



PROJECT STATUS REPORT FORM

Project Number: RDG-08-30	Task Force: REDGTF						
Title of Project: Accelerating the Commercialisation of Renewable Energy for Distributed Generation in India							
Lead Partner Country: US							
Participating Partner Countries and Organizations: India, Local Indian entrepreneurs, Equity investors – Zouk, Renewable Capital, Singh Family, Financial Institutions – National Syndicate Bank, Karnataka Bank, Canara Bank, Bajaj Finance, ICICI Bank, Inverter, Manufacturer Studer, Orb Energy, USAID							
Project Location (Country, State/Province, City): India, Bangalore (expansion in states of Karnataka, Kerala, Andhra Pradesh, and Maharashtra)							
Project Manager Information <table style="width: 100%; border: none;"> <tr> <td style="width: 50%; padding: 2px;">Name: Damian Miller, CEO</td> <td style="width: 50%; padding: 2px;">Phone: +919900242665</td> </tr> <tr> <td style="padding: 2px;">Organization: Orb Energy</td> <td style="padding: 2px;">Fax:</td> </tr> <tr> <td style="padding: 2px;">Address: 893, 3rd cross, MC Layout, Vijayanagar, Bangalore, 560040</td> <td style="padding: 2px;">Email: damian.miller@orbenergy.com</td> </tr> </table>		Name: Damian Miller, CEO	Phone: +919900242665	Organization: Orb Energy	Fax:	Address: 893, 3 rd cross, MC Layout, Vijayanagar, Bangalore, 560040	Email: damian.miller@orbenergy.com
Name: Damian Miller, CEO	Phone: +919900242665						
Organization: Orb Energy	Fax:						
Address: 893, 3 rd cross, MC Layout, Vijayanagar, Bangalore, 560040	Email: damian.miller@orbenergy.com						
Project Start Date: September, 2007	Date of Project Status Update: June 2010						



Actions Since Last Update:

- **Franchisee / Branch Identification, Training and Development**
- Orb further accelerated the roll out of its new approach to expansion; called *virtual branches*. 10 new virtual branches were added in the last quarter, including: Islampur, Arakalgud, Sindagi, Sindanore, Hiriyur, Holakere, Hosadurga, Shiggoan, Holenarasipura, Pattan, Phaltan
- In addition, 2 new physical branches were added in: Chennarayapatna and Bylahongal
- Including virtual branches, Orb reached 120 branches at the end of June (88 physical, and 32 virtual). This is significantly above the APP target of 100 branches by September 2010.
- With regard to improved solar finance, Orb focussed this quarter on improving relationships with other core 'Grameena Banks' in Karnataka. Specifically, 'Cavery Kalpatharu Grameena Bank' (CKGB) where the senior management in Karnataka, visited all the local bank branches surrounding an Orb Energy branch. Roughly 8-10 CKGB branches were visited for every Orb Energy branch. This was to coordinate village-level demos with CKGB branch managers, and to encourage the latter to lend for solar.
- In addition, Orb renewed its MOU with the National Syndicate Bank and agreed to identify 20-30 villages where Orb would aim to connect more than 75% of the village to solar (with the support of the local Syndicate branch manager)
- The 'Orb Energy Training Academy' continued to roll-out. The following personnel were trained during the quarter
- Orb's personnel has presently stabilized at 390 personnel, including franchisee personnel.
- **Product Development**
- In this quarter Orb concentrated on the establishment of it's own solar thermal manufacturing plant. The plant is due to open for production on August 20th.
- In addition the Orb Solectric AC product was rolled-out with automatic change-over for customers, and a manual override; should they wish to keep the system in 'solar' mode for extra amounts of time.
- **1 MW grid-connected solar**
- The National Solar Mission was announced with very new, attractive incentives for the off-grid PV sector. Orb for the time being, will focus solely on off-grid solar, as the government has a target of 200 MW of off-grid solar by 2013, and chasing and contributing to this target will consume Orb's resources in full.

Deliverables Since Last Update: See above.

Date Completed:

Milestones Reached: See above.

Next Steps:

- Recruit teams to enter new states of Maharashtra and Andhra Pradesh; enter in Dec '08 / Jan '09

Proposed Project End Date: Sept 2010

Project Already Complete: X Yes No

Other Information: