

## Partnership Overview

Many Indian households in poor communities lack access to clean energy, instead relying on harmful and expensive kerosene for their lighting needs, drinking unclean water, and cooking with polluting cookstoves. Often unable to access finance to enable them to purchase products that would improve their quality of life, they rely instead on affordable solar solutions. This partnership will seek to promote ecologically friendly energy products for household use, and recruit and train additional female sales agents, bringing their participation close to 50 per cent of the Pollinate sales team.

## Shared Value

This partnership will enable Pollinate to scale up its sales model and access new markets for clean energy products, as well as improve the lives of people living in poor communities and empower women by developing their business skills and enabling their financial independence.

## Partners

### Pollinate Energy

Pollinate Energy delivers solar home energy products to poor communities across India. The company also creates jobs, providing people with the skills and tools to generate a sustainable income and thus play a valuable support role in local communities.

Pollinate Energy won the United Nations Momentum for Change Award in 2013.



### Kalpavriksha Greater Goods

Kalpavriksha Greater Goods provides women with technical training and support to establish and grow clean energy businesses and facilitates loans for entrepreneurs across the network in rural Nepal.

To date they have sold over 60,000 clean energy products and incubated over 20 women-owned franchises which collectively employ more than 200 female sales agents.



### Greenlight Planet

Greenlight Planet is a social business that designs, distributes and finances solar home energy products to under-served communities for whom the electrical grid is unavailable or too expensive.

Founded in 2009, the company has become a leading global provider of solar energy products to over 34 million rural consumers in more than 65 countries.



### Department of Foreign Affairs and Trade (DFAT)

DFAT's expertise in development contributes to building stronger, more inclusive private sector growth in the Asia-Pacific region. DFAT does this through sharing its deep knowledge of business, political and regulatory environments, access to professional networks and catalytic funding. The Business Partnerships Platform is designed as an entry point for new partners, Australian and overseas entities, to work with DFAT to deliver social impact and commercial returns in the region. The BPP actively promotes initiatives that drive women's economic empowerment.



**Total Funding**  
\$1,165,940



DFAT Contribution  
\$497,040

Private Sector Contribution  
\$668,900

**Beneficiaries**



**13,000 households**  
using new clean energy products

**Sector**



**Energy**

**Shared Value Proposition**



**Reconceiving products and/or markets**