

GOGLA

ESMAP Knowledge Exchange

December 1, London

Our Mission

GONGLA is the industry association for the off-grid lighting and electrification sector



Our mission is to help our members build sustainable markets, made up of profitable companies, delivering quality, affordable off-grid electricity products and services to as many customers as possible across the developing world.

GONGLA in numbers



> 100
members around
the world

Two membership categories: industry members and associate members. **Industry members** represent mainly off-grid solar manufacturers and distributors. **Associate members** include investors, sector facilitators and research facilities.

13 team members

Based in Utrecht, London,
Mumbai, Nairobi.

7 BoD members

Representatives of GONGLA
members.

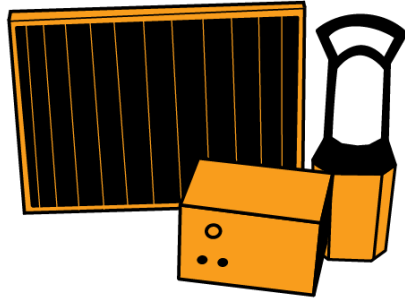
5 working groups

Policy, Impact, Technology,
Business Development and
Sustainability

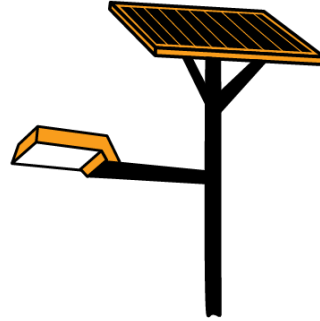
GONGLA Focus



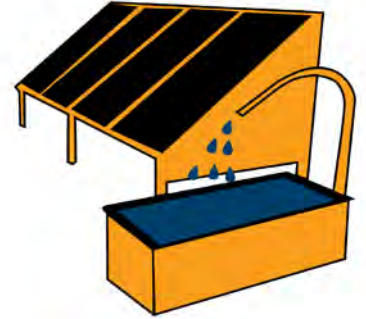
Solar
Lanterns



Solar Home
Systems
(+ Household
Appliances)



Community &
Street Lighting



Off-grid
Productive Use
Appliances

Off-grid solar lighting and electrification



Immediate
High quality
Affordable
Scalable

The off-grid solar market at a glance

3.52m

products sold globally in
H1 '17

30.7m

cumulative product
sales since July 2010

39.7m

Tier 1 energy needs met,
currently



1.8m

Tier 2 energy needs met,
currently

Business models to expand affordability



Rental



Lease-to-own



Upfront sales
with financing
partner



Direct cash sales

Consumer
buys a
service

Consumer
buys a
product

Business models to expand affordability

'Pay as You Go' Models

Rental

Perpetual
lease

Lease-to-own

Upfront sales
with
financing
partner

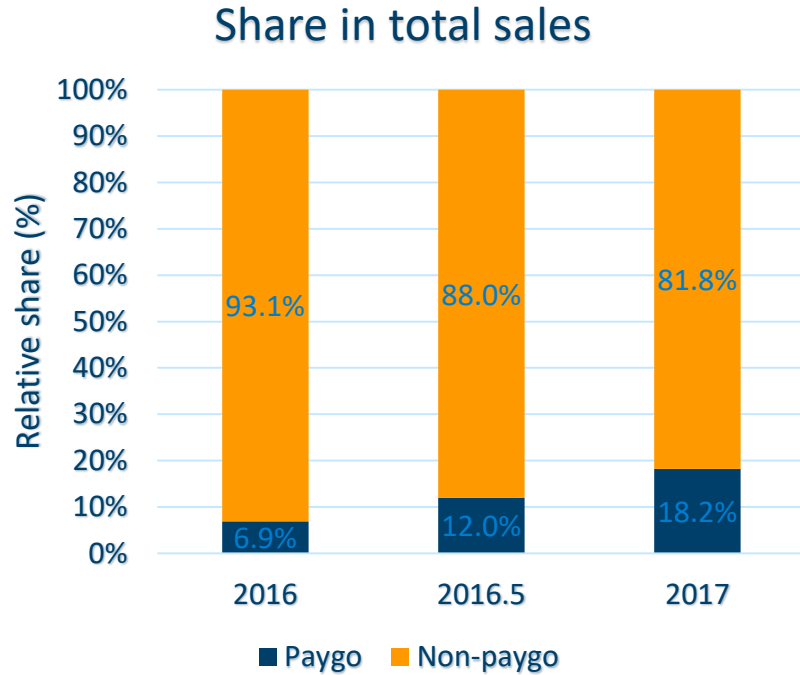
Direct cash
sales

Consumer
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The Pay as You Go Model

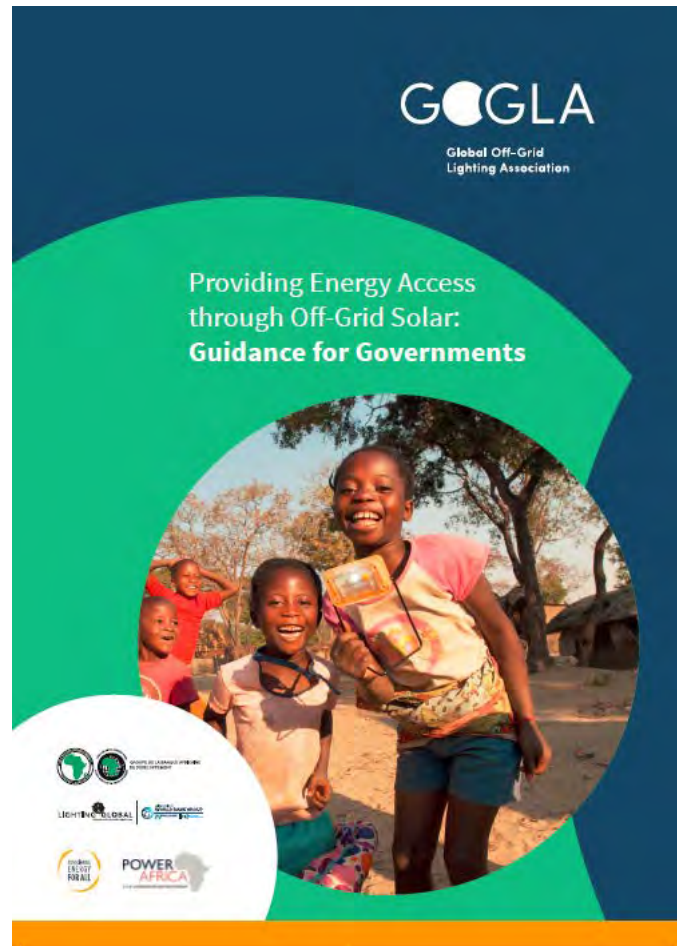


To sustain **growth**, significant **market challenges** need to be addressed

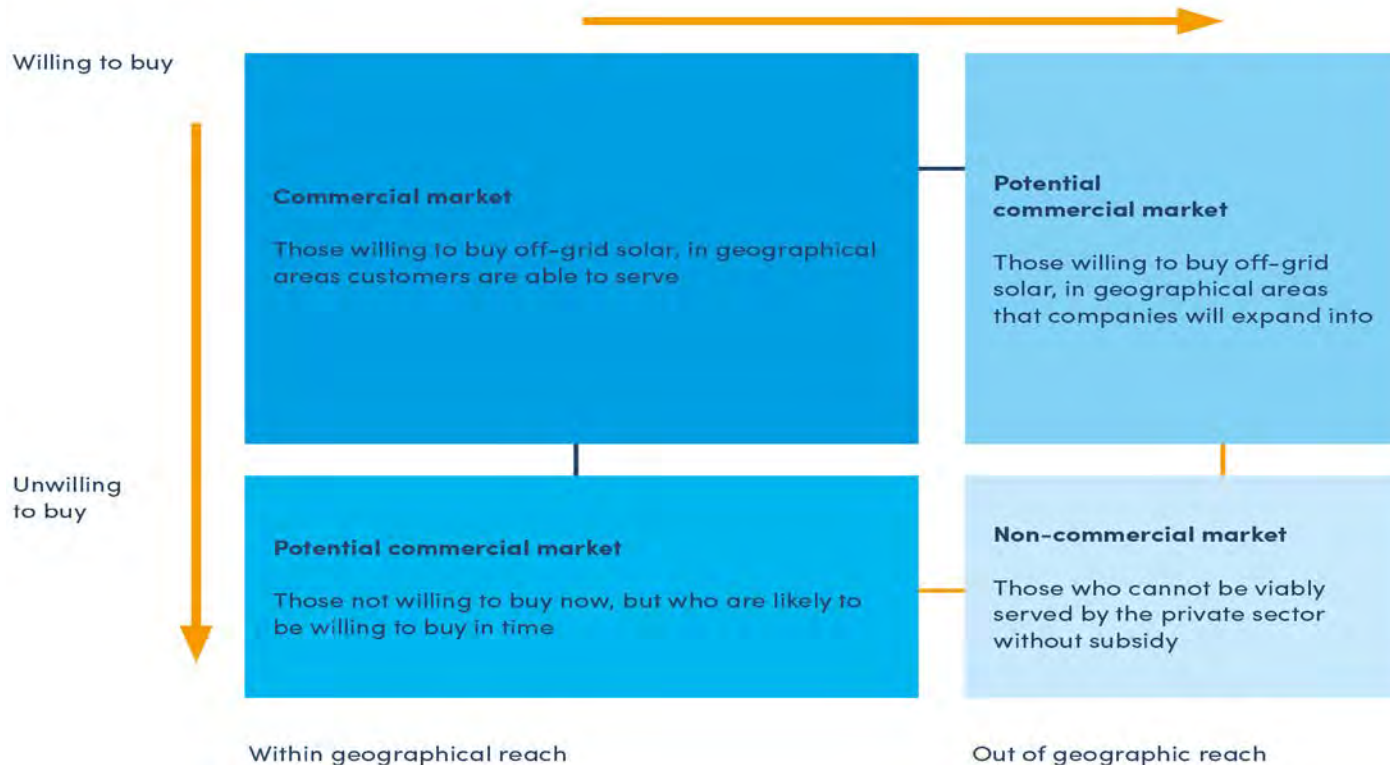
- 1 Limited access to finance
- 2 Inadequate policy environment
- 3 Poor quality products swamping nascent markets
- 4 Last mile distribution costs

The Role of Public Funding

How to support growth and minimize the risk of distortion



Expanding the Commercial Market



Best Ways to Deploy Public Funding





Global Off-Grid Solar FORUM & EXPO HONG KONG 22 - 24 JAN 2018

The premier meeting of the off-grid solar sector, providing a unique platform for knowledge exchange, networking and showcasing off-grid solar products and services.



500+

Participants

off-grid solar companies, public and commercial investors, sector facilitators, government representatives and off-grid energy experts

50+

Exhibitors

World's largest off-grid solar exhibition

50+

Speakers

Sharing insights into major off-grid solar impact research & market trends

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