

NEW ENERGY NEXUS

PHILIPPINES

IMPACT REPORT 2020

About New Energy Nexus

VISION

An abundant world with 100% clean energy for 100% of the population, in the shortest time possible.

PROBLEM

There are not enough diverse and thriving clean energy entrepreneurs to match the scale of the clean energy transition in Southeast Asia.

MISSION

New Energy Nexus aims to support diverse entrepreneurs to drive innovation and build equity into the global clean energy economy



New Energy Nexus Philippines in Numbers 2020

1,296

Participants Engaged

1

Ecosystem
Mapping Report

45

Pipeline Building
Events

7

University Partners

7

Energy Company
Partners

11

Startups
Incubated/Accelerated

14

Mentors Engaged

1

Incubation
Program



Question & Answer

with **Brenda Valerio**

Program Manager, New Energy Nexus Philippines

What Problem Does New Energy Nexus Philippines Exist To Address?

At New Energy Nexus we believe that there are currently not enough clean energy enterprises to meet the scale of the clean energy transition in the Philippines. In addition, entrepreneurs are navigating a nascent ecosystem and experience unique challenges in achieving their mission. We exist to address these gaps.

First, we are seeing low awareness in the clean energy innovation ecosystem, and therefore few initiatives catered to support clean energy entrepreneurs.

Second, we know the majority of players in the energy industry are large conglomerates and foreign companies. We want to see more local technology and business model innovations to benefit from the opportunities the clean energy transition offers.

Finally, we are experiencing an insufficient talent pipeline of energy entrepreneurs and innovators. Less than 1% of universities offer courses in clean energy and many professionals in the industry lack business acumen and skills to become the innovators we need.

What Is New Energy Nexus Philippines Current Strategy To Address The Problem?

Since we established in 2019, our focus is in:

1. Building a community of people with a shared passion for contributing to the clean energy transition in the Philippines through entrepreneurship
2. Establishing platforms for aspiring and early stage energy entrepreneurs to acquire business skills, technical knowledge and networks.
3. Mapping out and understanding the current ecosystem and landscape.
4. Identifying and strengthening relationships among stakeholders across the Clean Energy Startup Ecosystem

What Were The Major Achievements Of 2020?

In 2020, our major achievement include:

- The "[Philippines New Energy Startup Ecosystem Map](#)": an opportunity to better understand the current situation.
- Connex Meet-ups: connecting with stakeholders in the sector, 10 of whom have since come on board as partners.
- Energy Entrepreneurship 101: our online training program in energy entrepreneurship, so far completed by 282 aspiring innovators.
- Energy Bootcamps and Hackathons: New Energy Nexus signature activities for building a pipeline of entrepreneurs
- Energy Incubation Program: identifying and working alongside 11 startups, achieving a recommendation rating of 9.77/10!

How Can Others Join You In Accelerating The Clean Energy Transition In The Philippines?

- If you are an energy innovator: Get in touch with us to be updated on upcoming cohorts
- If you can support early-stage clean energy startups: Reach out to us to be connected with innovative businesses
- If you are part of the clean energy ecosystem: Read the ecosystem report and connect with us to explore collaboration opportunities

What Are You Focusing On In 2021?

In 2021 we are particularly excited to launch a new program called the Solar Innovation Program. In the Philippines, the current solar capacity installed is behind the target Renewable Energy mix, and the existing solar rooftop companies do not have the capacity to meet the scale. This is due in part to the lack of business management skills required for greater efficiency, the low adoption of tools designed to increase productivity, and the missing innovation mindset, skills and confidence among leadership.

We teamed up with Open Solar and the Center for Renewable Energy and Sustainable Technologies (CREST) to design a program to address these challenges. The program aims to increase productivity and innovation of selected solar PV companies, in order to increase the rate of adoption of distributed energy sources in the Philippines.

This pilot will test our theory and assumptions, and we would love to hear from organisations who are interested in learning about the results.



Meet a Clean Energy Innovator: Light of Hope

Mission:

To **improve the lives** of the marginalized off-grid communities through the use of **renewable energy and iot technology**, pushing forward solutions to the climate crisis.

Light of Hope is a grassroots movement aimed to improve the lives of the marginalized off-the-grid-communities through the use of clean renewable energy technology and IoT technology, pushing forward the solutions to the climate crisis. Light of Hopes have 3 types of services: Workshop, Solar Lamp Program and DIY KIT Solar Lamp in a Bottle

Through the Energy Innovation Program, Light of Hope received support in:

- Idea and prototype refinement
- Business Model and Go-To-Market Strategy
- Business Legal and Financial Modelling
- Cloud credits and Tech Mentorship

Light of Hope progress on the Energy Innovation Program:

- Increased their Technology Readiness Level from 2 to 5
- Progressed along the commercialisation pathway from "concept" to "pilot" stage
- Connected with 16 strategic stakeholder interested in supporting Light of Hope through the Demo Day
- Incorporated the company in Singapore
- Developed software and deployed pilot for Cloudgrid services



So far, Light of Hope has:



2,033
Solar Lamps
Sold



2,033
PET Bottles
Recycled



80,154 kg
of estimated tCO₂e
avoided



“

If you have a business idea that is related to clean renewable energy technology, join the New Energy Nexus program and from there, you will learn from the basics, the laws, and also on how to properly run your company.”

*- Jovie Gil Montajes, Founder,
Light of Hope*



For more information about New Energy Nexus,
please contact us by email:

brenda.valerio@newenergynexus.com