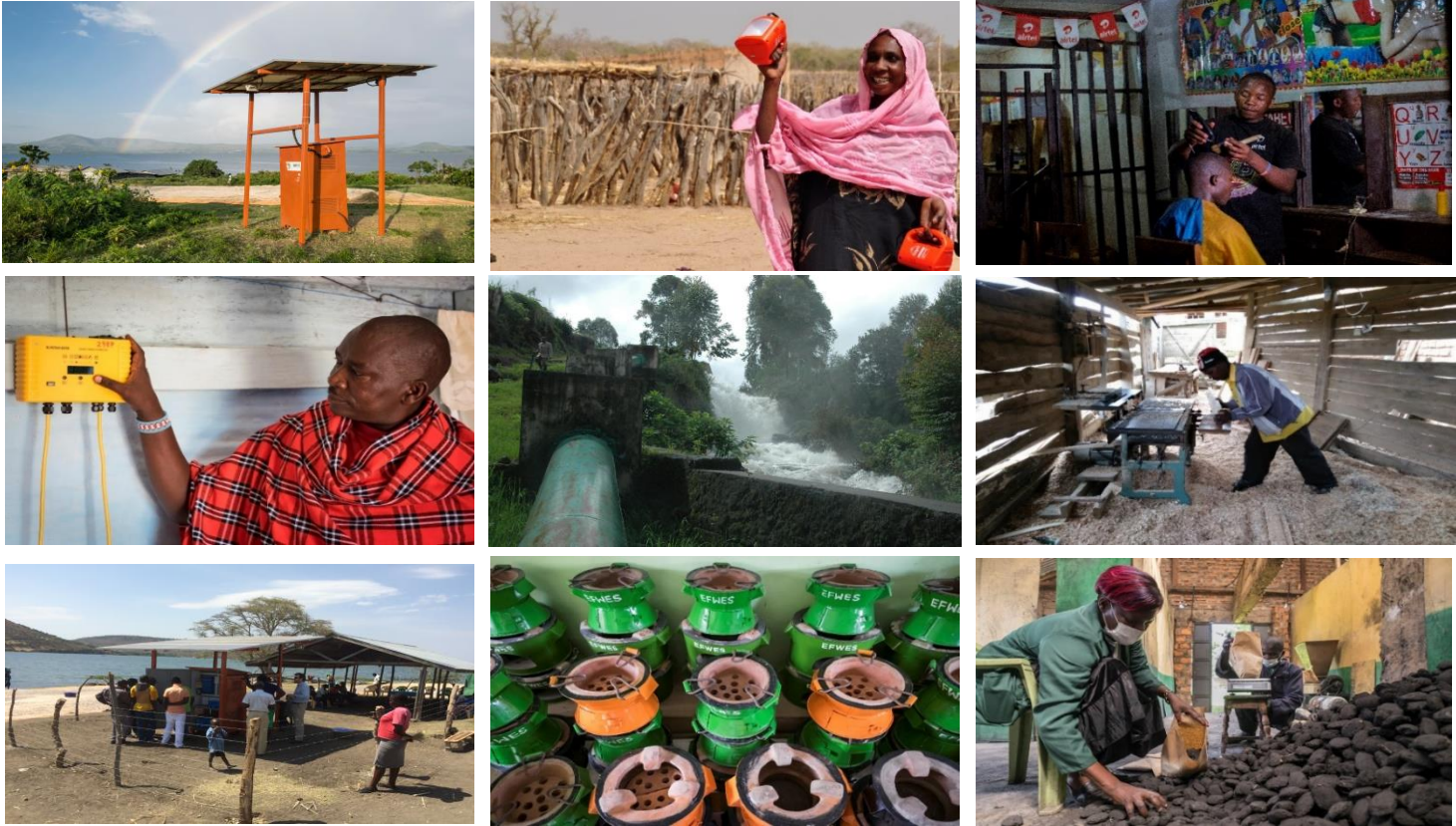


Gender Equality for a More Rapid and Inclusive Energy Transition: Women's Energy Entrepreneurship

How to scale up the support provided to Women Entrepreneurs?

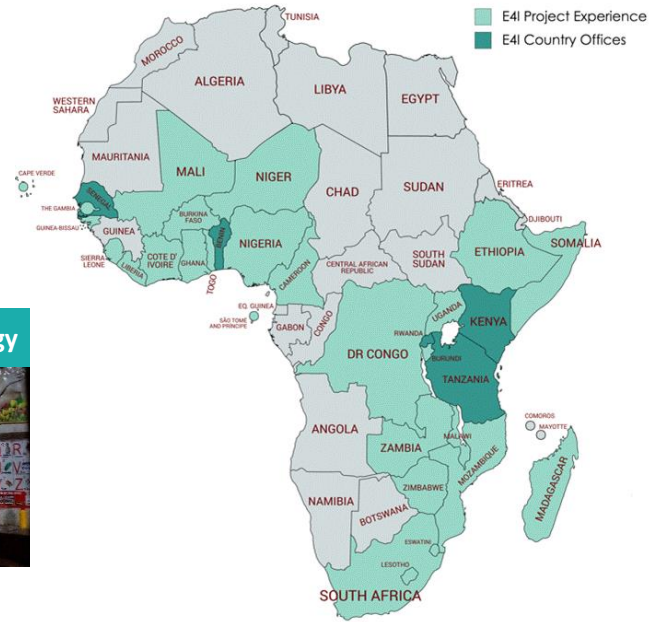


Agenda

- E4I: who we are?
- What challenges are facing the women entrepreneurs and how do we support in practice?
- Setting up supporting programs targeting women entrepreneurs is key
- What are the main challenges to do so?
- How can we scale up?

ENERGY4IMPACT

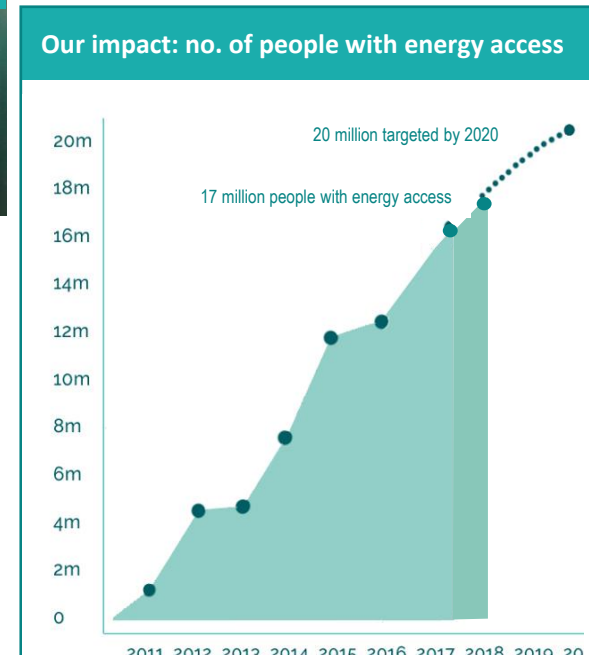
ACCELERATING ACCESS TO ENERGY



“We could not be happier with E4I’s performance” ...US State Dept
“an innovative, market-based approach, concentrating on small businesses ... some good and interesting results”Sida
“E4I team is very committed and focuses effectively on impact and programme delivery” ... World Bank



- Non-profit focused on off-grid energy in SSA
- Business & technical advice to SMEs and microenterprises, market development services in energy access markets, private sector focus
- c.700 SMEs and 4,300 microenterprises over last 7 years
- Impact: 17m people with access, 10,000 jobs, 13m T CO₂
- 70 staff on the ground, 6 country offices in East & West Africa.
- Plus a small head office in London
- Recent project experience in 25 other sub-Saharan countries
- Formerly known as GVEP International



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Challenges and solutions that we provide

Challenges the women entrepreneurs face in Senegal to assert themselves in the energy access/PUE value chains	How in practice do we support them?
Will I be able to speak to the energy supplier who is an old respected man, much more educated than me?	We provide training to build self-esteem and leadership
How do I run my business more effectively?	We provide Business Development support to WE such as access to market, marketing, finance...
What could make my business more profitable?	We discuss and provide new ideas for their business, help them to write down their ideas and put together their business plan
How do I chose the right appliance and energy source?	We link WE with energy suppliers that provide good quality products & guaranties & financial facilities
How can I access financial resources for my business idea?	We link WE to FI with good financial products
What do I do if my new equipment doesn't work?	We provide technical advise and make sure the suppliers comply with their obligations
Who could I work with?	We link WE with other WE, potential client, technical and financial partners, private partners

Agenda

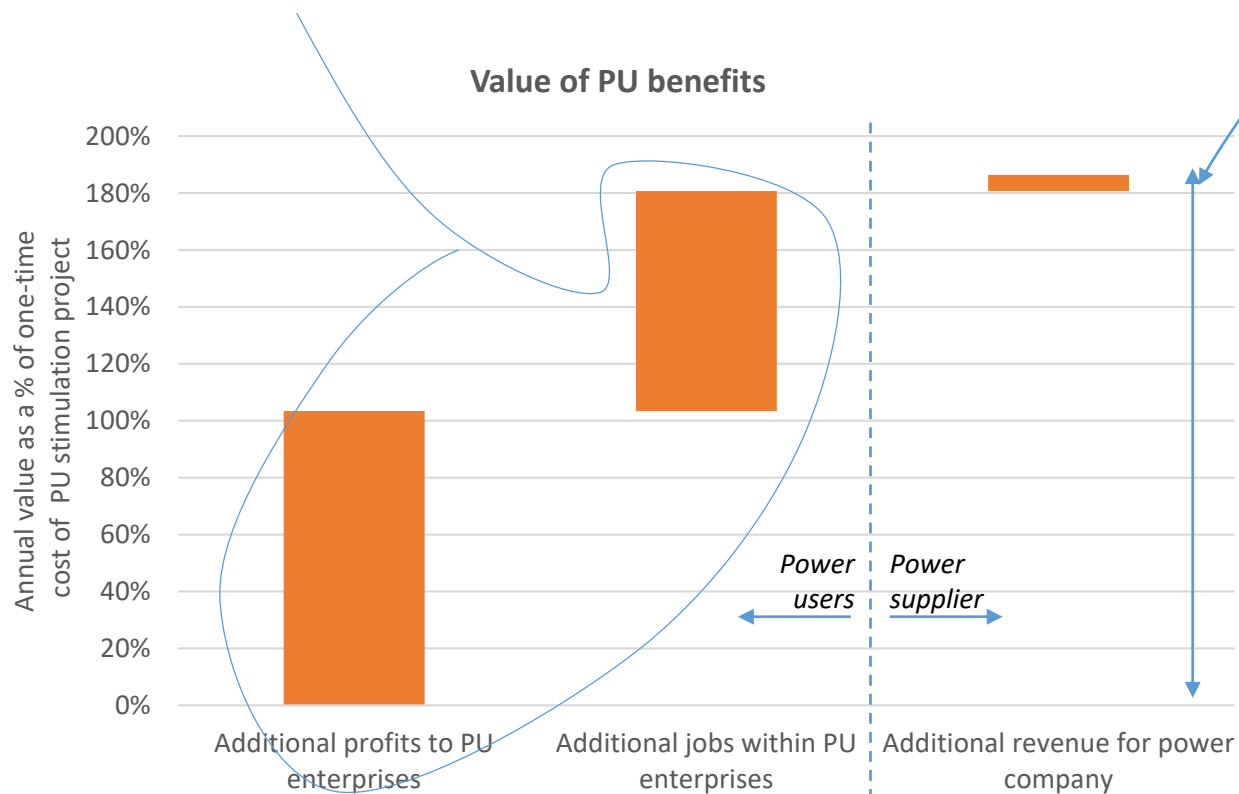
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What can it bring to support entrepreneurs? How can we convince public donors?

Key messages

1. Highly worthwhile: annual benefits = 187% of the initial investment
2. Benefits (at current tariffs) accrue to the community



PROJECT HIGHLIGHTS

1. Increased Profitability by Entrepreneurs by +87%
2. Increased Awareness and Knowledge on PUE
3. Market Linkages with equipment suppliers and financial institutions
4. Electricity Consumption by +80%
5. Access to Finance for PU Appliances
6. Job Creation (214 permanent jobs)
7. Gender (40% were women compared to typically below 30% women participation)

Agenda



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Supporting women entrepreneurs can be expensive, sometimes frustrating and complicated

Expensive:

500 - \$5,000 per entrepreneur

HR intensive

It is long: 9 to 36 months

Frustrating:

Do expect some drop-off: 20%

You can't control everything

Challenge to find the right portfolio of women

Complicated:

Getting the internal expertise

Stepping up to the next level

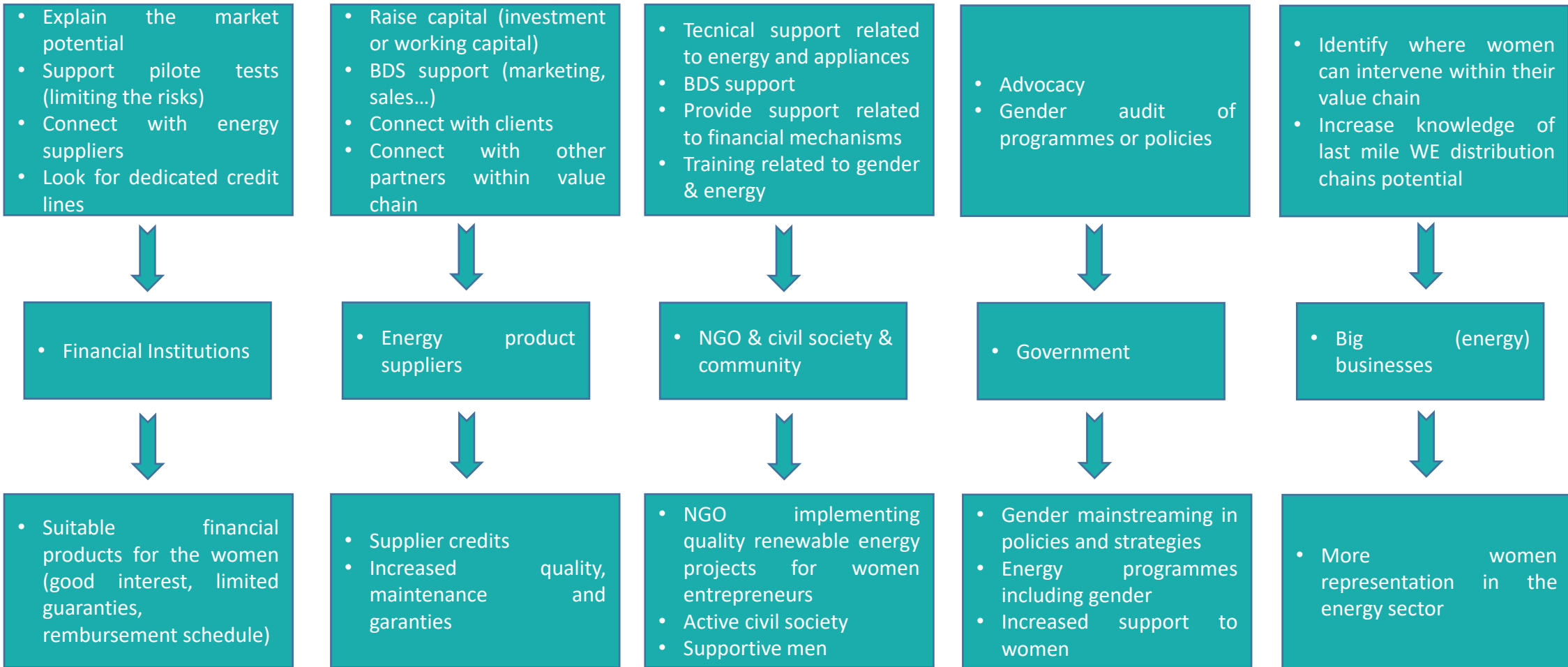


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How to scale up?



Enabling environment for the women entrepreneurs



Thanks!