Dear members and friends of GOGLA,

This edition of the GOGLA newsletter reaches you during a very busy and exciting time for GOGLA and for our sector. Harnessing the success of the GOGLA AGM and keeping in mind the positivity and collaborative atmosphere that was displayed in June, we look eagerly towards the 4th International Off-Grid Lighting Conference and Exhibition. Our seminal industry event is just forty-three days away at the time of writing and represents a unique opportunity for GOGLA members and the sector as a whole.

The teams of GOGLA, Lighting Global, and our Dubai partner CSI are working hard to finalise preparations to ensure a successful event and I am confident that Dubai will enable all participants to build their network, explore business partnerships, communicate with investors, examine the best business and financing models and address key policy issues. By bringing together a wide and inclusive spectrum of industry stakeholders, including policymakers, investors, manufacturers, suppliers, distributors and the best of the academic world, we can be sure that Dubai covers all bases and needs.

A comprehensive agenda covering five streams (business services, financing, technical and quality assurance, sustainability, and the role of governments and policy in facilitating growth) ensures that there is something for everyone. Further still, a number of side events on Thursday in Dubai allow participants to assemble and delve even deeper into topics of mutual interest.

On the opening day of the conference we have a world-class lineup of speakers, including a keynote speech by Professor Muhammad Yunus, Nobel Laureate, microfinance pioneer and solar innovator. Eager to build upon his country's involvement in the off-grid solar sector, The Rt Hon Grant Shapps, UK Minister for International Development will join our high-level panel which also includes, among others, Dr. Kandeh K. Yumkella, CEO Sustainable Energy for All, Anita George of the World Bank, Bill Bien of Philips Lighting and Jérôme Schmitt of Total. Information on all speakers announced to date can be found here.

Spaces for attendees and exhibitors are still available and I would encourage anyone
interested to get in touch with the secretariat or to visit the Conference Registration page. I would encourage you to do so without delay in order to avoid disappointment. For a comprehensive outline of what to expect in Dubai, please visit our conference website.

Elsewhere, you may be happy to hear (I hope) that we will be increasing the frequency of our newsletters. Taking on board feedback from our members, from now on, we will be publishing a newsletter every 6 weeks or so. These newsletters may be slightly shorter in length but will provide you with much more up to date GOGLA news. Please keep an eye out for our next newsletter in mid-October, which will be a conference special.

Happy reading and I’m looking forward to seeing you all in Dubai.

Koen Peters
Executive Director, GOGLA

New Members

Our association continues to grow at pace. GOGLA would like to extend a warm welcome to our newest members, Sunna Design, Angaza, Clean Energy Access Network, Zonful Enterprises, Videre Global, M-Kopa Solar, Simpa Networks, Simusolar and ResponsAbility. Be sure to check them out.

GOGLA News

GOGLA congratulates Rachel Kyte on appointment
Rachel Kyte, currently serving as the World Bank Group’s Vice President and Special Envoy for Climate Change, will succeed Dr. Kandeh K. Yumkella, who served as Sustainable Energy for All (SE4All) CEO from its inception. Ms. Kyte, who was chosen from over one hundred candidates in a global search, will assume office on January 1st, 2016. GOGLA would like to… Read more

PEG raises $3.2 million USD to expand off-grid solar in West Africa

Accra, Ghana. PEG, a West Africa focused company that provides solar home systems to rural and remote customers on Pay As You Go (PAYG) payment plans, announced today that it raised $3.20 million to expand its presence within Ghana, and explore other markets. PEG offers customers a solar product on an affordable 12 month payment plan, with an initial US$35 deposit… Read more

GOGLA attends India Off-Grid Summit

GOGLA attended the India Off-Grid Summit in August 2015. The summit convened approximately 150 practitioners and stakeholders from the Indian off-grid renewable sector. For discussion were topics such as business models, access to finance, policy and regulation, and energy efficient appliances. It was organised by the Climate Group in cooperation with Clean Access Energy Network and convened and galvanised India’s fast-growing off-grid and decentralised renewable energy business community toward stabilisation and growth.

Bringing together diverse participants from practitioners to investors and funders, GOGLA engaged in discussions on how to work within the larger renewable energy framework of the Government of India to deliver a collective roadmap for the future of off-grid energy in India.

GOGLA participates in the Off-Grid Appliance and Clean Energy Industry Network Event in Dhaka

GOGLA and leading companies in the solar home system (SHS) and off-grid appliance markets recently gathered in Dhaka, Bangladesh, for an off-grid appliance industry networking event hosted by the Global Lighting and Energy Access Partnership (Global LEAP), an
initiative of the Clean Energy Ministerial. The event provided an essential venue for industry members to share information about super-efficient, high-quality off-grid appliances and identify new business opportunities. In addition, GSMA and GOGLA supported the event with their own workshops on the PAYG topic.

Hans Peter Birkhofer, GOGLA Technical Director, who attended the event, notes that "the continuation or even boost of those markets will be supported by the next step of innovations". Hans Peter also notes that India and Bangladesh are already the biggest single Off-Grid lighting markets in Asia.

India is so far leading in the Picosolar lantern market with more than 3 million units sold annually whilst Bangladesh sells annually approximately 1 million Solar Home Systems mainly supported by the successful IDCOL program. The main innovation drivers will be new distribution models like Mobile Money / PAYG and new super-efficient DC appliances like TV, fans and refrigerators.

GOGLA and Lighting Global are also investing more activities into the Asian Off-Grid Lighting and Energy market to further harmonise the technical and commercial requirements. Since June, IDCOL in Bangladesh accepts for PicoSL the IEC-TS 62257-9-5. This is an advantage for all GOGLA members and indeed other manufacturers who have obtained Lighting Global certification. Furthermore, in India, the Solar Lab at TERI is to be a future test lab for conducting tests for PicoSL in accordance with IEC-TS 62257-9-5.

Overall, both of these markets, each with high growth potential, are opening up more to global players and stakeholders, providing much hope for continued market growth.

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4th International Off-Grid Lighting Conference and Exhibition

For regular updates on the 4th International Off-Grid Lighting Conference and Exhibition, taking place from the 26th - 29th of October in Dubai, be sure to check the conference.
Nobel Peace Laureate To Light Up Global Off-Grid Conference in Dubai

Nobel Peace Prize Winner Professor Muhammad Yunus has been confirmed as Keynote Speaker to open the conference. Prof. Yunus is a renowned micro-finance pioneer and solar innovator.

Press Release: Nobel Peace Laureate To Light Up Global Off-Grid Conference In Dubai

High Level Speakers include...

From left to right:

The Rt Hon Grant Shapps, UK Minister of State for International Development

Anita Marangoly George, Senior Director, Energy and Extractive Industries Global Practice, World Bank Group

Jérôme Schmitt, Senior Vice President Sustainable Development & Environment, TOTAL S.A

Bill Bien, Global Head of Strategy, Marketing and Alliances Philips Lighting

Dr. Kandeh K. Yumkella, Former Special Representative of the UN Secretary-General for Sustainable Energy for All and Chief Executive Officer of Sustainable Energy for All)

To see the profiles of our conference speakers please click here.

Confirmed Exhibitors include...
Conference and Exhibition Agenda

Don't forget to take a look at the conference agenda for further reference

Monday, 26th of October:

On Monday, the Conference will kick off by an inspirational keynote speech from Prof. Muhammad Yunus. This will be followed by a high level panel dialogue between industry, government and finance executives in order to address the energy access problem. After a short coffee break the conference continues with a preview of what to expect from the five conference streams, after which key conclusions from the all important market trends report will be presented. Monday concludes with a reception and the official opening of the exhibition.

Tuesday, 27th of October:

Tuesday begins with a plenary session examining how to work with governments to scale impact so as to accelerate access to modern energy services. The following session will assess the art of selling solar energy products at scale in order to provide an overview of different approaches towards distribution. After a quick coffee break, the day continues with a session on financing across the supply chain with the morning rounded off by an assessment of the technical advances and environmental issues for off-grid energy systems. After lunch, the conference will divide into a number of different breakout sessions, in keeping with the five different conference streams. Each stream will have its own session throughout Tuesday afternoon leading in to the evening when an industry reception will take place.

Wednesday, 28th of October:
Wednesday starts right where Tuesday left off. Breakout sessions along the five different streams will continue, ensuring there is something to accommodate everyone's interests. After the final coffee break, conference attendees are invited to attend a final plenary sessions on the future of off-grid lighting (including perspectives from around the globe) before the conference wraps up at the final session.

**Conference Side Events**

On **Thursday, 29th of October**, there will be a full day of participant side events. These include but are not limited to:

- Energy Ladder Research Round-table
- Results Based Financing in the Off-Grid Lighting Sector, SNV & GIZ
- Global LEAP Off-Grid Appliance Programs: Overview and Q&A
- Powering Humanitarian Relief efforts: the Role of Small-Scale Lighting Solutions in Emergency Settings

**#IOGLC2015 Blog Series**

Want to know what to expect in Dubai? Can’t wait for the conference to begin? Well, neither could we! In the run up to Dubai, conference attendees and champions of the sector have been invited to post blogs on our conference website. Covering a variety of hot topics and providing a flavor of what you can expect in Dubai, be sure to join us online to comment, discuss, and share with the community.

**Conference blogs include:**

"Off-grid solar LED technology: the secret to snuffing out light poverty by 2030" by Bill Bien, Head of Strategy and Marketing, Philips Lighting

"High tech solar products in crisis situations: Why solar keeps families safe, healthy and hopeful" by Maurits Groen, CEO - WakaWaka
'The Bright Future of Solar Investment' by Amy Wang, Assistant Vice President, Global Social Finance - Deutsche Bank

'Distributed Renewable Energy in Developing Countries - Key to Universal Energy Access' by Rana Adib, Research Coordinator - REN 21

Further blogs include:

"Riding the wave to Dubai: The solar off grid industry – poised to be a transformative engine of economic development" by Russell Sturm, Global Head, Energy Access, IFC Cross-Cutting Advisory

'Why We Need Data to Illuminate our Sector' by Koen Peters, GOGLA Executive Director

'Will Silicon Valley Take On Clean Energy Access?' by Justin Guay, Program Officer Climate at Packard Foundation

'From Fringe to Mainstream: The Role of Mobile in Energy Access' by Mary Roach, GSMA

'Investing in Universal Energy Access' by Richenda Van Leeuwen, UN Foundation

'Solar Lights Now Benefiting 10 Million People In Africa' by Tom Moore, Digital Communications & Marketing Manager, SolarAid

'How To Light The Off-Grid World In A Decade' Xavier Helgesen, CEO, Off.Grid:Electric

'New Report Identifies Need for Investment in India's Beyond-The-Grid Sector' Vrinda Manglik, Associate Campaign Representative, International Clean Energy Access, Sierra Club

'Off-grid solar - an idea whose time has (finally) come' by Jenny Chase, Head of Solar Analysis, Bloomberg New Energy Finance

'Let's Act Together To End Light Poverty' by Harry Verhaar, Head of Global Public &
The International Off-Grid Lighting Conference gratefully acknowledges the support of our sponsors

**Total - Committed to better energy**

Energy drives progress where it is readily available. In building a responsible energy future, we must ensure that each individual has access to energy and that energy is used in the most efficient way possible. [Read more](#).

**The OPEC Fund for International Development**

The OPEC Fund for International Development (OFID) is the development finance institution established by the Member States of OPEC in 1976 as a collective channel of aid to the developing countries. [Read more](#).

**Greenlight Planet Inc.**

Greenlight Planet Inc., founded in 2008, Greenlight is on a mission to transform the lives of hundreds of millions of off-grid households. The company has sold close to 4 million solar home energy solutions to date and employs 650 employees based in eleven offices across four countries. [Read more](#).
Omnivoltaic is a specialist provider of Off-Grid Power products used by customers worldwide, especially for people who live in under- or un-electrified regions. It has a simple mission statement: develop products that would give people anywhere the access to electric power, to satisfy basic needs or for lifestyle choices. Read more.

The International Off-Grid Lighting Conference gratefully acknowledges the support of our promotional partners

Sustainable Energy For All
Bloomberg New Energy Finance
Solar Media
The Middle East Solar Industry Association
Sun-Connect Off-Grid News

Conference Media Partners

Middle East Solar Industry Association

GOGLA is happy that The Middle East Solar Industry Association (MESIA) will act as a supporting partner for the 4th International Off-Grid Lighting Conference and Exhibition, which is being held from the 26th - 29th of October in Dubai. MESIA is the largest solar trade association in the Middle East and North Africa region. Established in 2009, the association represents…Read more

Sun-Connect Off-Grid News

GOGLA is proud to have Sun-Connect as a media partner for the 4th International Off-Grid Lighting Conference, taking place from the 26 - 29 of October in Dubai. Sun-Connect is a free informational service focusing on rural development through solar energy. They provide news and background information for the off-grid industry worldwide. Their target audience
includes solar firms, micro-credit organizations, NGOs... Read more.

Solar Media

Solar Media is the publisher for PV-Tech. PV Tech.org is the number one source for in-depth and up-to-the-minute news and articles on the solar PV supply chain internationally. With six full-time editors based in Europe and North America, PV-Tech provides the most authoritative news, the busiest blog and proprietary product reviews to keep solar professionals informed round the clock. Read more.

Sponsoring & Exhibiting at the 4th International Off-Grid Lighting Conference & Exhibition

GOGLA invites members and non-members alike to not only attend the 4th International Off-Grid Lighting Conference and Exhibition, taking place from the 26th to the 29th of October in Dubai, but also to consider the excellent sponsoring and exhibition opportunities available. If you are interested in either sponsoring or exhibiting, please find all the necessary information below and feel free … Read more.

GOGLA Member News

Philips Lighting advances in the field of LED Lighting Systems

Philips Solar LED Lighting Systems is making great advances to lead the industry with innovation and cutting-edge technology. Philips Solar LED Lighting Systems just announced a new off-grid charge controller embedded in each lighting system. Read more.

Solar Kiosk wins ERASMUS
**Energy Business Award**

The Erasmus Energy Business Award judges concluded that Solarkiosk's E-HUBB was a well-engineered product with ‘good product development targeted at providing energy in areas that matter’ and commended the way it involves local people with an inclusive business model. [Read more](#)

**Two women taking control of their work-life balance**

Access to electricity can have a transformative power over the lives of women in rural sub Saharan Africa. Previously constrained by the rising and setting of the sun, women in rural households can now start to organize their own time. [Read more](#)

**Little Sun empowers women in Zambia**

Girls and women all over the world are disproportionately affected by poverty. Find out how Little Sun has impacted the lives of women in rural communities in Lumwana, a mining town located in the Solwezi District, North-Western Province of Zambia. [Read more](#)

**Flexiway Solar Solutions seek a new Head of Business Development**

GOLGA member, Flexiway Solar Solutions, are currently seeking a Head of Business Development to be based at their Dubai headquarters. This role will work closely with the marketing and sales teams to identify, create and penetrate strategic market segments around the globe. This will fuel organisational growth by driving new product development and will increase market share in the international... [Read more](#)

**SOLARKIOSK is searching for a strategic Marketing Planner**
SOLARKIOSK AG is the energy gateway to markets at the Base of the Pyramid (BoP). SOLARKIOSK AG has developed an award winning technology and an inclusive business model offering access to sustainable energy to BoP customers. SOLARKIOSK AG is based in Berlin (Germany) with currently six subsidiaries in Subsaharan Africa as well as projects in Asia and Americas... Read more

Upcoming Events

October 2015

SOCAP 2015
6 October 2015 - 9 October 2015 San Francisco, California
More information

Solar Energy UK
13 October – 15 October 2015 Birmingham, UK
More Information

Energy Plus
13 October – 15 October 2015 Birmingham, UK
More Information

4th International Off-Grid Lighting Conference and Exhibition
26 October 2015 - 29 October 2015 Dubai, UAE
More information

Solar Finance & Investment
27 October – 28 October 2015 New York, USA
More Information

November 2015

Solar & Off-grid Renewables Southeast Asia 2015
25 November – 26 November 2015 Bangkok, Thailand
More information

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Come find us on Twitter, Google + and LinkedIn for all the latest news.