
The First Solar Cooperative in a Brazilian *Favela*



Investment, financing and payout model

Pilot phase

- Revolusolar (non-profit) + Cooperatives
- Validating the rental model (default rate < 10%)
- < USD 1 million
- < 200 kW
- 100% grants and sponsorships (non-refundable)

Traction

- Luzia (social business) + Revolusolar (non-profit) + Cooperatives
- Validated model → replication
- USD 1 million - USD 5 million
- 200 kW - 2 MW
- Blended: 30% grants + 30% equity + 40% debt
 - Loan repayment: $i=8\%$, grace period=2y, repayment period=10y (constant amortization)
 - SROI and ESG contributions to be measured.



People-first elements

- **"Solar Cycle" methodology**
 - Distributed solar energy generation
 - Job training program
 - Children education
- Discounted price for low income consumers
- Rooftop renting
- Decentralized management: autonomy to the community and local leaders
- Advocacy



Learnings

- Need for improvement in **Advocacy and Research** in Brazil & LAC
- **TPO model (renting)** is the adequate business model for DG in low income consumers
- Adapt to **local reality**
 - cooperatives
 - strategic partners
 - Utility
 - Solar companies
 - Local leaders



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