



CLEAN
Create. Connect. Collaborate.

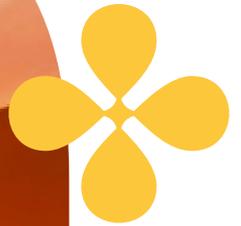


ODYSSEY



WATT MATTERS 2025

WEEKLY MEMBER SPOTLIGHTS





ODYSSEY ENERGY SOLUTIONS

 NEW DELHI

 EST. 2017

 FINANCIAL SERVICES. IT

ABOUT

After years building distributed energy across Africa and India, and seeing firsthand the frictions in building clean energy infrastructure, Emily McAteer and Piyush Mathur teamed up to found Odyssey Energy Solutions. The Odyssey platform now operates in 50+ countries and helps scale renewable energy across Africa, South East Asia and Latin America.

Headquartered in the United States and with offices across the world, including Delhi, Odyssey centralizes critical functions for the distributed energy ecosystem—offering a procurement platform, supply chain credit, and project finance solutions that empower developers, financiers, and OEMs to get more projects built, faster.

Piyush, an MBA graduate from London Business School, and Emily, who holds an MBA from Stanford, an MPA from Harvard Kennedy School, and a BA from Brown University, bring world-class expertise to accelerating the clean energy transition in growth markets.

Current Markets

50+ countries



Global Offices:

- USA
- Germany
- Nigeria
- South Africa
- Kenya
- India

Global Reach & Project Types



SOLUTIONS & SERVICES

Odyssey empowers developers, financiers, and suppliers to scale distributed renewable energy projects worldwide:

1. For Developers

(Solar Installers, EPCs, Mini-Grid & C&I Developers)

Odyssey helps developers scale projects faster by de-risking construction and streamlining operations:

- **Procurement:** Developers can procure through Odyssey and access better payment terms with supply chain credit embedded in the transaction
- **Seamless project workflows:** Digitized technical, financial, and contract assessments; faster processing at lower cost.
- **Support & collaboration:** Interactive data rooms, customizable workflows, and access to training and aftercare services.

2. For Financiers

(Banks, DFIs, Donors, and Institutional Investors)

Odyssey enables financiers to access de-risked, investable projects and efficiently manage portfolios:

- **Pre-qualified projects:** Partner banks and Odyssey pre-screen installers and projects for creditworthiness.

- **Construction & supply chain risk mitigation:** Odyssey bears initial equipment and construction exposure (6–12 months).
- **Portfolio management and oversight:** Simplifies origination and due diligence as well as tracks commercial, financial, technical, and impact KPIs across all projects.
- **Flexible finance solutions:** Project finance, term loans, results-based financing, equity funding, and carbon credit-backed funds can be housed with Odyssey

3. For OEMs / Equipment Suppliers

Odyssey Procure connects manufacturers to the largest renewable energy network in Africa and beyond:

- **Access to developers:** Market products to 3,000+ renewable energy companies.
- **Flexible credit & financing:** Customers can buy equipment with on-demand or off-balance-sheet credit.
- **Procurement support:** Odyssey buys and holds stock for faster delivery.
- **Technical support & training:** Optional aftercare and product training for smooth adoption.

IMPACT

Impact Metrics

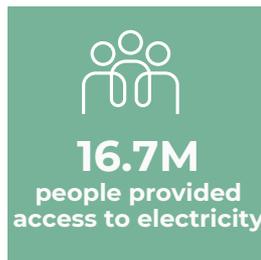
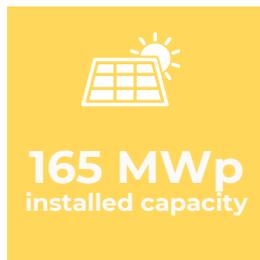
- **GHG avoided:** 336,994 metric tons
- **Connections established:** 3.3 million, providing electricity access to over 16.7 million people
- **Installed capacity:** 165 MWp

Platform Reach

- **3,000+ renewable energy companies** use Odyssey to finance, build, and operate projects.
- **Financing available globally:** \$3B+
- **Number of financiers:** 60

India Market & Project Details

- **Ticket size per project:** \$0.25M – \$1M
- **Exposure limit per developer:** \$5M



Way Forward

India is a significant market for Odyssey with strong demand for Odyssey's procurement platform in particular. Building on its international success, Odyssey plans to scale up in India, supporting more distributed renewable energy (DRE) enterprises by expanding connections, enabling additional projects, and increasing electricity access.

Odyssey also supports India Clean Energy Finance (ICEF), a project preparation facility managed by the Climate Policy Initiative, which promotes DRE adoption by backing early-to-mid stage projects and scaling DRE businesses. The company is actively looking for manufacturers, developers, and financiers to replicate its success in emerging markets and accelerate India's clean energy transition.



Alignment with SDG Goals



CONTACT

- ✉ support@thecleannetwork.org
- ✉ piyush.mathur@gmail.com