



# 2022 ANNUAL REPORT



Dear friends of Atutu,

Atutu was founded with the belief that equitable change requires centering lived experience, and our conviction to supporting community-led change has only been strengthened by the consequences of the COVID-19 pandemic and political instability in Myanmar. We intend to continue uplifting community leadership, not only because it brings us success in our work, but also because it's the equitable and just thing to do. We continue to carry these principles with us as we pursue our mission of accelerating energy access in Myanmar.

In 2021, we received the Echoing Green fellowship which gave us the fuel we needed to scale up our work. With the fellowship's unrestricted grant funding, I was able to fully dedicate my time to Atutu's mission. We spent the first half of 2022 redesigning our DC home system and working out supply chain logistics, and in the second half of the year, we onboarded three volunteers as fulltime staff in Myanmar and started production of the revamped systems. After identifying the off-grid communities who needed lights and making installation plans, we were able to finish a record-breaking 83 Solar Home System installations for off-grid families in northern Myanmar. These installations were completed in only 12 days, enabled by our intentional designs that focused on ease of installation. In just one year, we've increased our efficiency by 300% from installing batches of 25+ systems to batches of 80+ systems per install.

None of this would be possible without our local team, our dedicated volunteers, and our generous supporters. Thank you for the part you play in driving our mission forward. Looking ahead to 2023 and beyond, we aim to bring more equitable energy access to marginalized communities living in off-grid areas. The best is yet to come!

With gratitude and optimism,



Lin Thu Hein



# 2022 IN SUMMARY



## MARCH - MAY

Identified off-grid communities & began prototyping



## OCTOBER - NOVEMBER

Completed production & quality control



## JANUARY - FEBRUARY

Incorporated field notes, updated solar home system design, and established supply chain strategy



## JUNE - SEPTEMBER

Began production of 100 solar home systems



## DECEMBER

Installed 83 solar home systems in 5 remote off-grid villages in Northern Myanmar



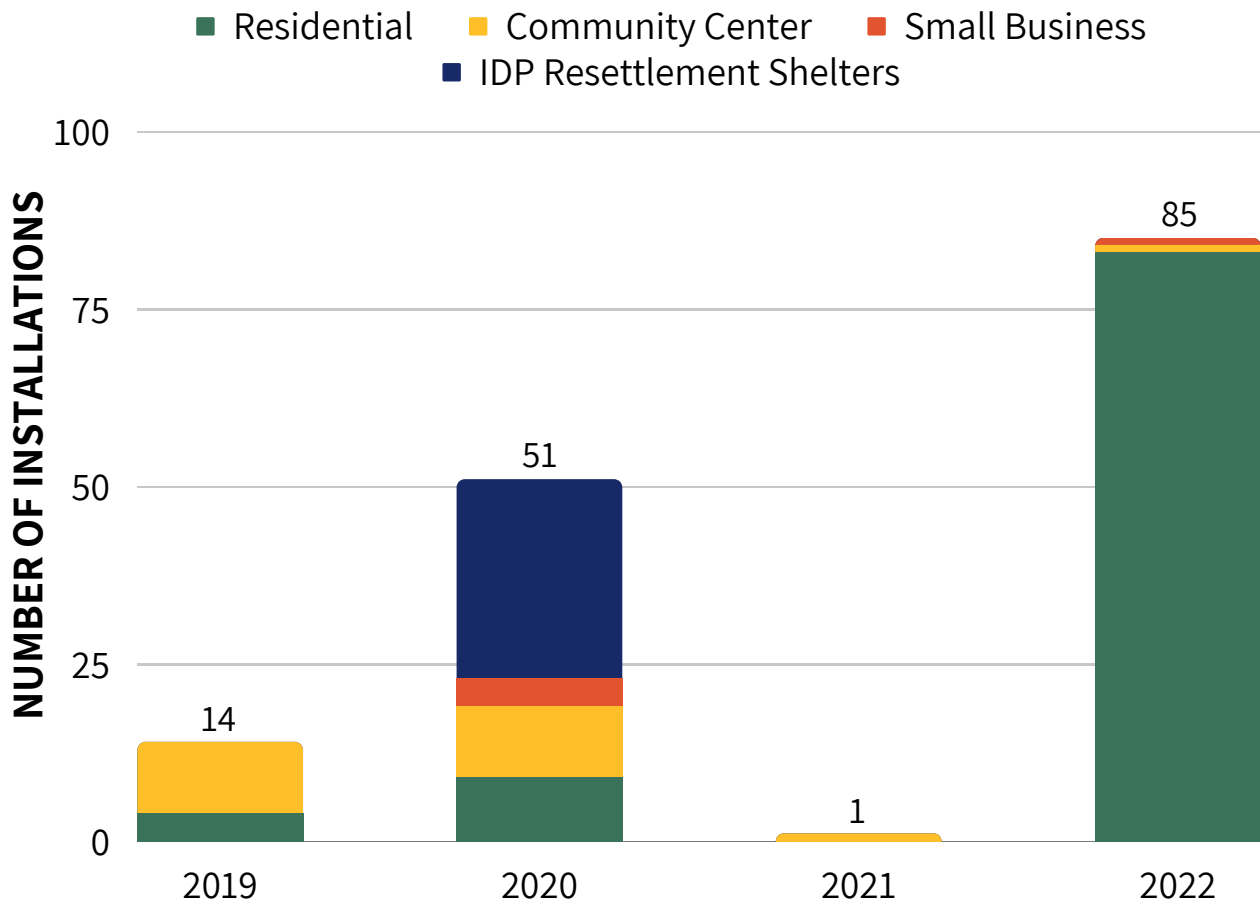
# 2022 IMPACT

**85** INSTALLATIONS  
COMPLETED

**425** PEOPLE  
SUPPORTED

**26** KW OF SOLAR  
POWER DEPLOYED

# OUR WORK BY THE NUMBERS



After our launch in 2019, the following year drove organic growth through the COVID-19 pandemic.

In 2021, we paused installations due to clashes between the Myanmar military and ethnic armed groups. Instead, we directed our focus toward bringing solar energy to families who are displaced due to the conflicts and those whose electrification plans have been delayed.

We pivoted again in 2022 to rebuild our supply chain and new product features, so as to continue our efforts to uplift the lives of off-grid, marginalized, and indigenous communities.

# FINANCIAL OVERVIEW



## Statement of Activity

Fiscal Year 2022

<b>Revenue</b>		
Donations	\$	44,502.93
Grants	\$	48,000.00
<b>Total Revenue</b>	<b>\$</b>	<b>92,502.93</b>
<b>Expenditures</b>		
Advertising & Marketing	\$	782.98
Bank Charges & Fees	\$	625.00
Legal & Professional Services	\$	179.00
Office Supplies & Software	\$	1,898.98
PayPal Fees	\$	154.90
Program Expenses	\$	95,724.63
Salaries & Wages	\$	27,000.00
Taxes & Licenses	\$	25.00
<b>Total Expenditures</b>	<b>\$</b>	<b>126,390.49</b>
<b>Net Operating Revenue</b>	<b>\$</b>	<b>(33,887.56)</b>

# ACKNOWLEDGEMENTS

## Partners

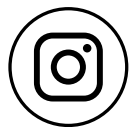
Echoing Green  
Rally Social Enterprise Accelerator  
UC San Diego ECE Department

## Volunteers

Alexis Tam	Ayush Sapra
Goutham Marimuthu	Karina Leung
Eric Richards	Travis Richardson
Jacob Hohn	Mohammed Sadiqi
Sean Park	Ria Patel
Hao In Choi	Lindy Avila
Sim Fernandes	Zhaohong Li

We extend our deepest thanks to our friends and our network of supporters who uplift and amplify our work in their own ways.





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Thank you for supporting our work!