



HPNET
HYDRO EMPOWERMENT NETWORK

MINI-GRID FINANCING
ENABLING THE ROLE OF LOCAL BANKS

MINI GRIDS WEBINAR SERIES 2019

WEBINAR 2

28 JULY 2019

MINI-GRID WEBINAR SERIES 2019

WEBINAR 1

MINI-GRID RELIABILITY: THE ROLE OF TRAINING CENTERS FOR MICRO/MINI HYDROPOWER
MARCH 2019

WEBINAR 2

MINI-GRID FINANCING: ENABLING THE ROLE OF LOCAL BANKS
JUNE 2019

WEBINAR 3

MINI-GRID SUSTAINABILITY: TRANSITION TO ENTERPRISE-BASED MICRO HYDRO
SEPTEMBER 2019

WEBINAR 4

MINI-GRID PLANNING: DATA MAPPING TOOLS FOR MULTI-ACTORS
DECEMBER 2019

HYDRO EMPOWERMENT NETWORK (HPNET)



KNOWLEDGE EXCHANGE

Capacity building events (online and in-person)
Knowledge exchange tools for multi-actors
South-South and peer-to-peer exchange



STRATEGY ADVOCACY

Platform for local practitioner voices
Multi-stakeholder facilitation
Data and mapping to quantify impact



THEMATIC FOCUS AREAS

Technology and skills advancement
Socio-environmental sustainability
Enabling financing and policy for scalability



PARTNER



www.wisions.net

WISIONS promotes the transition to sustainable energy systems in the global South. Its mission is to empower individuals and communities to transform the production and use of energy so that it effectively enables sustainable development.

The initiative is run by the Wuppertal Institute, a German think tank, and has been supported by the Swiss-based foundation ProEvolution since its inception in 2004.

In addition to supporting HPNET, WISIONS has supported a multitude of pico and micro hydro projects and knowledge exchange.

More info: <http://wisions.net/pages/seps-energy-projects>

PARTNER



www.energypedia.info

EnergyPedia UG is a non-profit organization that runs and maintains the wiki-based platform, www.energypedia.info.

It is an online platform for collaborative knowledge exchange on renewable energy, energy efficiency and energy access in the context of development cooperation.

You can access the following resources, developed in collaboration with HPNET, pertaining to small-scale hydropower:

[Micro/Mini Hydropower Library \(MHL\)](#) – A collaborative, searchable repository of publications and multimedia on micro/mini hydropower for energy access around the globe.

[Mini-grid Webinar Series 2017](#) – Prequel to this webinar series, the 2017 series featured mini-grid **technology differentiation, grid-interconnection, and productive end use.**

[Hydro Portal on energypedia](#) – A gateway to all hydropower information on energypedia.

MODERATOR

RANISHA BASNET



Ranisha Basnet has 5+ years of experience in knowledge management in the off-grid renewables sector. She has worked with various national and international organizations to develop different knowledge products (webinars, database and knowledge portals) and also designed campaigns to raise awareness about trending off-grid energy topics. Currently she is writing her master thesis on " Gender and Renewable Energy Mini Grids" and is attending the master program, Renewable Energy Engineering and Management at the University of Freiburg, Germany.



ENERGYEDIA

Short Poll #1

THEMATIC DISCUSSANT

DIPTI VAGHELA



Dipti Vaghela is the co-founder and manager of the Hydro Empowerment Network (HPNET), a south-south knowledge exchange platform that advances policy, technology, and socio-environmental aspects of small-scale hydropower across ten countries, since established in 2013. Dipti brings sixteen years of experience in developing decentralized renewable energy solutions for rural electrification in S/SE Asia, bridging communities, local entrepreneurs, field-based NGOs, policy makers, and funding agencies. Based in Myanmar, she supports and learns from Myanmar's indigenous micro/mini hydropower, biomass energy, and PV-irrigation practitioners. Dipti holds a Bachelor of Science in Mechanical Engineering from the University of California, Berkeley and a Master of Science in Environmental Studies from San Jose State University.

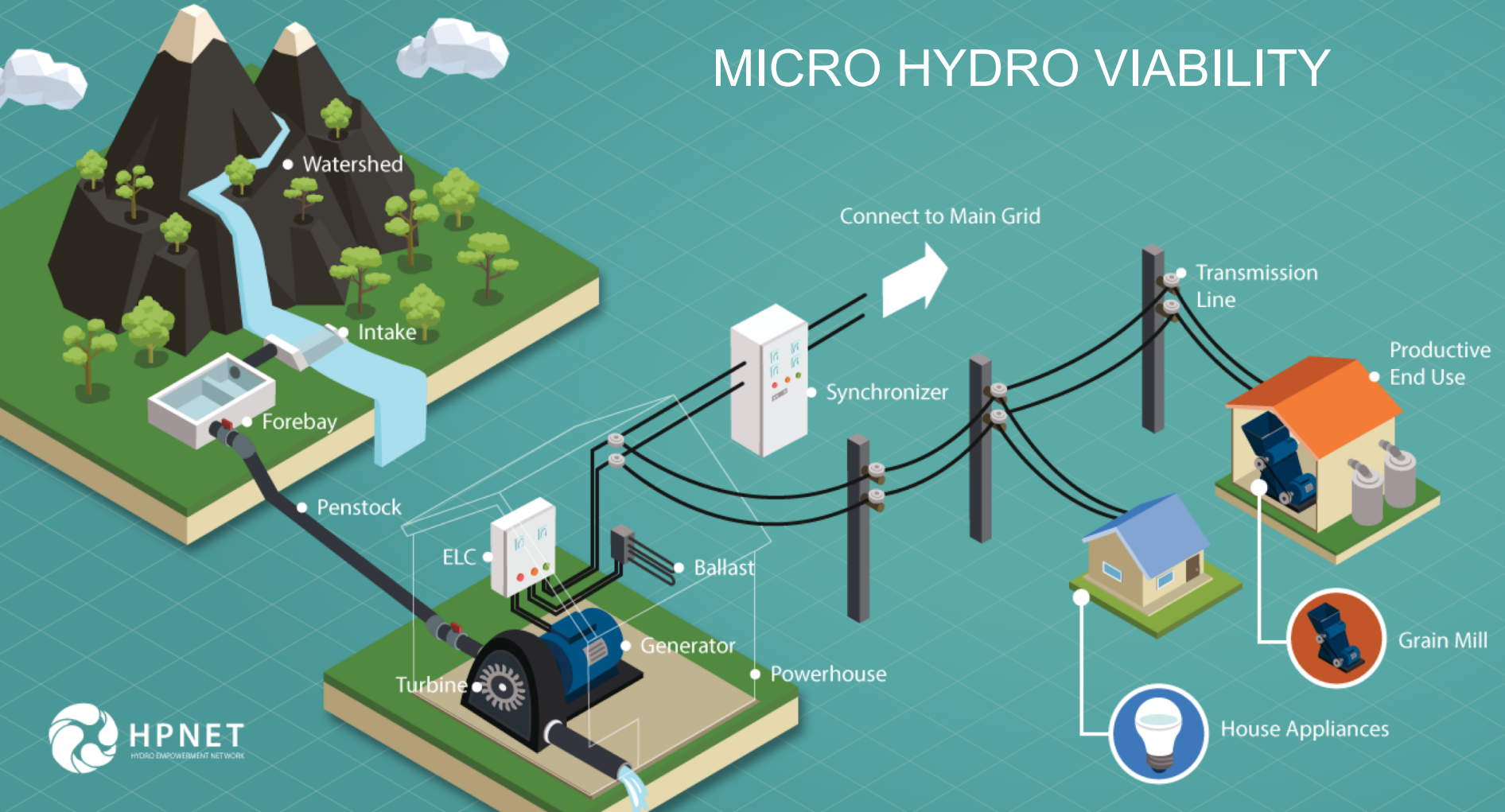


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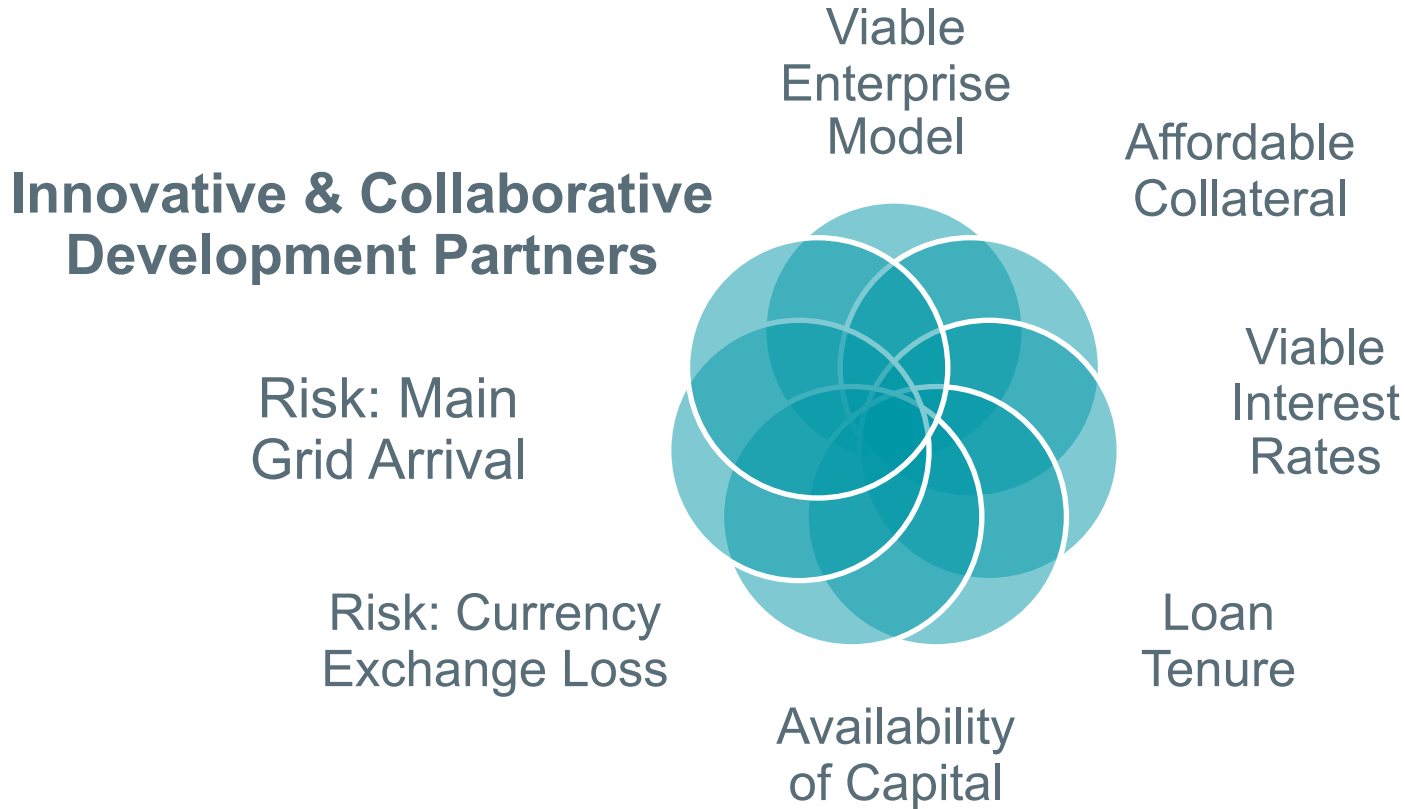
MICRO HYDRO VIABILITY



WHY ACCESS TO CREDIT?

- **Grant-based** mini-grids can be **short-lived**
 - **No accountability** for financial and economic viability
 - Minimal or **no revenue** generation
- **Credit** mandates **enterprise-based** mini-grids.
 - **High productive end use** → Starting from project conceptualization
 - Ownership and management → Local Social **Enterprise models**
 - Revenue is generated → **Long-term** O/M and rehabilitation when required
- **Hindsight Voices: Nepal, Indonesia, Indonesia**
 - HPNET Panel: IRENA IOREC 2018
 - HPNET Deep Dive: ADB ACEF 2019

ACCESS TO FINANCING FOR MINI-GRIDS



Short Poll #2

SPEAKER 1

KAPILA SUBASINGHE



Mr. Kapila Subasinghe is Vice President (Specialized Project Lending)/Head of Consulting, DFCC Bank and former Project Director of the World Bank and Global Environment Facility funded Renewable Energy for Rural Economic Development (RERED) Project of the Government of Sri Lanka. Mr. Subasinghe has 25 years of experience in project management and lending. At DFCC Bank he has served both in SME and Corporate sectors, specializing in project financing including lending to off-grid and grid-connected renewable energy sectors. Further he has served in the Project Management Department managing national level credit lines to Sri Lanka from multilateral agencies. At present he serves as Manager, Project Implementation Unit of the ADB funded Rooftop Solar Power Generation Project of the Government of Sri Lanka. He has been a resource person to many local and international renewable energy forums, including for delegations to Sri Lanka from Asia and Africa to study the Sri Lankan renewable energy model. Mr. Subasinghe holds a degree in civil engineering from University of Moratuwa, Sri Lanka and is a Fellow Member of the Chartered Institute of Management Accountants, UK.



DFCC BANK, SRI LANKA

SPEAKER 2

DINESH DULAL



Mr. Dinesh Dulal has completed a Master's Degree in Management and Bachelor's Degree in Law. He has spent almost 18 years in banking sector, out of which he has spent more than 10 years in renewable energy financing. Currently, he is the Department Head of Energy and Development Organization Department at NMB Bank Ltd., Kathmandu, Nepal. He has played an instrumental role in renewable energy financing including micro hydro project financing.



NMB BANK
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NMB BANK LTD., NEPAL

SPEAKER 3

MARGARITA MANZO



Ms. Margarita Manzo is an energy finance specialist and has a background in both early-stage financing as well as corporate and project finance for utility scale projects in Southeast Asia, East Africa, and Sri Lanka. Having worked at an impact fund, an investment bank, a large developer, and a start-up, she has seen the various issues companies and projects face to get funded. She is driven by a passion for getting projects off the ground and would like to see great startups focus less on fundraising and focus more on execution. She is currently developing a data-driven platform to connect investment-ready early stage energy companies with potential funders. Margarita was most recently the Senior Investment Manager at Nexus for Development, where she managed Nexus's portfolio of funds dedicated to supporting Asian energy, water, and sanitation enterprises serving underserved populations. She continues to serve as a consultant to the Nexus team. Margarita holds an MBA degree and an Energy & Finance Certificate from HEC Paris and a Bachelor's Degree in Management Engineering from Ateneo de Manila University.

LOCAL BANK FINANCING – KEY TAKE AWAYS



BEST PRACTICES TO OVERCOME CHALLENGES

- Reluctance of local banks can be overcome through technical assistance and enabling regulatory frameworks.
- An integrated approach among multi-actors is required to address gaps..



THE CASE OF NEPAL

- Nepal has developed multiple programs that enable financing for mini-grids.
- Government and international development partners have a critical role in enabling local banks and mitigating risks.



CRITERIA FOR MINI-GRIDS DEVELOPERS

- Three components of a bankable project: Enterprise, Impact, and Financials.
- Data to prove viability is critical.

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