

Dear sir / madam,

we warmly invite you to the workshop "Energize the BoP - Energy Business Models for low-income markets" on December, 1<sup>st</sup> and 2<sup>nd</sup> 2011 in Berlin.

1.4 billion people around the world have no access to electricity, 2.6 billion use sources of energy that are harmful to the environment and human health. Companies like yours have the technologies and know-how to change this, but they often lack market access and the right business models. We want to change this situation together with you!

At the workshop, you will use the "Energy Business Model Generator" and, together with experts, develop your own business model to supply households and businesses in developing countries with safe and affordable energy. No matter if you just started thinking about this idea or if you already started a pilot project.

More information can be found under <http://www.energize-the-bop.net/workshop>.

Please don't hesitate to get back to us if you have questions.

Best regards

Claudia Knobloch

On behalf of the Energize the BoP team

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