

NEW ENERGY NEXUS

INDONESIA

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 Indonesia in Numbers 2020

5,325

Participants Engaged

1

Cohort Incubator
Programs

41

Pipeline Building
Events

5

University Partners

14

Energy Company
Partners

17

Startups
Incubated/Accelerated

10

Mentors Engaged

3

Cohort Accelerator
Programs



Question & Answer

with **Diyanto Imam**

Program Director, New Energy Nexus Indonesia

What Problem Does New Energy Nexus Indonesia Exist To Address?

Indonesia has the potential to generate 788,000 megawatts (MW) of power from its renewable energy sources, equal to more than 14 times the country's electricity consumption (Loewy Institute). Despite this massive potential, Indonesia struggles to meet its target to realize 23% renewable energy from its total energy mix by 2025 (Jakarta Globe, 2019). In 2020, the renewable energy portion in Indonesia had only reached 9.15% (MEMR, 2020).

Looking at this situation, we believe that startups working in the renewable energy sector could play a key role in accelerating the clean energy transition in Indonesia. But they currently lack a strong ecosystem of support to commercialise and reach scale fast enough. New Energy Nexus Indonesia is one of the few active organizations dedicated to supporting these enterprises.

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

Our current strategy focuses on three main outcomes. First, we aim to increase public awareness of renewable energy solutions and the role of startups in the energy transition through our range of startup launch activities. Second, we equip entrepreneurs with the resources and skills to succeed through tailored incubation and acceleration programs. And finally, we plug the funding gaps experienced by entrepreneurs early in the commercialization pipeline by offering both commercial and non-commercial financing options to the most promising innovators.

By the end of 2020, New Energy Nexus Indonesia has identified and supported 45 clean energy startups. The top sectors addressed were biomass, solar energy, and energy efficiency and management.

What Were The Major Achievements Of 2020?

In 2020 alone, we are proud to have:

- Supported 17 clean energy startups through our incubation and acceleration programs
- Disbursed the first investment in PT Bina Lintas Usaha Ekonomi (BLUE) to scale up its operations, including strengthening its Warung Energi online marketplace for solar energy-related goods and services
- Improved our acceleration curriculum, particularly by adding mentor-in-residence programs providing targeted expertise in Finance, Marketing and Communications, and Human Resources

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

Partnerships are particularly crucial in achieving our goals, and in 2021 we are actively seeking greater engagement with a range of stakeholders:

- If you want to build a pipeline of clean energy entrepreneurs: reach out to Diyanto Imam, Program Director, to discuss opportunities
- If you are looking to invest in clean energy startups: join our Demo Days and reach out to Yeni Tjiunardi, Investment Director, for information on co-investment opportunities.
- If you are interested in supporting clean energy businesses to scale to Indonesia: reach out to Aditya Pratama, Program Manager, to learn more about Landing Pad.

What Are You Focusing On In 2021?

In 2021, the New Energy Nexus Indonesia team will focus on:

- The design and pilot of the Landing Pad program, an accelerator program for international clean energy startups looking to scale to Indonesia.
- Hosting two large scale events to increase stakeholder engagement. (RE)Spark will be a clean energy startup-focused event that features seminars, panel discussions, workshops, a Hackathon and exhibition.
- Accelerate our efforts in pursuing domestic fundraising activities to ensure continued and greater support to Indonesia's clean energy entrepreneurs.



Meet a Clean Energy Innovator: Sumba Sustainable Solutions (3S)

Mission:

To **enable sustainable business development** in villages in the last-mile by **providing access** to energy and appliances for productive uses

3S is a company that aims to emPOWER Sumba island, East Nusa Tenggara Province in Indonesia. 3S's mission is to enable sustainable business development in villages in the last-mile by providing access to energy and appliances for productive uses. Through a profitable business model they are able to harness private-sector investment to increase impact. In addition, the team is exploring lease-sale models to reach even more rural customers.

Through the Smart Energy Program, 3S received support in:

- Data Room Exercise: preparing necessary documentation for funding and improved operations
- Mentor-in-Residence programs for Finance, Marketing and Communications, and Human Resources: receiving expertise and support in key business areas.
- Website development: consulting services to develop an improved website

3S progress on the Indonesia Smart Energy Program:

- Significantly improved business plan deck and financial model
- Increased knowledge and skills related to Marketing and communication, financial literacy, Human Resources
- Increased awareness of impact measurement needs
- Building relationships with potential co-investors

So far, 3S has:



64,000 L

Kerosene Saved



450,000 hours

Of Women's Domestic Labour Saved



639 tCO2e

(Greenhouse Gases) Reduced



15,000 People

Living in Sumba Island Benefited



2,800

Pico Solar Home Systems Installed



50

Agro-processing Mills Installed



“Before we started with the New Energy Nexus’s accelerator we were just dealing with problems as they came up, feeling like there must be a better way. With NEN’s guidance we now have a clear plan for all parts of the business and our whole team is committed to achieving the goals we have set together.”

3S Finance Manager – Rambu Yati Radandima



For more information about New Energy Nexus,
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