



# Accelerating access to renewable energy

Annual report 2022



# Forword

Dear Reader

I am presenting you the 2022 annual report with pride. In 2022 we celebrated the 10th year of GOGLA's existence. A decade in which our Members have improved the lives of hundreds of millions of people in over 130 countries, and GOGLA has had the honour of becoming the undisputed voice of the industry. We marked this by organizing the 6th Global Off-Grid Solar Forum and Expo in Kigali – our biggest event yet, and our most successful so far.

Obviously, we did a lot more. From our engagement with over 28 national governments to calls for adaptation finance at COP28, flagship industry data on sales, impact, investment and performance, to consumer protection initiatives: you can read about our activities in this report. All of them are contributing to our strategic vision: to improve 1 billion lives by 2030 with off-grid solar energy. This includes supporting the sector to reach 550 million people with first-time energy access; improving energy services for millions more;

and enabling farmers and small businesses to improve their livelihoods and resilience through the productive use of off-grid technologies.

As we take stock of where we stand with this ambition and the work we have ahead of us, we will need to constantly adjust our perspectives. The industry is changing; so is the way our industry works with governments and public sector funders. As our industry grows, our aspirations and challenges are also becoming bigger. As GOGLA we will have to adjust and grow along with our Members and our partners.

We're looking forward to our next decade, with great confidence that we will be able to do even better than we did in our first. After all, we are supported by fantastic companies and many great partners. So let's push ahead and amaze the world with our off-grid solar power!

**Koen Peters**  
Executive Director GOGLA



**Let's push ahead  
and amaze the  
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grid solar power!**



# About GOGLA

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

Our 200+ members provide millions of low-income and climate-vulnerable people with affordable, high-quality products and services; rapidly increasing customers' productivity, connectivity, and resilience.

To enable sustainable businesses and accelerate energy access, we provide market insights, standards and best practice, and advocate for catalytic policies, programmes and investment. With the right support, our pioneering industry can improve the lives of 1 billion people by 2030.

**10** years of operation

**30** staff in seven countries

**133** countries in which our Members operate

**213** GOGLA Members

**420 million** people reached\*

\*by GOGLA affiliate companies between 2012 and 2022. Affiliates include GOGLA members, companies selling products that meet Verasol Quality Standards, and appliance companies of the Global LEAP Awards or the Low Energy Inclusive Appliances (LEIA) program.

# Convening the industry for stronger collaborations

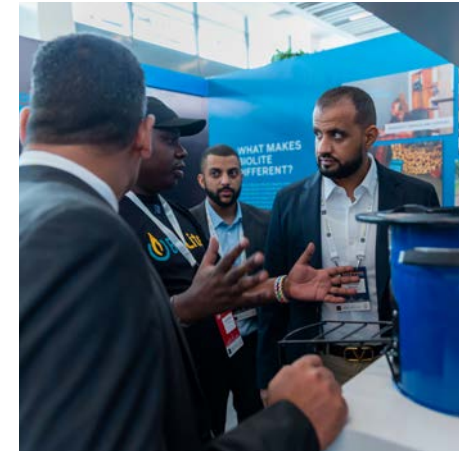
## GOGLA hosted the Global Off-Grid Solar Forum & Expo

In October 2022, the off-grid solar industry came together for the 7th edition of the Global Off-Grid Solar Forum & Expo in Kigali, Rwanda. This flagship event, jointly organised by GOGLA and the World Bank, was co-hosted by the Government of Rwanda and officially opened by the Minister of Infrastructure, Dr Ernest Nsabimana.

With over 1000 participants and 90 government officials in attendance, the event reflected the sector's growth and ongoing recovery from the impacts of the COVID-19 pandemic.

The forum also featured:

- High-level plenaries and 36 highly-curated parallel sessions with top-level speakers from across the industry
- Discussions on profitability, consumer protection, early-stage equity, public funding and climate finance
- 70 exhibitors showcasing the latest product developments in the off-grid solar sector
- Interactive field visits for participants
- Industry announcements on new innovations and partnerships to further the sector



## Bringing GOGLA members together

2022 saw a hybrid Annual General Meeting, where GOGLA members could come together for the first time since the pandemic. In-person events were held in Amsterdam and Nairobi, with others joining virtually. To create other spaces for B2B connections, GOGLA also hosted 'Road Show' member networking events in Tanzania, Nairobi, and Abuja.



# Supporting sustainable businesses



## Industry mentorship program

GOGLA launched the 4th cohort of LEAN, connecting peers within the off-grid solar industry in mentorship roles and leadership circles, focused on fundraising, unit economics, investment readiness, and climate finance. 46 new sign-ups joined their LEAN peers in leadership training and sessions on fundraising and investor engagement.



## Investor readiness for African-owned companies

In 2022, GOGLA selected 20 African companies to participate in GOGLA's ELEVATE programme to support the next generation of locally-owned and managed companies in the off-grid sector. The GET.invest-sponsored initiative bridges the gap between African companies and international networks and financiers and enhances their investor readiness. It offers a specialized suite of technical expertise to accelerate the companies' ability to reach rural homes and businesses with life-changing solar electricity.



## Shaping the direction of the industry

GOGLA's working groups enable our Members to help co-create a sustainable and responsible industry. Throughout 2022 GOGLA convened multiple working group calls, focusing on global and regional policy, industry best practices and technological innovations. For example, in 2022, GOGLA's Technology Working Group published the Connector & Electrical Technical Guidelines to enhance the interoperability of 12V SHS Kits and Appliances in the sector and improve customer choice and service.



# Driving access to finance



## Tracking industry investment trends

GOGLA's [Investment Database](#), supported by GET.invest, showed that the investments in the off-grid solar sector grew by 63% to hit a record \$746 million in 2022. However, although this takes the total historical investment in the industry to over \$3 billion, an estimated \$23 billion in investment is needed in off-grid technologies to achieve universal electrification by 2030. GOGLA is developing four Finance and Investment Working Groups that bring industry experts together to address the financing gap and explore how to increase funding flows and financial innovation. These will focus on: 1. Monetising impact, 2. Re-engineering debt, 3. Accessing new pools of capital, and 4. Equity.



## Understanding industry health

Alongside our partners IFC and MFR, GOGLA launched the [PAYGo PERFORM Impact Monitor](#) to capture data on the performance of off-grid companies and help inform their operational planning and capacity-building needs. The PERFORM database captures insights on company growth, portfolio quality and liquidity and has become a critical source of knowledge for off-grid enterprises and investors.



## Driving access to finance



### Championing a buoyant, impactful industry

Performance and investment were top of the agenda at the Global Off-Grid Solar Forum 2022. Sessions were held on profitability, consumer protection, early-stage equity, public funding, and climate finance. Based on the insights shared, we put together [a short report](#), with powerful recommendations for action in the year ahead.



### Designing smart end-user subsidies

As part of the [End User Subsidy Lab](#), GOGLA coordinated a Webinar on [“Innovative company models to increase affordability by subsidizing end-user prices”](#) featuring case studies from private sector-led pilot schemes implemented by SunnyMoney in Zambia and Engie Energy Access in Uganda. This built on the 2021 webinar series which profiled best practices and lessons learned from the market.

Through our Community of Champions platform, we co-hosted an in-person workshop at the Sustainable Energy for All Forum with case studies on public funding mechanisms, the role and use of grants, and the need for end-user subsidies. Alongside our End User Subsidy Lab partners ESMAP/Lighting Global and EnDev, we also organised a side session focused on end-user subsidy design at the Global Off-Grid Solar Forum & Expo.

# Strengthening national-level engagements



## Building stronger advocacy networks

National Renewable Energy Associations (NREAs) continue to be key GOGLA partners and drivers for in-country policy advocacy. In 2022, GOGLA, supported by the Shell Foundation and USAID, built on the foundations created by the PowerUp! Network (18 NREAs) to undertake targeted activities with 11 African associations. This included white papers and events on fiscal and energy transition planning (Tanzania, Nigeria), workshops and campaigns on standards and quality (Uganda, Sierra Leone, DRC), and analysis to inform national electrification strategies (Tanzania, Kenya, Zambia, Nigeria, Somalia, and Zimbabwe).

GOGLA also continued to support the PowerUp! network, enhancing their capacity and providing opportunities for peer-to-peer learning.



## Enabling policy engagement

In 2022, together with our partners Power Africa, we launched a policy knowledge hub to share key data on the enabling environment in several countries and regions. The hub includes a VAT and duty tracker covering 47 African countries, a policy and regulatory repository for East Africa, and country briefs reviewing the status of off-grid solar markets in 22 countries across Sub-Saharan Africa.





# Being the voice of the off-grid solar sector

## Sharing powerful stories from our Members

2022 marked 10 years of GOGLA! We used this milestone to share stories about the life-changing work of our Members, the impacts they have achieved, and the very real people whose lives have been powered by off-grid solar energy. Stories included insights on K-Pay's work to increase finance for those at the bottom of the pyramid, the use of SolarWorks! Systems by midwives in their local health care clinics and Agsol's pioneering agri-processing technologies.

## Taking off-grid solar to new audiences

As the voice of the off-grid solar energy sector, we constantly work to show the many ways off-grid technologies are powering opportunity. Our efforts to profile the sector saw GOGLA speaking at several leading events including COP27, the Sustainable Energy for All Forum, the first regional Off-Grid Regulatory Conference, the Sa-Dhan conference and GIZ Energy Access Day, amongst others.



# Being the voice of the off-grid solar sector

## Building the Community of Champions

2022 saw the Community of Champions, made up of government officials from 28 countries, meet together again for the first time since the COVID pandemic. Along with co-conveners World Bank/ESMAP, Shell Foundation, USAID/Power Africa, FCDO, AECF and SEforAll, GOGLA hosted a full day of events in advance of the Global Off-Grid Solar Forum focused on the role of public finance in meeting universal energy access goals and the common challenges faced in the implementation of integrated electrification plans. We also convened the Community virtually and shared peer-to-peer lessons and insights throughout the year.



## Driving productive uses of energy

Productive Use of Renewable Energy (PURE) technologies such as solar irrigation and cooling systems are critical for boosting food security, enabling rural enterprise and realising the global goals of broad and inclusive sustainable development.

In 2022, GOGLA launched a PURE Working Group, to act as a platform to address PURE stakeholders, identify cross-cutting issues limiting PURE sales and impact, and share best practices to accelerate PURE markets. GOGLA also worked with the Efficiency for Access Programme to enhance data collection around PURE appliances and partnered with the Water and Energy for Food (WE4F) programme to facilitate national engagement around PURE technologies in Kenya, Rwanda, Uganda and Ethiopia.

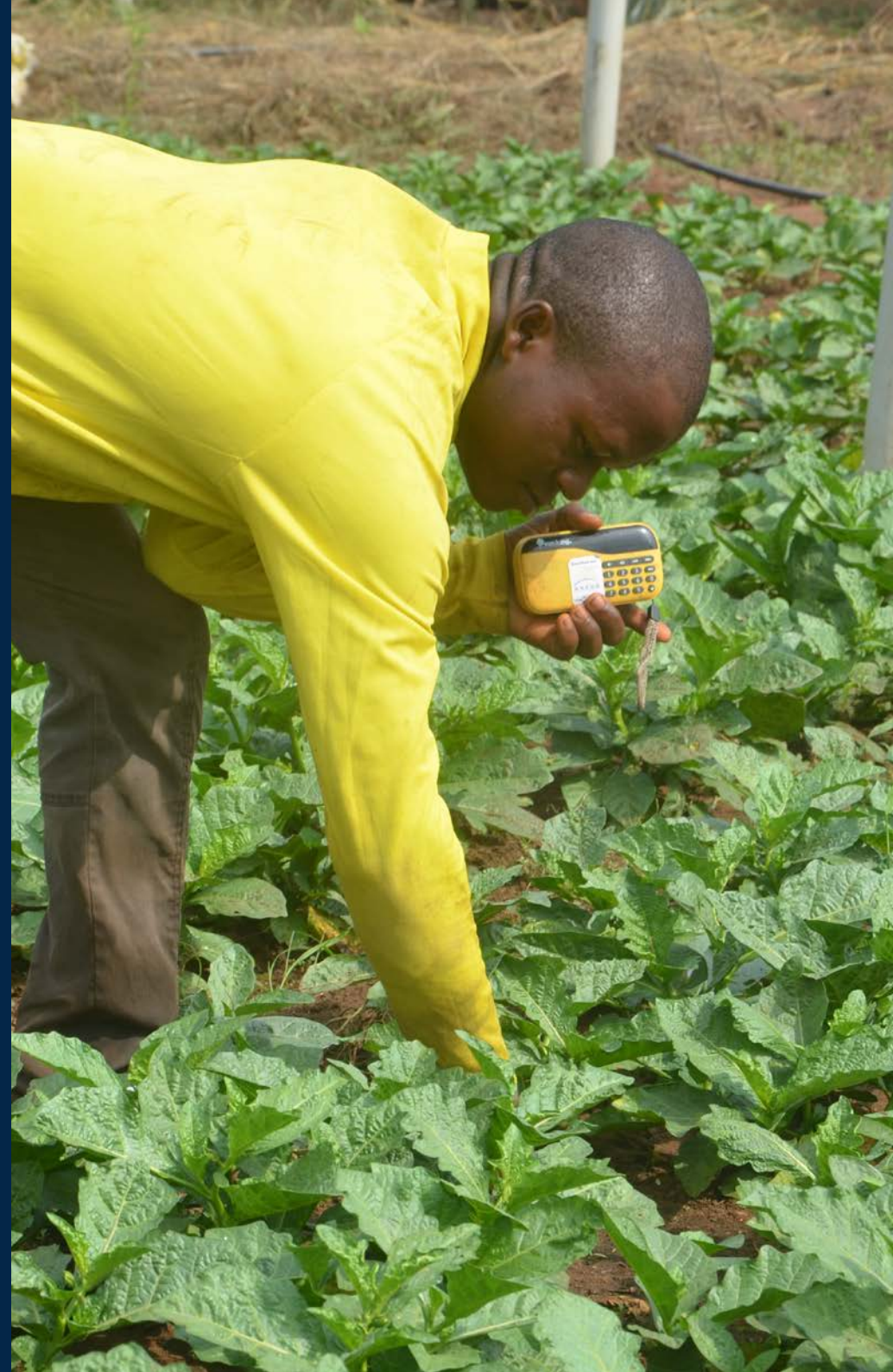


## Placing energy access on the climate agenda

Off-grid technologies are critical for ensuring that the poorest and most vulnerable are not left behind in the clean energy transition: with solar light, power, irrigation, cooling and communications vital for climate mitigation and adaptation.

GONGLA used the COP27 platform in Egypt, to call on donors, governments, philanthropies and financial institutions to recognise the industry's critical role in achieving energy access, development and climate goals. Showcasing our '[Power 1 Billion Lives by 2030](#)' Energy Compact, we called for strong partnerships to bridge the gaps that still exist within the industry. We also joined the Ashden 'Power Up' campaign to call for 10% of adaptation finance to go towards universal access to clean, modern energy.

To support this work, GONGLA convened a 'Resilience and Adaptation' Steering Group to build a climate impact measurement framework and shared key data, including in an article co-written with the Efficiency for Access Coalition, Open Capital Advisors and World Bank. On mitigation, GONGLA also launched a Working Paper on black carbon and kerosene replacement at the African Climate Week in Gabon, in partnership with 60 Decibels, Schatz Energy Research Center, Unite for Light and UNFCCC.



# Encouraging responsible industry best practices

## Championing consumer protection

In 2019, GOGLA led the development of a Consumer Protection (CP) Code for the off-grid solar sector, with the aim of safeguarding impacts and respecting the rights of consumers.

In 2022, as part of our consumer protection initiative, we launched several key initiatives to further support consumers and responsible businesses:

- A new briefing note on data privacy that identifies and shares best practices for companies that directly collect and process data, or enable others to do so across the off-grid solar value chain; from financing solar systems to distributing or remotely servicing them through IoT technology.
- The Lean Data Consumer Protection Survey in partnership with 60 Decibels. This gives companies and investors rich insights into consumer experiences around each of the six Consumer Protection Principles. The survey helps validate company performance by using consumer voices to understand strengths and gaps across the indicators.
- The Consumer Protection Third Party Assessment scheme, developed with MFR. This provides an independent, in-depth assessment of a company's policies and practices to evaluate how well they are performing against the CP Principles and supports the development of an actionable improvement plan.

## Prioritising circularity and e-waste

Circularity is big on the GOGLA agenda. In 2022, GOGLA, with CLASP and dss+, hosted the industry's first Circularity Carnival at the Global Off-grid Solar Forum. Attendees shared their experiences, lessons and achievements so far; discussed solutions and ideas for repair, refurbishment, recycling and battery innovations; explored how the industry can achieve even greater circularity through effective enabling environments; and saw first-hand how Enviroserve Rwanda is tackling e-waste from off-grid solar and developing second-life batteries at their recycling facility in Bugesera.

GOGLA also played a significant role in initiating the registration for the first Kenyan E-waste Producer Responsibility Organisation (PRO) – a significant step in the initiative to establish a PRO for e-waste. This is largely still being driven by the off-grid solar sector, with additional support from KEREAA.

# Leading industry data

## Charting a collective way to accelerate energy access

In partnership with World Bank's Lighting Global, International Finance Corporation, Efficiency for Access Coalition, and Open Capital Advisors, GOGLA produced the biennial Off-Grid Solar Market Trends Report 2022 (MTR) as a two-part series.

Over the past decade, the MTR has been the go-to source of sector information and is used by development partners, financiers, companies and governments to help design and plan investments, programmes, policies and business activities.

## Market intelligence on industry sales and impact

GOGLA continues to provide foundational insights on the off-grid sector with its semi-annual data collection and Global Off-Grid Solar Market Report. Since 2020, the reports have gone beyond sales and impact data to provide qualitative insights on factors affecting the markets for off-grid solar and productive use technologies. The semi-annual data is used to inform business decisions and help track SDG7.



## Leading industry data

### Strengthening the off-grid solar market in India

GOGLA also leads research into key industry topics. In 2022, it focussed on the evolving Indian market with two studies, one on manufacturing which explored India's readiness and potential to manufacture off-grid solar products for the Indian and global markets. The report was launched in New Delhi by Mr J.K. Jethani, Director/Scientist of the Ministry of New and Renewable Energy (MNRE), Government of India, who acknowledged the opportunity to support the local assembly of off-grid technologies. The second study focused on Low Voltage Smart Power and Appliances, which profiled a roadmap that could help create a huge market for appliances and lead to significant opportunities for companies and consumers in India.

In December 2022, GOGLA also signed an MoU with the Association of Renewable Energy Agencies of States (AREAS), an initiative of the Ministry of New and Renewable Energy (MNRE) in India. The partnership will work towards delivering quality and affordable renewable energy products and services to weak grid areas.

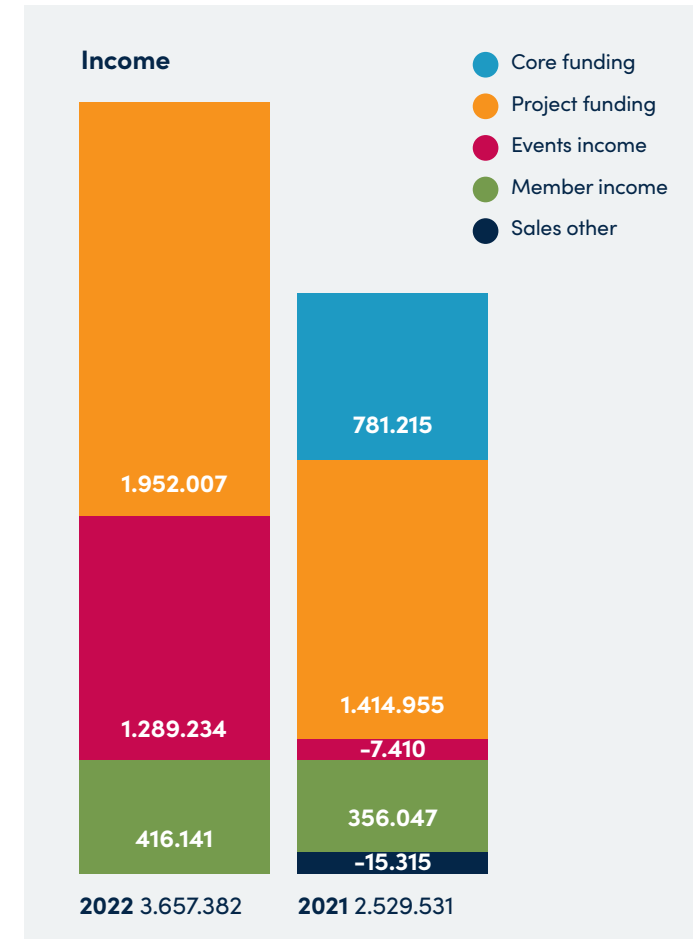
In 2022, MNRE released a policy framework for promoting distributed renewable energy livelihood applications. GOGLA is part of an information task force supporting this work.



# Financials

## Statement of Income and Expenses for the year 2022

	2022	Budget 2022	2021
<b>Income</b>	<b>3.657.382</b>	<b>3.929.561</b>	<b>2.529.531</b>
<b>Expenses</b>	<b>4.146.897</b>	<b>3.803.580</b>	<b>2.286.274</b>
Staffing costs	1.677.984	1.661.497	1.289.695
Depreciation fixed assets	18.728	19.000	17.456
Housing costs	128.028	125.000	125.666
Office costs	54.675	59.900	50.976
General expenses	165.332	149.700	103.355
Activity expenses	2.102.151	1.788.483	699.126
<b>Result before financial income</b>	<b>-489.515</b>	<b>125.981</b>	<b>243.257</b>
Financial income	43.104	-10.000	87.890
<b>Result before taxes</b>	<b>-446.411</b>	<b>115.981</b>	<b>331.147</b>
Taxes CIT	-16.638	-	-
<b>Result after taxes</b>	<b>-463.049</b>	<b>115.981</b>	<b>331.147</b>





# Meet the GOGLA Board of Directors



**Radhika Thakkar**  
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Sun King



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Operations and Business  
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# Meet the GOGLA Board of Directors



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**Richard Gomes**  
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**Dana Rysankova**  
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The Voice of the **Off-Grid Solar Energy** Industry