

# SCALING SOCIAL ENTERPRISE SOLUTIONS

## LESSONS LEARNED IN BUILDING INCLUSIVE ENERGY MARKETS

Heidi Hafes, 02 July 2015



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# Mission

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SF catalyses sustainable and scaleable solutions to global development challenges related to **energy access, job creation & sustainable mobility**



We work with a **few strategic partners** to create new market-based models



We deploy **more than money** to scale and replicate viable solutions



We leverage our **independent but linked** relationship with Shell where appropriate

Structure

Governance

Funding

Principles

UK registered charity (established in 2000)

Mixed Board of Trustees

Up to US\$25m per year

SF Business Principles (protecting independence)

A world map at night, where the landmasses are dark and the oceans are a deep blue. The map is illuminated by a dense pattern of small, bright yellow and white dots representing city lights, primarily concentrated in North America, Europe, and East Asia. The text is overlaid on the map in a clean, white, sans-serif font.

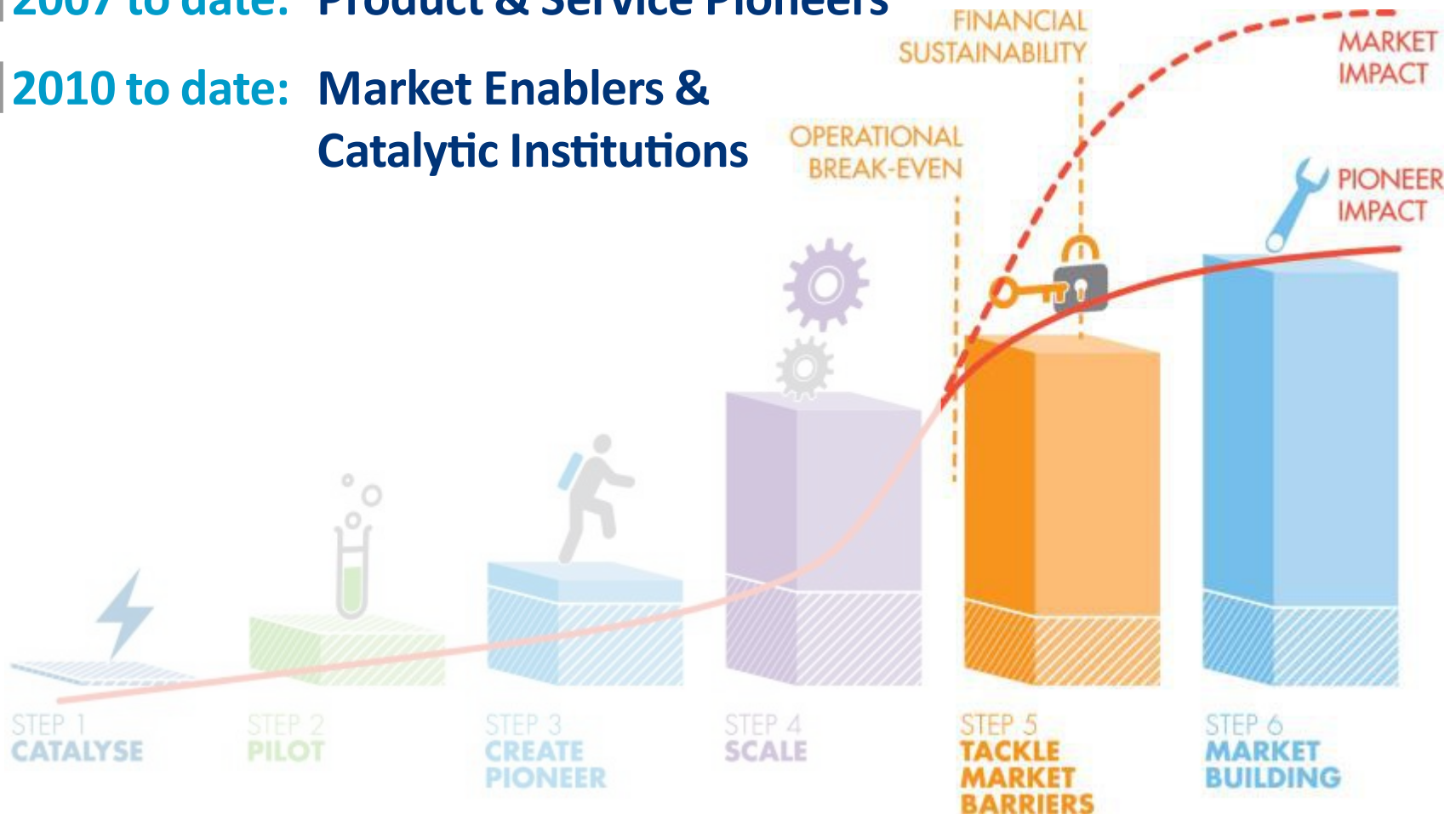
**1.2 billion** people lack  
access to any type of reliable  
and affordable power.





# Our A2E Journey: 2000 to 2014

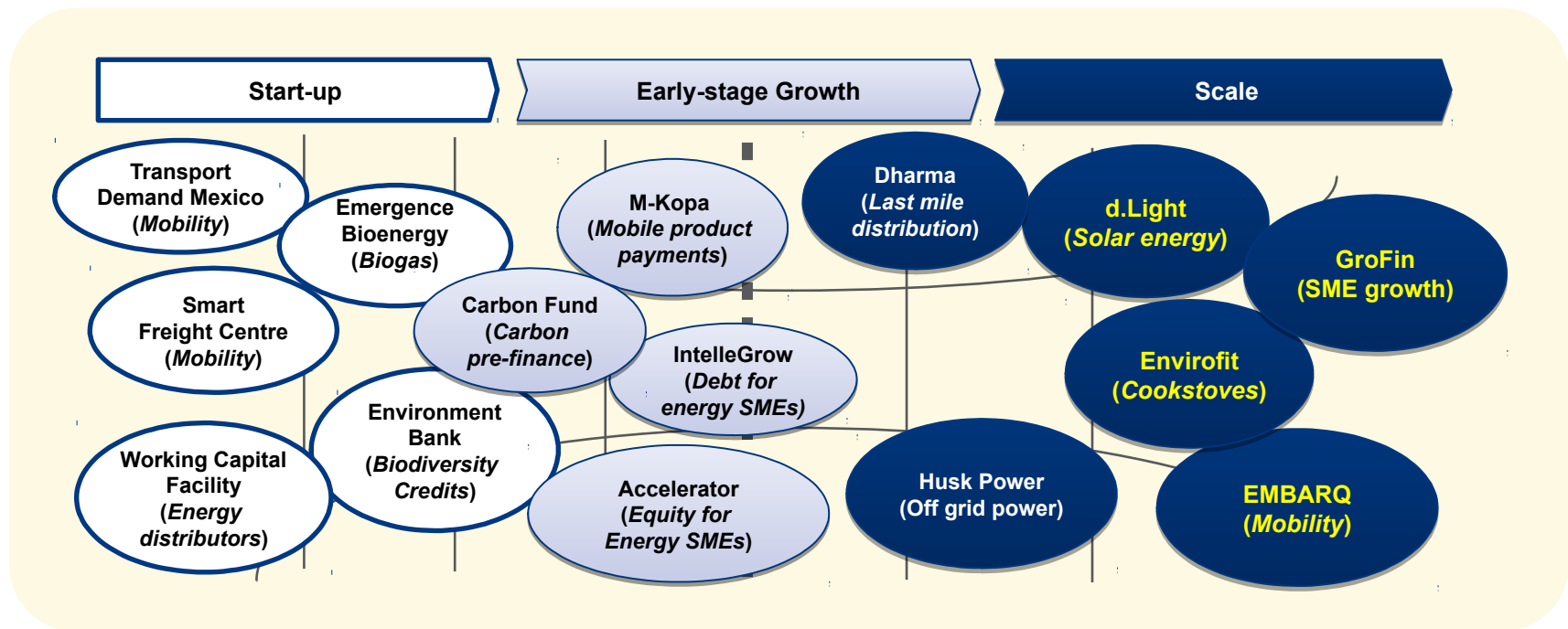
- 1 | **2000 to 2007: Learning from Pilots**
- 2 | **2007 to date: Product & Service Pioneers**
- 3 | **2010 to date: Market Enablers & Catalytic Institutions**



**M-KOPA** SOLAR



# Strategic Partnerships to Catalyse Markets



CUMULATIVE IMPACT		2014	2015 TARGET
	Jobs Created	35,000	50,000
	Livelihoods Improved	23m	35m
	Carbon Reductions	6.5m tonnes	10m tonnes
	Leverage	US\$ 5b	US\$5.5b

# THANK YOU

[heidi.hafes@shell.com](mailto:heidi.hafes@shell.com)

