



Arzikin HASKE Fund in Niger

Results-Based Financing for Access to Clean Cooking and Off-Grid Solar

April 22, 2026

ESMAP-Africa Region Webinar

Africa Energy Learning Series



Credit: © Bamboo CP

ELECTRIFYING AFRICA: Delivering on Mission 300 Faster Together



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Niger Electricity Sector – HASKE MPA Context at Appraisal

Electricity Access

- National : 19% (in 2021, and 23% in 2024)
- Urban: 84%
- Rural: 4.5%
- Slow pace of Electrification : ~40 localities/year

Power System Structural Constraints

- Fragmented and weakly interconnected networks
- Weak transmission backbone
- High technical losses across the system

Utility Financial Viability

- NIGELEC financially viable at the time
- Tariffs broadly cost reflective (before 2023)

Limited private sector involvement


- Mini-grids, solar home systems, limited work in clean cooking
- Limited experience with IPPs



Overview of Mission 300 In Niger

Niger Energy Compact Targets by 2030

- **Connect 1.93 million HH, representing 13.9 million people to raise electricity access to 60%**
- **Of which 4.3 million people under the WB M300 commitment**
- Increase RE share of generation to 30%
- Increase access to clean cooking solutions to 12% of the population (currently 6%) by promoting :
 - individual LPG kits and improved cookstoves
- Create an enabling environment for private sector participation in the energy sector

Bringing power to
300 million
people in Africa
by 2030! 

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Overall HASKE (MPA) Framework – Niger Energy Access Program

Programmatic Development Objective:

Increase access to sustainable, reliable and affordable energy services in Niger.

- **Multiphase Programmatic Approach in three phases**
 - Total program costs: \$842.5 M
 - Costs for Phase 1: \$317.5 M
- **Financing – Phase 1:** \$250 M IDA, \$60 M IDA19 Window for Host Communities and Refugees (WHR)
 - \$7.5 M Clean Cooking Fund
- **Implementation timeframe:** 2021 – 2030 (3 phases)

Expected Outcomes

- People with access to electricity: 7 million
- Public facilities provided with new or improved electricity services : 10,000
- People provided with new or improved Clean Cooking solutions : 5 million
- Generation capacity of renewable energy constructed or rehabilitated through solar mini grids and off-grid standalone systems: 30 MW
- Improved reliability of electricity supply through reduction of T&D losses and non-distributed energy in line with NIGELEC performance contract (yes/no);
- Provision of electricity services at a cost set below or at the willingness to pay for various categories of end-users (yes/no).



Overview of Haske 1 (US\$ 317.5M)

PDO: Accelerate access to modern energy services for households, public institutions and businesses in Niger through grid, off-grid and clean cooking solutions

C1 Reinforcement of Transmission & Distribution Network

Budget: \$195 M

- Transmission
- Rural-urban distribution
- Electricity connections/ M300

C2 Increasing access to solar mini-grids in rural

Budget: \$40 M

- Construction of new mini-grids
- Hybridization of existing mini-grids

C3 Reinforcing the ecosystem for the development of off-grid solar and clean cooking

Budget: \$50 M
(including \$7.5 M ESMAP Grant)

- Solar electrification of public services
- Off-Grid Solar for households and productive uses
- Access to Clean Cooking

Achieved so far:

- Electrification of 264 health centers and 100 public lighting sites ongoing;
- Two rural Banco contracts signed
- **Arzikin Fund in place:**

Five Calls for Proposals launched for SHS, productive uses and clean cooking

C4 Technical assistance and implementation support

Key targets

- 2.5 m people to be connected (550k refugees & host population)
- 3.3 m people provided with clean cooking (650k refugees & host population)

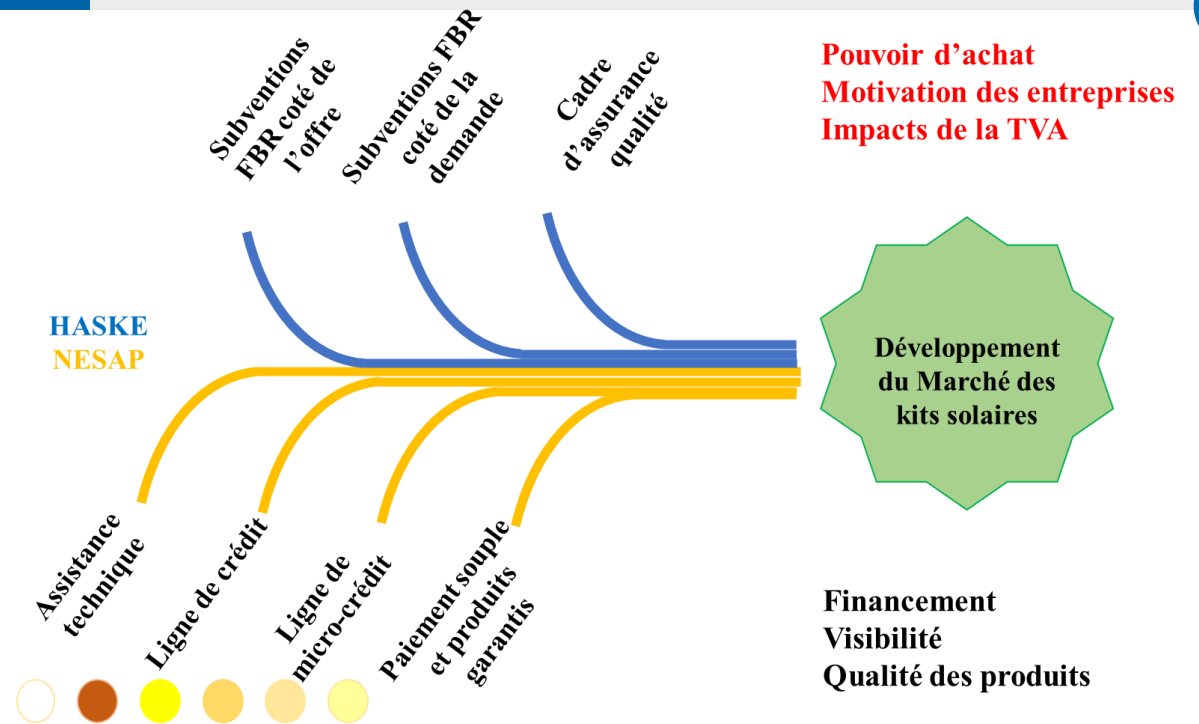
Off Grid Solar Subsector

Previous achievements (NESAP)

- Market Development of Stand-alone Solar System (\$5 M - Line of Credit)
- Two Local banks and one MFI – high interest rate negotiated down, 4 companies used LoC
4,000 solar products and 320 pumps sold by 9 companies
- Affordability: high-quality products cost up to 8 times the cost of counterfeit products

Key choices under Haske-I

- Provide standalone solar systems for selected unelectrified households in rural areas and refugees zones
- Initial estimates for households support: 200,000 solar systems with up to 50 percent subsidy and a ceiling of US\$50,
- For productive uses of energy: target 10,000 rural business owners and/or farmers with an average of US\$400/system





Clean and Efficient Cooking (CEC)

Status at preparation

- Favorable environment: ministry division dedicated to CEC, studies available and prior experience in sector
 - but implementation stagnating for lack of funding
- 3 broad customer Segments:
 - A) Urban/peri-urban that purchase wood and charcoal, 25% of hh
 - B) Rural that self collect wood and residues, 70% of households (hh)
 - C) Urban that use modern energies-LPG, 5% of households
 - These segment overlap, with 60% of hh using 2 or more stoves/fuels
- A dynamic private sector LPG market, cash constrained hh
- Availability of CCF co-funding doubled budget for CEC

Key choices made under Haske-I

- Work on all 3 segments, with an initial focus on efficiency
- Include a 50-50 mix of Fund and Technical Assistance



Photo Credit: GERES



A Joint Solar-Cooking Fund

Separate subcomponents, parallel implementation, but common fund to handle grants and subsidies

Both OGS and CEC target overlapping households, even if different set of actors are involved in implementation and supervision

Joint Solar-Cooking Fund:

- limits duplication,
- increases total budget handled and viability (22m\$ - 2/3 OGS, 1/3 CEC)
- (seeks) to reduce project complexity

A fairly classic RBF design

Fund Manager and Independent Verification Agent recruited to support the PIU (Anersol and Division of Cooking Energies), formal contracting and Fund handling done by the PIU

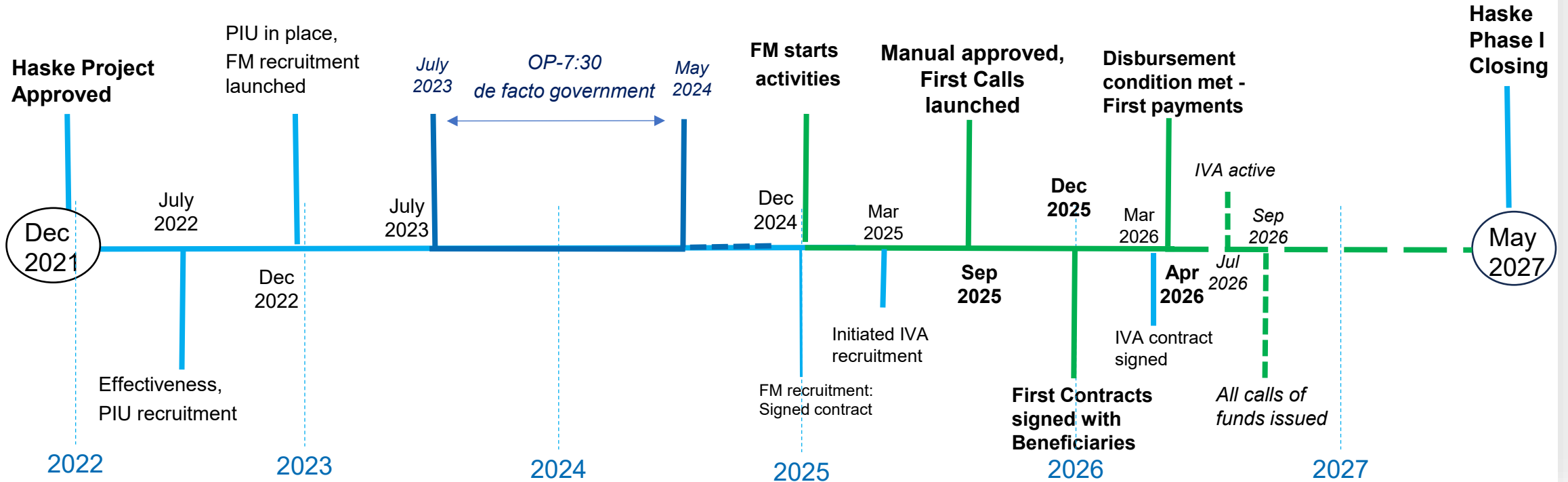
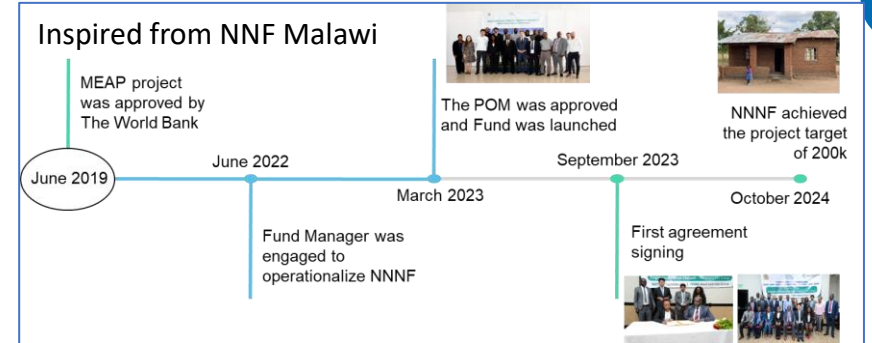
Operation Manual guiding implementation; Fund will provide RBF to eligible companies, cooperatives, or NGOs distributing eligible solar or cooking products

Provides only Grants and Subsidies, on a Result-Based mechanism with supply and demand-side scheme

Implementation timeline

Fond Manager recruitment slower than expected

- Planned at preparation: Recruitment 1 year, Documentation 6 months
Implementation 3.5 years (i.e. 30% administrative – 70% implementation)
- Unusual situation (OP7:30) combined with more common delays (ministerial changes, contracting rule changes, staff demission etc.)





Actual Fund Set-up

A rigorous but flexible structure, created collaboratively with Bamboo CP



- A strictly designed (and negotiated) organizational structure with strong Governance ; clear and transparent Processes
- Given time constraints, Fund was initiated with just 2 windows, 1 facility,
- Now includes 2 financing facilities, 4 windows and 2 funding sources (IDA and CCF), 2 pillars / sectors, more could be added as needed...

| Arzikin Haské Fund | OGS (Solar) | | CEC (Cooking) | |
|---|-----------------------------|-----------------------------|---------------------------------|---------------------------------|
| | Window 1 (Households) | Window 2 (PUE) | Window 3 (Industry-produced) | Window 4 (Artisanal or SMME) |
| RBF Facility (Results Based Financing) | Active | Active | Active | Call of Proposal Planned |
| Catalytic Facility (Financing based on milestone) | Call of proposal considered | Call of proposal considered | Attribution in process | Attribution in process |



Arzikin Haske implementation

All Call for Proposals (CfP) follow a common design

• Each *Call for Proposals* is discussed and tailored to a subset of objectives and conditions : in line with PAD, but taking into account recent sales data and current market situation,

• Implementation team decide budget, eligibility criteria (companies and products), types and levels of subsidies (total and per product)

Examples at <https://arzikinhaske.com/>

All CfP follow the same attribution process

- After close of CfP: joint FM-PIU-DEC review team, makes financing review based on strength of proposals, budgets available (etc.) and submits details funding proposals for the Selection Committee (CdS)
- The CdS (composed of key Nigerien stakeholders) reviews the proposals, quality and amounts proposed – discusses and amends them as needed before Decision.
- The subsidies requested by candidates often exceed max allocation and all requested maximum prefinancing without justifying how it would be handled: Final allocated budgets set to fit: (i) realistic implementation capacities and (ii) each CfP parameters

Example of CfP: Solar for Households - budget of 3m\$, targets 40 000 kits, max allocation per company 500k\$ (including up to 50% prefinancing possibility)

- 17 firm candidates applied
- 14 met basic eligibility requirements
- 7 funded after analysis of business plan

CIF= Cost-Insurance-Freight

| Category | % CIF | Max CIF | Max USD |
|------------------------|-------|-------------|---------|
| Pico (light+ charging) | 90% | 15,000 XOF | 27 |
| Tier 1 | 90% | 50,000 XOF | 88 |
| Tier 1 + | 50% | 100,000 XOF | 177 |



Targets and status as of April 2026

| | Budget – Target kits | Status Call of Proposals (Number kits estimated) |
|--|----------------------|---|
| Off Grid Solar for households | 12m\$ - 200 000 | 1 FBR CoP - 3m\$ Signed (40 000 kits) 3 additional CfP planned by July |
| Off Grid Solar for productive uses | 4m\$ - 10 000 | 1 FBR CoP - 2.5m\$ signed (9 000 kits) 1 CfP envisaged by July |
| Cooking segment A- Urban/peri-urban <u>purchased</u> biomass | 2.5m\$ - 250 000 | 2 Catalytic CoP – 1.5 m\$ at evaluation (50 000 kits?) 2 additional CfP planned by July |
| Cooking segment B- Rural biomass | 1m\$ - 240 000 | <i>Removed from Fund, handled as Technical Assistance</i> |
| Cooking segment C- Urban Modern LPG | 3m\$ - 60 000 | 1 FBR CoP - 2m\$ Signed (80 000 kits) 6 500+ sales reported (not yet verified) 2 additional CfP planned by July |

Full steam ahead :5 Calls for Proposals issued, 8 to go by July

Final results in number of kits will depend on type and unit prices offered by companies but also as purchased by households
→ *Steering the market, not command and control*

Interesting features implemented include:

(i) prefinancing (including direct payment in currency to suppliers) for stock-building to reduce working capital needs; (ii) sales eligibility at time of call of Funds (to encourage risk-sharing with companies) ; (iii) pre-approvals of part of sales prior to full verification and (iv) geographic bonus set to cover costs of transport to remote areas



What had to be adapted and a few lessons learnt

No major change in spirit of the global design but adjustments had to be done due to time constraint and changed environment

Adapting to circumstances

- Faster and stronger national counterpart involvement
 - better ownership, but led to delays and role confusion - given the complex set-up without the benefit of having seen the fund run before
- Fund set-up remains Results-Based, but support is more “upstream” than “downstream” focused to fit market status
- Pure Demand-Side RBF not yet implemented
 - lessons learnt from ENDEV DS to be integrated
- Time crunch leads to quantitative over qualitative focus in implementation

A few lessons

- Do not underestimate the time needed to go through administrative phases
- Cost is an issue (FM, IVA, support TA), but so is quality
- With an unknown instrument, when adversities arise different type of stakeholders react differently and focus on different risks
- Security issues remain a fluid concern that will require flexibility

OGS: Illuminating ever day life indoors and outdoors



Photo Credits: Ouba Energy (3 left), Bamboo CP (bottom center), Mayaki (2 right)

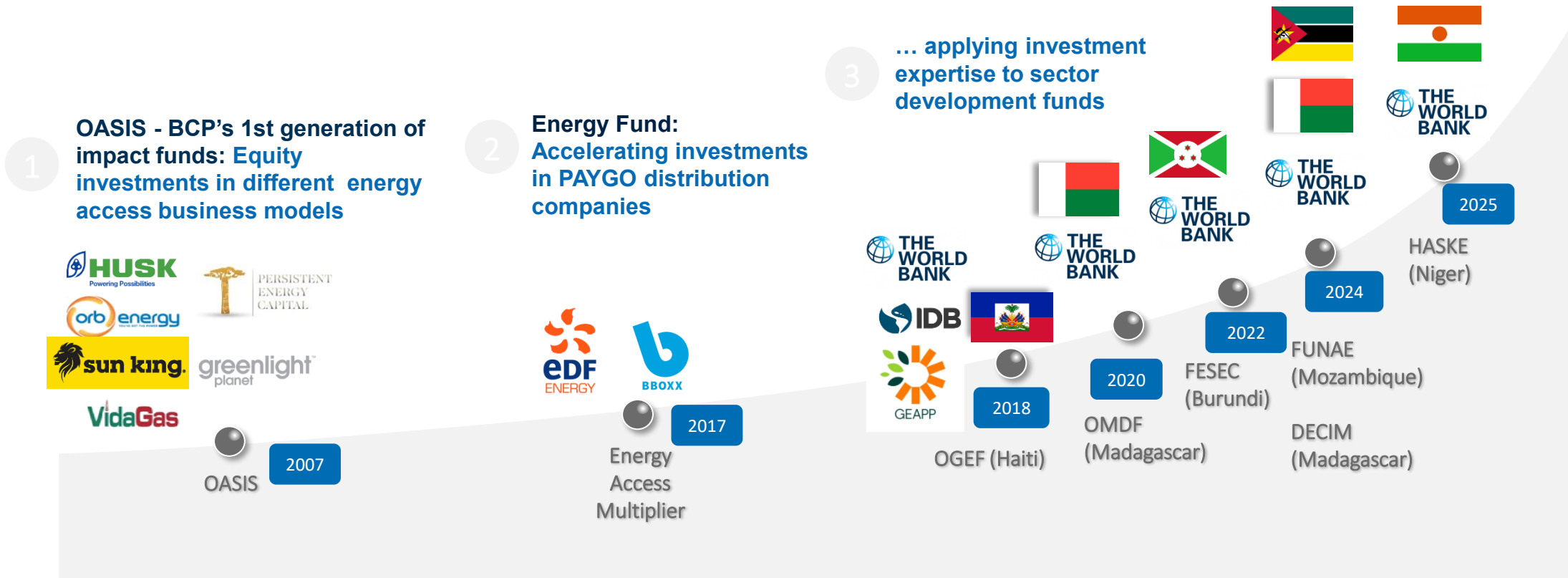
CEC: Importing and demonstrating new products, restarting local production





Applying investment expertise to develop sectors

BCP started as an impact investor investing equity and debt in energy access companies before becoming a manager of sector development funds and grant facilities in close collaboration with governments and funders like World Bank, UNCDF, IFAD, etc.





Active in Niger

What can be supported and how

Support Scope

▶ Solar Home Systems (entry-level, PAYGO)

- ✓ Expand last-mile electrification with affordable solar kits using pay-as-you-go models for off-grid households.

▶ Mini-Grids, mesh-grids

- ✓ Accelerate rural and peri-urban electrification with scalable grid solutions powered by renewable energy.

▶ Productive Use

- ✓ Promote economic development through energy access for income-generating activities (e.g. agri-processing, cold chains).

▶ Public facilities electrification

- ✓ Power health centers, schools, and administrative buildings with reliable, clean energy to improve public service delivery.

▶ Clean Cooking

- ✓ Support the transition to improved cookstoves and clean fuels to reduce health risks and deforestation.

▶ Digital Inclusion

- ✓ Enable access to smartphones, internet, and digital tools to bridge the digital divide and support e-services (education, health, payments)..

Support Instruments

▶ Results-Based Financing

- ✓ Incentivize private sector delivery by paying for verified results (e.g. connections, sales, usage).

▶ Catalytic Grants

- ✓ De-risk early-stage innovation and market entry to crowd in private capital and accelerate scale.

▶ Debt

- ✓ Provide working capital and growth loans to proven operators in energy and digital sectors.

▶ Equity

- ✓ Enable long-term growth of high-impact companies through strategic capital and governance support.

▶ Business Development Support

- ✓ Support project preparation, capacity building, policy dialogue, and implementation through hands-on advisory and expert support.



Financing: Beneficiaries' Perspective

Fund Manager is an intermediary between the Client (Government) and the Beneficiaries (Private Sector)

Predictability of cash flow

PAYGO models have long cash conversion cycles -> RBF payments must be reliable and timely

Equipment must be purchased months before sales and RBF payments typically arrive only after verification of sale -> Prefinancing to address working capital needs and ensure stock availability

Visibility on program continuity to plan investments

Flexibility

Adaptive program design to fit different business models and markets -> incentives adjusted to the country context (forex availability, transportation costs, size and population density, etc.)

Ability to respond quickly to on-the-ground realities (emergency support, targeted incentives that do not distort the whole market)

Transparency

Clear rules and open communication reduce ambiguity and discretion and lower perceived risk -> investors confidence and participation in sector development

Trust in decision-making, clear separation between policy-making and fund execution -> lower concern about interferences, shifting priorities, more engagement and investment



Key Success Factors

Results are provided by private sector players

Trust

Confidence that rules will be applied consistently and fairly

Assurance that payments will be made as agreed and on time

Perception of neutrality through an independent fund manager

Ownership

Clear definition of roles and responsibilities respected by all stakeholders

Coordination between all stakeholders through regular calls and consultations

Transparent escalation and dispute resolution mechanisms

Ultimate goal is to reach best interests' alignment

Results:

Higher Access to Electricity, Clean Cooking Solutions, other services

Financially viable private sector with more jobs created and taxes paid

Additional investment for the country and its companies

Thank you



Photo Credit: NESAP



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Appendix, Detailed slides

Photo Credit: Ouba Energy

Overview of Haske 1 (US\$ 317.5M)

PDO: Accelerate access to modern energy services for households, public institutions and businesses in Niger through grid, off-grid and clean cooking solutions

Reinforcement of Transmission & Distribution Network

Budget: \$195 M

- Zabori–Malbaza T-line & substations
- Building of rural-urban distribution networks
- Electricity connections.

Achieved so far

- T-line and substation under implementation;
- Distribution works: urban 54%; rural 25-46 %
- 230 000 meters ordered

Increasing access to solar mini-grids in rural areas

Budget: \$40 M

- Construction of 32 new mini-grids
- Hybridization of diesel power plant

Achieved so far:

- Mini-grids contracts under evaluation (by March 31);
- 13 localities to be hybridized (21% implementation rate)

Reinforcing the ecosystem for the development of off-grid solar and clean cooking

Budget: \$50 M

- Solar electrification of public services
- Off-Grid Solar for households and productive uses
- Access to Clean Cooking

Achieved so far:

- **Arzikin Fund in place**
- Contract for electrification of 264 health centers signed;
- Three calls for proposals launched for SHS, productive uses and clean cooking

Technical assistance and implementation support

Budget: \$32.5 M

- Utility digitalization
- HR development program and consultant support
- Energy efficiency program
- Risk mapping, procedures manual, and rural tariff study
- SNAE & PDAE updates

Key targets

- 2.5 m people to be connected (550k refugees & host population)
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Clean and Efficient Cooking (CEC)

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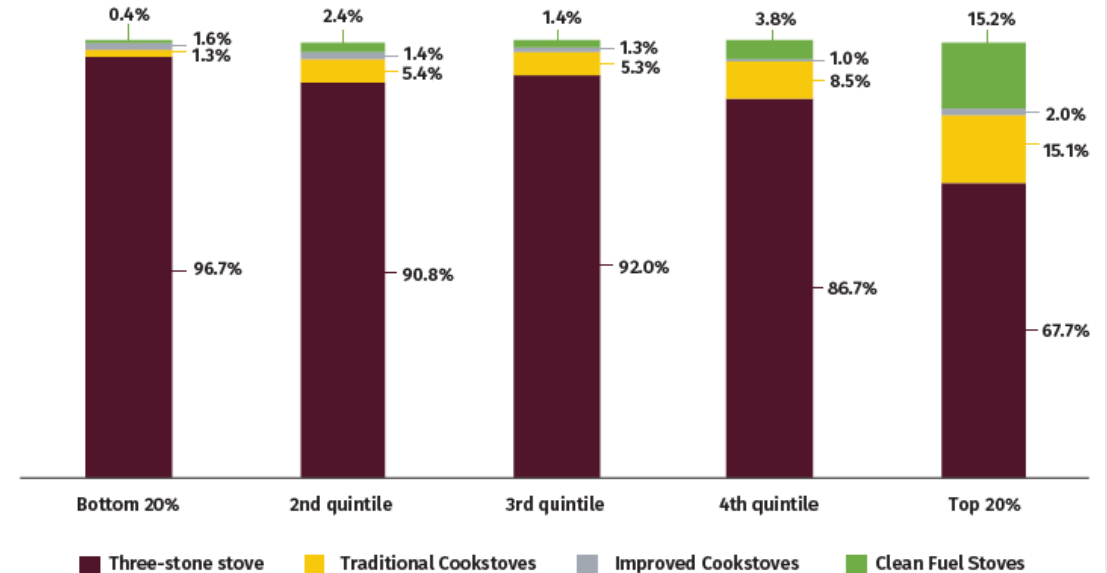
Key choices made under Haske-I

- Work on all 3 segments, with an initial focus on efficiency :
 - A) Support quality, increase production, keeping in mind hh price-sensitivity – targeting 250,000 stoves at intermediate tier 2 or 3
 - B) Restart experiences on Banco stoves, targeting 240,000 hh
 - C) Expand accessibility to poorer hh, bottle and stoves, 60,000 hh
- Include significant TA budget to kick-start



Photo Credit: GERES

FIGURE 46 • Main stoves used, by expenditure quintile (nationwide)



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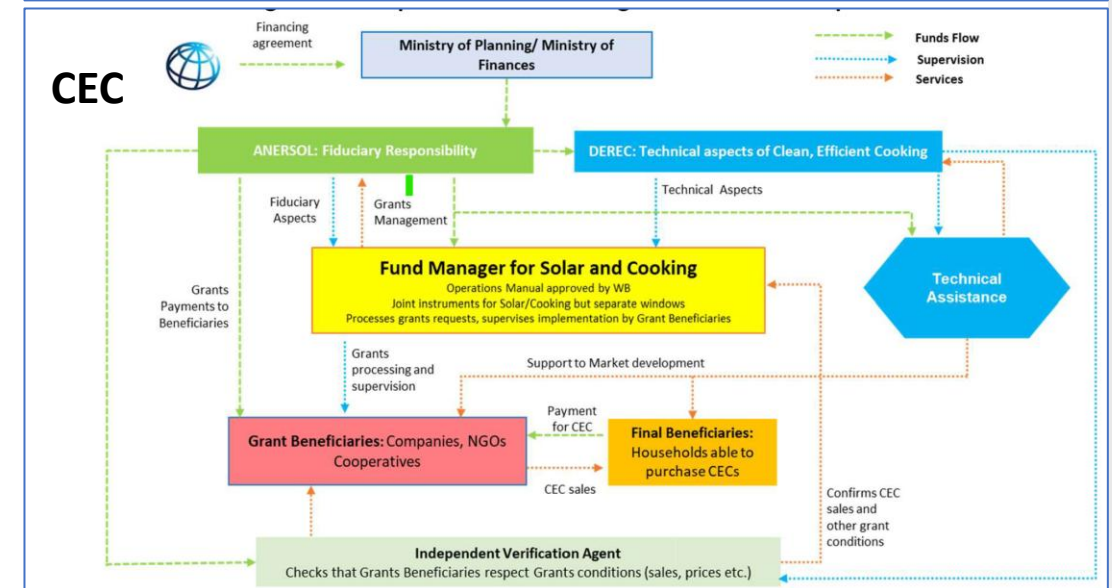
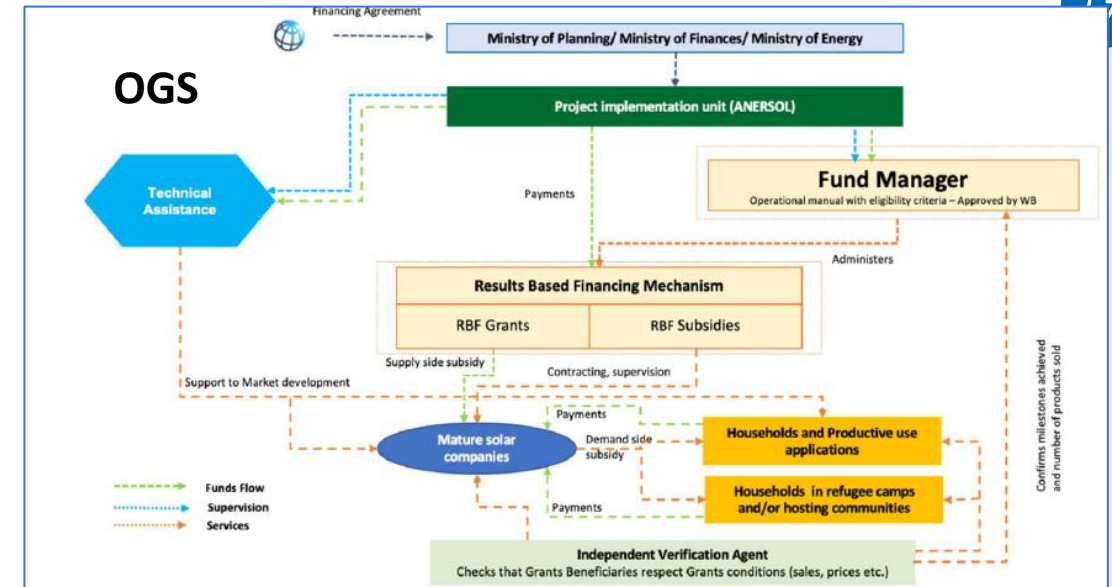
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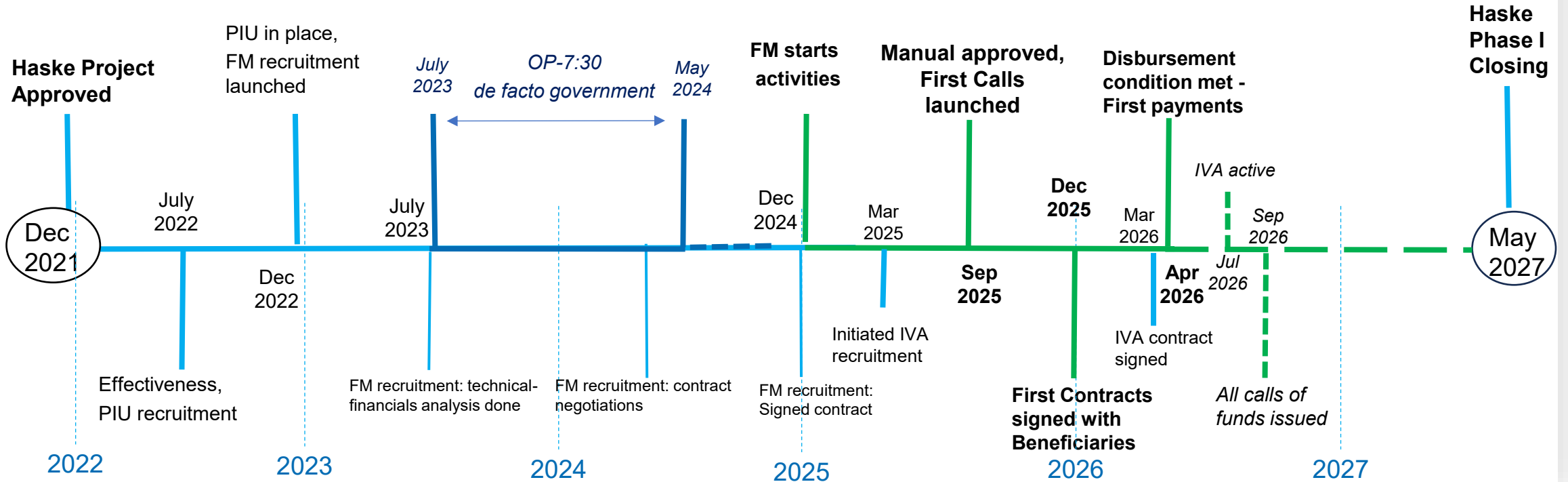
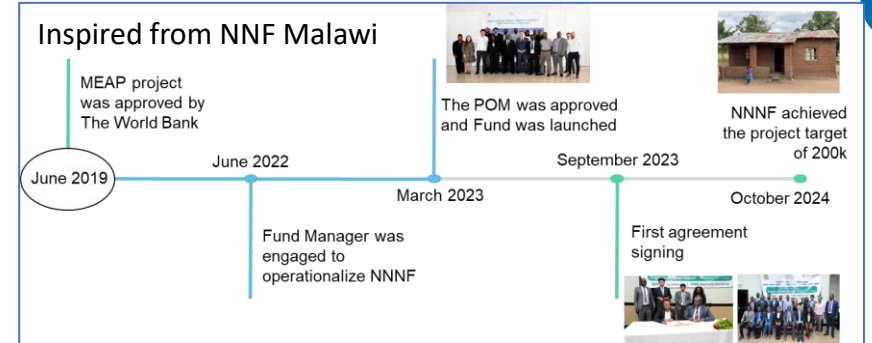
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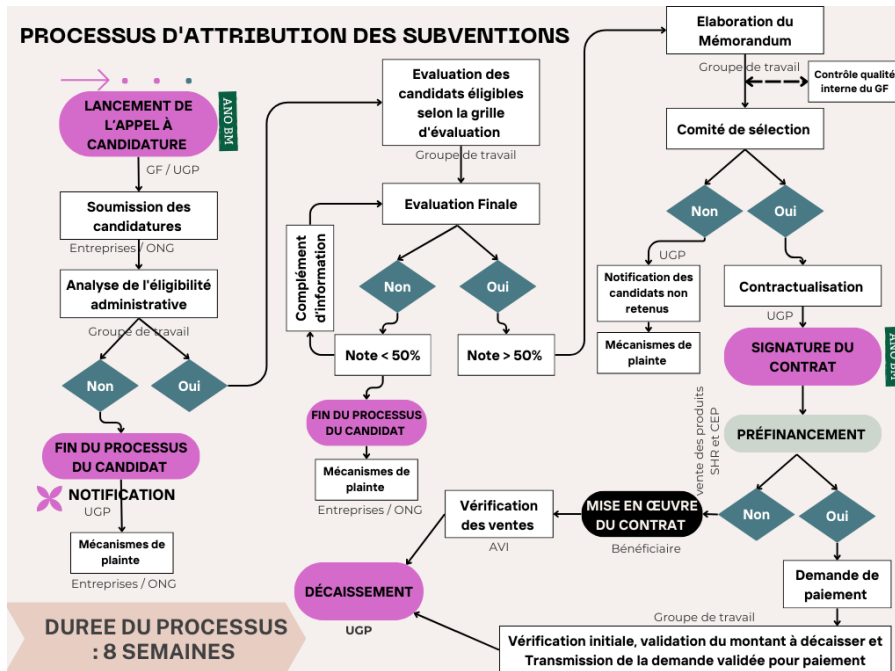
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Initiated with 2 windows, 1 facility, given time constraints

Now includes 2 financing facilities, 4 windows and 2 funding sources (IDA and CCF), 2 pillars / sectors, ...



| Arzikin Haské | OGS (Solar) | | CEC (Cooking) | |
|---|-----------------------------|-----------------------------|---------------------------------|---------------------------------|
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| RBF Facility (Results Based Financing) | Active | Active | Active | Call of Proposal Planned |
| Catalytic Facility (Financing based on milestone) | Call of proposal considered | Call of proposal considered | Attribution in process | Attribution in process |

MATRICE DE RESPONSABILITÉS

| | Entreprise | GF | UGP | ANERSOL - DEC | Comité de Sélection | AVI | Banque Mondiale |
|---|------------|----|-----|---------------|---------------------|-----|-----------------|
| Lancement d'appel à candidatures | I | R | A | I | | | N |
| Dépôt de dossiers | R | S | S | I | | | |
| Analyse d'éligibilité | | R | A | I | I | | N |
| Notification des candidats non-éligibles | I | R | S | I | | | I |
| Analyse des candidatures éligibles | C | R | S | I | R | | I |
| Convocation du CdS | | S | R | I | I | | I |
| Prise de décision | | C | C | I | R | | N |
| Notification des candidats retenus et rejetés | I | R | I | I | | | I |
| Préparation des contrats | S | R | A | I | | | C |
| Signature des contrats | R | S | R | I | | | N |
| Demande de décaissement | R | I | I | I | | | |
| Vérification interne | S | R | C | I | | I | |
| Vérification indépendante | | S | C | I | | R | I |
| Approbation du montant à payer | I | R | A | I | | I | C |
| Paiement | I | S | R | I | I | | I |

Légende A Approbation C Consultation I Informé R Responsable S Support N ANO BM



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All Calls for proposals follow the same process

But each Call of Funds is discussed and tailored to a subset of objectives

In line with PAD but taking into account recent sales data and current market situation, team decide budget, eligibility (companies and products), levels of subsidies (total and per product)

Examples at <https://arzikinhaske.com/>

| Guichet | Catégorie | % CAF | Max CAF | Max USD |
|---------|-----------|-------|-------------|---------|
| SHR | Pico | 90% | 15,000 XOF | 27 |
| SHR | Tier 1 | 90% | 50,000 XOF | 88 |
| SHR | Tier 1 + | 50% | 100,000 XOF | 177 |
| CPE | K | 80% | 12,000 XOF | 21 |
| CPE | C1 | 80% | 8,000 XOF | 14 |
| CPE | C2 | 70% | 18,000 XOF | 32 |
| CPE | B1 | 100% | 10,000 XOF | 18 |
| CPE | B2 | 80% | 15,000 XOF | 27 |
| CPE | B3 | 50% | 18,000 XOF | 32 |

| # | Catégorie | Description |
|---|---|--|
| 1 | Pico : Lanternes solaires portables de base avec chargeur de téléphone | Les produits de cette gamme se composent d'une lampe LED portable et d'un petit panneau qui soit séparé de la lanterne. Ces appareils comprennent un moyen de recharger quotidiennement un téléphone portable. |
| 2 | Tier 1 : Systèmes multi-lumières | Les produits de cette gamme se composent de produits qui sont équipés pour fournir un éclairage d'appoint via des lampes LED multiples et permettent de recharger un téléphone. |
| 3 | Tier 1+ : Systèmes solaires domestiques entrée de gamme | Les produits de cette gamme se composent de produits qui sont équipés pour fournir un éclairage d'appoint via des lampes LED multiples et permettent d'alimenter des appareils électroniques à haut rendement pour les systèmes solaires domestiques de base et des appareils conventionnels pour les systèmes solaires domestiques plus puissants selon le Wc>40 et Wh>100. |

La subvention de base est un montant versé par Arzikin Haske pour chaque catégorie de produits solaires éligibles vendue aux ménages. Cette prime est calculée selon deux composantes :

1. Un pourcentage du prix CAF (Coût Assurance Fret) par catégorie de produit,
2. Une prime fixe maximale par catégorie de produit.

La formule de calcul s'exprime comme suit :

Prime de base = Minimum entre (Prix CAF × % fixe par catégorie de produit) et (Prime fixe maximale par catégorie de produit)

Le tableau suivant présente les pourcentages et la prime fixe maximale applicables par catégorie de produit :

| # | Catégories de produits | % du prix CAF | Montant maximum de base [XOF] |
|---|------------------------|---------------|-------------------------------|
| 1 | Pico | 90% | 15 000 |
| 2 | Tier 1 | 90% | 50 000 |
| 3 | Tier 1+ | 50% | 100 000 |

La prime géographique est accordée aux entreprises afin de les inciter à vendre des produits dans des zones les plus vulnérables ou mal desservies

Subvention de base :

La subvention de base est un montant fixe versé pour chaque produit éligible vendu à l'utilisateur final. La subvention de base dépend de la classification de la solution CPE tel que décrit ci-dessous.

Le tableau suivant présente les valeurs de la subvention par type de produit :

- Pour les solutions à GPL (les primes sont accumulables jusqu'à une bouteille par client)

| # | produit | %du prix CAF | Montant maximum de la subvention de base [FCFA] |
|----|--|--------------|---|
| K | Kit complet 6 kg (bouteille pleine 6 kg avec bruleur, pose marmite, protection vent) | 80% | 12 000 |
| C1 | Cuisinière 1 feu | 80% | 8 000 |
| C2 | Cuisinière 2 feux | 70% | 18 000 |
| B1 | Bouteille pleine 3kg avec adaptateur | 100% | 10 000 |
| B2 | Bouteille pleine 6kg avec adaptateur | 80% | 15 000 |
| B3 | Bouteille pleine 12,5 kg avec détendeur et flexible | 50% | 18 000 |

Préfinancement : le préfinancement appuie les entreprises pour l'acquisition de stocks des matières premières et de produits éligibles ou la mise en place de la logistique nécessaire pour la distribution des produits. Le préfinancement est un prépaiement partiel de la subvention de base.

Arzikin Haske

All Call of Funds (CoF) follow the same processes

Example of CoF: budget of 3m\$, targets 40 000 kits, max allocation per company 500k\$ (including up to 50% prefinancing possibility)

- 17 firm candidates applied
- 14 met basic eligibility requirements
- 7 funded after analysis of business plan

| Entreprises | Demande de l'entreprise 1 USD = 565 XOF | | | | | Proposition de l'équipe 1 USD = 565 XOF | | | | |
|-------------|--|----------------------------|--------------------------------|--------------------------------|-------------------------|--|----------------------------|--------------------------------|--------------------------------|-------------------------------|
| | Subvention demandée en USD | Subvention demandée en XOF | Pré financement demandé en USD | Pré financement demandé en XOF | Nombre de kits proposés | Subvention réservée en USD | Subvention réservée en XOF | Pré financement proposé en USD | Pré financement proposé en XOF | Nombre de kits correspondants |
| | 726 220 | 410 314 300 | 250 000 | 141 250 000 | 14 100 | 291 940,48 | 164 946 369 | 0 | 0 | 5 668 |
| | 1 763 382 | 996 310 830 | 250 000 | 141 250 000 | 21 600 | 443 465,08 | 250 557 770 | 221 733 | 125 278 885 | 5 432 |
| | 4 884 994 | 2 760 021 610 | 250 000 | 141 250 000 | 50 642 | 380 522,87 | 214 995 420 | 190 261 | 107 497 710 | 3 945 |
| | 421 441 | 238 114 165 | 250 000 | 141 250 000 | 5 763 | 133 386,04 | 75 363 113 | 0 | 0 | 1 824 |
| | 10 483 900 | 5 923 403 500 | 1 750 000 | 988 750 000 | 122 866 | 2 250 000 | 1 271 250 001 | 787 969 | 445 202 460 | 28 208 |

(Example only - Table modified for confidentiality; totals do not add-up)

After close of Calls, joint FM-PIU-DEC review team, makes financing review based on strength of proposals, budgets available (etc.) and submits details funding proposals for the Selection Committee (CdS)

The CdS (composed of key Nigerien stakeholders) reviews the proposals, quality and amounts proposed – discusses and amends them as needed before Decision.

For example here, the subsidies requested often exceed max allocation and all requested maximum prefinancing without justifying how it would be handled.

Final allocated budgets were set to fit: (i) realistic implementation capacities and (ii) each CoF parameters



Targets and status as of April 2026

| | Budget – Target kits | Status (Number est.) | Number companies / variety of kits offered | vvv |
|--|----------------------|--|---|-----|
| Off Grid Solar for households | 12m\$ - 200 000 | 3m\$ Signed (40 000 kits) | 17 applicants - 7 companies selected / 32 types of kits (4 pico, 11 Tier 1, 17 Tier 1+) | |
| Off Grid Solar for productive uses | 4m\$ - 10 000 | 2.5m\$ signed (9 000 kits) | 21 applicants – 10(?) companies selected / 50+(?) types of kits (refrigeration, pumping, solar) | |
| <u>Cooking segment A- Urban/peri-urban purchased biomass</u> | 2.5m\$ - 250 000 | 1.5m\$ under Call of Funds (50 000 kits?) | CoF closed April 17 th Tbd after analysis | |
| Cooking segment B- Rural biomass | 1m\$ - 240 000 | Not included in Fund, all TA | N/A currently for the Fund | |
| Cooking segment C- Urban Modern LPG | 3m\$ - 60 000 | 2m\$ Signed (80 000 kits) 6 500+ sales reported (not yet verified) | 6 applicants - 4 companies selected / 10 types of LPG kits (3 1-burner, 3 2-burner, 1 burner on top, bottles 3, 6 and 12.5kg) | |

Note: Final results in number of kits will depend on type and unit prices offered by companies but also as purchased by households
→ *Steering the market, not command and control*

Interesting features implemented include:

(i) prefinancing (including direct payment in currency to suppliers) for stock-building to reduce working capital needs; (ii) sales eligibility at time of call of Funds (to encourage risk-sharing with companies) ; (iii) pre-approvals of part of sales prior to full verification and (iv) geographic bonus set to cover costs of transport to remote areas



What had to be adapted – and a few lessons learnt

No major change in spirit of the global design but adjustments had to be done due to time constraint and changed environment

Adapting to circumstances

- Faster and stronger national counterpart involvement: Initial thought was to design, implement an independent project-specific fund as a demonstration then, integrate and transfer over time towards a national fund
 - better ownership, but led to delays and role confusion given the complex set-up without the benefit of having seen the fund run before
- Fund set-up remains Results-Based, but support is more “upstream” than “downstream”, less pay for results/outcomes on narrow set of products/beneficiaries - more help companies grow and understand their market and restart production (for cooking)
 - Adaptive move downstream still possible under phase II
- Pure Demand-Side RBF not implemented due to lack of sufficient pricing understanding and proper targeting capacity
 - ENDEV DS pilot did not overlap due to timeline delays – lessons to be learnt from it
- Time crunch leads to quantitative over qualitative focus in implementation, subsidies levels to be refined/adjusted following private sector market and households’ reactions, Gender and Refugee & Host Communities targeting

A few lessons

- Do not underestimate the time needed to go through administrative phases (PIU set-up and becoming effective, FM recruitment, Fund concept appropriation by national counterparts, meeting disbursements conditions etc.)
- Cost is an issue (FM, IVA), but so is quality – WB classical procurement processes can be a frustrating instrument when seeking specialized TA support, for the Fund or in task-specific support of its actions
- With an unknown instrument, when adversities arise different type of stakeholders react differently and focus on different risks – the cumulated impacts tend to compound rather than cancel-out each other
- Security issues remain a fluid concern that will require flexibility for companies to decide on a case-by-case basis where to go and to adapt verification protocols