

## Renewable Energy for providing energy access in rural Mali

Learning from successful experiences in Mali.

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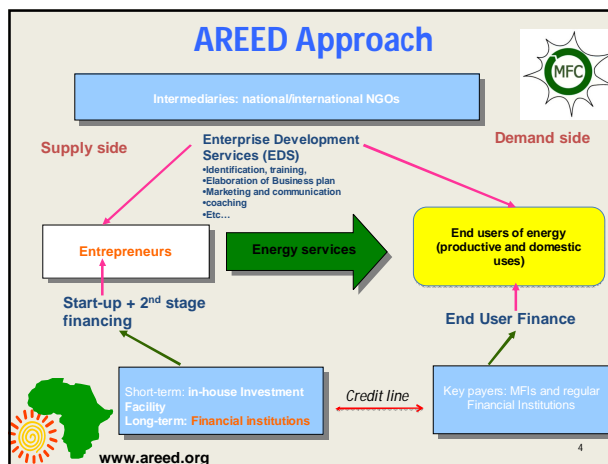
HELIO & INFORSE Side-Event, COP18

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Mali-Folkecenter Nyetaa and its partners are working on the ground with communities to pilot models that help bridge the gap between energy providers and energy end-users (The African Rural Energy Enterprise Development-AREED).

- The AREED approach has been implemented in Mali, Senegal, Ghana, Zambia and Tanzania
- **On the Supply side:** It combines Enterprise Development Services (EDS) with start-up finance to stimulate enterprise creation in the RE sector
- **On the Demand side:** It provides End User Finance to stimulate the productive uses of the energy supplied by the entrepreneurs



## Innovative finance:

... through a micro finance institutions which is providing appropriate finance in rural areas for productive use of energy

MFC developed appropriate financial products & services adapted to local conditions & needs

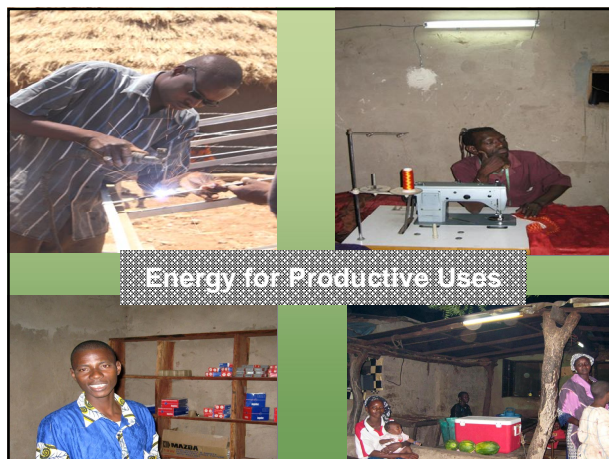
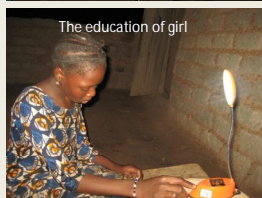
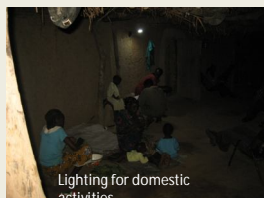
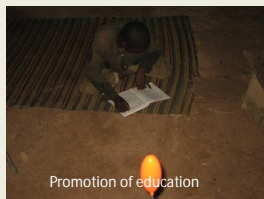


## Using the AREED approach:

- ✓ A **solar lighting kits distribution chain** has been developed. The clients has two options to acquire the solar kits:
  - Payment by cash or,
  - Sign a credit agreement with the MFIS. The client must be member of the cooperative, or guaranteed by one other member of the cooperative,
- ✓ This model **allow women cooperatives to become retailers of the solar kits** among their members,
- ✓ It also allow **small villages to get access to better lighting** system (versus kerosene lamps)



## Benefits for End Users



## Lessons learnt

These experiences demonstrate that:

- If **Rural poor can access funding through appropriate financial mechanisms** that enable them to pay by installments, **they can be valuable providers and consumers of renewable energy services** on a commercial basis and not as charitable recipients,
- There is **potential for incubating socially-owned, profitable and sustainable business in the RE Sector** through local retailers, cooperatives, etc



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Awnitie from Mali, MERCI, Thank You

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