



Dear reader,

Welcome to the next edition of the GOGLA newsletter. A newsletter that marks a new stage both for myself and for GOGLA. For myself, as it is the first one in my new capacity as Executive Director for GOGLA. For GOGLA, as having now a full-time director on board is part of a development towards a more firmly established organisation, with new partners and challenging plans ahead.

----- MORE -----

My first engagement with the off-grid lighting sector was in 2001, when I co-founded a company selling solar PV equipment to rural markets in Tanzania. A fascinating but businesswise difficult period, in which there was very little to build on, and the company struggled to reach its sales numbers and a positive cashflow. Now, 13 years later, the market has off course much advanced. With years of high growth behind us, there's a real spirit in the air that the market is entering a new level.

Despite the considerable developments in the sector, however, many challenges remain: e.g. demand for more working capital finance for producers and distributors, or the call for better policies, lower tariffs, and safeguards against poor quality products. There remain plenty challenges ahead, for both commercial players as well as governments, donors, finance institutions and NGOs.

It's only fitting then that also GOGLA can now move to a next level. I am thrilled to be able to play my part in this. In the past few months I could gradually take over the helm from Wolfgang Gregor. Building on his good work, we've been able to secure new financial support from IFC and Shell Foundation. The support from these partners enables us to strengthen GOGLA, and allows us to help strengthen the off-grid sector. There's plenty of energy in the air – now let's deliver it where it is needed!

Koen Peters

Guest Column

Last month, GOGLA submitted a letter to the US Senate Committee on Foreign Relations with regard to the Energize Africa Act of 2014, a piece of legislation which seeks to increase US support for energy poor in Africa. GOGLA's letter expressed support for aspects of the Energize Africa Act, and called for the prioritization of off-grid clean energy services.

The Sierra Club, together with other US-based NGOs, have continued lobbying efforts to make the bill as supportive as possible of the off-grid energy sector. The latest version of the bill now includes a goal for eliminating VAT taxes for solar products, loan guarantee authority prioritizing off-grid clean energy, and support for agencies including the Overseas Private Investment Corporation. [Learn more...](#)



Working Group Updates

Policy and Regulation

Currently the policy working group is developing a set of industry positions on policies that support market growth. The compilation of the positions will be published as an off-grid lighting policy handbook. The first position now under development addresses the use of public funding in the market. Moreover, the working group is designing a research project on the beneficial relation between VAT and tariff exemptions and economic development, together with partner organizations. The working group also agreed to cooperate with national renewable energy associations to get a better understanding of what kind of support mechanisms would help them to advocate for energy efficient lighting on a national level. In addition, the working group seeks to develop a sector-wide communication strategy, implemented by various stakeholders in order to advocate for the overall benefits of off-grid energy access.

Quality and Standards

In order to identify a sustainable exit strategy for the Lighting Global quality assurance framework, the working group wants to commission together with the International Finance

Corporation research on the viability and feasibility of different strategies identified at the quality assurance symposium in Cologne. With regards to the development of standards for small solar home systems and solar kits, it has commented on the first draft of minimum quality standards prepared by the Lighting Global quality assurance team and Fraunhofer ISE. It will continue to give feedback throughout the development of these standards.

Business Models and Market Intelligence

Early July the investment and finance study for off-grid lighting was launched at the first of its kind investor conference in Zurich. More than 70 participants attended the conference and discussed the study results. The clear need for a continued dialogue between the off-grid lighting industry and the investment community was identified. Thus, the working group will focus its efforts on facilitating this dialogue through information sharing and further disseminating study results at international conferences. Due to the great success of the first investor conference, the working group is planning to organize a second conference later of this kind this year in London.

Measuring Social Impact

The working group decided to focus first on a set of priority metrics. In the last weeks it has developed methodologies for each of the priority metrics. Existing data sources are being researched and necessary coefficients identified. To validate the proposed methodology and get additional inputs, external experts will be invited to review the whole set of metrics in the next weeks. Building on the feedback received, the working group will then start to develop tools and a protocol for member reporting.

GOGLA News

GOGLA Welcomes New Executive Director

GOGLA is pleased to announce that as of August 1, 2014 Koen Peters is acting as the new full time Executive Director. After running the Secretariat for more than two years, the Secretary General, Wolfgang Gregor, stepped down to embark on new professional experiences. [Read more ...](#)

Investment and Finance Study for Off-Grid Lighting

At the first investor conference of its kind, the Global Off-Grid Lighting Association (GOGLA) launched the Investment and Finance Study for Off-Grid Lighting on July 7, 2014 at Credit Suisse's St. Peter Forum in Zurich. The study reviews the market for solar off-grid lighting products and concludes that improved financing can promote industry growth.

[Read more ...](#)

Quality Assurance for Solar Home System Kits

Off-grid lighting technologies have the potential to give families living off the grid access to energy and serves as an important enabler for working, communication, education, security and social contacts. However, reasonable and affordable quality of products and services is essential to provide sustainable lighting opportunities to under-electrified populations investing their savings. [Read more...](#)

GOGLA is partnering with Power Africa's Beyond the Grid Framework

The U.S. Government is formally launching an innovative framework under President Obama's Power Africa initiative to increase energy access for underserved populations across sub-Saharan Africa. Over an initial five year period, Beyond the Grid will leverage partnerships with 27 investors and practitioners committing to invest over \$1 billion into off-grid and small scale solutions for this underserved market. [Read more ...](#)

Other News

The logo for Huffpost Green, featuring the words "HUFFPOST" and "GREEN" in a bold, green, sans-serif font, stacked vertically.

Off-Grid, Clean Energy Access Market Valued at \$12 Billion

One in five people around the world, approximately 1.3 billion people, lack access to electricity. Today, the Sierra Club is releasing a new report — Clean Energy Services For All (CES4All) — showing that off-grid clean energy is the right tool for the energy access job. [Read more](#)



d.light Reaches 500,000th Pay-As-You-Go Customer, Launches Access Initiative

d.light announced it reached sales of 500,000 financed units, providing modern energy access to 2.5 million people on a pay-as-you-go basis. [Read more](#)

Global LEAP Awards – GOGLA Member Fosera Won



in the Off-Grid Television Category with its DC TV 15.6" 12V

SEOUL, South Korea, May 13, 2014- Winners have been named for the inaugural Global LEAP Outstanding Off-Grid Appliance Awards competition, a Clean Energy Ministerial initiative to identify and promote the world's best, most energy-efficient off-grid color televisions and LED room lighting appliances. [Read more](#)



Why VATs on Solar Energy Hinder Progress on Energy Poverty

What difference can a value added tax make to the lives of those living in energy poverty? A big one. Currently, many countries in sub-Saharan Africa apply a value added tax (VAT) to clean energy products like solar lanterns and solar home systems. [Read more](#)



Poor People need access to energy services, not just supply – Practical Action calls for more financing for decentralized solutions

Practical Action's "Poor People's Energy Outlook 2014" is the latest edition in a series aiming to get a better understanding of what "access to energy" for poor people actually means, how to measure it, and most importantly how to increase it. [Read more](#)



480,000 New Solar Home Systems For Bangladesh

The World Bank has offered to loan the Bangladeshi government \$78.4 million in order to finance 480,000 solar home systems. This huge solar home systems project aims to install about 7,000 photovoltaic systems in Bangladesh every month. If it achieves this rate, it will be the largest of its kind in the world. [Read more](#)



Ted Talk: Azuri's CEO Presents "Energising Rural Africa"

Azuri's CEO Simon Bransfield-Garth explores how technology can help address some of the challenges of emerging economies and the potential to bypass a traditional industrial revolution route to development and jump directly to a knowledge-based economy. [Read more](#)



Greenlight Solar-Powered Lamps Illuminate Rural Villages

The Chicago-based company produces solar-powered lamps geared toward these rural communities. Since launching in 2009, the startup has sold 1.8 million lamps, which cost between \$11 and \$40, the equivalent of about two weeks wages in those communities. One million were sold in the last ten months alone. [Read more](#)



Solar energy technology for those with no access to electricity

With 1.7 billion people living without access to mains electricity, we look at five solar-powered products that could ease the problems of those 'off the grid'. [Read more](#)



U.S. Debating "Historic" Support for Off-Grid Electricity in Africa

Pressure is building for lawmakers to pass a bill that would funnel billions of dollars of U.S. investment into strengthening Africa's electricity production and distribution capabilities, and could offer broad new support for off-grid opportunities. [Read more](#)

New Publications



[Investment and Finance Study for Off-Grid Lighting](#)

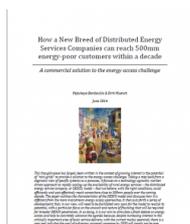
The study investigates the issues and opportunities specific to the financing of the off-grid lighting sector.



[Clean Energy Services for All: Financing Universal Electrification](#)

Publisher: Sierra Club

Date: July 2013



[How a new Breed of Distributed Energy Services Companies can reach 500mm energy-poor customers within a decade](#)

Pepukaye Bardouille & Dirk Muench

Date: June 2014



[Poor People's Energy Outlook](#)

Publisher: Practical Action

Date: 2014

Please welcome our newest members





Upcoming Events

August 2014

Intersolar America

26 August 2014 - 28 August 2014 Sao Paulo, Brazil

[More information](#)

September 2014

SOCAP14 Igniting Vibrant Communities

02 Sep 2014 - 05 Sep 2014 San Francisco, USA

[More information](#)

Solar & Off-Grid Renewables Africa

16 Sep 2014 - 17 Sep 2014 Accra, Ghana

[More information](#)

29th European PV Solar Energy Conference and Exhibition

22 Sep 2014 - 26 Sep 2014 Amsterdam, The Netherlands

[More information](#)

The Green EXPO 2014

24 Sep 2014 - 26 Sep 2014 Mexico City, Mexico

[More information](#)

EuropeAid Empowering Rural Electrification Workshop

29 Sep 2014 - 30 Sep 2014 Brussels

[More information](#)