



SEED | 10 YEARS OF
SEED AWARDS
2005-2015
promoting entrepreneurship
for sustainable development

Founding Partners



**AFRICA
WINNER 2015**

RECAPO CBO offers clean, renewable and affordable energy to residents in rural Malawi, where over 90% of the population has no access to grid-electricity. Its affordable Pay-As-You-Go model allows low-income households to exchange expensive and polluting lighting and electricity systems for solar solutions.



RECAPO CBO, Malawi

BUSINESS MODEL

RECAPO CBO approaches households in Chimutu, rural Malawi with solar home systems, offering them Pay-As-You-Go plans. Two LED bulbs and a cell phone charger are installed for a small initial charge and a weekly activation fee in the first 20 months of use, which can be more easily afforded by households than buying a system per upfront payment.

The enterprise also offers seminars on renewable energy and educates on the dangers and environmental impacts of kerosene lamps, candles and battery-powered torches.

ENTERPRISE FAST FACTS:

Location	Chizuma Village, Rural Malawi
Year founded	2001
Sector	Energy
Product/Service	Solar home lighting and electricity systems

Social impacts:

- Supporting educational achievements by increasing study time in homes by at least two hours per day through solar lighting.
- Educating 5,000 households on the importance of clean and safe energy.

Environmental impacts:

- Replacing dangerous and polluting lighting sources such as kerosene lamps and battery-powered torches for clean solar home systems, with a planned outreach of 2,500 households by 2016, and 12,000 households by 2018.

Economic impacts:

- Extending possible working hours for small businesses by three hours per day.
- Creating employment for installers, sales and service staff, service and agents selling activation on commission.
- Helping families reduce expenditures on lighting and charging cell phones and increasing their disposable income by an average of USD 5.20 per month.

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” Pay-As-You-Go Solar makes access to renewable energy possible for rural households.

Scaling up activities:

- Develop a plan for national distribution outlets by the end of 2015.
- Train 5,000 households in renewable energy by end of 2016 by hosting community seminars.
- Achieve financial sustainability by end of 2016 through increased sales and working to secure subsidies and grants to support customers to repay.
- Reach a 25 % adoption rate of solar home systems in the Chimutu area within 18 months.



” Benefits include reduced exposure to toxic emissions, better health, increased work and study time and higher quality of life, while saving households money.



Partnership

● **RECAPO Solar Systems** is a for-profit spin-off of RECAPO CBO. The enterprise distributes and sells Pay-As-You-Go solar home systems in rural Malawi.

● **RECAPO CBO** is a community based organisation active in the Chimutu community in Lilongwe and the main driver behind the set-up of RECAPO Solar Systems.

● **Azuri Technologies** supply the solar products and technology, and provide training and support.

● **SunSaluter** supplies the low cost solar tracker that increases the performance of solar panels by 30 %.



The 2015 SEED Awards in Malawi, Mozambique, Namibia are supported by the Government of Flanders, which is active in Southern Africa.

About SEED

SEED identifies and supports promising small scale social and environmental enterprises around the globe, enterprises who while working towards a greener economy also tackle poverty, marginalisation and social exclusion. SEED provides these enterprises with know-how and networks, taking the lessons learnt at local level up to decision-makers to promote evidence-based policy making. For more information please write to info@seed.uno or visit:

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