

# Business models to promote community technology uptake.

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**MUNAWAR MISBAH MOIN**

MANAGING DIRECTOR

*Rahimafrooz Renewable Energy Ltd.*



# RREL is...

- Founded in 1985
- Subsidiary of Rahimafrooz Bangladesh Ltd. (operating in Bangladesh for 65 years)
- Pioneering solar power generation company in Bangladesh. Responsible for majority of countrywide roll out of solar home installations over a period of 15 years. (<https://www.adb.org/news/videos/solar-brings-power-more-16-million-bangladesh>)
- Foremost on-grid solutions provider.
- Pioneered distributed renewable energy (DRE) in Bangladesh.
- Managing a unique delivery system of solar and cleantech appliances to customers in rural Bangladesh.
- Installed the first fully automated PV plant in Bangladesh.



First ever  
Solar Home System  
in 1989 at  
Gopalganj



Pioneers in Solar Pump in  
Bangladesh - First Trial  
version installation at Savar  
in 2009.

## SOLARISING BANGLADESH



Pioneers in Solar  
Powered BTS-  
First Solar Powered  
BTS in 2009.



Largest automated PV  
module

# Energy Resilience and Gender Diversity

- **Energy resilience and creating deliverable demand**
  - Decentralized Renewable Energy (DRE) products and solutions
    - Based on Entrepreneur business model at last mile
    - Using SMART technology platform
    - Linked with access to finance and productive use
- **Gender diversity and inclusiveness**
  - Women Entrepreneurs Development Opportunities (WEDO) initiative
    - Gender Transformative Business Model
    - Using SMART technology platform
    - Solutions and services for the last-mile
    - Access to finance through digital wallets

# Village Focused Integrated Model

SOLARISING  
BANGLADESH





**Solar Irrigation**



**Solar Mini Grid**



**Agro Solar**



**EV + Solar  
Fast Charging**

**DRE – Clean-tech solutions  
in uplifting Rural Economy**



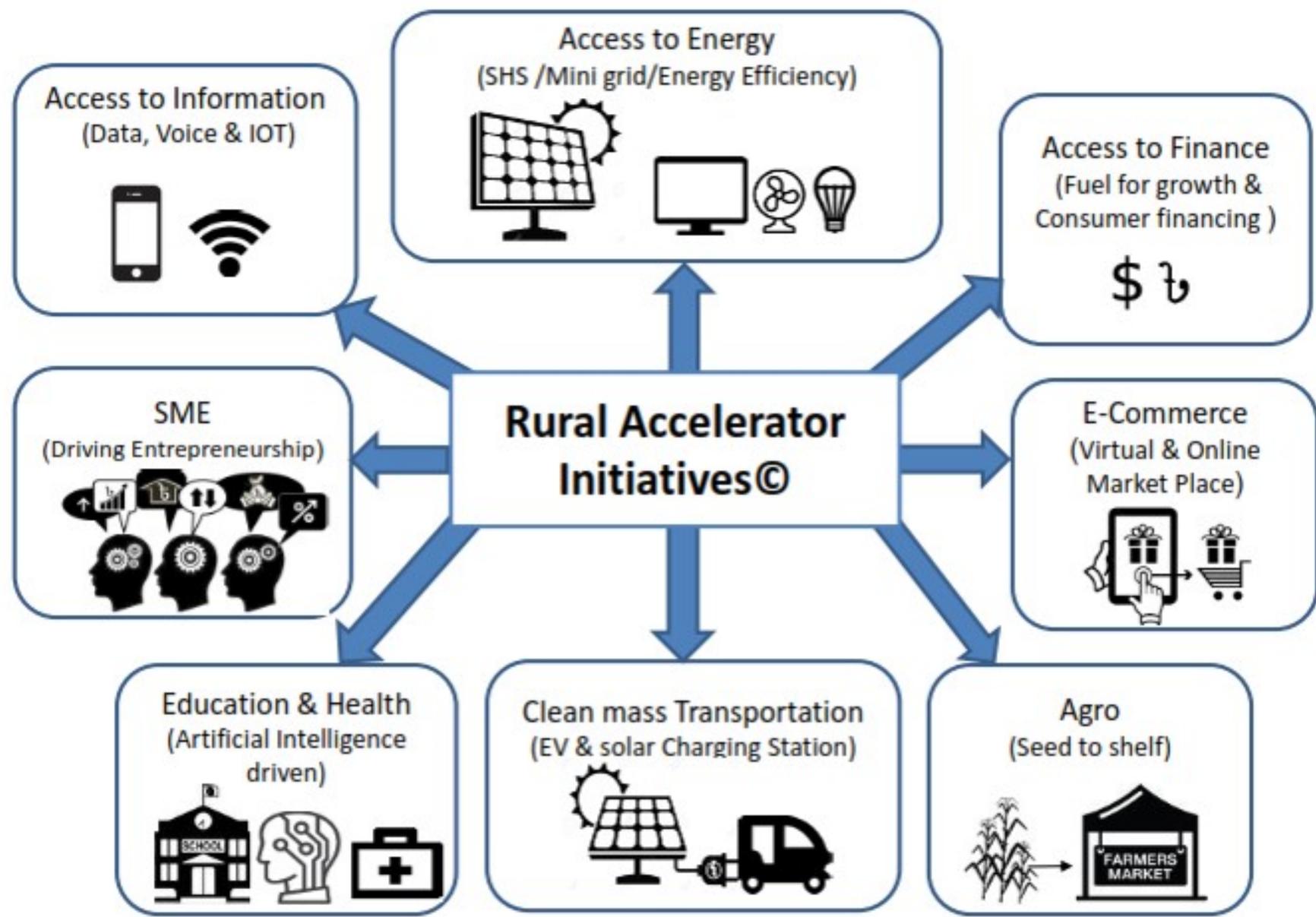
**Solar Market  
Grid**



**Solar Milk  
Chiller**



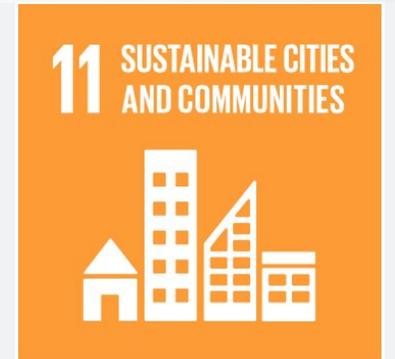
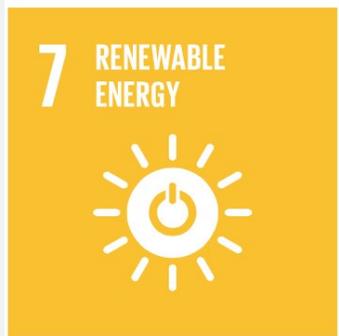
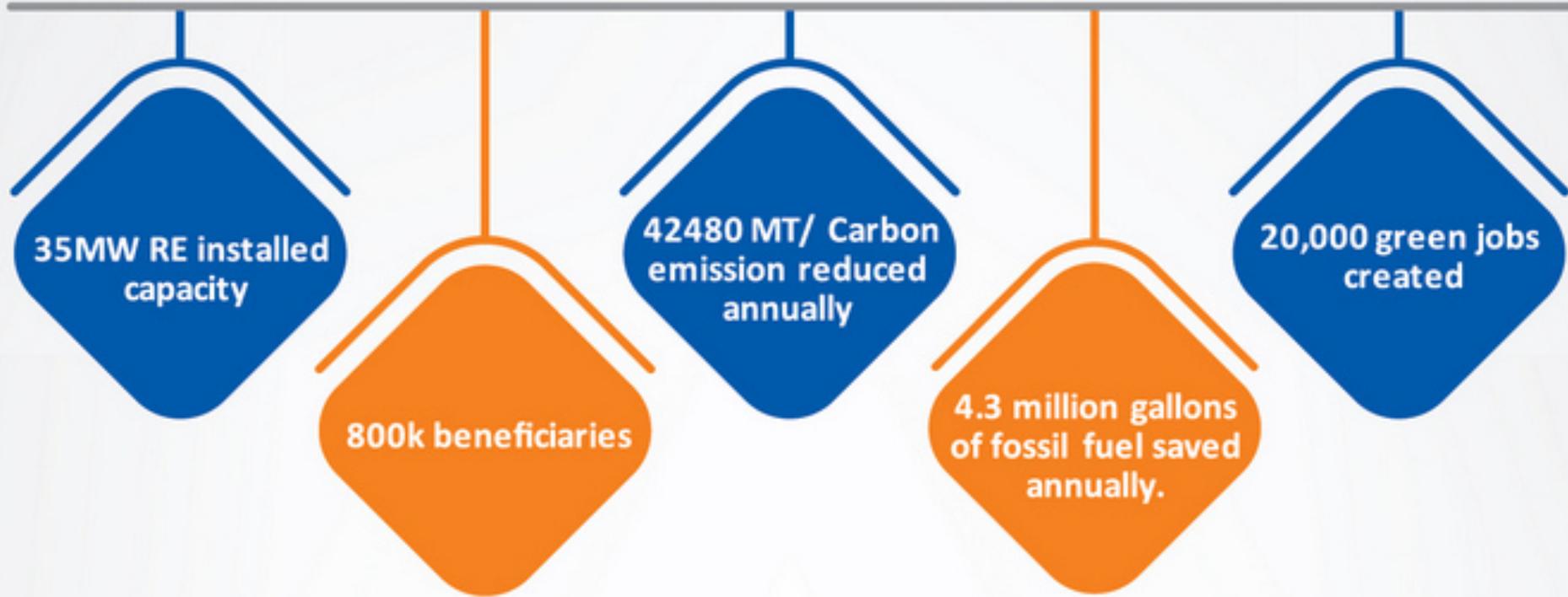
**Solar Cold  
Storage**



# Thank You



# OUR SUSTAINABILITY FOOTPRINT



# Impact



400+ Solar irrigation pumps



400k Energy Efficient appliances



500+ rooftop installations



500+ solar powered BTS



6000+ street lights



1.5 MW mini-grid



# Awards won



**Ashden Performance Award, 1<sup>st</sup>  
prize  
Lighting Section 2006**



**Platt's "Global Energy Awards"  
Renewable Projects  
2004**



**Category 4 Award: Private Sector in  
Developing Countries, 2016**



**2nd Clean Energy Excellence Award,  
2016  
Confederation of Asia-Pacific Chambers  
of Commerce and Industry**

