

# KAMWORKS

Providing Sustainable Solar Solutions to Rural Communities in Cambodia

**Kamworks** is a leading solar energy company in Cambodia which provides solar panels and an innovative solar lamp for villagers and offers financing solutions to make these accessible to those living at the base of the economic pyramid.

## THE OPPORTUNITY

Seventy percent of Cambodians live off the grid, without access to electricity. This means those living without power rely on kerosene lanterns at night. These lanterns are a fire hazard and emit toxic fumes. *Kamworks* realized there was an opportunity to provide a safe and sustainable alternative.

Inclusive businesses address the 4.5 billion people in the world living at the base of the economic pyramid (BOP) by providing much-needed services and seeing them as viable customers. Companies like *Kamworks* provide a necessary service by allowing those at the BOP to invest in solar power through a partnership with a local bank that provides loans.

## THE INCLUSIVE BUSINESS APPROACH

In Cambodia, *Kamworks* developed a unique inclusive business model by providing solar opportunities which are affordable for rural villagers. *Kamworks* offers two different products to these communities: a full solar powered system, or a solar-powered lamp called the *MoonLight*. The *MoonLight* was developed as a collaboration between Dutch technicians and villagers in a small fishing community outside Phnom Penh. However, even the \$25 cost of the *MoonLight* is too expensive for most villagers. Therefore, *Kamworks* has collaborated with a local bank to provide loans alongside the solar installation, providing solutions to help overcome the initial capital cost hurdles. *Kamworks* also works with local mobile providers to enable mobile money for customer payments and automated and manual SMS and phone call reminders to customers.

## RESULTS & IMPACT

### **Kamworks has**

developed the innovative “MoonLight” alternative to dangerous kerosene lamps

conducted 120 plus successful solar projects

impacted over 220,000 rural lives

saved more than 3,700 tons of CO<sub>2</sub> emissions through solar home installations

Learn More:



## PARTNERING FOR GOOD

*Kamworks* is partnering with *Cambodia Mutual Savings and Credit Network* to provide low interest loans to customers to install solar home systems or purchase the *MoonLight* lantern. The *Kamworks* office co-houses a branch of the bank, allowing customers to finance their systems and sign up for equipment installation at the same time. *Kamworks* also works together with Cambodian mobile companies to provide payment systems that can be accessed through customers' mobile phones. *Kamworks* developed a partnership with *WING*, the dominant mobile money service in Cambodia, for payment collection and signed a mobile data service agreement with *Cellcard*, a mobile network operator (MNO).

“Our model is to provide financing alongside technical services, to make solar energy accessible while providing safe and sustainable power for rural communities in Cambodia.”

*Jeroen Verschelling*, Founder and CEO of *Kamworks*

## RELATED SUSTAINABLE DEVELOPMENT GOALS (SDGS)



Bank the unbanked through micro-credits and financial services (leveraging local distribution and mobile technology)

Micro-insurance products to increase resilience of low-income populations



Train and employ local communities

Source materials from small-scale producers, sell and deliver products and services through retailers and workforce



Invest in solar-powered appliances and solar home systems or establish shops powered by solar energy

Leverage hydropower to electrify remote villages



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Photo by Mathieu Young