ONE MISTAKE TO AVOID
BY AN INVESTOR IN THE ENERGY ACCESS SPACE

“Low margins and uncertainty is a norm in the sector.
Investors should be aware if they want to make a difference, they should unlock patience not demanding capital. It’s a trade-off.
By far, energy sector gives the highest social return. That’s the biggest driver to work in this space. You can easily find co-investors though not all impact.
Information is available.”

ONE RECOMMENDATION TO PROMOTE THE CONCEPT OF SUSTAINABLE INVESTMENT AND BRING MORE PATIENT INVESTORS INTO THIS SECTOR

“Legal framework is complicated. Develop the system to make it easier. Sometimes excessive time spent due to red-tapeism, legal formalities and information is not easily accessible.”

- Elena Casolari, Executive President, OPES Foundation
A PIECE OF ADVICE TO FELLOW ENTREPRENEURS SEEKING SUSTAINABLE INVESTMENTS

“Only effective patient capital is foundation funding. Be prepared to self finance for data collection and market viability. Use grant to become bankable. While pitching, stick to a single business model and stay focused. Do not provide various diverging ideas from core model. Put aside money for soft needs such as training, team building”.

~ Brian Shaad, Co-founder, Mera Gaon Power
A PIECE OF ADVICE TO FELLOW ENTREPRENEURS SEEKING SUSTAINABLE INVESTMENTS

“Understand investor mindset and also streamline investor database, ensure we know the investor well before taking funding. There is limited know how and support for last mile entrepreneurship. Need for strengthening platform for knowledge dissemination. Create trained consultants who can guide entrepreneurs in setting up businesses”.

~Dev Kishore, Founder, Mangaal
ONE MISTAKE TO AVOID
BY AN INVESTOR IN THE ENERGY ACCESS SPACE
"Pushing enterprises to commercialize quickly (product development/service development) time-line".

ONE RECOMMENDATION TO PROMOTE THE CONCEPT OF SUSTAINABLE INVESTMENT AND BRING MORE PATIENT INVESTORS INTO THIS SECTOR
"Investors must be encouraged to spend lot of time on the ground and understand reality. Enumerating the systems installed is insufficient in measuring impact. A beneficiary based theory of change must be the philosophy for impact measurement."

~PR Ganapathy, COO, Villgro
ONE MISTAKE TO AVOID
BY AN INVESTOR IN THE ENERGY ACCESS SPACE

‘Don’t be impatient. Don’t expect what is put on paper will be executed. Under-estimate turnover and over-estimate cost by two times’.

ONE RECOMMENDATION TO PROMOTE THE CONCEPT OF SUSTAINABLE INVESTMENT AND BRING MORE PATIENT INVESTORS INTO THIS SECTOR

‘Each funder has his own rules. Collaboration between investors and corporation between them to reduce legal and transaction costs, will enhance patient capital inflow’.

~ Jeff Prins, Program Manager, DOEN Foundation
A PIECE OF ADVICE TO FELLOW ENTREPRENEURS SEEKING SUSTAINABLE INVESTMENTS

“During early stage leverage smaller grants such as Government funds, India-based private funding and collaborate with NGOs. It’s always relatively easier getting project based funding. Approach investors structured as family foundation or philanthropic funds. Approach investors after studying them. Do not reach out to all investors randomly”.

-Piyush Jaju, COO, Onergy
Sustainable investing for social enterprises
Roundtable 2, April 2015

ONE MISTAKE TO AVOID
BY AN INVESTOR IN THE ENERGY ACCESS SPACE
"Push for short gestation periods".

ONE RECOMMENDATION TO PROMOTE THE CONCEPT OF SUSTAINABLE INVESTMENT AND BRING MORE PATIENT INVESTORS INTO THIS SECTOR
"Domestic & foreign capital structure must be uniform. Develop data and case studies in the energy sector on returns and business models. This is a sector where for-profit NGOs and not-for-profit NGOs exist together and hence a right place for all kinds of capital to find footing".

-Poornima Dore, Senior Program Officer, TATA Trust
ONE MISTAKE TO AVOID
BY AN INVESTOR IN THE ENERGY ACCESS SPACE
‘Expecting immediate return’

ONE RECOMMENDATION TO PROMOTE THE CONCEPT OF SUSTAINABLE INVESTMENT AND BRING MORE PATIENT INVESTORS INTO THIS SECTOR

“The philanthropic capital is the only source for energy access. Investors must approach early stage enterprises with patient capital. There are key problems to energy access in India. Energy is a concurrent subject creating complex regulatory framework for firms, systemic delays in policies and programs increase volatility in the market and ecosystem coherence is lacking.”

~Somak Ghosh, Managing Partner, Contrarian Drishti