

GOGLA



PREO Powering Renewable Energy Opportunities

Supporting off-grid solar appliances and PUE

GOGLA,
Efficiency for Access
and PREO



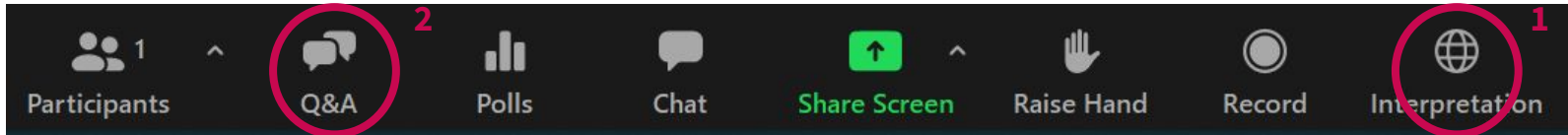
Language

Live translation in Chinese Mandarin is available. Please click on the “Interpretation” button to change language

活动将提供实时中文翻译。请点击“Interpretation / 翻译” 按键以转换语言

How to participate

During this Webinar attendees are muted. Use the Q&A box at the bottom of your screen to send questions to the panellists. We will have time for them at the end of the session



1

GOGLA: convening, promoting and fostering an enabling environment for the off-grid appliances and PUE sector

2

Efficiency For Access: helping innovative technologies reach the market

3

PREO: supporting you to prove your business model and attract investors

4

Q&A

You will be hearing from



Susie Wheeldon
Head of Communications
& Insights
GOGLA



Oliver Reynolds
Market Insights & Data
Manager
GOGLA



Patricia Njeri
Membership
Engagement Manager
GOGLA



Bejun Bakrania
Project Manager R&D
Energy Saving Trust



Abigail Kuria
East Africa
Coordinator
CLASP



Jonathan Booth
Senior Associate
**The Carbon Trust/
PREO**



G^OGLA

The Voice of the
Off-Grid Solar Industry

GOGLA is the global association for the off-grid solar energy industry

200+ members: Off-grid solar energy kits and appliance manufacturers, distributors and service providers, plus associate members like industry investors and associations



We support our members to operate buoyant, sustainable, scalable, and impactful off-grid solar businesses

How can we support you?



Facilitate connections

From investors to development partners, policy makers to industry peers, our events give you access to the people that can help grow your business

- Join our flagship events like the **Global Off-Grid Solar Forum & Expo** or **Unlocking Solar Capital Africa**.
- As a member, get exclusive access to our **Annual General Meeting**, where you can shape the industry's path forward and meet your peers
- Enjoy special discounts to access **GOGLA events**



SPOTLIGHT: Global Off-Grid Solar Forum & Expo

GGLA



Join us: 18-20 Oct 2022, Kigali Convention Center, Kigali

- 1200+ attendees at the previous edition in Nairobi
- Presence of stakeholders from the public sector, investors and companies, fostering multistakeholder deals
- Plenary sessions, product exhibition, specialized breakout and parallel sessions

www.offgridsolarforum.org

Discount code will be sent to attendees by e-mail

Develop your business

We offer learning opportunities to help grow your business and connect with others with similar challenges

- Take advantage of our **online business development** resources like the Off-Grid Solar Energy Academy
- Learn from peers and mentors through our **Leadership Advice Network (LEAN)**
- Benefit from **GOGLA staff expertise**



Influence policies & programmes

Access our regional representatives and join our working groups to shape key policies and programmes for the industry

- Have your say on key topics such as [End-User Subsidies](#)
- Join our [Productive Use of Energy Working Group](#) to help us shape global and country-level roadmaps for governments to build enabling environments for PUE
- Participate in the dialogue with the [Community of Champions](#), representing policymakers whose priority is energy access
- Leverage our Regional Representatives to work on issues that affect your business like [VAT exemption in Kenya](#)



Help raise industry performance



We develop and co-create standards, best practices, and opinions with our members to strengthen companies' performance

- Commit to the [Consumer Protection Code](#) and other initiatives to help attract investment
- Shape new catalytic standards like the [Connect Initiative](#) through the Technology and Consumer Protection Working Groups
- Get the latest resources like the [e-waste toolkit](#) and insights on innovation, quality assurance and circularity

Increase investment opportunities

We provide market investment data to attract more finance into the sector, while designing catalytic investment vehicles

- Access critical investment trends and dynamics via the [Deals Database](#)
- Adopt the [PAYGO Perform KPIs](#) to track, benchmark, and improve performance, offering a more accessible profile to investors
- Discover new opportunities through [GOGLA Bridge](#)



Access the latest market insights

In partnership with ESMAP and Efficiency for Access, we share data and insights that can help boost your business

- Take part in our flagship **sales data collection** to get exclusive insights into your market share, value and impact – and benchmark against the industry average
- Leverage our **Data Platform** to make informed business decisions
- Discover future trends that can affect your organisation's performance through the **Market Trends Report**





Every six months, our leadership team looks forward to reviewing GOGLA's Semi-Annual Solar Market Report and the detailed and confidential insights specific to SunCulture.

More participation would mean even more valuable information and insights both for companies and the off-grid industry as a whole.



Samir Ibrahim
CEO & Co-Founder
Sunculture



Efficiency for Access

Efficiency for Access: Who we are



Efficiency for Access is a global coalition promoting affordable, high-performing and inclusive appliances that enable energy access to the world's poorest people

- Jointly co-ordinated by CLASP and Energy Saving Trust
- Co-chaired by UK aid and the IKEA Foundation. Current Efficiency for Access Coalition members have programmes and initiatives spanning 54 countries and 26 key technologies
- Aims to boost incomes, reduced carbon emissions, improve quality of life, and support sustainable development
- The Low Energy Inclusive Appliances (LEIA) programme is the flagship initiative of Efficiency for Access. The LEIA programme aims to accelerate the availability, affordability, efficiency and performance of a range of low energy inclusive appliances for off- and weak-grid settings

The Efficiency for Access Research and Development Fund was launched in November 2018 and aims to accelerate innovation in off-grid and weak grid appliance technologies. 35 projects have been supported through three calls for funding and direct funding:



The **Open Call** - projects aiming to develop innovative off- and weak-grid appliance technologies or products with a strong potential to benefit end-users and promote social inclusion across the off-grid sector. Appliances supported include a DC iron, solar mill, remote monitoring, efficient motors and more. Clean cooking projects were also supported by the MECS programme



The **Cooling Call** - projects developed innovative appliance technologies or products focused on cooling for off- and weak-grid settings with a particular focus on fans, refrigeration and cold storage



The **Enabling Technologies Call** - projects developing technologies or products for off-grid and weak grid areas, with a particular focus on inclusivity or interoperability. Appliances supported include an egg incubator, vital signs monitor, solar water pumps, e-mobility and more



COVID-19

- Important to acknowledge impact of COVID on the companies supported. The Fund pivoted a small amount of funds to support some locally-led companies through particularly challenging times
- As challenges continue in the form of supply chain disruptions and increasing costs associated with components and shipping, we recognise the need for patient capital and innovations shaped by a long-term view
- Partnered with GET.invest to provide technical assistance to four companies from the portfolio in an effort to increase their resilience around covid-19. This has involved supporting companies with pre-investment readiness support in the form of sales and marketing, financial viability and business model research and testing.

Looking forward

- The Fund aims to launch a call by the end of the year and to continue supporting early-stage technology R&D in the solar appliance space, as well as support more productive use technologies and business model innovation. The Fund also plans to provide technical assistance and continue to build partnerships and networks to provide a strong ecosystem for companies and players across the industry to learn, innovate, collaborate and grow.



Efficiency for Access: Trade Shows

Hosted by the Global Distributors Collective (GDC) and Efficiency for Access, this annual remote trade show provides opportunities for:

- GDC members (last mile distributors or ‘LMDs’) to learn more about commercially viable, high-performing off-grid appliances
- Manufacturers with high-performing products to showcase their offerings to LMDs and hear feedback on the needs and priorities of LMDs – and their customers – when procuring products
- To date, 14 manufacturers have exhibited their innovations
- Next tradeshow is in collaboration with Clean Cooking Alliance and due to take place end of July. Date TBC





Global LEAP Awards & Financing Facility

About

- The Global LEAP Awards identify the world's most energy-efficient, highest quality off-grid appliances.
- Technologies within the competition's scope include solar water pumps, refrigerators, fans, e-waste, electric pressure cookers and walk-in cold rooms.
- The Global LEAP Awards + RBF Program provides financial incentives to appliance suppliers and off-grid solar companies that partner to distribute large quantities of winner and finalist products from the Global LEAP Awards competitions in target markets

Objectives

- 1) Lowering the cost to procure large volumes of off-grid appliances for early mover off-grid solar companies
- 2) Facilitating new business partnerships for appliance suppliers

**Submit your
off-grid
appliance**



Global LEAP Awards & Financing Facility

History

3 rounds of results-based financing implemented to date for: fans, televisions, refrigerators, SWPs and electric pressure cookers in markets across East and West Africa and Bangladesh.

Results

- Over USD \$4M disbursed
- Over 280K products and reaching over 1.3M beneficiaries

What's coming next?

CLASP is setting up a new multi-million dollar financing facility for off-grid solar appliances.

To find out more about ongoing/upcoming competitions and submit your product, please contact us at info@globalleapawards.org.

**Submit your
off-grid
appliance**

Technology Working Groups

- The Technology Working Groups (TWGs) bring together technology experts and stakeholders - such as manufacturers; distributors; academics and other researchers; and standards organisations.
- Through the TWGs, we receive input from people who work the technologies, and use that knowledge to inform the design of market development programmes.
- Over the last few years we have convened TWGs for solar water pumps and refrigerators.

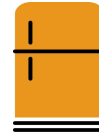
Solar Water Pump TWG

Abigail Kuria
Coordinator, Clean Energy Access
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Refrigerator TWG

Wendy Hado
Senior Associate, Clean Energy
Access
whado@clasp.ngo



- In the future, we may convene groups around other PUE technologies. If interested in joining, reach out to us at info@efficiencyforaccess.org.

Why get your products VeraSol tested?



- Benchmark your product's performance
- Learn how your product performs under varying conditions [usability testing]
- Become eligible for:
 - Bulk procurements
 - Results-based financing
 - Working capital funds and other financing
- Participate in Global LEAP awards competitions
- Get listed in the VeraSol Product Database
- Demonstrate your commitment to producing good-quality products
- Comply with importation requirements

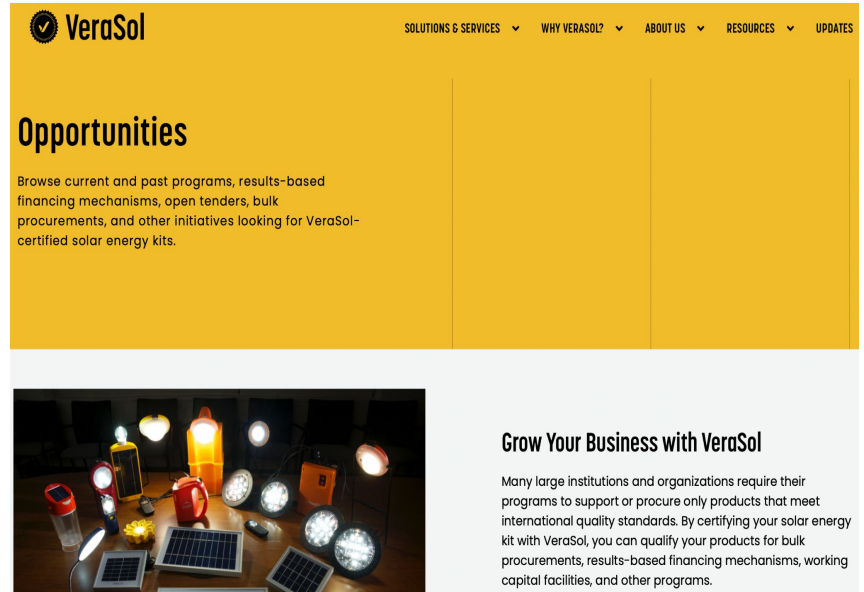
To submit your solar product or appliance for testing, please reach out at testing@verasol.org.

View and compare over hundreds of high-quality off-grid solar products here: data.verasol.org.

Grow your business with VeraSol

Sales opportunities for solar products & appliances

- We post [sales opportunities](#) on our website and issue email notifications to suppliers on current opportunities via our “In the Know” newsletter.
- Sign up to receive the email updates here: <https://zc.vg/rqG4p>.



<https://verasol.org/opportunities>



Powering
Renewable
Energy
Opportunities

PREO programme - key insights

Jonathan Booth





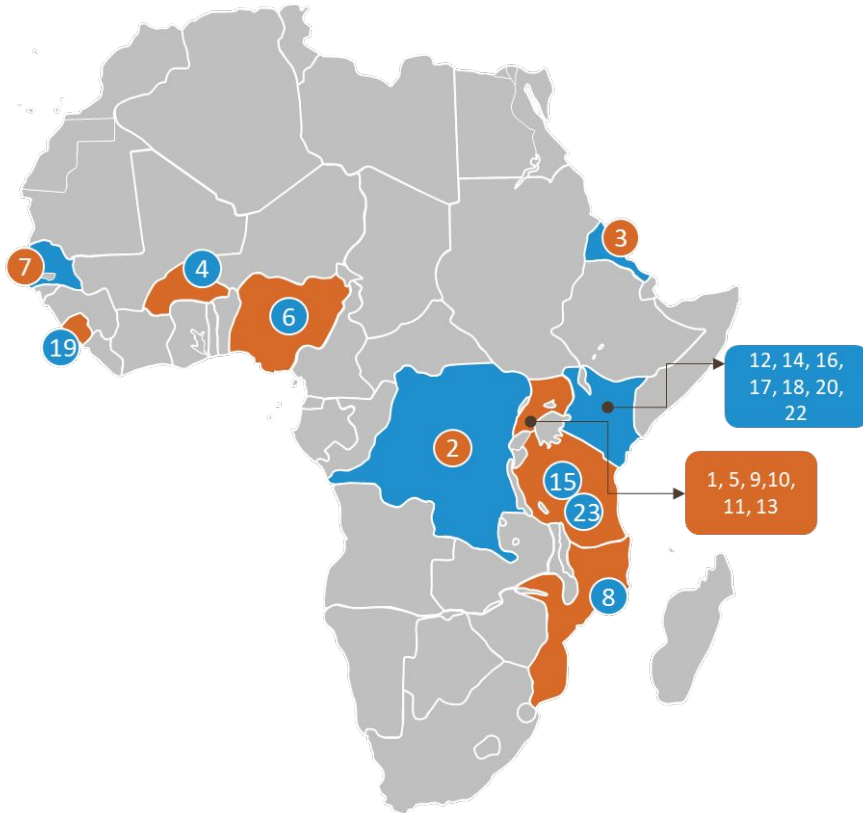
PREO enables PUE innovators to demonstrate their business model viability, gather critical use case data and attract scale-up capital

PREO provides high-risk grant capital, technical assistance and a knowledge dissemination service to its portfolio companies, and generates market intelligence to further unlock the PUE opportunity





To date, PREO has funded 23 companies across 10 countries in a variety of sectors



Country	Company	Sector
1. Uganda	Bodawerk	Primary agriculture
2. DRC	Café Kivu	Agro-processing
3. Somalia	ClearSky Power	Solar irrigation
4. Burkina Faso	FRES	Agro-processing
5. Uganda	Heifer International (Partnership services project)	Refrigeration
6. Nigeria	Koolboks	Refrigeration
7. Senegal	PEG Africa	Solar irrigation
8. Malawi	Practical Action Consulting	Primary Agriculture and cooling
9. Uganda	REPARLE	Biomass energy
10. Uganda	VOLT-TERRA Farms and Energy Solutions	Primary agriculture
11. Uganda	Zembo Motorcycle	E-mobility
12. Kenya	Access Afya	Healthcare
13. Uganda	ENGIE Equatorial	Fishing/e-mobility
14. Kenya	SokoFresh	Cold storage
15. Tanzania	Institute of Development Studies	Fishing (gendered approach to the KeyMaker model)
16. Kenya	InspiraFarms	Cold storage
17. Kenya	LVIA	Agriculture (camel milk value chain)
18. Kenya	M-Kopa	E-commerce
19. Sierra Leone	Mobile Power	E-mobility
20. Kenya	Opibus	E-mobility
21. Uganda	Simusolar	Agriculture/solar water pumps
22. Kenya	Afya Research Africa	Healthcare
23. Tanzania	Trend Solar	Education



Early PREO findings clearly demonstrate that PUE investments have significant potential to boost local economies and livelihoods through creating profitable enterprises

Key findings realised from six PREO projects across three sectors:



E-MOBILITY

Commercial e-motorbikes for East Africa's 'boda boda' market

29

29-month payback period achieved for an e-motorbike lessor at the unit level

68%

68% lower running costs and 33% lower service and maintenance costs than ICE bikes



E-motorbikes priced at the same point as ICE counterparts



E-motorbike taxi operators ("boda boda" drivers) double their daily income



COOLING FOR FOOD

First mile cooling for agricultural produce in rural areas



Solution deploys containerised solar powered on-/near-farm cooling units with capacities of between 2 and 5 tonnes

22%

B2C Cooling as a Service (CaaS) model achieved break-even at 72% utilisation, 33% volume gain from reduced losses, 20% value gain from premium prices



55%

B2B lease model achieved 55% drop in rejection rate, and a 16% and 33% increase in earnings for lessee and outgrowers respectively



HEALTHCARE

Solarisation of off-/unreliable-grid healthcare clinics



39% decrease in electricity downtime resulted in a 15% increase in patients served

US\$250

US\$250/month profit margin improvement per rural healthcare clinic, resulting from decreased costs and improved revenue



74 additional appliances became operational across 18 clinics



Introduction of digital information systems and telemedicine save time for clinicians and patients





Financing

- Need for incremental High-risk donor capital in the sector to support business model innovation and demonstration
- Improve understanding of business models among commercial early-stage equity investors; Need for adequate early-stage equity financing

Policy

- Taxation benefits for importing units needed to improve affordability in the absence of volumes
- Domestic manufacturing, local assembly and FDI in the sector need to be encouraged with an objective to capture more value and create employment.

Technical Assistance and Knowledge

- Most PUE companies are at early-stage and require multifaceted technical assistance; Design TA programs involving technology, supply chain, market assessment etc.
- Sector-wise, Country-wise market briefs and similar products that fill the knowledge gaps are needed

Next steps



Let's work together!

GOGLA

- Join the Global Off-Grid Solar Forum & Expo in October in Kigali: l.bonilla@gogla.org
You are entitled to a 10% discount
- Join the sales data collection in July: o.reynolds@gogla.org
- Become a member: p.njeri@gogla.org



Next steps

Energy Saving Trust, co-Secretariat, Efficiency for Access

- Christopher Beland, Technical Programme Manager, Efficiency for Access R&D Fund:
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CLASP, co-Secretariat, Efficiency for Access

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- Abigail Kuria, Coordinator, Clean Energy Access
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Next steps

For more information, visit:

www.preo.org

info@preo.org



Any questions





Selling productive use of energy (PUE) products: top tips and common pitfalls

June 9th @ 1:30pm GMT