 Bn , Loan o/s SLR: 3.9 Bn
- 22 Districts, 64 Branches
- Total staff 899 Field Staff 456

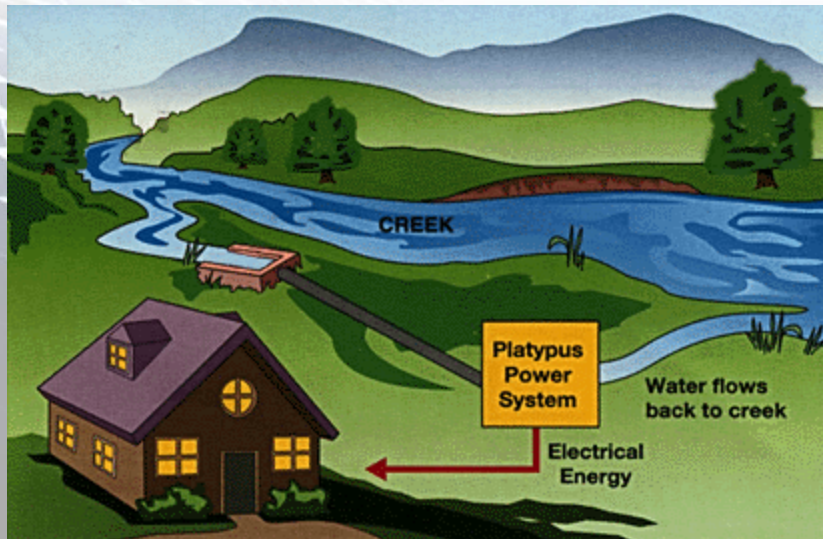
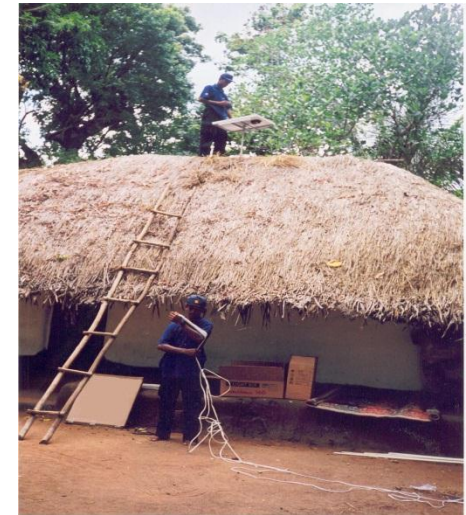
Financing

- Energy Service Delivery Project (ESD)
- Renewable Energy for Rural Economic Development (RERED)
- Renewable Energy for Rural Economic Development Additional Finance (RERED – AF)
- Banks & Financial Institutions



SEEDS Involvement

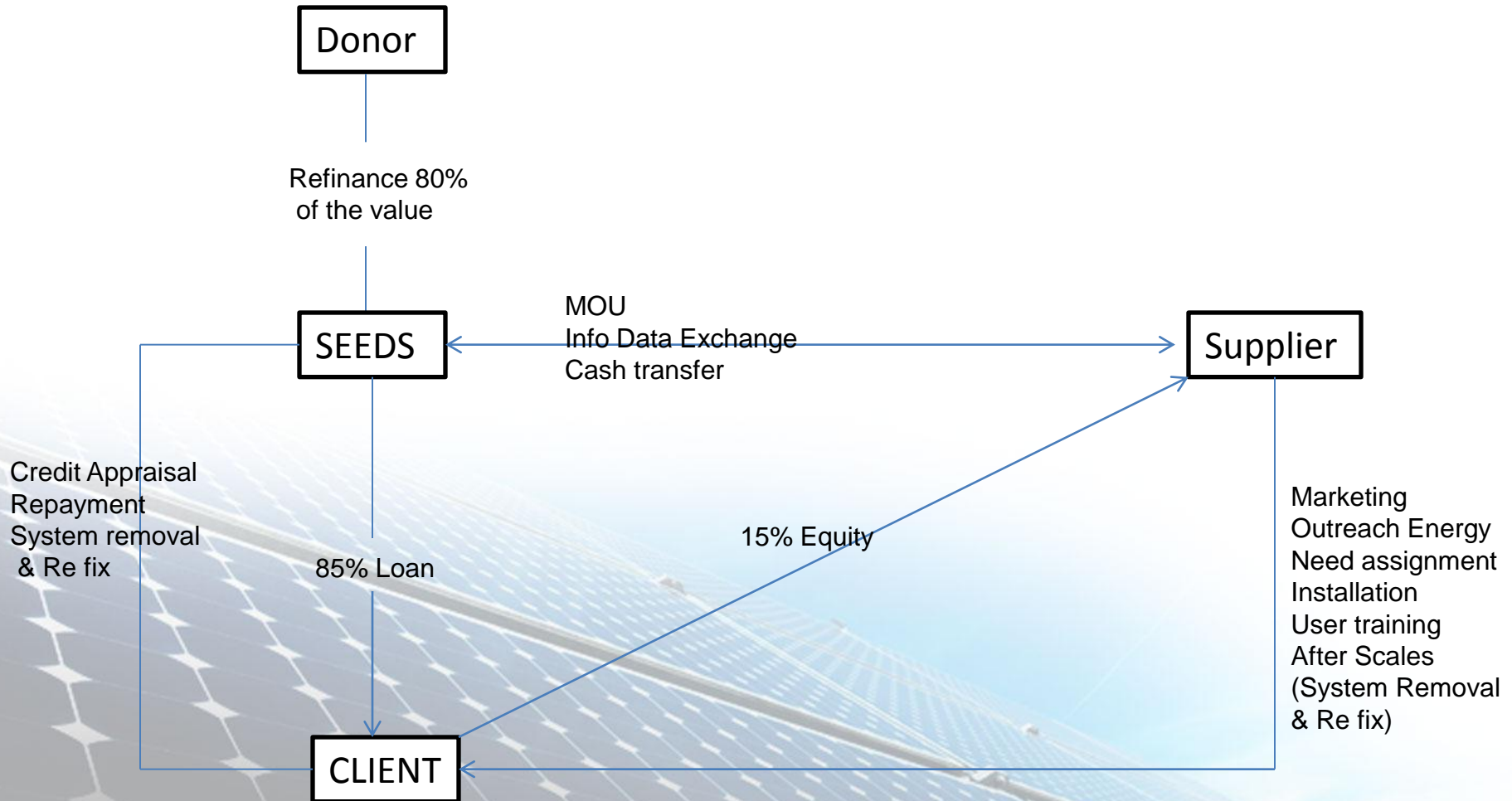
- 1) Lending for SHS
- 2) Grid Power Connection Loans for very poor
- 3) Community Lending for Micro Hydro Projects



SEEDS Involvement

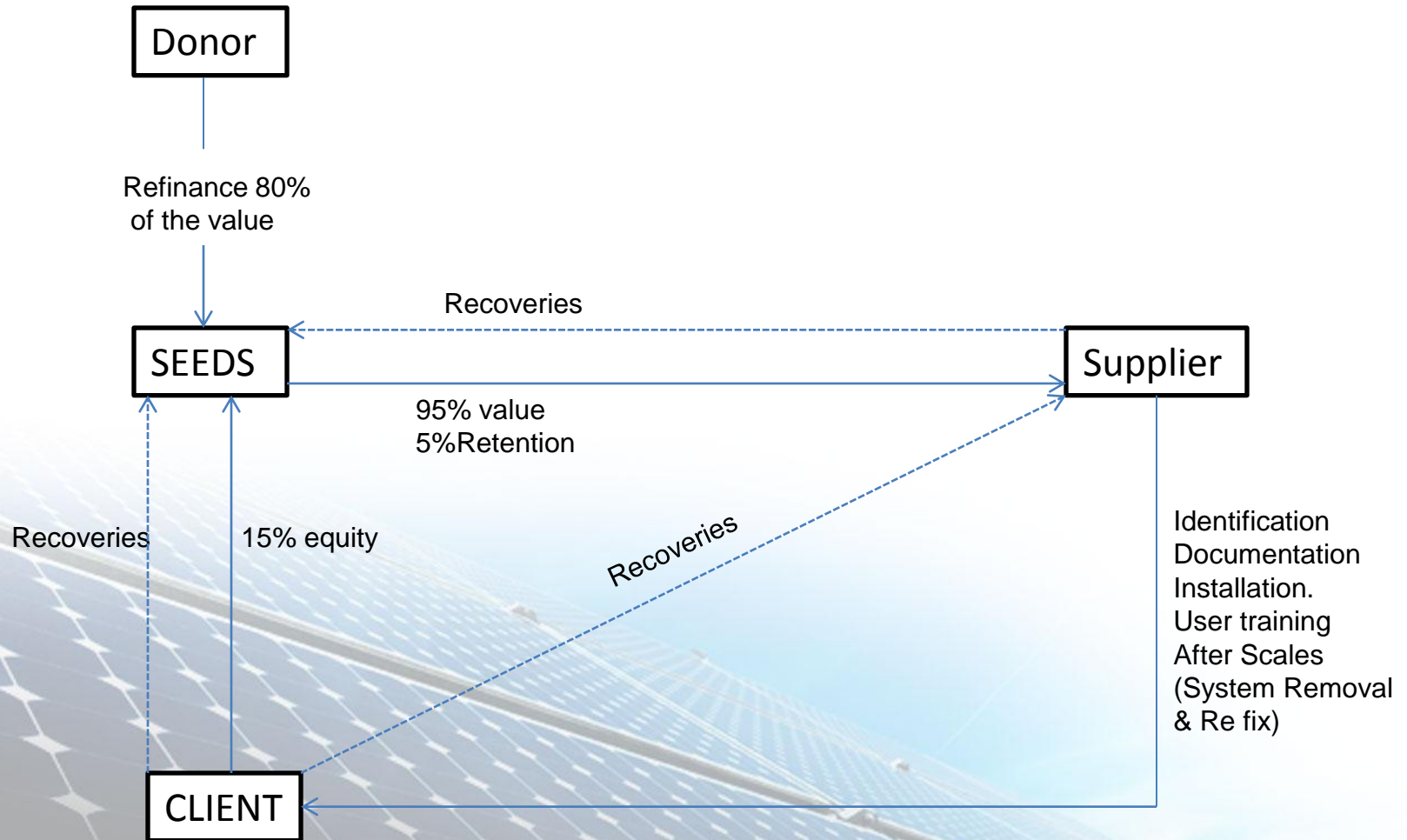


Model - 1



Relationships in Solar Loans-Model 1

Model - 2



Relationships in Solar Loans-Model 2

Model - 3

- Loans for Grid Connections

Estimated Amount Paid to Ceylon Electricity Board as a Loan

Repayable within 36 months

Two Personal Guarantees



New Proposal

- 3 no:s LED lights
- B&W TV Socket
- Radio/ Mobile charger



Cost:- USD 115 (SLR: 15,000/=)

50% Subsidy equitant to present kerosene oil subsidy given to
“Samurdi” recipients (Poorest people)

50% Equity contribution out of a loan

Problems encountered

- Technical
- Financial
- Policy
- Institutional

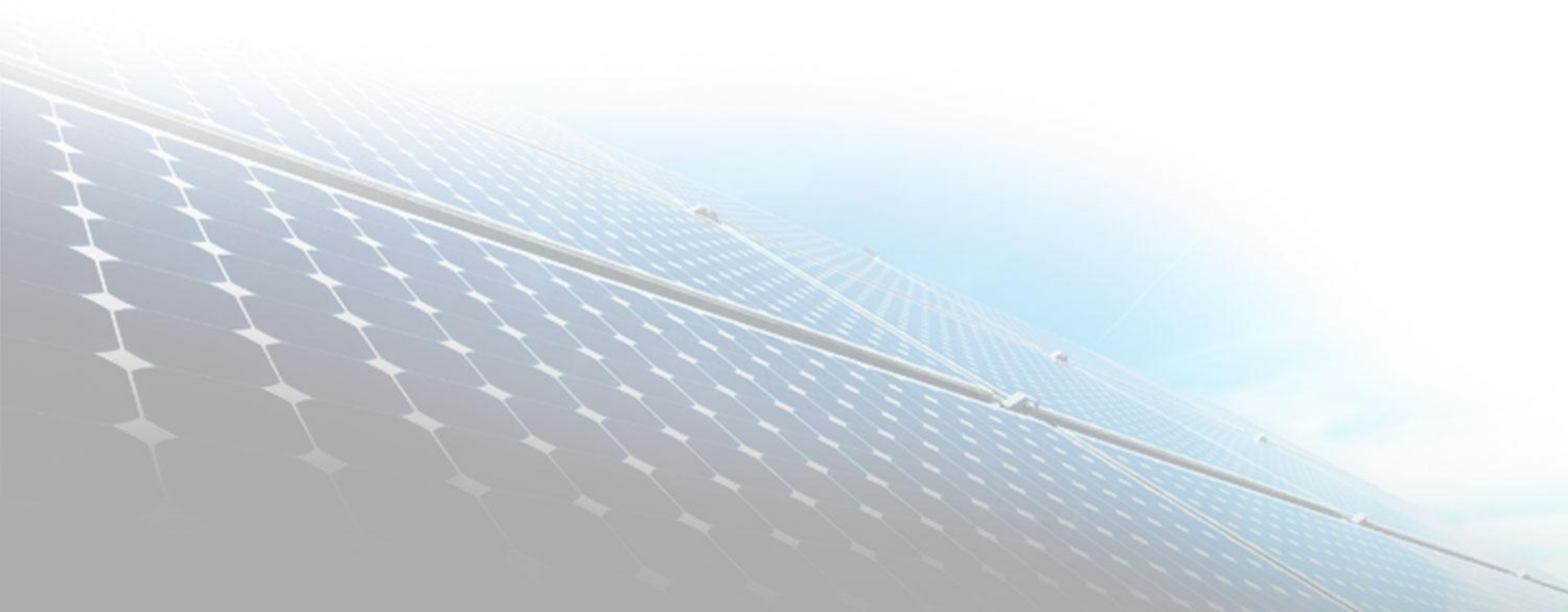


SEEDS Achievements

- Won the “6th Ashden Award”(UK) in 2006 for Productive uses of Light
- SEEDS granted highest no of LNs for SHS
- Internationally and Locally recognition & publicity
- Shared the experience with other Countries
- CNN, BBC, and some other Media telecasted SEEDS Renewable Energy Projects
- Many Organizations conducted Surveys & Published Reports

Refferances

- www.energy.gov.lk
- www.seeds.lk
- Sri Lanka Energy Report prepared for APCTT – June 2009



thank{you}

Eng: Gamini Swarnapala

Justice of Peace – All Island

FIIESL(SL) I.Eng:, FBMA (UK), MBA

Deputy General Manager

Sarvodaya Economic Enterprise Development Services (Guarantee) Limited
Sri Lanka

