End User Subsidies Lab Official Launch

Session 1: Rwanda End User Subsidy (Pro Poor RBF)

Agenda

- **Official Launch of the End User Subsidy Lab – Dana Rysankova (World Bank/ESMAP)**
- **Welcoming Words - Annick Muhama (Ministry of Infrastructure)**
- **Pro Poor RBF Technical Design – Sarah Leitner (GIZ/EnDev) & Gratien Vuningoma (ECDL)**
- **Renewable Energy Fund Window 5 – Christa Kageruka (Development Bank of Rwanda)**
  - **Design of Window 5**
  - **Similarities and differences to the Pro Poor RBF**
- **Q&A**
- **Wrap up**

LAUNCH OF THE END USER SUBSIDY LAB

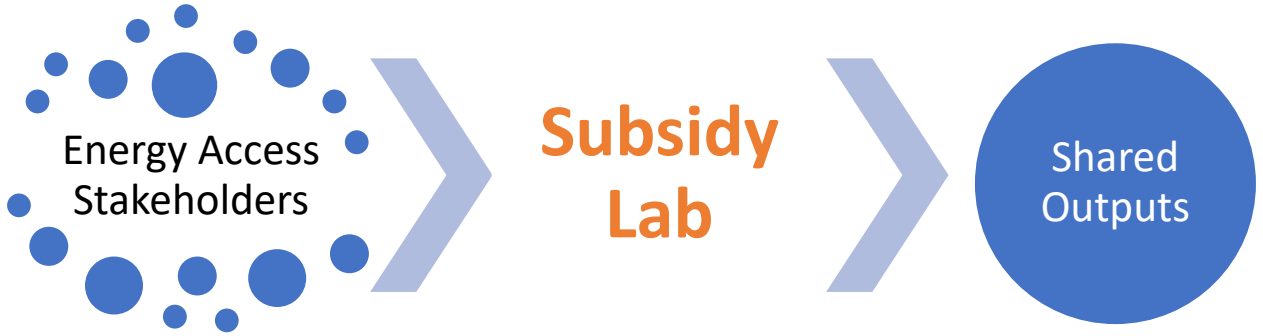
Dana Rysankova, Global Lead Energy Access, World Bank

The End User Subsidy Lab

Purpose and Structure

The End User Subsidy Lab seeks to promote the **uptake of carefully and well-informed end user subsidies**:

- Crowding in knowledge, resources and expertise from all stakeholders interested in participating
- Offering a platform for exchange, dialogue and extensive consultation among different stakeholders
- Sharing lessons learned, tools, and information broadly
- Testing prototype end user subsidy designs



Contribute resources (knowledge, expertise, funding)

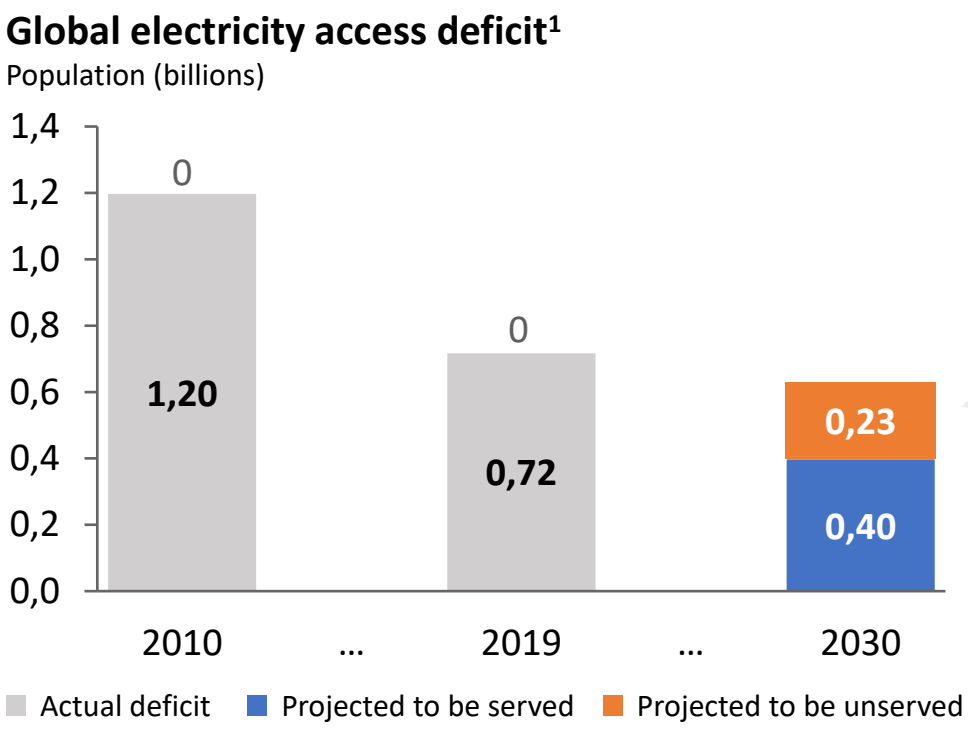
translates inputs into learnings, design prototypes, tools

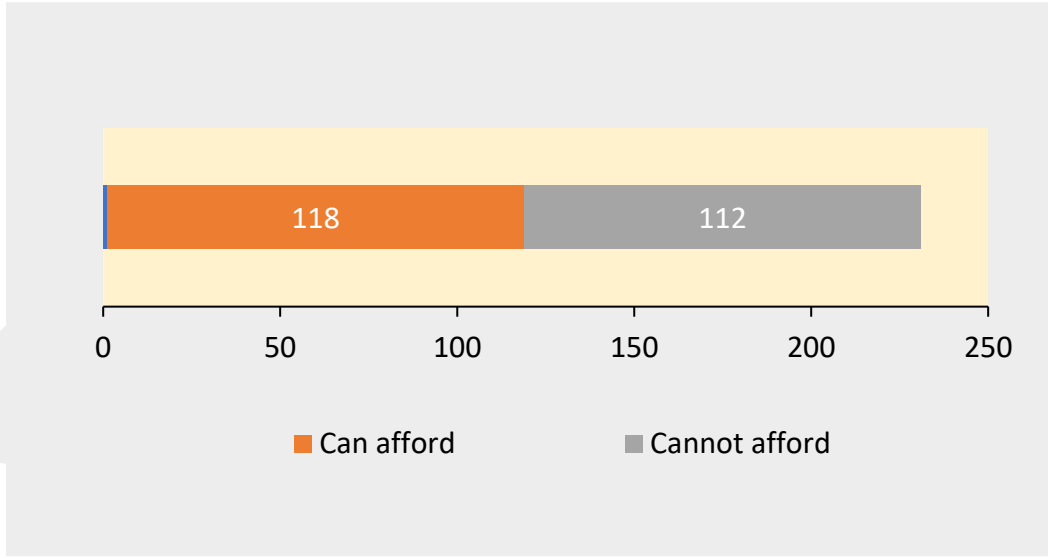
outputs inform designs and thinking of end-user subsidies

The lab is coordinated by ESMAP, GOGLA, and ACE TAF but welcomes the participation of all stakeholders.

WHY END USER SUBSIDIES?

- SIGNIFICANT PROGRESS HAS BEEN MADE TOWARDS SDG7, BUT LARGE PORTIONS OF THE POPULATION WILL REMAIN UNSERVED IN 2030.
- COVID-19 PANDEMIC IS PUSHING AN ADDITIONAL 100 MILLION PEOPLE INTO EXTREME POVERTY





Accessibility and affordability will be two of the key challenges to overcome in order to achieve SDG7

Sources: (1) World Bank, Global electricity access deficit, (2) Lighting Global, 2020 Market Trends Report - adapted from OCA

End User Subsidies can be channeled through either household or company

End User Subsidies (demand side subsidies) *directly* reduce the price to the end user. Whereas supply side subsidies bring down the price *indirectly* by leveraging market dynamics or partially absorbing the cost of business.

A

Government/ Donor Agency
- transfers cash (1)
- provides voucher (2)

→ **Household**
- uses additional cash available to purchase product (1)
- redeems voucher (2)

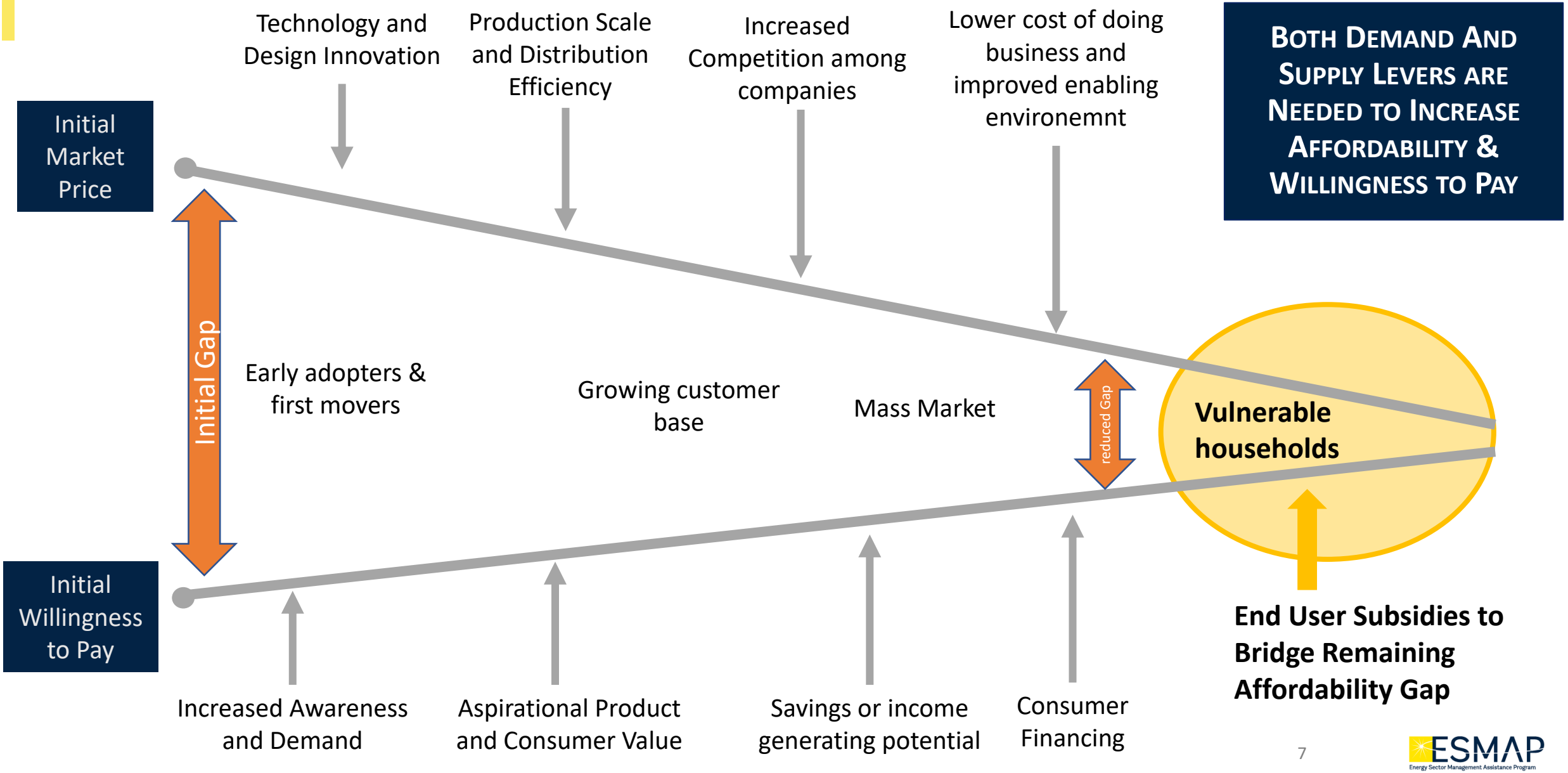
→ **Company**
- sells product at normal price (1)
- Sells at reduced price, reimbursed by government/ donor later (2)

B

Government/ Donor Agency
- Provides grant to company but mandates company to reduce end user price

→ **Company**
- Offers products at reduced price

→ **Household**
- Household buys at reduced price



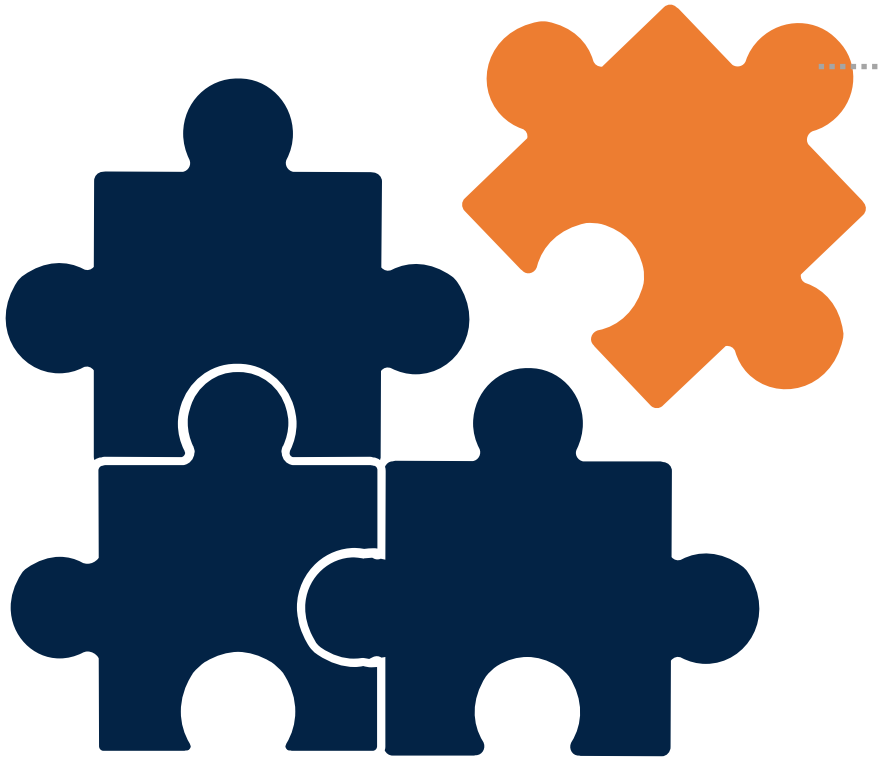
Both Demand And Supply Levers are Needed to Increase Affordability & Willingness to Pay

Adding End User Subsidies to The Toolbox

End User Subsidies Cannot Replace Ongoing Support But Complements it

Enabling Policy Environment

Quality standards, clear tax regulations, OGS embedded into access planning etc..



End User Subsidies

Providing support to low- income households in accessing products.

Access to Finance

Credit lines, dedicated debt funds, availability of equity.

Grant Funding

Promote R&D, market entry, market research, results-based financing.

Why Were End User Subsidies not Introduced Earlier?

- How to ensure scarce public funding is used in most efficient way?
  - when is the right point in market development to start end user subsidies?
  - how to determine the affordability gap and corresponding subsidy amount?
  - how to avoid leakage and ensure subsidy reaches target households?
  - how much will it cost?
- What can we learn from previous experiences?
  - Are there experiences from adjacent sectors that we can learn from?
  - Are the lessons from few end user subsidy pilots we see in select countries transferable to other markets?
  - How can increased digitalization be leveraged?

- How to avoid market spoilage and market sustainability?
  - how to avoid 'training' the households to pay lower price indefinitely?
  - how can an exit strategy look like?
  - is there a risk of private sector getting hooked on subsidies?
  - how do end user subsidies best complement proven tools on the supply side?

Many Important Questions – Few Definitive Answers High Risk!

How the Idea for the Lab Came About

1. Growing Consensus on the Need for End User Subsidies

For full effectiveness, they need to be complemented by supply side subsidies and risks associated need to be mitigated.

2. Recognition that the Sector Needs to Learn 'How To' Design and Mitigate Risks

There is limited knowledge on how to best design end user subsidies in different country contexts and how to address design challenges. More pilots and knowledge sharing is needed which requires funding.

3. Need to Mainstream End User Subsidies into National Electrification Programs

To mainstream end user subsidies, all stakeholders need to become more comfortable that the sector knows how to mitigate risks. More expertise and experience is required.

Next Step: End User Subsidy Lab

End User Subsidy Lab Concept - Proposed Activities

Go to knolwedge hub	Insights from sector specific or adjacent sectors will be collected, curated, and made available via an easily searchable online platform. • Resource Hub online: https://www.gogla.org/off-grid-solar-smart-subsidies/reports-and-resources • Webinar series profiling learnings from end user subsidy pilots or projects: Rwanda (today), Bangladesh (week of October 25), Togo, Kenya
Create a Pipeline of 'ready to fund and roll out' country specific designs	Support country teams with guidance and expertise in developing and testing end user subsidy designs: the lab will partner with up to three countries. • Support development of prototype design, incl. additional research or analytics work required • Help to fundraise to implement the pilot • Accompany pilot with monitoring & evaluation • Inform potential scale-up of a successful pilot
Enabling Transformative Thought Leadership	to further stimulate the development of innovative and impactful designs, the lab will act as a thought leader and ideate new frameworks and approaches that can help to reduce the affordability gap and promote inclusive and holistic market development.

To implement all foreseen activities, more funding is needed -> ESMAP and GOGLA continue to fundraise

Prototype Design & Country Pilots

Country Selection Criteria:

- Prevailing affordability gap.
- Appetite from government, development partners, and industry to contribute to, develop and test prototype design.
- Ideally presence of a WB access project that can scale successful pilot.
- Diversity: test ideas in different contexts.

Prtotype Desgin Building Blocks:

- Objective of end user subsidy
- Delivery channel
- Strategy for targeting
- Monitoring and verification approach
- Outline of elgibility criteria
- Approach to determine initial subsidy level
- Funding required for pilot and scale up
- Institutional arrangements, incl. implementing agency
- Exit strategy

Timeline and Next Steps

Date	Indicative Timeline
30/09/2021	Launch of Lab and Rwanda Webinar
09-10/2021	Countries to develop and test prototype designs in selected
Q4 2021	• Webinar Series: Kenya, Togo, Bangladesh • Start desgin process of prototypes, consultation of all national stakeholders
Q2 2022	Prototypes developed, fundraising to implement pilots
Q3 2022	Implementation plan with funders/ budget identified.
Q3-4/2022	Start pilots (subject to funding)

Please Engage!

The Lab seeks to leverage network effects. If you have interest in the work or would like to contribute to its success, please be in touch with:

- ACE TAF,
- GOGLA,
- or ESMAP/Lighting Global

To stay up to date with our activities and learn more, please visit our website:

https://www.gogla.org/end-user-subsidies-lab

End User Subsidies Lab

Thank you.
Please share comments and feedback!
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Welcoming Words from the Ministry of Infrastructure

Annick Muhama
Ministry of Infrastructure

GOGLA

Africa Clean Energy
Catalysing Africa's Solar Markets

LIGHTING GLOBAL

AN INNOVATION OF THE WORLD BANK
IBRD • IDA | WORLD BANK GROUP

ESMAP

Speakers

Chiara Rogate
World Bank –
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Sarah Leitner
GIZ/EnDev

Christa Kageruka
Development Bank
of Rwanda

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ESMAP

30/09/2021

End-user Subsidy Schemes
Pro Poor RBF

The Pro Poor RBF - background

Objective

Accelerate access to electricity for **low-income households** in selected off-grid areas using targeted incentives to **increase the affordability** of SHS

Implementation period:	November 2019 – March 2021
Incentive budget:	EUR 2.1 million
Funded by:	FCDO & USAID / Power Africa
Implemented by:	EnDev Rwanda, Rwanda Energy Group (REG) & Urwego Bank
Approach	Results-Based Financing, Leave no one behind

endev Urwego Bank Rwanda Energy Group REG

The Pro Poor RBF– how it worked

Company applies to Pro Poor RBF

Pro Poor team vets application

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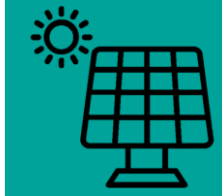
Rwanda Energy Group REG

Urwego Bank

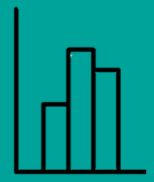
Contract is signed between company and fund manager

Urwego Bank

Company makes sales at subsidized price to eligible customers



Company submits claim to Pro Poor



Pro Poor team verifies sales

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Rwanda Energy Group REG

Urwego Bank

Fund manager disburses incentives to company.

Urwego Bank

FAQ 1 – How was the target group defined?

Low-income households

- Based on Ubudehe classification
- Ub. 1, 2 & 3 households targeted
- Priority given to Ub 1 based on budget earmarking

Living in off-grid areas

- As defined in the *National Electrification Plan* (NEP)
- Narrowed to 5 districts in the Southern Province given pilot nature

Without electricity access

- Also excl. households who previously purchased an SHS

Lessons learned: Using available data

Capitalise on available national data and databases for targeting.

FAQ 2 – How was the subsidy level calculated?

Basic principles

- Subsidy levels are reflective of differing ability to pay of Ubudehe categories.
- Only basic electricity access in line with Rwandan *Ministerial Guidelines on Minimum Standard Requirements for Solar Home Systems* is subsidised.
- Customers can choose any eligible system they want.
- All customers need to contribute to the purchase of the system to create ownership and ensure maintenance.

FAQ 2 – How was the subsidy level calculated?

Average Pay-As-You-Go (PAYG) price of 6 low-cost systems globally available complying with the *Ministrial Guidelines*

Assumed ability to pay based on various survey data on disposable income and energy expenditure by Ubudehe categories

Ubudehe category	Absolute subsidy level
Ubudehe 1	EUR 90
Ubudehe 2	EUR 70
Ubudehe 3	EUR 50

FAQ 2 – How was the subsidy level calculated?

- Challenge: If companies offer system below assumed base price, companies will be oversubsidised.

- Solution:
  - Addition of relative subsidy level in %
  - Application of the lower of the two subsidy levels

Ubudehe category	Absolute subsidy level	Relative subsidy level
Ubudehe 1	EUR 90	87 %
Ubudehe 2	EUR 70	68 %
Ubudehe 3	EUR 50	49 %

FAQ 2 – How was the subsidy level calculated?

Example 1:

- System cost: EUR 150
- HH Ubudehe category: 1
  - ☐ Relative subsidy level: EUR 150 * 0.87 = EUR 131
  - ☑ Absolute subsidy level: EUR 90

Example 2:

- System cost: EUR 98
- HH Ubudehe category: 1
  - ☑ Relative subsidy level: EUR 98 * 0.87 = EUR 85
  - ☐ Absolute subsidy level: EUR 90

Ubudehe category	Absolute subsidy level	Relative subsidy level
Ubudehe 1	EUR 90	87 %

FAQ 2 – How was the subsidy level calculated?

Lessons learned: Designing dynamic subsidies

- Take into account product eligibility criteria when thinking about the structure and design of the subsidy.
  - E.g. if eligible products are limited in terms of size or price, either the absolute or relative subsidy level may suffice.
- Consider framework conditions, market dynamics, customer behaviour, etc. when setting subsidies.
  - E.g. take standards into account, think about whether you want to set a higher subsidy level aiming to decrease or start lower with potential need to increase.
- Review and if necessary adjust subsidy (and price) levels to respond to market trends and external factors impacting costs.

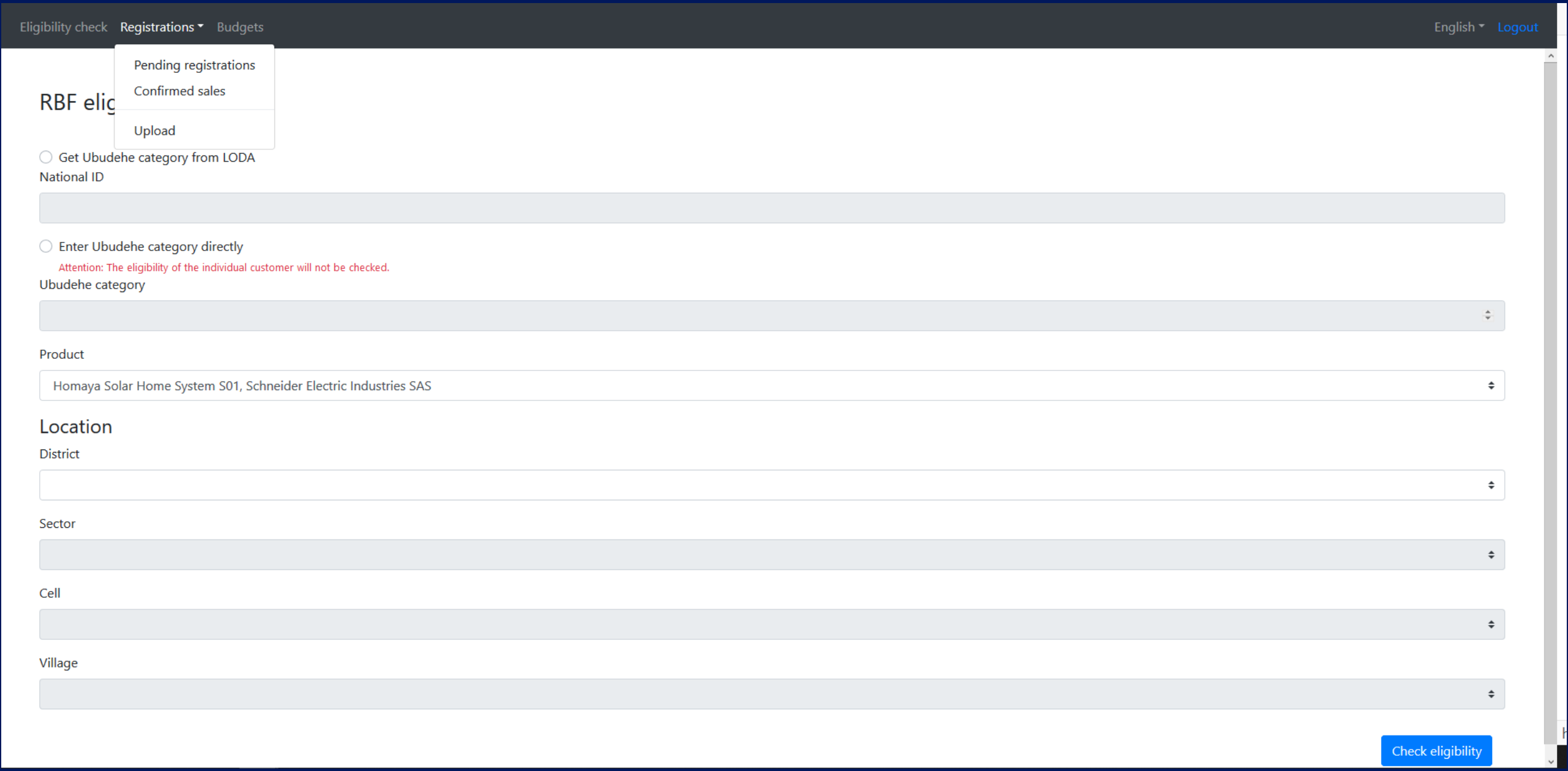
FAQ 3 – How can companies identify eligible customers and the right subsidy level in the field?

- Solution: web-based Eligibility Tool

- Users: Companies

- Functions:
  - Check customer eligibility and applicable subsidy
  - Pre-register („reserve“) customer if moving forward with sale
  - Confirm customers and secure subsidy upon system installation
  - Track budgets

The Eligibility Tool – Eligibility check



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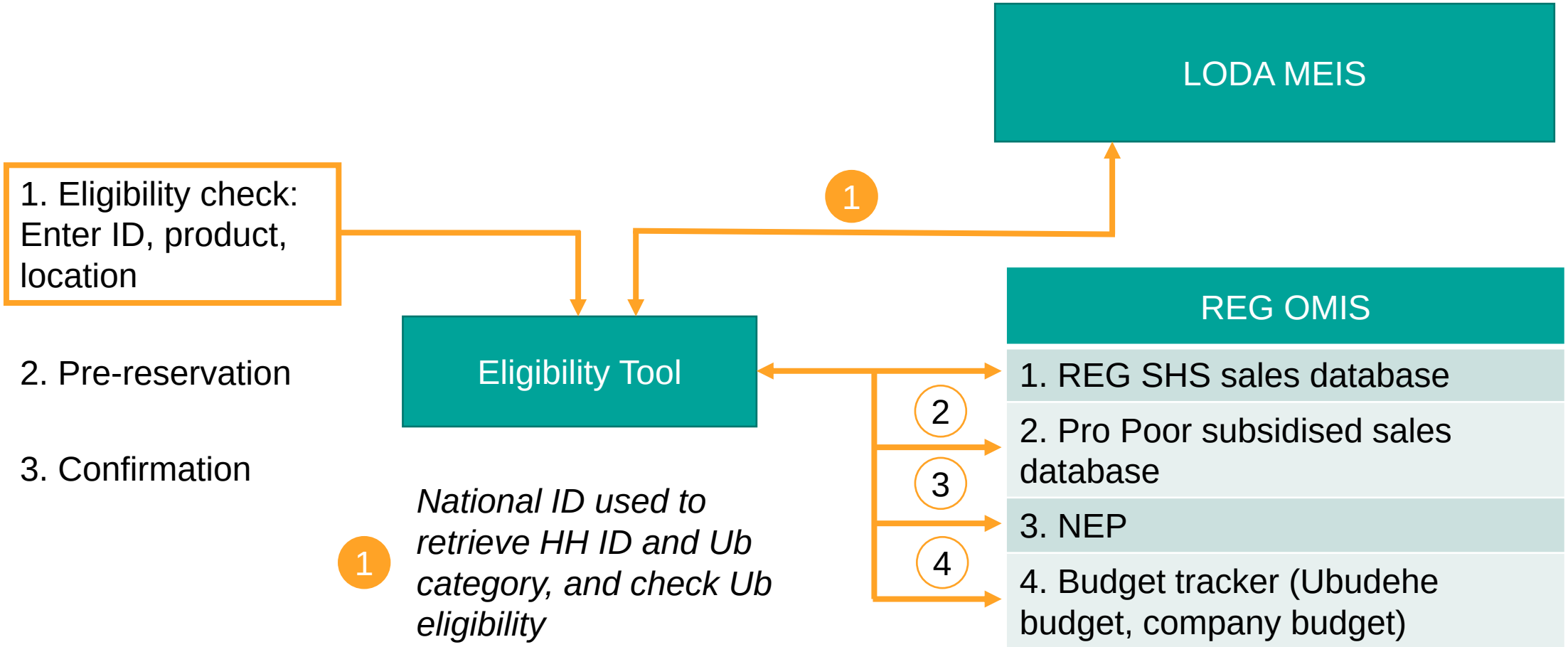

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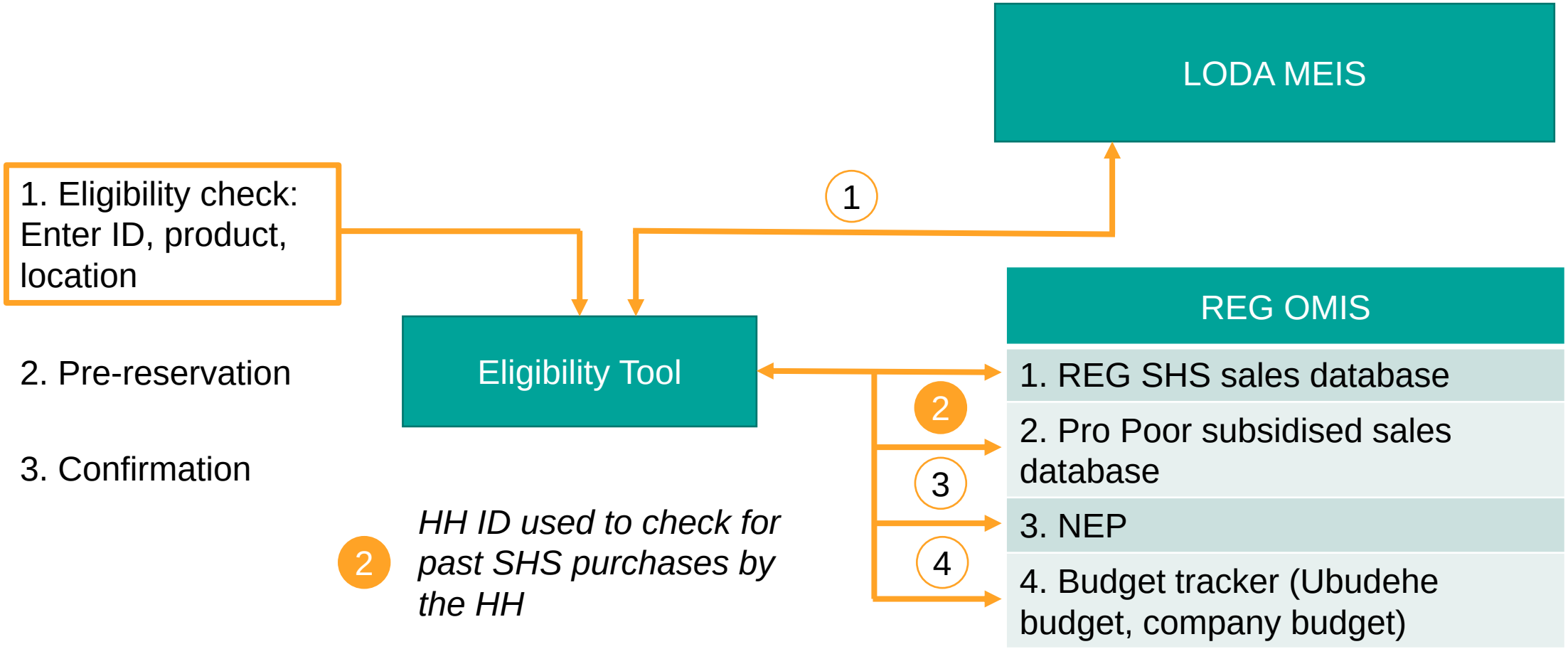

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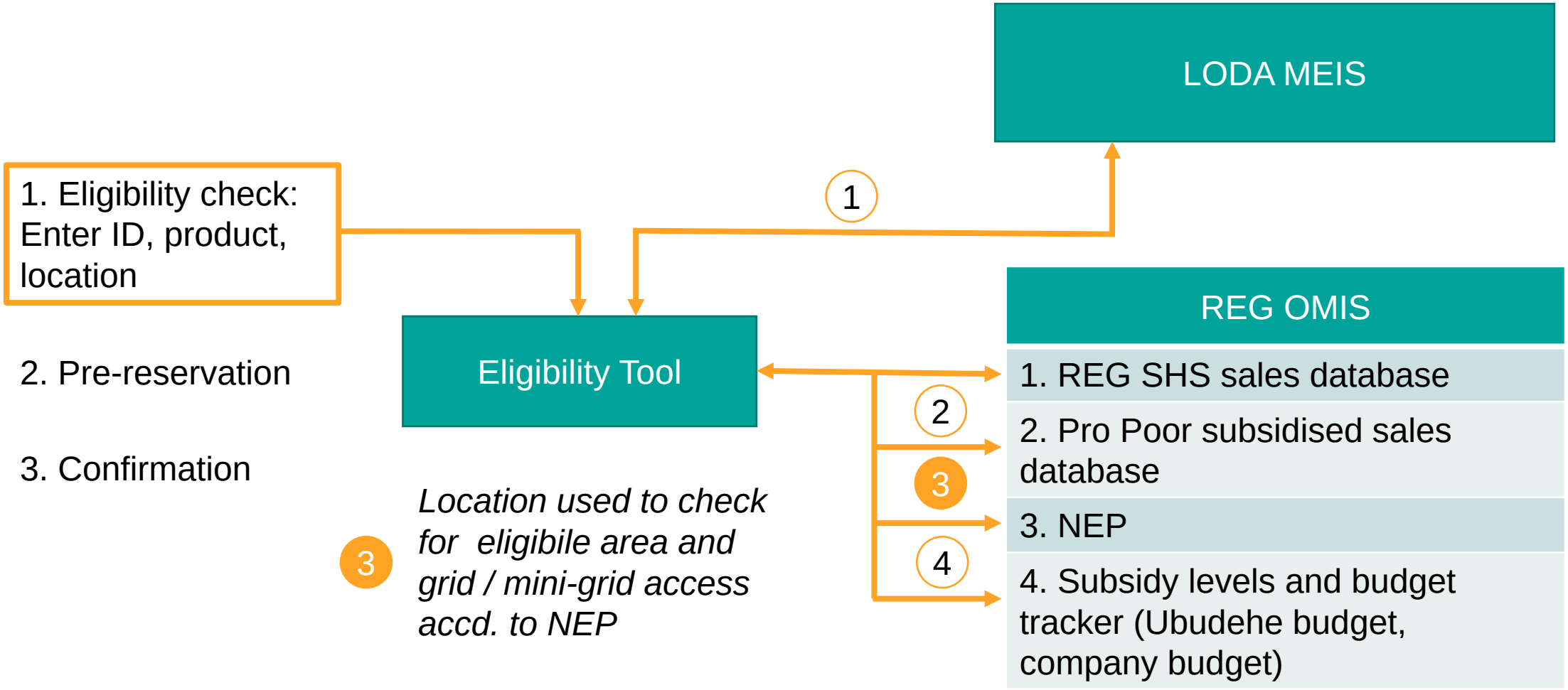

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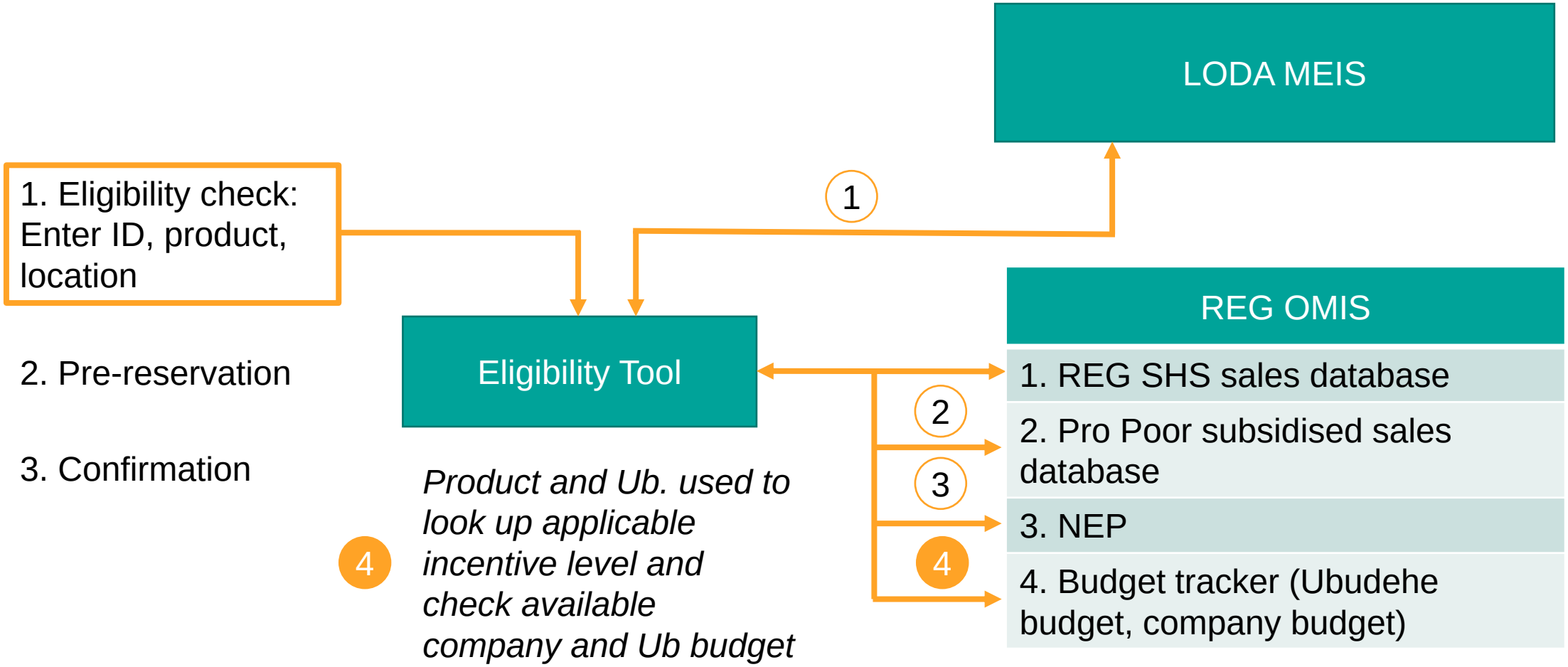


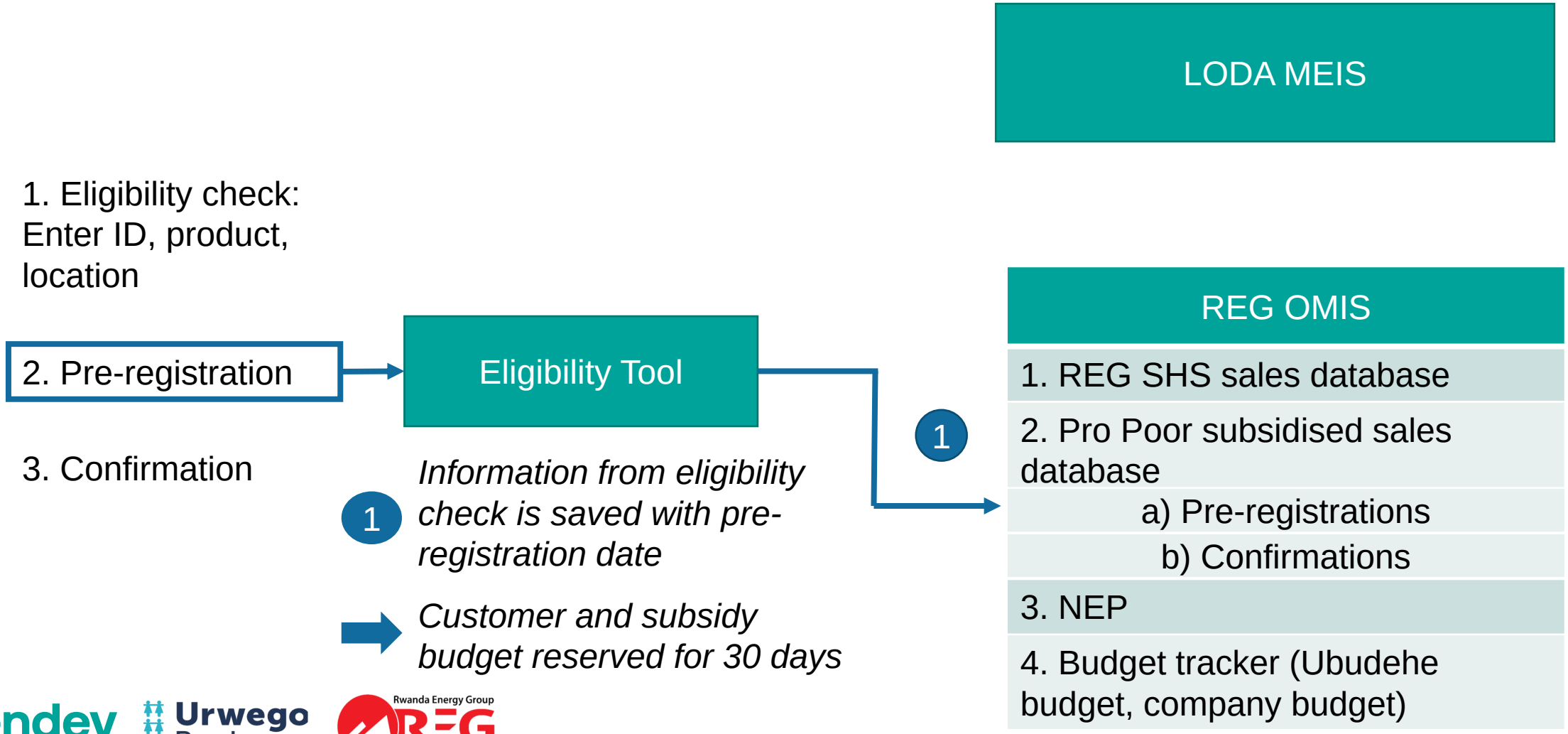
Eligibility check result

- The village is covered by the scheme
- The customer is not blocked for the scheme
- The customer's Ubudehe category is within its current budget
- The company is within its current budget

- Customer name: Someone
- Product: Sun King Home 120 Easybuy, Greenlight Planet
- Original price (FRw): 178,353.86 FRw
- Ubudehe category: 3
- Subsidy (FRw): 50,448.00 FRw
- Subsidized prize (FRw): 127,905.86 FRw

File pre-registration

FAQ 3 – How can companies identify eligible customers and the right subsidy level in the field?



The Eligibility Tool – Pre-registrations

Eligibility check | Registrations | Budgets | English | Logout

Pending pre-registrations

The pre-registration has been filed

Include expired pre-registrations | From 11 / 15 / 2019 | Until mm / dd / yyyy | Refresh | Export

15/12/2019

Village	Customer name	National ID	Product	Agent	Subsidized end-price (FRw)	Confirm
Bayi (Nyanza district)	Someone	1198781928374019	Sun King Home 120 Easybuy, Greenlight Planet	Ignite Administrator	107,726.66	☐

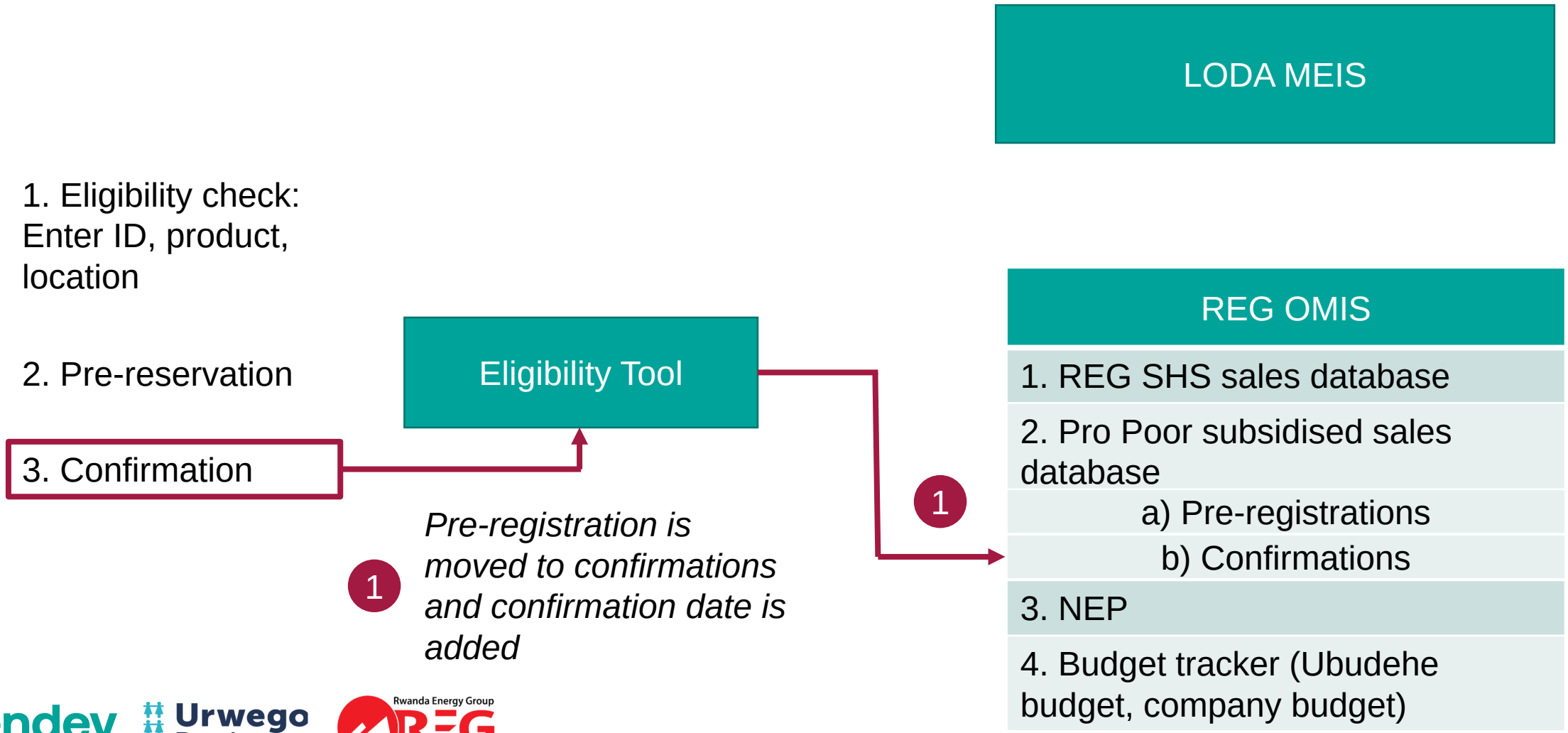
13/12/2019

Village	Customer name	National ID	Product	Agent	Subsidized end-price (FRw)	Confirm
Nyagatovu (Nyanza district)	Someone	1198671928364710	Sun King Home 120 Easybuy, Greenlight Planet	Ignite Administrator	87,547.46	☐

12/12/2019

Village	Customer name	National ID	Product	Agent	Subsidized end-price (FRw)	Confirm
Rugarama (Gisagara district)	Someone	1198570101761853	Sun King Home 60 Easybuy, Greenlight Planet	Ignite Administrator	28,099.54	☐
Gakomeye (Huye district)	Someone	1199480135072157	Sun King Home 120 Easybuy, Greenlight Planet	Ignite Administrator	107,726.66	☐
Kageyo (Nyamagabe district)	Someone	1195980018833005	Sun King Home 60 Easybuy, Greenlight Planet	Ignite Administrator	48,278.74	☐
Nyamiyonga (Nyanza district)	Someone	1199370131306107	Sun King Home 60 Easybuy, Greenlight Planet	Ignite Administrator	28,099.54	☐
Nyakabuye (Nyamagabe district)	Someone	1193780003357061	Sun King Home 60 Easybuy, Greenlight Planet	Ignite Administrator	48,278.74	☐
Kagano (Nyamagabe district)	Someone	1198480057591079	Sun King Home 60 Easybuy, Greenlight Planet	Ignite Administrator	68,457.94	☐

FAQ 3 – How can companies identify eligible customers and the right subsidy level in the field?



FAQ 3 – How can companies identify eligible customers and the right subsidy level in the field?

Lessons learned: Considering digital tools

- Digitalise eligibility check and claiming as much as possible to facilitate programme management (both for companies and administrators).
- Consider data protection regulation, network coverage and devices being used by company agents when designing and employing digital tools.
- Take into account server structure and network quality of databases you need connect to and, if possible, have a plan B in case the tool is down.
- Ensure you have capacities for trouble shooting and to adapt IT tools throughout implementation.

FAQ 4 – What have we learned during implementation?

Lessons learned: Raising awareness and gaining local support

- Conduct awareness raising campaigns among customers to ensure they are informed eligibility criteria, programme requirements and product offerings.
- Engage with local authorities throughout the preparation and implementation to gain support for customer mobilisation and verification.
- Clearly define role of local government and formalise the cooperation.

FAQ 4 – What have we learned during implementation?

Lessons learned: Verfiying results

- Work with companies to improve data quality – it will save time and money during verification.
- Use multiple verification methods to balance reliability and cost efficiency.
- For phone verification, call customers multiple times on different days at different times and allow companies to provide alternate numbers to ensure you reach them.
- Be prepared that customers may not be able to give you the company or product name, exact purchase date or price.

FAQ 4 – What have we learned during implementation?

Lessons learned: Setting impulses through disbursement schedules

- Consider the impact of different disbursement models on price, company and customer behaviour.
  - E.g. single upfront payment can help to reduce cost of capital and end-user prices; multiple payments or monthly top ups can ensure better long-term service

- When considering multi-tranche disbursement, ensure you have the contractual means to manage final verifications and payments.

endev Urwego Bank Rwanda Energy Group REG

Thank you for your attention!

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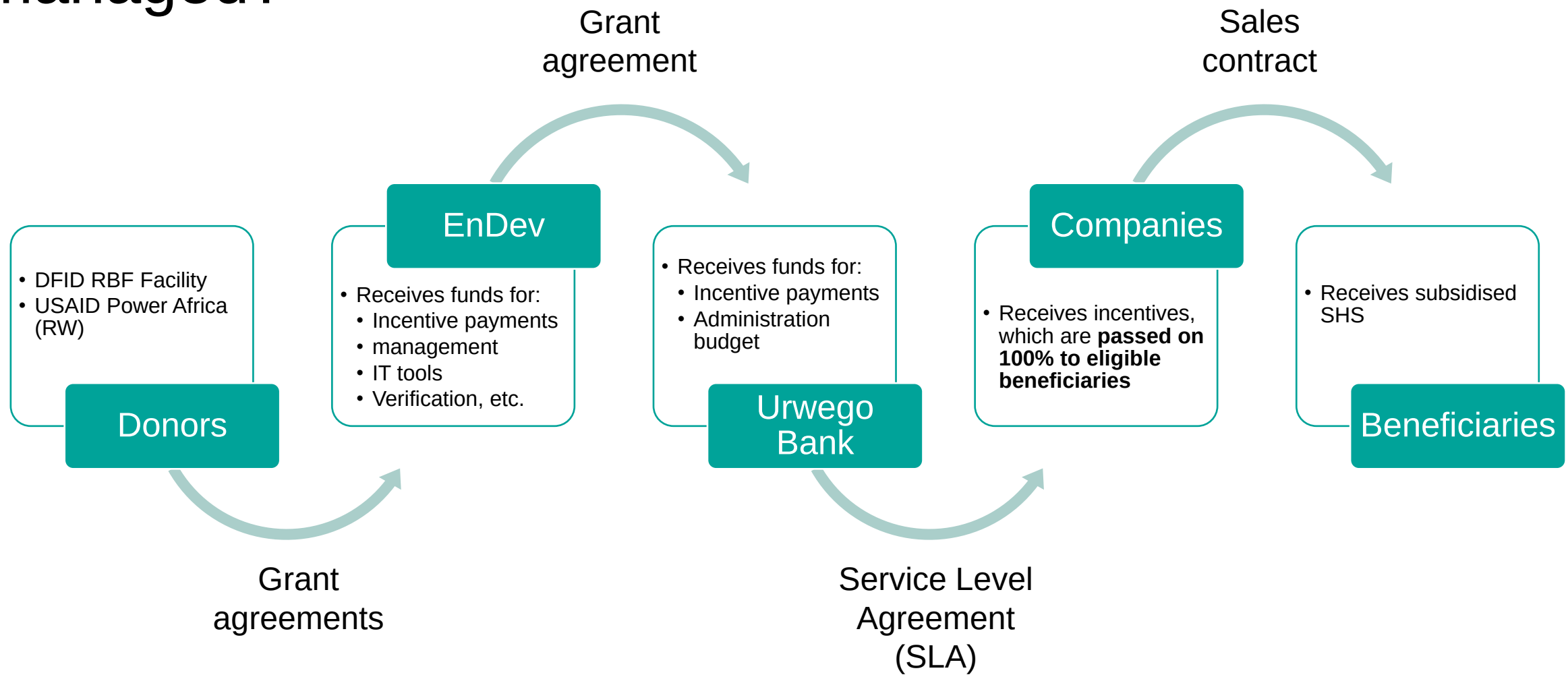
Annex 1: How was contracting and disbursement managed?



Annex 1: How was contracting and disbursement managed?

Lessons learned: Using fund managers

- Key for successful RBF: fast processes
- Advantage of fund managers: less bureaucratic hurdles for contracting and disbursements
- Key considerations for working with fund managers:
  - Role of fund manager
  - Appropriate training / support for fund manager
  - Incentive for fund manager

Lessons learned: Using companies as intermediaries

- Advantages of channeling funds through companies:
  - minimize transaction costs
  - overcome challenges related to literacy
  - overcome challenges related to connectivity / digital literacy

Annex 2: What companies and products were eligible?

Eligible companies

- Open to all solar companies or commercially operating organisations in Rwanda

- Eligibility criteria incl.
  - registration
  - compliance with tax and social security requirements
  - signed Cooperation Agreement with REG
  - compliance with government reporting requirements
  - end-of-life management policy, etc.

Supported solar systems

- Newly imported SHS complying with the *Ministerial Guidelines on Minimum Standard Requirements for Solar Home Systems*

- Lighting Global certified SHS already in Rwanda at the time of the programme launch

Annex 2: What companies and products were eligible?

Lessons learned: Ensuring broad company participation

- Overly bureaucratic eligibility criteria can eliminate smaller / local companies.
- Even with managable eligibility criteria, upfront funding for stock purchases can be a challenge for smaller / local companies.
- Keeping programme processes flexible and being adaptable is crucial to ensure business model diversity and innovation.

Lessons learned: Setting impulses for market development

- Applying national or international product standards can help improve overall product quality in the market and improve customer perception.
- Including criteria on e.g. e-waste can encourage companies to think about end-of-life management. (Criteria should not be too restrictive.)

Annex 3: How was the verification process structured?

Basic principles

- Robust methodology and reliable results
  - At least two separate verification steps
  - Independence of verifiers
  - Representative samples
- Cost efficiency
- Quick to perform

Annex 3: How was the verification process structured?

Data / document verification

- Cross check Eligibility Tool registrations with monthly sales reports and fulfillment of claim requirements (by implementation team)
- Tool: Results Form

Phone verification

- Independent phone verification (by implemetation team + IVAs)
- Statistical sampling (50% of total), random sampling
- Tool: Online survey tool, Results Form

Field verification

- Independent field verification (by implemetation team + IVAs)
- Statistical sampling (50% of total), target sampling (geographic clusters)
- Tool: Online survey tool, Results Form

Contract verification

- Contract verification (by implementation team)
- Initially: only customers with issues, under COVID: replaced field verification
- Tool: Results Form

RENEWABLE ENERGY FUND WINDOW 5

Off-grid Solar Home System Results-based Financing (RBF)

Rwanda End-user Subsidy Webinar | 30th September 2021

Christa KAGERUKA | Development Bank of Rwanda

The Renewable Energy Fund (REF) Project

REF PROJECT

Window 1	Window 2	Window 3	Window 4	Window 5
SACCOs	Banks and Microfinance Institutions	Mini-grid Developers	Off-grid Solar Companies	Results-based Financing (RBF) Subsidy
On-lending	On-lending	Direct lending	Direct lending	Grant

- **Objective** is to increase electricity access in Rwanda through off-grid technologies (stand –alone SHS, mini-grid)
- **Compliance with eligibility criteria** is required to access finance
- **Qualified solar systems** of minimum quality standards and Tier 1 and above access levels
- **Funding** comprises US 48.94 million
- **Expected Impact** of 445,500 new off-grid connections (1.8 million people)
- **USD 15 million RBF** (Window 5) provides subsidy to eligible Ubudehe 1, Ubudehe 2, and Ubudehe 3 households.
- Energy Access and Quality Improvement Project (EAQIP) has added additional **USD 15 million** in Window 5.

Window 5 Results-based Financing

Rationale

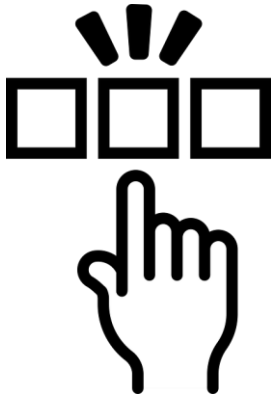
- **Rationale:** It is widely known across the off-grid sector by all stakeholders that affordability is the biggest challenge faced by the sector. This is true as the target market for Solar Home Systems (SHS) falls in the lowest income bracket of Rwandan households.

- As a result, the Government of Rwanda in partnership with the World Bank initiated a **US$ 15 million** subsidy window under REF project.
- The facility was approved with its the Operations Manual by the REF Steering Committee and the World Bank.
- The EAQIP project has allocated another US$ 15 million as continuation to Window 5

Performance targets

INDICATOR	UNIT	END TARGET
Number of estimated households and micro-enterprises with access to subsidized off-grid SHS	Number	**370,000**
Number of people provided with access to electricity	Number	**1,480,000**
Total result-based grant financing provided	USD	**30,000,000**
Renewable energy generation capacity from SHS under Window 5	MW	**5.47**

Subsidy levels and household eligibility criteria



CATEGORY	PERCENTAGE COVERAGE (OF FINAL PRICE)	MAXIMUM SUBSIDY (IN FRW)
Ubudehe 1	90%	FRW 100,000
Ubudehe 2	70%	FRW 80,000
Ubudehe 3	45%	FRW 50,000

- Resident of SHS zones as identified by National Electrification Plan (NEP) at the time of registration in Eligibility Tool;
- The Window 5 subsidy will be provided only to Ubudehe 1, 2 and 3 households (HHs);
- The Window 5 subsidy will only be provided to a household once;
- Households who are currently benefiting from a SHS subsidy (i.e. grant that lowers end-user pricing) from other programs, such as from development partners or local government, are not eligible;
- Households already connected to the grid, to a mini-grid or to another SHS, at the time of registration, are not eligible for the Window 5 subsidy.

Subsidy disbursement schedule

Subsidy disbursement schedule with SHS PAYGO price of FRW 115,000 or more

DISBURSEMENT	CONDITION	UBUDEHE I	UBUDEHE II	UBUDEHE III
1st Installment	Upon installation and verification by EDCL	45,000	45,000	45,000
2nd Installment	After adequate customer service for 1 year is confirmed and at least 15% of customer's contribution (incl. down payment) and verification by EDCL.	45,000	30,000	-
3rd Installment	After adequate customer service for 3 years is confirmed and 100% of the customer's contribution and verification by EDCL.	10,000	5,000	5,000
Total subsidy		**100,000**	**80,000**	**50,000**

Subsidy disbursement schedule

Subsidy disbursement schedule with SHS PAYGO price below FRW 115,000

DISBURSEMENT	CONDITION	UBUDEHE I	UBUDEHE II	UBUDEHE III
1st Installment	Upon installation and verification by EDCL	50%	50%	50%
2nd Installment	After adequate customer service for 1 year is confirmed and at least 15% of customer's contribution (incl. down payment) and verification by EDCL.	45%	45%	45%
3rd Installment	After adequate customer service for 3 years is confirmed and 100% of the customer's contribution and verification by EDCL.	5%	5%	5%
Total subsidy		100%	100%	100%

Subsidy disbursement schedule

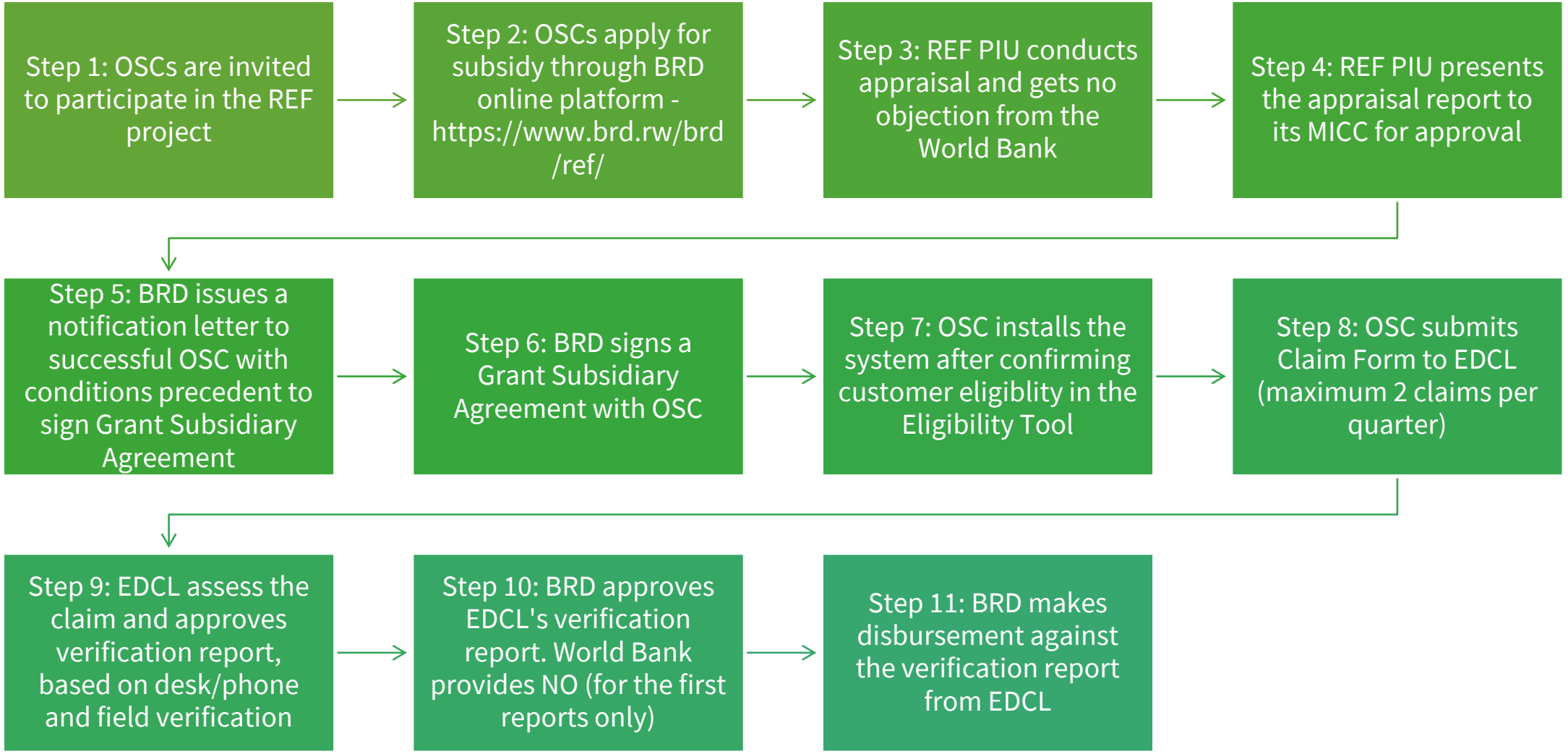
Subsidy disbursement schedule for cash sales

DISBURSEMENT	CONDITION	UBUDEHE I	UBUDEHE II	UBUDEHE III
1st Installment	Upon installation and verification by EDCL	80%	80%	80%
2nd Installment	After 3 years of adequate customer service is confirmed and verification by EDCL.	20%	20%	20%
Total subsidy		100%	100%	100%

Eligibility criteria for company participation

- Licensed with adequate ownership structure
- Agreement with Energy Development Corporation Limited (EDCL)
- Quality of operations
- Warranty and after-sales service
- Recycling
- Adequate funding
- Satisfactory end-user pricing scheme
- Quality products
- Adequate accounting systems and management information and well-organized IT support
- Gender quotas, for EAQIP only

Window 5 implementation process flow



Window 5 implementation progress

Under the REF window 5 subsidy, BRD and the World Bank have approved total amount of US$ 7.1 Million to 22 Off-grid solar companies (OSCs). 19 OSCs have signed grant subsidy agreements with a value of US$6.5 Million. 10 Companies have started implementation and have pre-registered and confirmed sales totaling 2,069 and 22,293 connections, respectively. In terms of subsidy disbursement, BRD has disbursed a total amount of US$ 601,520 to 4 OSCs.

NO OF OSCS APPROVED	AMOUNT APPROVED (USD)	NO OF OSCS SIGNED AGREEMENTS	AMOUNT SIGNED (USD)	AMOUNT DISBURSED (USD)	PROGRESS AS OF 24/09/2021		
					HHS PRE-REGISTERED	HHS CONNECTED	SUBSIDY COMMITTED (USD)
22	7,172,891	19	6,570,481	601,520	2,069	28,328	2,659,985

Similarities with the Pro-poor RBF

SIMILARITIES	REMARKS
Target beneficiary	Both provide subsidy to final end-users (Ubudehe 1, 2 and 3)
Verification mechanism	Both verify the achieved results before the subsidy is disbursed.
Implementation tool	Both use Eligibility Tool for pre-registration, registration/sales confirmation.
	Both use NEP and LODA database to assess the eligibility of the households
Partnership	Both work with EDCL

Differences to the Pro-poor RBF

DIFFERENCES	PRO-POOR	WINDOW 5
Geographical coverage	5 districts	Countrywide
Subsidy level	€ 90, € 70, € 50 for U1, U2 and U3 respectively	FRW 100k, FRW 80k, FRW 50k for U1, U2 and U3 respectively
Currency of subsidy	Subsidy agreement in Euro but convertible in FRW during disbursement	Both subsidy agreement and payment in FRW
Disbursement schedule	Single disbursement after installation and verification	3 installment for PAYGO and 2 installments schedules for cash business model
Business model	Supports only PAYGO	Both PAYGO and Cash (including through SACCO)

Thank You

Q&A time!

- Write your questions in the Q&A box
- Mention if it is for one of our speakers in particular

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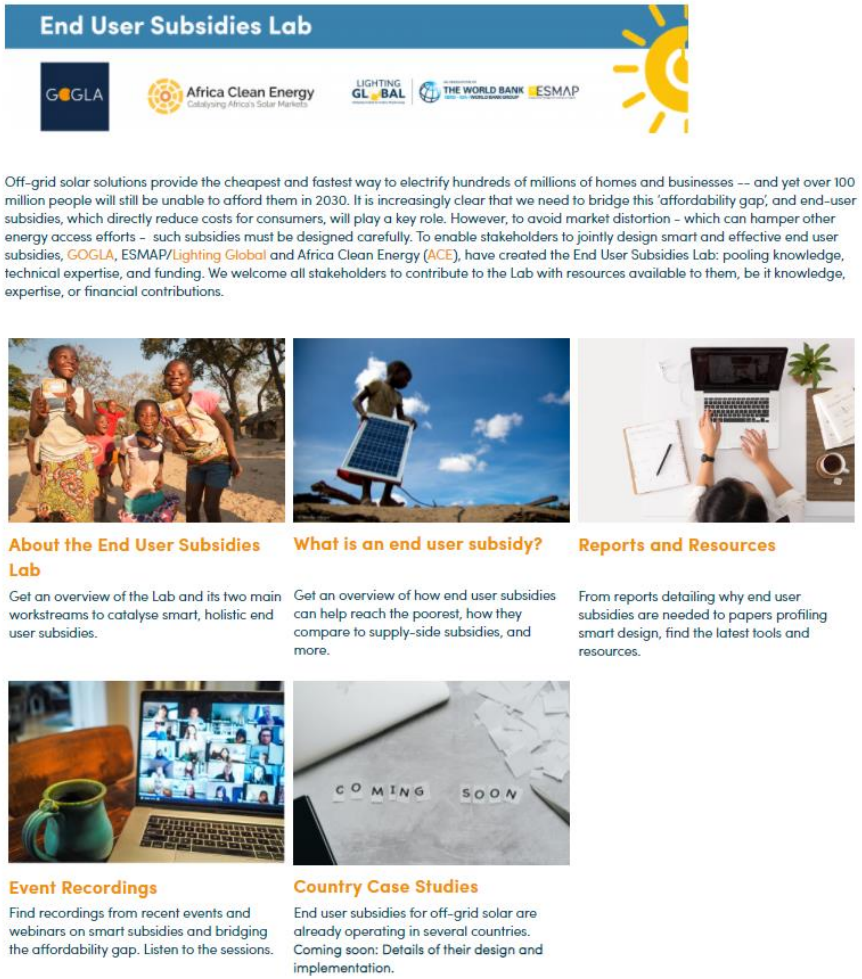
Thank you for attending! Want to learn more?



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