

# The Rapidly Emerging Off-Grid Solar Market

20 April 2016

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# Agenda

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**Welcome & Introductory Remarks**

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**Overview of the Clean Energy Solutions Center**

- **Stephanie Bechler**, National Renewable Energy Laboratory

**Moderator**

- **Russell Sturm**, Head, Energy Access / Cross-Cutting Advisory Solutions, International Finance Corporation

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**Panelists**

- **Itamar Orlandi**, Head, Applied Research, Bloomberg New Energy Finance
- **Gaurav Gupta**, Asia Director, Dalberg Global Development Advisors
- **Matt Jordan**, Senior Manager, Clean Energy Access, CLASP

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**Question and Answer Session**

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**Attendee Survey**

# Solutions Center Background and Vision

CleanEnergySolutions.org

**The Clean Energy Ministerial (CEM) launched the Clean Energy Solutions Center in April 2011. The Solutions Center:**

- Is one of 13 CEM Initiatives, which include:
  - Global Superior Energy Performance Partnership
  - Super-Efficient Equipment and Appliance Deployment initiative
  - Global Lighting and Energy Access Partnership
- Helps governments design and adopt policies and programs that support the deployment of clean energy technologies
- Has more than 35 partners, including IRENA, IEA, IPEEC, Sustainable Energy for All, Bloomberg New Energy Finance and Leonardo Energy
- Is co-chaired by the U.S. Department of Energy and the Australian Department of Industry.



# Clean Energy Solutions Center

CleanEnergySolutions.org

## Goals

- **Serve** as the primary resource for clean energy policy information, assistance and peer learning for governments and government-affiliated practitioners.
- **Share** policy best practices, data, and analysis tools across countries.
- **Deliver** dynamic services that enable expert assistance, learning, and peer-to-peer sharing of experiences.
- **Foster** dialogue on emerging policy issues and innovation across the globe.

## Primary

- Government Policy Makers
- Advisors

## Secondary

- Private Sector Companies
- Energy Entrepreneurs and Investors
- Non-Governmental Organizations
- Civil Society
- Others Engaged in Clean Energy

## Target Audiences

# Ask-an-Expert: Our Experts in Action

CleanEnergySolutions.org

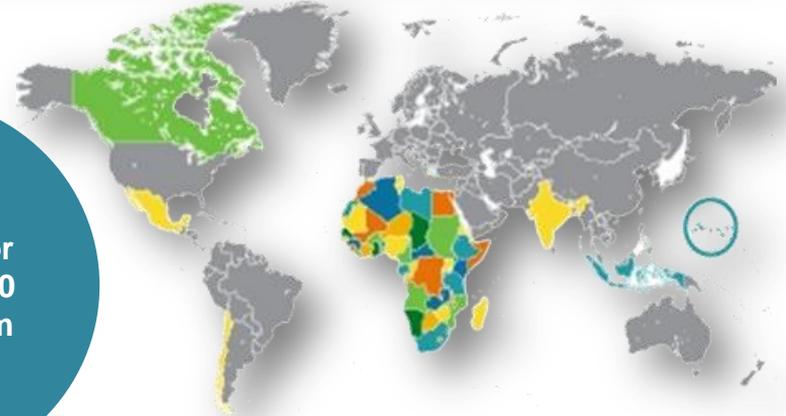


Connects policymakers to a global network of more than 30 energy experts for quick-response technical assistance on policies and programs relating to:

- Renewable Energy
- Energy Access
- Energy Efficiency
- Smart Grid
- Transportation
- Utilities



Delivered no-cost assistance for more than 160 requests from over 75 countries.



Please submit your question directly at [cleanenergysolutions.org/expert](https://cleanenergysolutions.org/expert)

# Russell Sturm – Head, Energy Access / Cross-Cutting Advisory Solutions, IFC



Building on his work developing innovative sustainable energy market development projects for more than 25 years, Russell provides thought leadership and oversight in leading IFC's growing energy access advisory business. He currently leads IFC's global network of programs under the Lighting Global program. He also leads IFC's work across advisory services in support of IFC's strategic focus on Green Growth. In this capacity, Russell chairs the Corporation's Green Growth Steering Committee that sets strategy and prioritizes resources for the Green Growth business. Russell's work mobilizing commercial clean energy and energy efficiency financing with partner banks catalyzed IFC's current business in sustainable energy finance investment. His innovations in market transformation provide the model for IFC's advisory services programs which seek to leverage IFC's position in commercial markets to accelerate uptake of climate-friendly technology and expand access to energy and water. The creator of the Lighting Africa program, Russell's work focuses on innovative business models which enable commercially sustainable private sector delivery of energy and water services.

# Itamar Orlandi – Head, Applied Research, Bloomberg New Energy Finance



Itamar manages the Applied Research practice at Bloomberg New Energy Finance. He works with the firm's sector experts and economic modelling teams, providing customized research on clean energy markets to a range of clients. Most recently, Itamar has led BNEF's analysis of the pico-PV and residential off-grid solar market. Other work has included renewable energy market outlooks and strategic analysis for major energy companies. His work has been featured on Bloomberg TV and various other media sources. Having joined the company in 2011, Itamar previously led BNEF's Insight Service on the European emission trading system as part of the European Power and Carbon Markets team. Itamar's past roles include positions in the investment banking and wealth management division at UBS. Itamar holds an MSc in Environmental Policy and Regulation from the London School of Economics and Political Science. He is based in London, UK.

# Gaurav Gupta – Asia Director, Dalberg Global Development Advisors



Gaurav Gupta is the Asia Director for Dalberg Global Development Advisors and heads their Access to Energy practice globally. He has co-authored some of the leading reports on the off-grid lighting sector including the Lighting Africa trends reports in 2010/2012 and led the recently published report on energy efficient appliances in coordination with CLASP, commissioned by Global LEAP. He is currently working with clients to refine off-grid utility models, support the development of the next set of products that help consumers move up the energy ladder, and stimulate entrepreneurship in the energy sector. Outside of Dalberg, Gaurav is a serial entrepreneur and has setup two boutique eco-tourism hotels, an ethical fashion brand, a think-tank on tribal affairs and a green travel company. In a past life, Gaurav worked as a management consultant with the Boston Consulting Group, in their Sydney and London office. He read Philosophy, Politics and Economics at Oxford and holds a Masters in International & Development Economics from Yale

# Matt Jordan – Senior Manager, Clean Energy Access, CLASP



Matt Jordan leads CLASP's Clean Energy Access program, which focuses on leveraging energy efficiency to accelerate the affordability—and social and environmental benefits—of access to clean energy throughout the developing world. CLASP is an NGO with over 15 years of experience in appliance energy efficiency and market transformation. CLASP is responsible for the Clean Energy Ministerial's Global LEAP Awards program, and it has developed and manages several Global LEAP off-grid appliance market development initiatives on behalf of the U.S. Department of Energy, Energising Development, ClimateWorks Foundation and other partners. CLASP also advises and supports the United Nations Foundation's Global Alliance for Clean Cookstoves, the World Bank Group and others

# OFF-GRID SOLAR MARKET TRENDS REPORT 2016

FEBRUARY 2016

**Bloomberg** and **LIGHTING GLOBAL**  
NEW ENERGY FINANCE Catalyzing markets for modern off-grid energy

AN INNOVATION OF  
**WORLD BANK GROUP**  
THE WORLD BANK **IFC** International  
Finance Corporation

In cooperation with **GOGLA**  
Global Off-Grid Lighting Association

# The State of the Global Off-Grid Appliance Market



# Question and Answer Session

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## Questions



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## THANK YOU!

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