

State of the Off-Grid Appliance Market: Connecting the Data on Market Trends, Jobs, and SDG 7

24 September 2019

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- *The Clean Energy Solutions Center does not endorse or recommend specific products or services. Information provided in this webinar is featured in the Solutions Center's resource library as one of many best practice resources reviewed and selected by technical experts*

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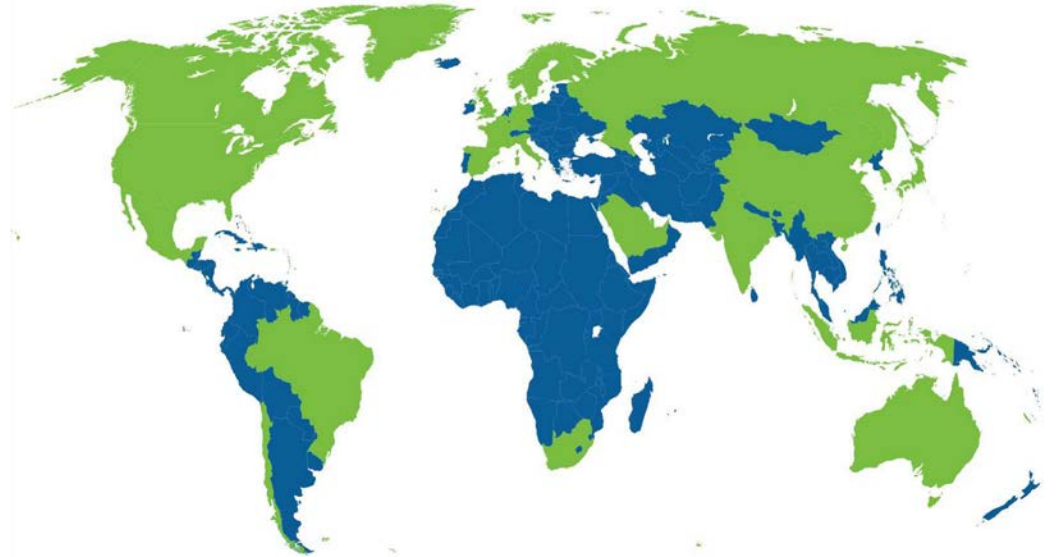
Clean Energy Ministerial

The Solutions Center:

- Launched under the Clean Energy Ministerial (CEM) in 2011

Clean Energy Ministerial:

- A high-level global forum to promote policies and programs that advance clean energy technology, to share lessons learned and best practices, and to encourage the transition to a global clean energy economy.



90%
of
Clean energy
investment

&

75%
of
Global CO₂
emissions

Solutions Center: Background & Vision

- Multilateral initiative, of the Clean Energy Ministerial, is co-led by the Australian Department of the Environment and Energy, and the U.S. Department of Energy.
- Additional funding from Power Africa & the Hewlett Foundation
- The Solutions Center is a unique CEM initiative assisting countries in all regions of the world in strengthening clean energy policies and finance measures
- Supporting transition of clean energy markets and technologies



Solutions Center: Goals and Audience

Programs and Services

- **Team of 50+ experts from around the globe responded to 350+ requests for policy support from more than 80 countries**
 - Extensive support across Africa, Asia, and LAC
 - Launched support for finance measures in 2015
- **Trained over 15,000 officials through more than 225 webinars and training events with others**
- **Strong & growing partnerships with development agencies and regional and global organizations in delivery of support**
- **Over 3,500 resources in curated library for policy makers**

Target Audiences

- **Primary**
 - Government Policy Makers and Advisors
- **Secondary**
 - Private-Sector Companies
 - Energy Entrepreneurs and Investors
 - Non-Governmental Organizations
 - Civil Society
 - Others Engaged in Clean Energy

Solutions Center: Partnerships

More than 35 international partners:

- Climate Technology Center and Network (CTCN)
- ECOWAS Center for Renewable Energy and Energy Efficiency (ECREEE)
- Inter-American Development Bank (IDB)
- International Energy Agency (IEA)
- International Partnership for Energy Efficiency Cooperation (IPEEC)
- International Renewable Energy Agency (IRENA)
- Low Emission Development Strategies Global Partnership (LEDS-GP)
- Renewable Energy Policy Network for the 21st Century (REN21)
- Sustainable Energy for All (SEforALL)
- United Nations Environment Programme (UN Environment)
- USAID Power Africa (USAID PA)

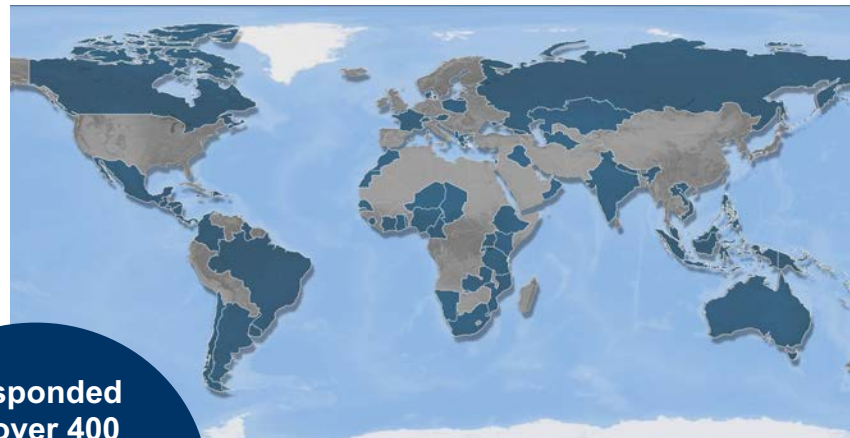


Ask an Expert: Our Experts in Action



We connect you to a global network of energy experts for personalized attention and quick response technical assistance on **strategies, regulations, standards, financial incentives, and energy transition programs** for a broad range of clean energy sectors and technologies including:

- Carbon Capture Utilization & Storage
- Energy Access
- Energy Efficiency
- Renewable Energy
- Smart Grid
- Transportation
- Utilities



Responded to over 400 requests for assistance from over 90 countries.

To request assistance, register on <http://cleanenergysolutions.org/expert>

This Webinar is an Initiative of the Distributed Renewable Energy Data Network

- The Distributed Renewable Energy (DRE) Data Network of collection researchers, data practitioners and enthusiasts focused on the role, impacts and acceleration of distributed renewables in low-energy access countries.
- The network's goal is to improve knowledge sharing, networking and coordination on research and data analysis in the sector.



Contact Sjef Ketelaars (s.ketelaars@gogla.org) to learn more.

This Webinar was Developed with Input from Efficiency for Access

- Efficiency for Access is a global coalition promoting energy efficiency as a potent catalyst in clean energy access efforts.
- Coalition programmes scale up markets and reduce prices for super-efficient off- and weak-grid appropriate products, support technological innovation, and improve sector coordination.
- The Coalition has 14 members, with programmes and initiatives spanning three continents, 44 countries, and 22 technologies.



Stay in touch with the Coalition by signing up for their [newsletter](#) and following them on [Twitter](#), [LinkedIn](#) and [Medium](#).

Michael Tsan, Partner, Dalberg, New York, USA



Michael is a Partner who splits his time between the US and Africa and co-leads Dalberg's Global Energy Practice. Michael is a leading expert on off-grid energy access markets in the developing world and has spent the past decade working on off-grid solar household energy, mini-grids, productive use appliance, clean cookstoves and cooking fuel markets in Sub-Saharan Africa, South and Southeast Asia, and Latin America.

Michael specializes in developing and assessing inclusive energy access business models and BoP-focused market transformation programs for off-grid energy products and services. As part of this work, Michael works with large corporates, commercial and impact investors, early-stage private enterprises, NGOs, foundations, and DFIs to support investor due diligences, conduct market assessments, develop new product strategies and business models, and develop new off-grid financing and clean cooking energy facilities.

Nathalie Hudson, Project Manager, Dalberg, Nairobi, Kenya



Nathalie is a Project Manager with Dalberg's Nairobi office. At Dalberg, she has focused in the inclusive business practise area, and worked the African continent. Her expertise is in business models serving rural customers – notably in the nutrition, agriculture, finance, and energy spaces.

Nathalie has also worked with large corporate clients on setting strategy for emerging markets in Africa, Asia, and Latin America. Prior to joining Dalberg, Nathalie was an Assistant Brand Manager at Procter & Gamble in Geneva, Switzerland. Nathalie holds a Master of International Business from The Fletcher School of Law and Diplomacy.

Kiran Willmot, Project Manager, Dalberg, Dakar, Senegal



Kiran is a Project Manager in Dalberg's Dakar office. He is adept at leading consulting teams and complex analysis that drives Dalberg's strategy work for multilaterals, corporate clients, foundations, utility companies and NGOs. Kiran's work has focused on strategic planning for new initiatives, investment appraisal, private sector development, market entry strategy and program delivery across the energy, water, infrastructure and agriculture sectors.

Kiran has worked extensively across Africa leading strategic advice for several continent-wide initiatives for both donor and corporate actors. In Energy, most recently working with the IFC to appraise opportunities to scale up and finance solar energy products for productive use across sub-Saharan Africa. Prior to this Kiran has worked closely with a solar water pump supplier looking to expand operations to 12 African countries. The assessment included a market analysis of agricultural financing needs and constraints, capacity review of financial institutions including commercial banks and micro-finance institutions and approaches to extend asset-backed credit to off-takers and smallholder farmers.

Kiran is British and holds an MSc in Infrastructure Investment & Finance from University College London (UCL) and a MEng (Hons) in Civil and Environmental Engineering from the University of Edinburgh.

Presentations from Dalberg



**Michael Tsan,
Dalberg**



**Natalie Hudson,
Dalberg**



**Kiran Willmot,
Dalberg**

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Jenny Corry Smith, Senior Manager, CLASP



Jenny Corry Smith is a Senior Manager at CLASP and has more than eight years of experience in research, policy development, and implementation of appliance energy efficiency and market transformation projects around the world. She leads the DFID funded Low Energy Inclusive Appliances Program, a research and innovation program that supports cost and efficiency improvements for off-grid technologies. In her tenure at CLASP she has also forecasted the impacts of appliance efficiency programs, designed policy roadmaps, and maintained CLASP's global database of appliance efficiency policies. Jenny earned her Master's Degree in Public Policy from George Mason University and focused her studies on energy and environmental policies.

Silvia Francioso, Database Specialist, GOGLA



Silvia Francioso, GOGLA's Database Specialist, is a renewable energy engineer, passionate about data, decentralized energy system and knowledge dissemination to foster energy inclusion. Born and raised in Italy, she speaks Italian, English, French and Spanish.

Prior to joining GOGLA, Silvia was the Scouting Coordinator for Devergy East Africa leading the team gathering data and assessing the electrification potential rural off-grid villages in Tanzania through both desk research and field trips. Previously she has worked as a Junior Consultant for MicroEnergy International, supporting various projects in Sub-Saharan Africa, Latin America and Bangladesh in the demand and load assessment as well as the development of impact indicators and surveys.

Dr. Rebekah Shirley, Chief Research Officer, Power for All



Named Africa Utility Week's 2018 "Outstanding Young Leader in Energy" Dr. Rebekah Shirley is the Chief Research Officer at Power for All, where she works toward better access to high-quality energy data and insights for the sector. Rebekah is also a Visiting Research Fellow at Strathmore University, in Nairobi, Kenya, where she lives. Rebekah earned her PhD from the Energy and Resources Group at the University of California, Berkeley where she also previously obtained her MSc. Energy and Resources and a MSc. Civil Engineering. Her research explores models for integrated energy planning and opportunities for catalyzing decentralized energy markets in sub Saharan Africa. Rebekah is a University of California Chancellor's Fellow and has won grants from institutions such as the Department of Energy, the Mott Foundation, and the Rainforest Foundation that support her work.

Naomi Bruck, Project Coordinator, International Finance Corporation



Naomi Bruck has over 20 years' experience business development and project management. She is global Project Coordinator for International Finance Corporation's energy access program (Lighting Global). Her international career spans business development (at Cable & Wireless, Xchanging), corporate finance and infrastructure project financing (at UBS, Warburg and Swiss Banking Corporation). She shifted her focus to poverty reduction and multilateral development for sustainability and clean energy related projects and has worked for Clinton Climate Initiative and the IFC (where she managed the Lighting India program). She speaks five languages and has a BA from Bristol University, UK and an MSc in Poverty Reduction and Policy from London University (Centre for Development, Environment and Policy).

Lindsay Caldwell Umalla, Energy Access Consultant, World Bank Group



Lindsay Caldwell Umalla is an Energy Access Consultant with the World Bank Group. She has ten years of hands on experience working in the private and public sector with a focus on agriculture, energy, and access to finance. She joined the Lighting Global team in 2017 after serving as Director of East Africa Operations for Angaza and as a Field Operations Manager for One Acre Fund. Lindsay has worked to support numerous solar companies across 3 continents and helped to design several off-grid energy access interventions. She holds a BA and MA from Stanford University.

Expert Panel and Audience Q&A



**Jenny Corry Smith,
CLASP
(Moderator)**



**Silvia Francioso,
GOGLA**



**Dr. Rebekah Shirley,
Power for All**



**Naomi Bruck,
IFC**



**Lindsay Caldwell
Umalla,
World Bank Group**

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Resources

Global Market Trends

- [Global Off-Grid Solar Market Report](#), GOGLA in partnership with Lighting Global and the Efficiency for Access Coalition
- [Market Research on Productive Use Leveraging Solar Energy \(PULSE\)](#), Lighting Global
- [Powering Opportunity, Proving Off-Grid Solar is a Power Tool for Change](#), GOGLA
- 2019 State of the Off-Grid Appliance Market Report, Efficiency for Access (forthcoming)
- Solar Water Pump Outlook 2019: Global Trends and Market Opportunities, Efficiency for Access (forthcoming)

Jobs and Employment

- [Off-Grid Solar. A Growth Engine for Jobs](#), GOGLA
- [#PoweringJobs Campaign Page](#) (for the latest news on the campaign, all reports, fact sheets and information), Power for All
- [Powering Jobs Census 2019: The Energy Access Workforce](#), Power for All

Knowledge Platforms and Interactive Tools

- [The Platform for Energy Access Knowledge \(PEAK\)](#), Power for All

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THANK YOU!

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