



**PHILIPPINES
IMPACT
REPORT
2021**



ABOUT NEW ENERGY NEXUS

VISION

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

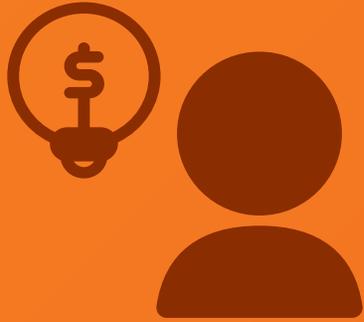
PROBLEM

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

MISSION

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

2021 IN NUMBERS



18
STARTUPS



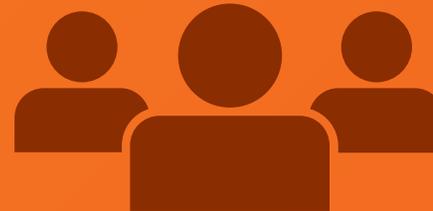
2,534
PARTICIPANTS



69
JOBS
CREATED



800+
TONS OF CO2
MITIGATED



30.3%
FEMALE ENTREPRENEURS
SUPPORTED IN 2021
COMPARED TO 26.1%



44
STRATEGIC
PARTNERS
ENGAGED



21
PIPELINE
BUILDING
EVENTS



176
CITIES REACHED
ACROSS THE



BRENDA VALERIO

**Program Manager at
New Energy Nexus Philippines**

What are your major achievements for 2021?

We're proud that we grew our network and community to over 2,500 people. As a relatively new player in the energy landscape in the Philippines, it's important for us to be able to grow our community and encourage more innovators to be involved in the ecosystem.

In 2021, we launched the Solar Innovation Program, which is a business accelerator aiming to support local solar rooftop enterprises to be able to scale and develop their companies. We also expanded our work in sustainable energy literacy by piloting a support program for universities and academics in incorporating energy into the academic curriculum.

What major challenges have you identified and overcome in 2021

Coming into a nascent energy innovation ecosystem, we are working with a slim pipeline of energy entrepreneurs and innovators as there are several barriers that make it difficult for startups to launch and thrive in this space.

We have had to widen our scope to support not only energy startups or those with innovative business models, but to also cater to small energy enterprises such as solar rooftop contractors that need access to resources, training and mentorship. As a result, this opened many opportunities for NEX to explore similar energy sectors and not limit ourselves with energy startups in the country.

Another major challenge is building greater equity into the local ecosystem, and that includes, for instance, working harder to reach gender parity among the entrepreneurs we support.

What are you focusing on in 2022?

We are going to focus on program excellence: improving our program delivery by collaborating with more partners and diversifying our network by engaging with more stakeholders from the public and private sectors.

We are also focusing on strengthening our community engagement and communications. We intend to work on establishing our brand as the lead ecosystem enabler for the energy and innovation sector and expand our reach to more communities and groups outside the energy and climate industry.

WHAT WE DO

A photograph of a man wearing a white hard hat and a blue long-sleeved shirt, crouching on a roof. The roof is covered with rows of solar panels. The man is looking towards the left. The background shows more solar panels and a clear sky.

We run several events and programs to scale clean energy innovation and adoption across the Philippines:

Connex Energy Meetup

This is a quarterly learning and networking event featuring different energy topics and experts. The objective is to foster collaboration between innovators, startups, corporates and organizations working in the energy space and spark discussions on the challenges and opportunities in clean energy.

Energy Startup Acceleration Program

This is an intensive four-month program designed to support energy entrepreneurs to develop their products and services and accelerate their launch to market. Entrepreneurs go through training and focused mentoring discussions with energy experts on topics such as energy policy, customer experience, business law and entrepreneurial finance and accounting. The program is capped off with a Demo Day - a public showcase event that is intended to connect them with potential partners, customers and investors.

Solar Innovation Program

A comprehensive two-month program designed to help solar EPCs, installers and companies scale their businesses. The program incorporates peer learning, workshops and learning activities with experts from the solar industry and customized mentorship to guide the participants as they identify opportunities to innovate their existing solar business models. The program aims to improve the capacity and growth of the distributed solar PV sector in the country and to meet the growing demand for clean and sustainable energy.

WHAT WE DO



Energy Entrepreneurship 101

A five-week online course where learners go through the basics of the energy sector and learn about the different challenges and opportunities for innovation, discover unique and interesting business models of energy startups locally and globally, and conceptualize an energy business using different innovative tools and frameworks. This crash course is open to all students, employees, startups, and enthusiasts of clean energy and entrepreneurship.

Energy Startup Bootcamp

A hands-on workshop for teams and individuals who want to further develop their energy startup or business ideas.

Energy Entrepreneurship Training for Universities

A capacity building program that aims to equip faculty from engineering and other related programs with resources, knowledge and skills to teach sustainable energy innovation, and build the pipeline of energy innovators and entrepreneurs.

Ready, Spark, Charge: Hacking the Future of Energy

An annual clean energy competition that aims to spark interest in clean energy entrepreneurship and accelerate energy innovations that have potential to address the clean energy gaps in the country.

Pilot and Scale Support Program

This program supports companies with market expansion and network building, in-depth marketing and competitor analysis, strategic market expansion analysis and support building connections to relevant partners, customers and investors.

SOLUTION SPOTLIGHT



“Prior to the program, I was not confident about the idea. I also didn’t have any idea or plans for the future of the startup and what to do. Now, I am confident that I can enter the market.”

Joseph Amiel Camingal,
CEO and Founder

HIVE ENERGY

Providing off-grid solar solutions during power outages

Limited power supply and frequent natural disasters are common causes of power outages in off-grid provinces across the Philippines. Hive Energy provides portable solar generators and integrated battery energy storage systems for back-up power and energy access applications. They also provide portable solar panels, as well as installation of off-grid systems.

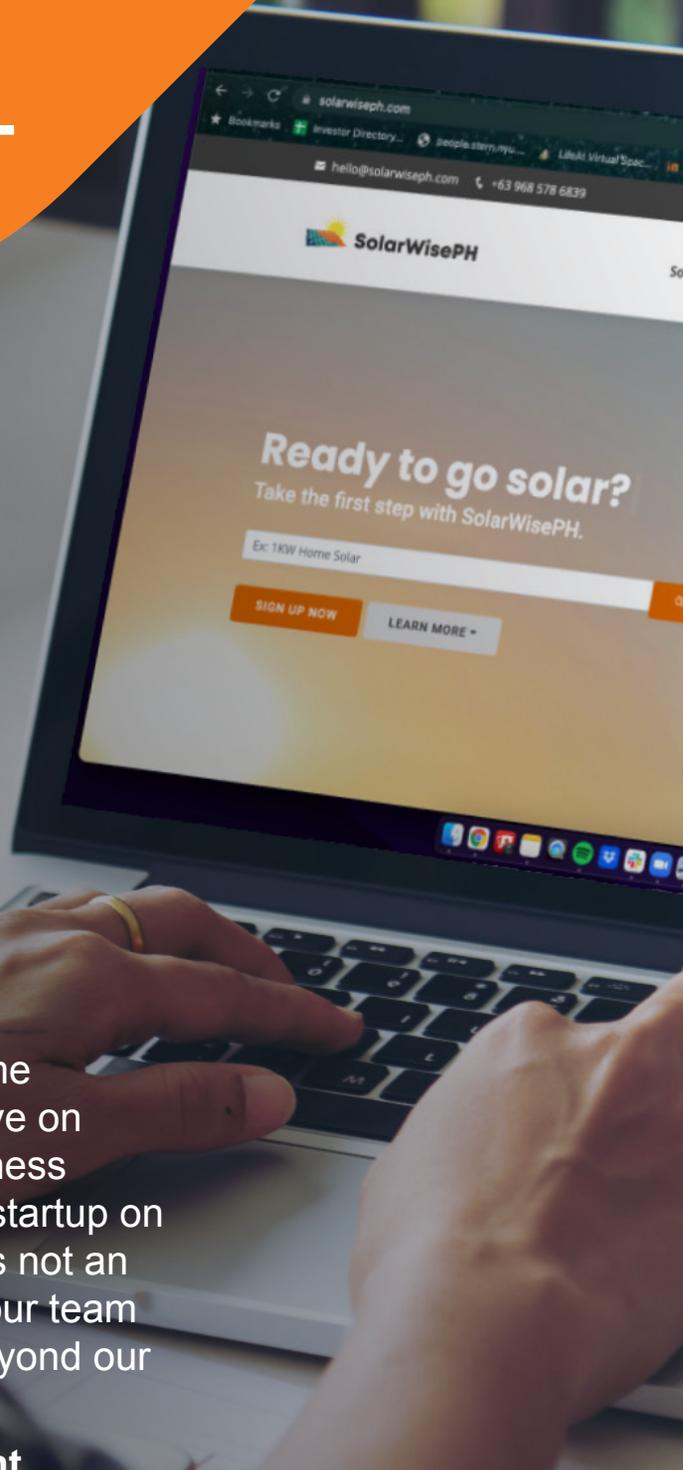
Impact

Hive Energy has deployed more than 20 units. Their solutions helped a business in Calapan (and are that experiences frequent power outages) avoid income losses following a two-day straight black out and they have been contracted to provide a solar charging station for a community in Baras, Catanduanes. This has allowed the community to charge their devices and provide lighting, which increases productivity during the day and night.

Support from New Energy Nexus

Amiel, the founder of Hive Energy, joined a three-day online course that we conducted in partnership with BARAS TBI in July 2020. The workshop ignited Amiel’s interest, and he developed the idea of a portable energy backup storage, based on his own personal experience of frequent power interruptions. Six months later, he applied for our Energy Acceleration Program where he developed customer acquisition, legal, management, and finance skills that allowed him to scale his business.

SOLUTION SPOTLIGHT



“The program provided me with a broader perspective on product design and business development... Doing a startup on top of a regular day job is not an easy task, and it allows our team to grow and to deliver beyond our current challenges.”

SolarWisePH participant

SOLARWISEPH

Connecting customers with reputable solar installers

SolarWisePH offers a centralized one-stop online platform linking solar customers, installers, and suppliers. It aims to support reputable installers and suppliers in the country, by providing them with an online platform to promote their businesses and expand their customer reach, while also enabling homeowners to seamlessly transition to solar by finding trusted providers in one website.

Impact

Since launching the platform in July 2021, SolarWisePH has 64 registered users, 1300 visitors, and 13 verified partners/companies.

Support from New Energy Nexus

Two members joined the first phase of our Solar Innovation Program then proceeded to focus on the Energy Acceleration Program 2021 for four months. They were provided with mentors that helped them in the design of the platform and make decisions about the direction of the product.

WHO WE ARE



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Thank you to all our funders who made this work possible and all our partners for actively supporting us in our efforts.



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