



World Bank Group
 1818 H Street, NW
 Washington, DC 20433

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Dear Robert Zoellick,

We, a collection of social entrepreneurs currently delivering energy access for the poor around the world, write to you today requesting your support at the upcoming Rio +20 conference. As you know, current investment flows do not prioritize small scale off-grid decentralized interventions to address energy access. Our current reliance on grid extension or large-scale centralized solutions will leave more than one billion people living without access to modern energy services by 2030 according to the International Energy Agency (IEA). In fact, the IEA has found that half of all energy services will have to be provided by off-grid clean energy investments in order to deliver universal energy access by 2030. While there have been numerous investments made in this sector, including many by the World Bank Group, overall commitment must be scaled up in order to reach universal energy access goals. While we appreciate the important work the World Bank Group has undertaken thus far, we believe important additional steps must be taken in order to catalyze the market. We therefore strongly urge you to take advantage of the opportunity the upcoming Rio+20 conference presents to make a firm financial and technical assistance commitment to the off-grid energy access sector.

We work in these markets and we know they suffer from, among other things, a distinct lack of access to finance. We therefore urge you to ensure that the World Bank group steps forward with a comprehensive package of technical assistance, financial comfort and intermediation supports for the sector. **We believe it is particularly critical to engage banks and financial institutions – both globally and locally – which the World Bank Group can do by securing up to \$500 million to de-risk off-grid clean energy investments.** This can and should be fully distributed no later than 2015 and supported by concessional finance to reduce cost and risk that will stimulate end user financing and nurture long term growth in local entrepreneurs. These financing instruments will be particularly important in helping us overcome stifling financing conditions by making the most effective and efficient use of limited government resources to reduce perceived risk and raise awareness of the viability of this sector.

In addition to making these financial commitments the World Bank Group can support our efforts by consolidating and focusing its technical assistance to create enabling environments that support off grid entrepreneurs and develop the pipeline of projects. This includes both policy level interventions as well as the capacity building activities of important projects such as Lighting Africa, Lighting India and Green Power for Mobile. We strongly support increased efforts built upon these important programs.

Ultimately, as practitioners, we see a desperate need for transformational interventions at several levels in order to spur sustainable growth in this nascent sector. The World Bank Group has a tremendous opportunity to support the efforts of the United Nations Sustainable Energy for All campaign by putting a monetary commitment on the table at the upcoming Rio+20 conference. With the help of World Bank Group finance, and technical assistance, we stand ready to deliver on the UN SEFA goals.

Yours sincerely,

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Allison Archambault, EarthSpark International

Andrew Tanswell, ToughStuff

Anil Raj, OMC

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Harish Hande, SELCO-India

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