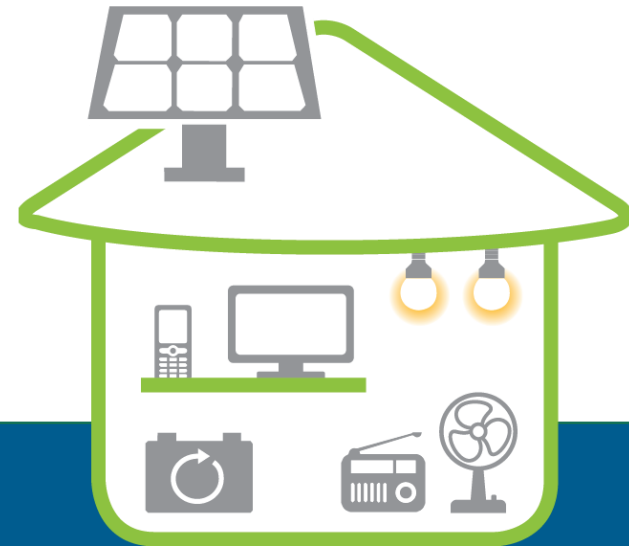


# Global LEAP Off-Grid Appliance Programs

*Accelerating the Global Off-Grid Appliance Market*

Matt Jordan  
Senior Manager – Clean Energy Access  
CLASP



# Critical Barriers Inhibiting the Off-Grid Appliance Market

The global off-grid clean energy market needs a complementary market of high-quality, super-efficient off-grid appliances to reach its full potential, but **significant barriers inhibit that market's development**:



**Off-Grid Energy Service Companies** struggle to identify and source super-efficient, high-quality, and affordable appliances



**Appliance Manufacturers** often are not familiar enough with the off-grid marketplace to design and market their products effectively



**Investors & MFIs** lack reliable benchmarks against which to target investment or evaluate and incentivize appropriate appliance procurement



**Policymakers** lack the market and product performance data to target and scope market transformation policies or programs

These barriers **inhibit growth** in the global off-grid clean energy market and **exclude off-grid communities** from the socioeconomic, health, and environmental benefits of improved and expanded modern energy services

# Current Global LEAP Off-Grid Appliance Market Development Activities

Building  
Technical  
Capacity

Driving &  
Demonstrating  
Scale

Creating &  
Sharing Market  
Intelligence

Facilitating  
Business &  
Investment

Policymaker  
Technical  
Assistance

# Global LEAP Filling Critical Gaps in Off-Grid Appliance Market

## Building Technical Capacity

New **Global LEAP Off-Grid TV & Fan Test Methods** enable meaningful comparison and evaluation of products



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# Global LEAP Filling Critical Gaps in Off-Grid Appliance Market

Driving &  
Demonstrating  
Scale

The **Global LEAP Awards** identify and promote world's best off-grid appliances



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# Global LEAP Filling Critical Gaps in Off-Grid Appliance Market

## Driving & Demonstrating Scale

**Global LEAP+RBF** reduces early-mover risk and drives and demonstrates scale through targeted procurement incentives



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# Global LEAP Filling Critical Gaps in Off-Grid Appliance Market

## Creating & Sharing Market Intelligence

The **Global LEAP Off-Grid Appliance Data Platform** provides easy access to appliance test and market data



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# Global LEAP Filling Critical Gaps in Off-Grid Appliance Market

## Creating & Sharing Market Intelligence

Global LEAP **Market Research** and program data informs smarter action throughout the value chain



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# Global LEAP Filling Critical Gaps in Off-Grid Appliance Market

## Facilitating Business & Investment

**Industry Matchmaking** connects manufacturers, distributors, and investors in a young and disorganized market



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# Global LEAP Filling Critical Gaps in Off-Grid Appliance Market

## Policymaker Technical Assistance

Global LEAP provides **Policymaker Support** to public and private institutions



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# Benefits to Off-Grid Market Stakeholders

## Off-Grid BoP Consumers

Greater access to more affordable, more reliable modern clean energy services and their socioeconomic and environmental benefits

## Appliance Manufacturers

Develop new lines of business and customers; compete to innovate on quality and efficiency

## Off-Grid Energy Service Companies

Faster, better-informed appliance decisions; significant new revenue streams

## Investors & Micro-Finance Groups

Faster, better-informed due diligence on companies and project investments, and to target debt

## Policymakers

Market and product performance data needed to develop and target market transformation efforts, e.g. S&L, incentives, etc.



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and more information**