

Technical Conference – Breakout Session Report Out

TOPIC: Productive Uses

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Topic: Productive Uses

- Top 3 most urgent/important issues to resolve:
 - Finance for productive uses
 - Business skills
 - Market access/development

Solutions – Finance for productive uses

Solution A: **Mini-grid development includes business incubation from outset**

- What can government do?
 - Recognizing productive uses into policy & regulations
 - Integrated approach for an enabling environment (including other livelihoods and social initiatives)
 - Catalyzing financing from local banks
- What can private sector (developers/financiers) do?
 - Change mindset: view productive use as means for more sustainable business/take long-term view
 - Generate evidence to attract commercial financing
 - Developer/operators provide credit to customers for productive uses
- What can donors do?
 - Include productive use in energy access programs (e.g., multi-functional platforms; support for business incubation activities)
 - Targeted grant financing (capital subsidies, results-based, PPPs)
 - Reduce restrictions on recipients
 - More integrated approach by donors (recognizing linkages between sectors)

Other Key Observations

- Main issues identified by participants:
 - Awareness of productive uses and acceptance
 - How to use appliances/equipment
 - Finance for productive initiatives
 - Market access
 - Rules and regulations
 - Technical challenges – e.g., seasonality of loads for agro-processing
 - Technical and business skills development
 - How ICT can support access to market information, product advertisement
 - Costs