



[www.EandCo.net](http://www.EandCo.net)

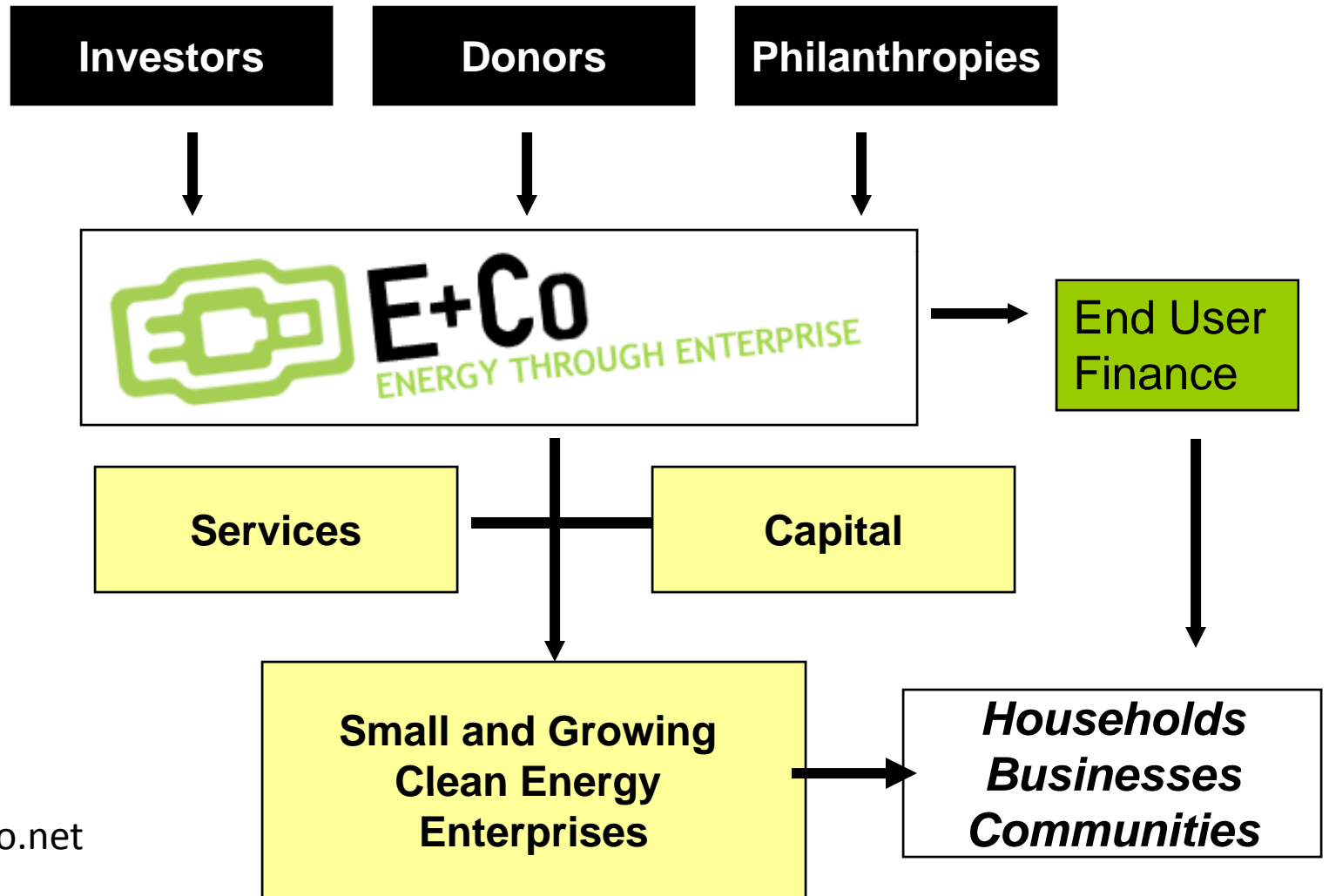
- Established 1994
- Ten offices (Bangkok, Kunming)
- 50 staff
- Business Development Services
- Debt and Equity
- US\$265 million mobilized
- 242 clean energy enterprises
- Modern energy to 5.6 million people
- 4 million tons of CO<sub>2</sub>e saved annually; 20 million tons over the investment life



Financial Times/IFC “Sustainable Investor Of the Year”  
Inaugural Winner 2008, Runner-Up 2009

# Enterprise Centered Model

## The Basic Theory



***Fact-finding...Feasibility...Business Plan....Operations...Growth...Scale  
Entrepreneur and Financial Institution Capacity Building***



Entrepreneur/FI Training

Feasibility Studies

Pilot Programs

Seed Capital

Working Capital

End User Credit

Guarantee Funds

Growth Capital

Technology Rollout

Manufacturing

Expansion Capital