



ILUMÉXICO

MEXICO

PRESENCE: Mexico, Colombia.



iluméxico is a certified B Corp social enterprise that provides energy access to more than 106,000 users living in off-grid communities throughout Mexico and Colombia, with the aim of creating structural change and opportunities for low-income families and influencing electrification policies.

iluméxico is looking for:

- **Investments (USD 5 million in equity) to expand the customer base and payment network in Mexico, pilot projects in other countries and invest in a new solar management platform to improve efficiency in field operations**
- **Partnerships with private companies, NGOs, or local and national governments for research, provision of product and services and work on public tenders**

CHALLENGE

According to the IEA, approximately 22 million people in Latin America live off-grid. 90% of this access gap is concentrated among the poorest rural communities, making the grid extension impossible. According to the Mexican Federal Electricity Commission, it is estimated that there are still 440,000 families without energy access in the country. These families usually live within communities that are located more than 5 km away from the national transmission network, making it economically and operationally unviable to extend the conventional grid to reach these households.

SOLUTION

iluméxico provides a solution to reach the last 5% of any market. The model revolves around providing energy solutions through a service model which installs solar home



systems (SHS) for housing, schools, health clinics and productive projects. It further provides a 'pay as you go' scheme and payment options depending on household cash availability, bringing flexibility and financial inclusion closer to users while improving energy access.

iluméxico operations and maintenance is managed by local operators recruited at local level. Remote system monitoring that works without connectivity supports operational efficiency enabling consumption tracking and system maintenance. The solution includes pay-as-you-go via its own payment agent network.

"The company has an established market share in Mexico, managed to gather solid investment partners and lenders and puts social impact at the core of its business."

– Marco Alelli, Access to Finance and Investment Officer, International Trade Centre (ITC)

IMPACT

iluméxico democratizes access to energy and creates long-term positive impact for users and employees. In 2020, the company has achieved:

- 2030 remote villages reached including 14 indigenous communities
- 24,131 households electrified
- 110,776 users
- 4,2+ megawatts installed capacity
- 22.5 kilotons of CO₂ displaced

Through the SHS, users living in off-grid communities earn an average of USD 100 per month, and save up to USD 8-20 per month substituting the use of candles, diesel, and kerosene, which are also harmful for the environment. This also prevents respiratory and eye health issues, burns, accidents and insects' stings and bites. Beneficiaries also gain extra time, up to 2.5 hours a day, which translates in additional income and study hours. which translates in additional income and study

hours. Via the Universal Electric Service Fund (FSUE), ilumexico was also certified as a qualified supplier and got assigned 1263 actions for homes, schools, community centers, health centers and productive projects, which are now benefiting from energy access and are able to power medical and educational infrastructure. iluméxico further empowers BoP families by generating 200 formal job opportunities, targeting in priority local youth and women.

WOMEN EMPOWERMENT

75 % of women in C-suite positions



iluméxico promotes gender equality by recruiting local women technicians in jobs that are generally given to men, and provides energy access to women-led local businesses, thus contributing to women empowerment in rural off-grid communities. The company also provides gender equality workshops for team members and staff, and has implemented a corporate gender policy.

SCALABILITY

The sales strategy of iluméxico is based on both B2C and B2G-B2B models. Currently, iluméxico is working in 16 States in Mexico, where, it has a market share of 29% in SHS rural market. It is seeking to reach 45% of the market by 2025, reaching more than 56,000 installed SHS nation-wide. Its scaling-up strategy for the next five years targets to reach 56,000 families working through public and private sector contracts, and 100,000 families in Latin America through joint ventures. The company started a joint venture in Colombia in 2019 with a pilot project and is exploring opportunities in the USA (Navajo Reservation), Panamá, and Perú, with the aim to become the largest SHS company in the Americas.

FINANCIALS

	<u>Annual Revenue</u> <u>(USD)</u>	<u>EBITDA (USD)</u>
2020	4.1 million	0.23 million
2019	11.6 million	2.3 million
2018	3.8 million	0.20 million

INVESTMENTS

To date, iluméxico has received 1,2 million in equity funding from ENGIE Rassembleurs D'Energies and Iberdrola Perseo, and 2.9 million in debt from multiple institutions including Kiva, Promotora Social México, BBVA Bancomer, Beneficial Returns, Open Road Alliance and Highlands Associates. iluméxico is currently looking to raise a new round of equity of USD5 million

to expand its recurring customer base and revenue in Mexico, pilot projects in other countries, support its Joint Venture in Colombia and invest in technology to improve the efficiency of field operations.

PARTNERSHIPS

iluméxico collaborates with the **Universal Electricity Service Fund**, a government nation-wide public bidding program with **the Ministry of Energy (SENER)**, and with **Allianza 7.1** and **Iberdrola** to provide access to electricity to highly marginalized communities.

AWARDS



UBS Global Visionaries



DIGITAL TECHNOLOGIES

iluméxico has designed its own smart meter, El Colibrí, which is a prepay energy meter that is IoT enabled via Sigfox. El Colibrí smooths customer payment experience, protects technology against damage and overuse, and provides customers with visibility into their consumption. It can be used to meter electricity, water, gas, or other electrical appliance uses, in both AC and DC.

FOUNDER

Manuel Wiechers is an engineer and the CEO and founder of iluméxico. He has been named Ashoka Fellow, Endeavor Entrepreneur, Forbes 30 under 30, and MIT Innovator. He completed executive education programs in Columbia University and Harvard, and has worked with the Ministry of Energy of Mexico and multiple states to develop energy access programs.



MORE INFORMATION

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