



**ENERGY ACCESS
PRACTITIONER NETWORK**

September 26, 2017

Webinar:

Exploring Opportunities for PAYG Solar as a Driver of Financial Inclusion

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www.unfoundation.org

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ENERGY ACCESS PRACTITIONER NETWORK

To help meet the energy access challenge, in 2011 the United Nations Foundation launched the Energy Access Practitioner Network. The Practitioner Network is the largest global network of small, medium, and large clean energy enterprises, joined up with participants from civil society, government and academia, to deliver modern energy services, particularly decentralized solutions for rural electrification.

The Network's mission is to contribute to the Sustainable Development Goal of universal energy access by 2030 by:

- Promoting innovation in policy, technology, business and financing
- Amplifying the voice of practitioners in high-level decision-making
- Facilitating increased funding and financing of decentralized energy solutions.



SHARING KNOWLEDGE

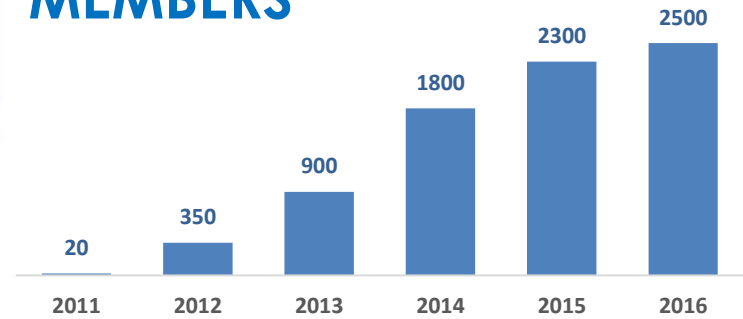


BUILDING PARTNERSHIPS

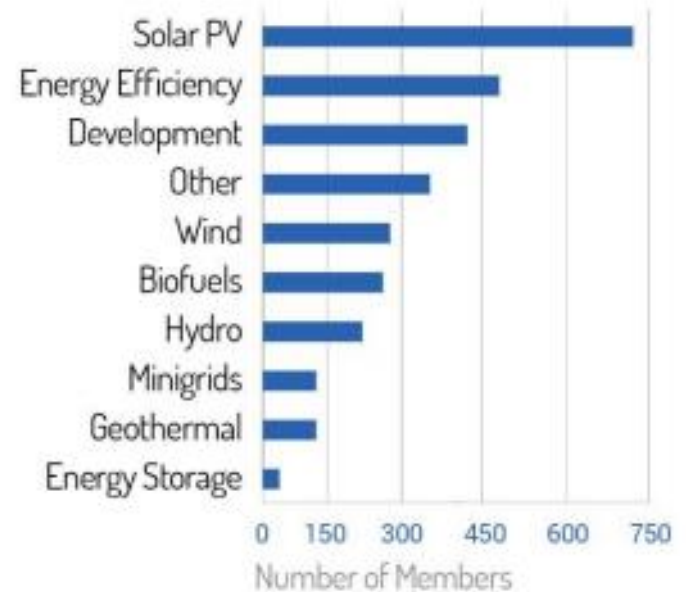


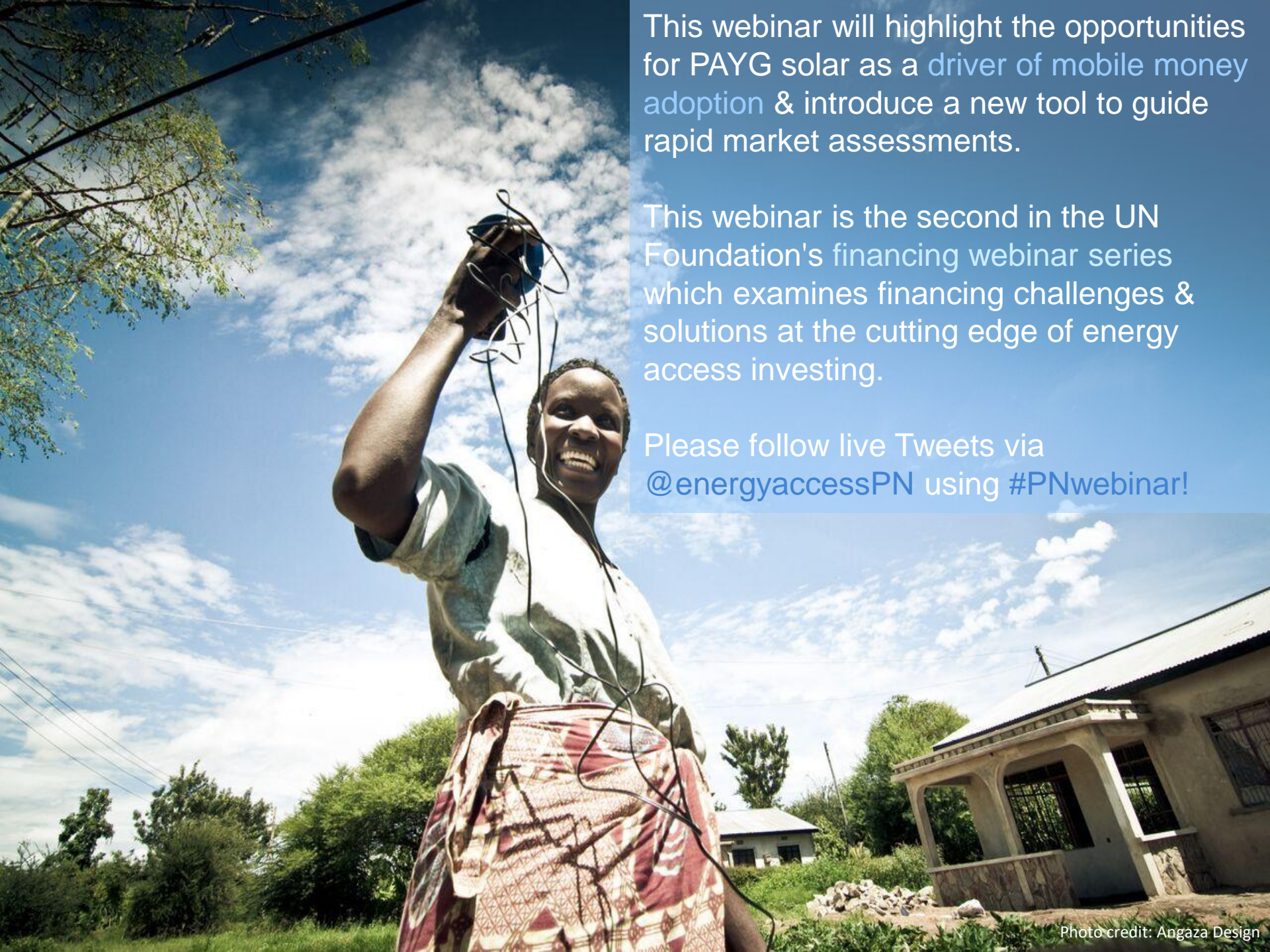
CATALYZING ACTION

MEMBERS



TECHNOLOGY FOCUS



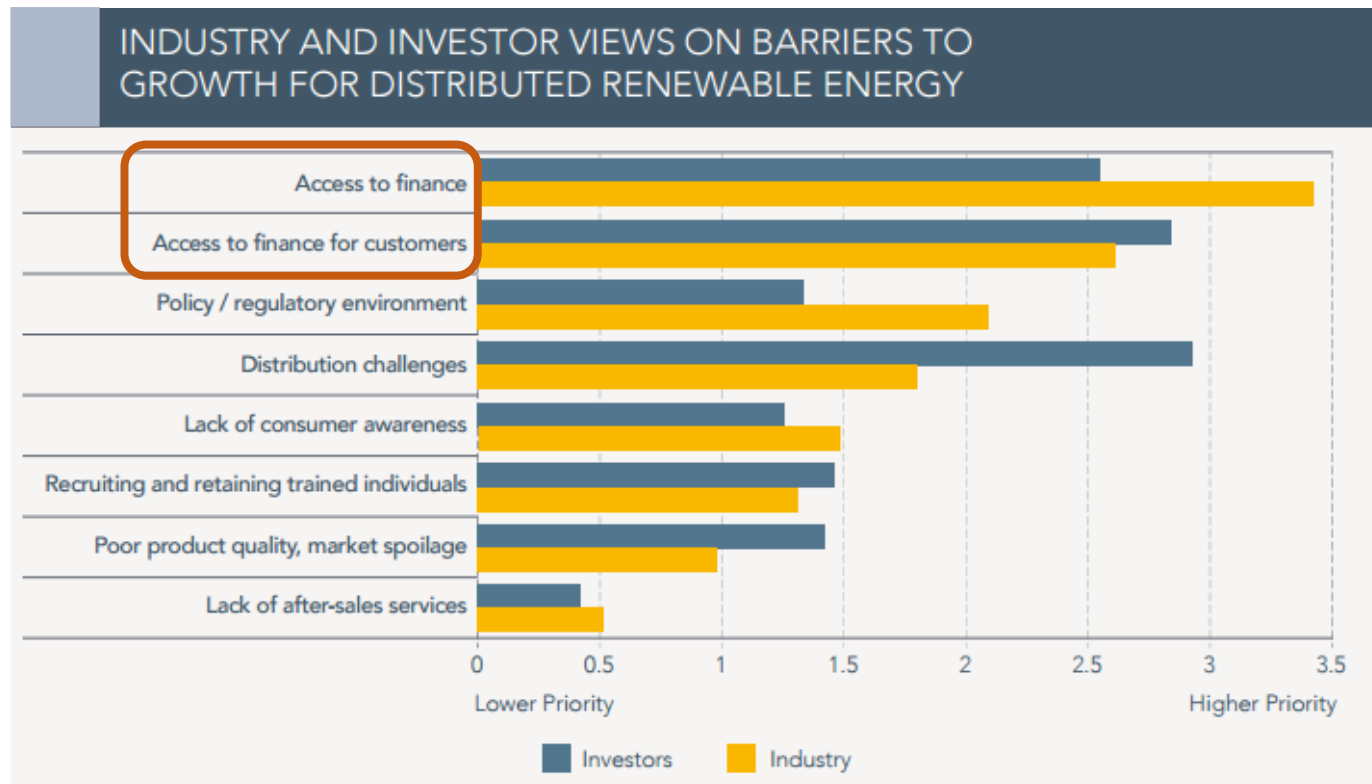


This webinar will highlight the opportunities for PAYG solar as a driver of mobile money adoption & introduce a new tool to guide rapid market assessments.

This webinar is the second in the UN Foundation's financing webinar series which examines financing challenges & solutions at the cutting edge of energy access investing.

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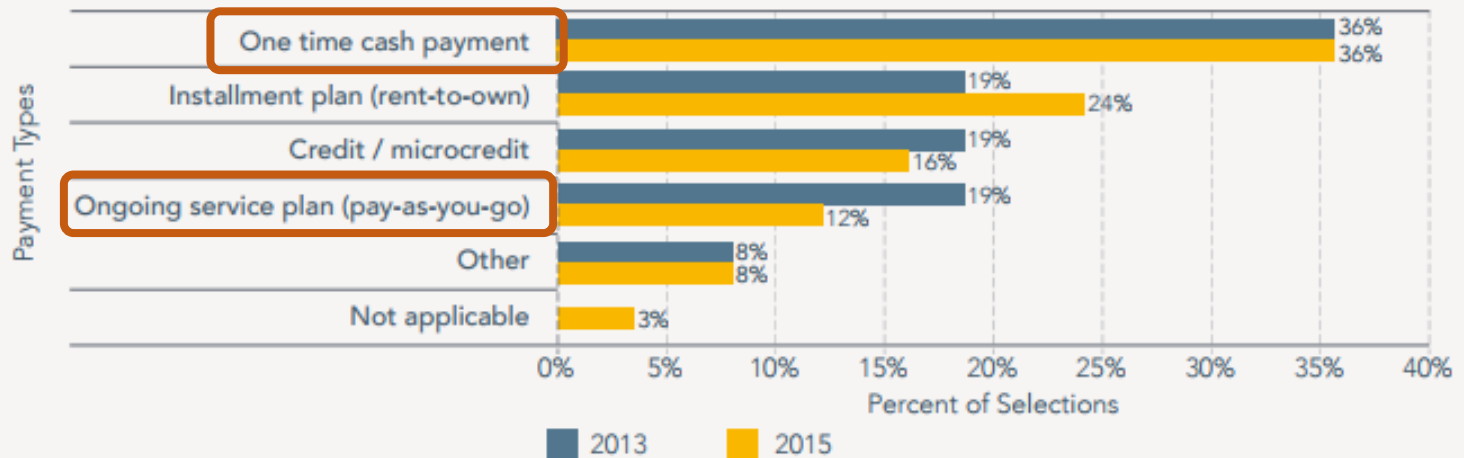
Financing continues to be a bottleneck for growth for the distributed energy sector



Business models that match customer needs are crucial to scalability

In 2015, traditional one-time cash payments were the leading payment plan offered by providers of distributed energy products. This leaves plenty of room for growth for consumer finance and Pay-As-You-Go (PAYG) solutions which, despite their rapid growth, still service a relatively small portion of the off-grid market. In 2013, the results were somewhat similar, with one-time cash payments still receiving 36% of selections, followed by installment, credit/microcredit and PAYG all of which received 19% of selections⁷.

TYPES OF PAYMENT PLANS OFFERED TO CUSTOMERS (2013, 2015)



Up-front costs remain households' concern

Despite falling technology prices and recent innovations in financing, the upfront cost of distributed energy solutions remains a major concern among households, according to survey respondents. Further reductions in the upfront cost of distributed energy and increased options for consumer financing are critical to achieving universal energy access.

CUSTOMER CONCERNS ABOUT PURCHASING DECENTRALIZED ENERGY FOR HOUSEHOLD USE

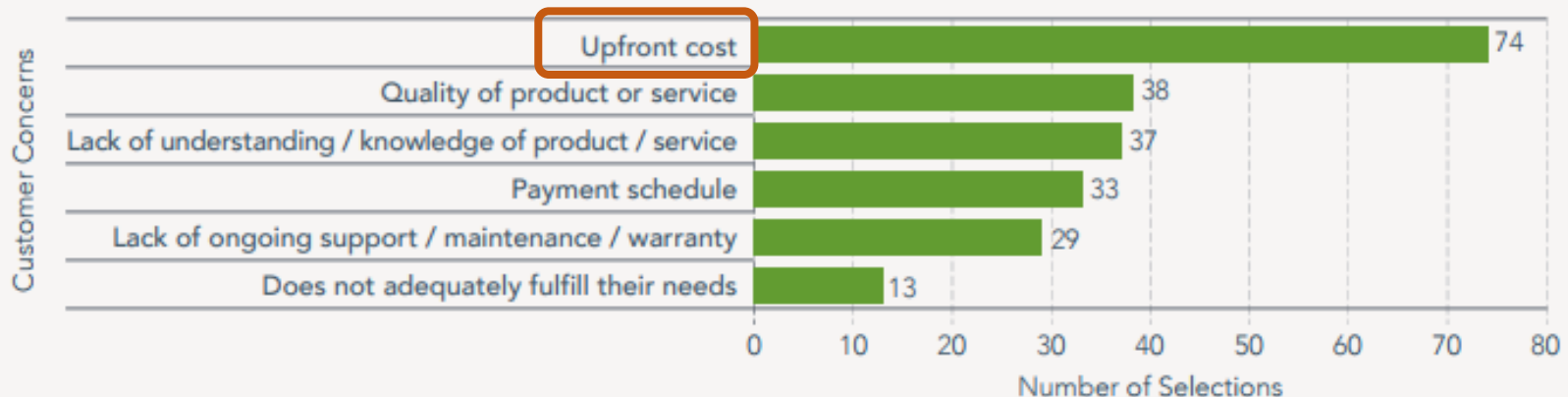


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For questions: Please contact us by email at: info@energyaccess.org



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