



The Voice of the **Off-Grid Solar Energy** Industry

2023 GOGLA ANNUAL REPORT



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LETTER FROM OUR NEW EXECUTIVE DIRECTOR **SARAH MALM**



Dear Reader,

I invite you to review GOGLA's annual report for 2023 and reflect on the collective impact our Members have on improving lives, powering businesses, and energizing local economies.

As I step into my new role as Executive Director, I want to recognize Koen Peters's leadership. He has effectively and passionately advocated for GOGLA members and the off-grid sector for ten years.

Off-grid solutions remain the cleanest, most affordable source of electricity for millions of homes and businesses with no or unreliable energy access. GOGLA members deliver essential and reliable off-grid goods and services that improve people's quality of life and economic potential. Off-grid solar is not only the best solution; for many, it is the only solution to power homes and businesses.

We deeply appreciate the continued support of our partners and look forward to participating in the new "Energy Access Institutions Facility." This funding is essential to supporting our programs, operations, and advocacy for the sector and helps us provide value and improved services to Members. This year, we welcomed a new partnership with the Ikea Foundation focused on productive uses of energy and strengthening our relationships with adjacent sectors such as agriculture and health.

It was a challenging year for the off-grid sector: extreme weather events, high interest rates, and currency depreciation added to the challenging work.

Investment in the sector remains stagnant, highly concentrated, and falls short of the \$3 billion annually required to meet 2030 energy access goals. There is cause for optimism. The sector is resilient, and we are encouraged to see some new funding, including a significant investment from the World Bank, to accelerate sustainable and clean energy access.

The path forward requires strong advocacy on behalf of the industry and constant work to improve the customer experience and attract more investment in the sector. Central to our success is providing our Members value-added services such as access to market insights and data, networking and investor matching opportunities, and advocating industry priorities with national governments, investors, and policymakers.

We urge development actors, philanthropies, and climate-aligned investors to work with us. Together, we are building sustainable businesses that deliver life-changing products and services. We are making a difference, and we are just getting started. I am excited for the work ahead!

Sarah Malm

Executive Director, GOGLA

ABOUT GOGLA

GOGLA IS THE GLOBAL ASSOCIATION FOR THE OFF-GRID SOLAR ENERGY INDUSTRY.

Our almost 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. Working with partners, our pioneering industry can improve the lives of 1 billion people by 2030.

To find out more, visit www.gogla.org.

30 STAFF

7 COUNTRIES

192 MEMBERS

113 COUNTRIES
OUR MEMBERS
OPERATE IN

461 PEOPLE
REACHED*
MILLION

*by GOGLA affiliate companies from 2012 to 2023. 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.





ENABLING STRONGER COLLABORATIONS

In 2023, we organized multiple events to connect investors, development partners, policymakers and industry members.

Along with Solarplaza, we co-hosted Unlocking Solar Capital Africa (USCA) in Kampala, Uganda, facilitating knowledge sharing and networking to unlock investment for solar. The event saw over 400 international and local attendees from household solar, productive use, mini-grid, C&I and e-mobility, with a program that included over 100 panelists and 22 sessions.

At the South Asia Forum for Distributed Energy (SAFDE) in New Delhi, India, supported by Good Energies, we brought together the distributed energy community to chart the business-driven route to improved

energy access for households and the way forward to enhance the Productive Use of Renewable Energy (PURE) for improved livelihoods, with public-private collaboration as a central theme.

At Burundi Renewable Energy Days, held with the support of GIZ, in partnership with Alliance for Rural Electrification (ARE), the European Union, the World Bank and the Burundi Renewable Energy Association, we drew together the renewable energy sector to advance the country towards universal energy access. The event was officially opened by H.E. Ibrahim Uwizeye, Minister of Hydraulics, Energy and Mines of the Republic of Burundi. It welcomed over 200 international and local key stakeholders, industry experts, investors, financial partners and Burundian governmental representatives for impactful discussions on renewable energy solutions for improved energy access and climate resilience.



MEMBER-ONLY GATHERINGS

Following Unlocking Solar Capital Africa, we convened our Members in person for the Annual General Meeting in Kampala to elect new members of the Board of Directors and discuss pressing industry priorities.

Additionally we launched a new member-only initiative: **town halls**, a space to connect with our Members regularly, offer them an opportunity to gain a deeper understanding of the ongoing priorities, actions, and activities the GOGLA is working on, to ensure our Members can take full advantage of it.

The town halls are also a way to hear about our Members' priorities and how GOGLA can support them to enhance our collective impact.

**JOIN GOGLA TO BENEFIT FROM
OUR EXCLUSIVE MEMBER SERVICES**





UNLOCKING ACCESS TO FINANCE

Our 2023 flagship Investment Database showed that the accumulated investment in the sector surpassed \$3 billion to date. The yearly total investment of \$746m was the highest ever, led by Sun King's series D round. At the same time, equity investments decreased by 40%, limiting some companies ability to scale and reach new geographies, putting climate, development and electrification goals at risk.

■ ADDRESSING KEY CHALLENGES

Access to finance remains a persistent challenge across the industry, necessitating a unified industry response. In 2023, we took a proactive step by launching a Finance and Investment Working Group, comprising four Taskforces. These Taskforces, led by experts, focused on addressing key challenges in four high-priority areas: Re-Engineering Debt, Catalyzing Equity, Monetizing Impact, and Exploring New Pools of Capital. As a result, we are formulating a Financial Vision for the off-grid sector, aimed at building more impactful and profitable businesses, and rapidly increasing concessional capital flows to leverage more private investment. This will be a cornerstone of our advocacy efforts going forward.

The Finance and Investment Working Group will focus on accelerating the development of receivables finance facilities that lower the cost and risk of capital for more companies in more countries.

■ OPPORTUNITIES FOR CONNECTION

In 2023, we launched BRIDGE Live, a matchmaking platform between investors and companies that are GOGLA members. This platform provides investors, donors, and Technical Assistance providers with the opportunity to showcase their funding and technical assistance opportunities directly to GOGLA company members. Through BRIDGE Live, companies can interact with potential partners, inquire about eligibility criteria, and explore how to apply for funding.

LEAN, the Leadership Advice Network, connects off-grid solar industry leaders with peers and other strategic mentors to help them thrive. This initiative is set up to support GOGLA members and beyond, and enables them to be matched with individuals in a (peer-to-peer) mentoring role. The fifth cohort, launched in 2023, matched mentors and mentees in 1-1 sessions, and brought together strategic peers in leadership circles to discuss topics such as Consumer Protection, Investment Readiness or E-waste for a period of 6 months.

FINANCE READINESS FOR AFRICAN-OWNED COMPANIES

Following the success of the pilot cohort, which collectively raised almost \$1 million, we announced the call for applications for the second cohort of ELEVATE. This investor readiness program, complementing the GET.invest Finance Readiness Support service, aims to assist African off-grid solar companies in bridging the financing gap. Through technical assistance and connections to international networks and financiers, ELEVATE empowers companies to navigate the complexities of fundraising and accelerate their growth.

SPOTLIGHTING CARBON FINANCE

Lastly, we inaugurated the Innovative Finance Lab, aimed at providing members with opportunities to deepen their understanding of finance-related topics. The lab commenced with a series of webinars on carbon finance exclusively for our Members. These sessions were designed to enhance comprehension of the opportunities and challenges associated with carbon finance, showcase relevant sector initiatives, and outline the necessary actions for the industry to capitalize on carbon finance as a revenue source. Moving forward, the lab will explore various other topics throughout the year, including credit risk management, D-RECs, local currency financing, and many more.



“ELEVATE is an amazing initiative which has opened not only the much-needed funding resources for the growth of Natfort Energy, but also facilitated the forging of priceless relationships with like-minded entrepreneurs from across Africa. Through partnerships created through ELEVATE, Natfort Energy is well poised to implement the next generation business model for productive use solar for small businesses.”

Kudzi Chitiva,
CEO and Founder of Natfort
Energy from Zimbabwe
(1st cohort of ELEVATE)





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ENCOURAGING RESPONSIBLE PRACTICES TO CREATE SUSTAINABLE BUSINESSES

Consumer protection is the foundation of success and we have the data to show that companies that serve their customers well are the ones that are flourishing. The Consumer Protection Code was launched in 2018 as a comprehensive framework that defines the minimum standards every consumer should expect from their off-grid solar provider.

This year we hit the milestone of the 100th adoption, as we launched a new phase of the work: Strengthen and Scale. With it, we call all off-grid practitioners and investors to adopt the code and make a commitment to responsible business practices. The initiative is supported by British International Investment, DOEN Foundation, and FMO, the Dutch entrepreneurial development bank.



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EXPLORING CONSUMER PROTECTION SUCCESSSES

We published the case study [Doubling Collection Rates by Putting Consumers First](#), based on our Member Zuwa Energy's work in Malawi, where they succeeded at doubling their collections rates by putting efforts into making their operations more customer-centric. They achieved astonishing results; showcasing significant growth in both collections and sales, followed by more loyal and satisfied customers.

Along with IOM, we held a webinar and published a brief on [Consumer Protection in Displacement Settings](#), bringing together insights from a consumer study in Mozambique and learnings from the Consumer Protection Code. The aim is to help humanitarian energy stakeholders and companies serving displaced

communities adapt their operations and ensure displaced people are adequately protected from product, finance and service risks when accessing off-grid solar energy - many for the first time.

In the briefing note [Agent Models and Management: The Key to Good Consumer Protection and Credit Risk Management](#), we shared findings, good practices and recommendations from research carried out in 2022 on experiences of agents and companies in East and West Africa. As agents are the primary consumer touchpoint, their service can have a significant effect on consumer protection and business performance. Putting the right models and management in place (often through trial and error) is vital to ensure effective and responsible agent practices.

ADDRESSING E-WASTE AND PROMOTING CIRCULARITY

At GOGLA, we have been working with industry leaders for several years to address product quality and e-waste challenges and to support companies in their work to achieve sustainability and impact. This year we published the blog [How can we address the e-waste challenge and promote a sustainable off-grid solar industry?](#) detailing the range of industry initiatives to reduce e-waste, and promote sustainable, responsible business practices, while calling for additional investment, partnerships and policies to continue expanding on this work.

One interesting initiative is E-PROK, the first Producer Responsibility Organisation for E-Waste created in Kenya, with the support of GOGLA, KEREAA, DSS+ and leading off-grid solar companies, to help producers manage their extended producer obligations to reduce pollution and the environmental impact of their products. It has the mandate and capability to engage with off-grid solar companies to reduce the e-waste burden and engage informal recycling and repair sectors. However, it goes further, addressing e-waste from telecoms, consumer electronics and more, laying the blueprint for similar action in other markets.

Finally, we have relaunched and updated the [Catalogue of Recycling Service Providers](#) for our Members, as part of our E-waste Toolkit, to facilitate companies identifying potential partners and lower the barriers to establishing quality recycling partnerships.

“We want to inspire confidence in the quality of our products, build trust around our brand and, at the same time, make sure consumers get value for their money and can make their payments while enhancing their livelihoods.”

Isaiah D Nyakusendwa,
founder and CEO of Celfre Energy,
who was the 100th organisation to
adopt the CP Code



“For the off-grid solar sector to thrive it is essential to think and act from the end-user perspective. A stronger customer will increase the impact that distributors, manufacturers and investors can achieve. Beside that, we are strong proponents of the open source character and support given by GOGLA to members to implement the principles. Also on other aspects like end-of-life and gender aspects.”

Maarten Derksen,
Programme Manager at
DOEN Foundation





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DRIVING PRODUCTIVE USE OF RENEWABLE ENERGY

GOGLA's strategic partnership with IKEA Foundation, launched this year, expanded our role as a sector convener, advocate and market intelligence hub for the Productive Uses of Renewable Energy. This partnership further positions GOGLA to support "PURE" in scaling rapidly, sustainably, and effectively, helping to modernise agriculture, improve food and water security, power micro, small and medium-sized enterprises (MSMEs) and electrify health infrastructure, creating economic opportunity for millions of people.

PRODUCING GUIDANCE ON PURE

We launched a handbook for governments and development partners, Powering Lives and Livelihoods: Scaling Productive Uses of Renewable Energy, a first-of-its-kind document that details the building blocks needed to develop mature and sustainable PURE markets, proposing specific actions for governments and development partners to accelerate the impact of PURE. Products and services such as solar-powered irrigation, cooling, agricultural equipment, e-mobility and e-cooking can modernise agriculture, power health facilities, drive green growth and create millions of jobs. They are particularly designed to reach people who are currently hampered by energy poverty, many of whom are extremely vulnerable to climate change.

With the financial support of the German Federal Ministry for Economic Cooperation and Development (BMZ) and the European Union, through the international initiative Water and Energy for Food (WE4F), GOGLA led the development of PURE market assessments and roadmaps in Uganda, Rwanda, Kenya and Ethiopia. The market assessments provide an in-depth analysis of the potential, challenges, and opportunities for PURE in the respective markets. The roadmaps, adopted by or aligned with national governments, share country-specific action plans that can be implemented to scale PURE.

“The IKEA Foundation is proud to support GOGLA in its mission to scale the productive use of renewable energy across Asia and Africa. Over 750 million people are currently living without access to electricity. Off-grid solar technology can provide them with the tools they need to improve their livelihoods and create jobs, helping to grow and strengthen their local economies. The rapid expansion of the off-grid solar sector will also support the world to achieve the ambitions of the Paris climate agreement and UN Sustainable Development Goals. For these reasons, the IKEA Foundation is pleased to announce our endorsement of GOGLA’s ‘Compact to Power One Billion Lives by 2030’”

Per Heggenes,
CEO of IKEA Foundation





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PRODUCING LEADING INDUSTRY DATA AND INSIGHTS

This year, we continued to track investment flows into the sector in our [Investment Database](#), which showed that 2023 saw the highest investment ever, analyzing its evolution, what types of capital are most needed, and which types of companies are struggling the most, across geographies.

The [Global Off-Grid Solar Market Report](#), traditionally published every six months by GOGLA, The World Bank Group's Lighting Global, and the Efficiency for Access Coalition, evolved this year. We published our [usual report for the data from July to December of 2022](#), showing global affiliate sales of lighting products reach close to 4 million units, including the highest PAYGo sales yet. However, [the data for January-June 2023 took a new form](#), as a blog post, replacing the semi-annual report, so we can move to publishing one annual report collecting a full twelve months of sales data. The data published for the first half of 2023 showed appliance sales exceeded 1 million units sold in six months for the first time.

DEEP DIVES TO PRODUCE USEFUL MARKET INTELLIGENCE

We led a portfolio quality cohort analysis pilot for PAYGo PERFORM, based on data collection carried out in the first half of the year 2023. We shared lessons learned on feasibility, data processing, and KPI use-cases for PAYGo companies and investors.

Our new report Unlocking Off-Grid Solar: How Results-Based Financing is driving energy access and powering productivity, in partnership with The World Bank Group's Lighting Global, and the Efficiency for Access Coalition, analyzed the growing role of RBF to achieve electricity access and power productivity, showcasing its transformative potential.

In Indian Market Outlook: Solar Lantern and SHS, we looked at the current state of the market and possible future role of lanterns and solar home systems in India, following the decline of sales accompanied by improved energy access. We proposed actionable recommendations for these technologies as sources of lighting and power, while exploring emerging solar technologies and innovations, highlighting the evolving possibilities within the decentralized solar sector.



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PLACING ENERGY ACCESS AND OFF-GRID SOLAR AT THE HEART OF THE CLIMATE AGENDA

A delegation from GOGLA attended two key climate events in 2024, the Africa Climate Summit (ACS) hosted by the Government of Kenya in September 2023 and the 28th UN Climate Change Conference of the Parties or COP28 held in December 2023 in Dubai. COP remains a crucial forum for unifying global efforts to tackle the climate crisis and climate finance was a red-hot topic. Commitments are falling short while the need is huge. We wrote a blog on [how we can unlock the 100 billion climate finance opportunity](#) and how the off-grid solar sector can be a key player in building resilient economies for those who need it most.

OFF-GRID SOLAR FOR CLIMATE ADAPTATION AND JUSTICE

Africa Climate Summit was a key opportunity to clarify Africa's commitment and priorities in addressing and responding to climate Change. On its sidelines GOGLA made the case for how innovative climate-smart off-grid solar technologies can boost resilience and adaptation in energy-poor communities, launching the paper [Powering Adaptation and Climate Justice: The Critical Role of Off-Grid Solar Technologies](#), written in partnership with Acumen, Ashden, Efficiency for Access, WWF, and with the support of Ikea Foundation. The paper showcases the climate impact potential of 5

off-grid solar technologies for hundreds of millions of the most climate-vulnerable people in the world. Solar energy kits (with communications appliances), solar irrigation, solar-powered fans, solar refrigeration units and solar-powered cold storage rooms can help build climate resilience and adapt to increasing extreme weather events while mitigating emissions.

With messaging from the paper, we launched the climate campaign #Solar4Adaptation on social media in the lead-up to **COP28** to profile off-grid solar and its key role in achieving climate goals, inviting our Members and partners to help us spread the message.

OFF-GRID SOLAR'S ROLE AGAINST CLIMATE DISASTER IN MOZAMBIQUE

As part of the November 2023 EU-Mozambique Global Gateway Investment Forum, GOGLA released the briefing note [Adaptation and Resilience in the face of climate disasters in Mozambique: The Role of Off-Grid Solar and Energy Access](#). GOGLA and AMER profiled how off-grid solar is helping countries and communities to combat climate hazards and enhance resilience in Mozambique, one of the most climate-vulnerable countries on the planet, with the twin issues of energy poverty and climate disaster devastatingly present. The briefing note highlighted the potential for off-grid solar to help bolster food security, electrify health infrastructure and power disaster warning and response, exploring the policies and programs that have contributed to the development of a strong off-grid industry in Mozambique and shared case studies to illustrate the potential for even greater impact via off-grid solutions.



“For over a billion of the world’s poorest people, the clean energy transition has the potential to help modernise agriculture, catalyse enterprise and power life-saving health services: radically transforming their welfare and opportunities. Now imagine we don’t do that. ‘Missed opportunity’ doesn’t come close to describing what we’d lose.”

Hon. Okasaai Opolot Sidronius,
Minister of State for Energy, Uganda





STRENGTHENING PUBLIC-PRIVATE COLLABORATION TO CREATE AN ENABLING ENVIRONMENT

National Renewable Energy Associations (NREAs) continue to be key partners in promoting off-grid solar markets across Africa to realize strengthened enabling environments and accelerate the impact of the sector on energy access and productive use. Supported by Shell Foundation's Market Institution Facility and by USAID and FCDO, in 2023, we worked to build capacities and support NREAs to promote the off-grid solar sector in their respective countries and optimize its impact.

FACILITATING SECTOR COORDINATION

Some of the initiatives we worked on included:

- **Fiscal incentives and responsible taxation**, resulting in a customs duty exemption for renewable energy equipment, including off-grid solar, in Cameroon. We finalized fiscal and tax policy briefs to request the introduction and/or enhancement of VAT and customs exemptions for the sector in Mozambique, Uganda and Ethiopia, and solicited private sector inputs to inform the update of the taxation handbook in Zambia and Cameroon. We made submissions on the Kenya Green Fiscal Incentives Policy Framework to provide a clear

definition for off-grid solar, better highlighting the sector and justifying why it should have incentives.

- **Private-public dialogue on off-grid task force** in Somalia and Cameroon, FOREX allocation and tax exemption for off-grid solar sector in Ethiopia resulting in drafting two position papers
- **Private sector involvement in sector support programs:** established consulting platform between ROGEAP team and private sector actors operating in 13 West African countries and a private sector committee to coordinate involvement in EASP program in Uganda.
- **Influencing sector regulations** through stakeholder consultations and a policy brief to push for waiver of the fishing lights ban in Uganda and impact study to inform removal of duties on imported lead acid batteries in Tanzania.
- **Integrated energy planning:** Publishing the revised Rwanda National Electrification Plan was delayed to indicate areas to be served by stand-alone solar technologies to guide investment decisions. We engaged the consultant drafting the Tanzania National Renewable Energy Strategy 2024-2038 and provided initial comments to the process to ensure that the off-grid solar sector is included in the national strategy.

GOGLA, along with regional renewable energy associations in East Africa, with the support of WWF, convened in Tanzania, to engage with the East Africa Community secretariat to discuss pending policy proposals in the region affecting the renewable energy sector in East Africa, as part of continued engagement with the EAC

secretariat to help them understand the sector and prioritise sector issues and requests.

In collaboration with African School of Regulation (ASR), we organized the international virtual conference Off-grid solar systems: towards sustainable and scalable business models. It was aimed at identifying a positive enabling environment for the off-grid solar industry to fully realize its potential to unlock electricity access and boost productivity, connectivity and resilience.

We hosted the Community of Champions, the peer network of energy access leads from 23 governments and 3 regional organizations on the sidelines of Unlocking Solar Capital Africa in Kampala and back to back with the ECOWAS Sustainable Energy Forum (ESEF 2023) in Cape Verde. The meetings continued to encourage knowledge exchange among policymakers particularly on best practices to access energy access. Some of the issues discussed included removing trade barriers for the off-grid solar market, accelerating adoption of Productive Use of Renewable Energy and electrification of healthcare facilities.



DESIGNING SMART AND EFFECTIVE END USER SUBSIDIES

Alongside ESMAP, EnDev and Clean Cooking Alliance (CCA), GOGLA is running the End User Subsidy Lab - a platform that pools knowledge, technical expertise, and funding for designing and implementing smart subsidies for end users that can help to reduce the affordability gap and improve energy access. In 2023, we worked on the End User Subsidy Lab Strategy for 2024-2026.

We organized 4 webinars to inform the smart design of demand-side subsidies to meet target outcomes, while supporting the development of sustainable markets. We contributed to the design of EnDev led end user subsidy pilot models in Uganda, Liberia and Malawi funded by the Netherlands Ministry of Foreign Affairs and to a toolkit for the design of responsible subsidies in off-grid solar and clean cooking led by Open Capital Advisors.



NIGERIA OBF STAKEHOLDERS WORKSHOP

The OBF program in the Nigeria Electrification Program was a broad success, and saw Nigeria become the 2nd largest market for off-grid solar products in the world. However, the OBF program exhausted its funding in January 2023. GOGLA and REAN, the national industry association in Nigeria, engaged their members in consultations to assess possible impact on the sector and help identify possible steps to secure the gains made under the NEP program, resulting in payment of some of the pending claims to participating off-grid solar companies.

ADVOCATING FOR OFF-GRID SOLAR WITH A STRONG VOICE

Raising the profile of our industry, highlighting its contribution in reaching universal energy access by 2030, making the case for how innovative climate-smart off-grid solar technologies can boost resilience and adaptation in energy-poor communities is one of GOGLA's responsibilities.

We set the agenda at our own events, represent the industry's voice at high-level events like COP, organize webinars around key topics, engage stakeholders in one-to-one meetings and use our own channels and external media to guide the conversation towards how we can [Power 1 Billion Lives by 2030](#).

We published the article [Four Ways Innovative Funding Can Enable the Off-Grid Solar Sector to Advance Global Climate and Poverty Goals](#) painting a picture of how off-grid solar solutions offer hope, reaching nearly half a billion people, alleviating poverty, and enhancing climate resilience. We contributed to the Forbes article [Solar Fans: Simple But Transformative](#)'s deep dive into this highly impactful to combat extreme heat for those with the least resources.



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HIGHLIGHTING THE INDUSTRY'S POSITIVE IMPACTS

We recognized solar energy's potential to reach where the grid is not able to yet. As the industry expands its work to include cooling and other productive use solutions, we shared a reminder on the transformative power of having light in the dark.

We celebrated International Women's Day, highlighting off-grid solar as a technology that catalyzes opportunity for women, as entire households benefit from access to transformative energy, and women frequently carry the heavier load of household work, child-rearing, cooking, and farming.

We marked International Education Day by celebrating off-grid solar's positive contribution and impact on education, and Radio Day by sharing the impact of this unsung hero of public information that is part of many household solar systems.



SHAPING THE FUTURE WITH OUR MEMBERS

Our Member-only Working Groups enable us to co-create a sustainable and responsible industry. In 2023, GOGLA convened multiple working groups around key themes for the sector:

- **PURE**, with deep dives into off-grid cooling and refrigeration, or a discussion on the draft handbook for governments
- **Global Policy** to help shape GOGLA's policy and advocacy priorities and activities
- **Geographical**, with focus on East Africa, West Africa and India
- **Technology**, review of the Connect Technical Guidelines

- **Consumer Protection**, to support better credit risk management in the industry (including a feasibility study with Credit Reference Bureaus in Kenya), and put a gender lens on the Consumer Protection Code to ensure women customers' needs are met.

- **Circularity**, review of updates and regulations, the E-waste PRO in Kenya, insights from IOM's e-waste project in Uganda and Hinckley recycling in Nigeria, and news of a new project to develop and improve standards for second-life batteries in Africa.

We launched the **Finance and Investment Working Group** and a new **Leave No One Behind Working Group** to shape the industry's evidence and narrative to highlight innovative, impactful initiatives to reach the poorest and most vulnerable, and help inform the design of new programs and initiatives.



LOOKING FORWARD TO 2024

We are already hard at work to gather the distributed renewables ecosystem at the 8th edition of the Global Off-Grid Solar Forum and Expo in October 2024 in Nairobi. We will be developing the financial vision for the industry, building our advocacy capacities, engaging industry, policymakers, investors and development partners to build a strong, sustainable industry that can fulfil its mission to Power 1 Billion Lives by 2030. We look forward to working together with all our Members and partners to make it happen. Thank you for your invaluable support!

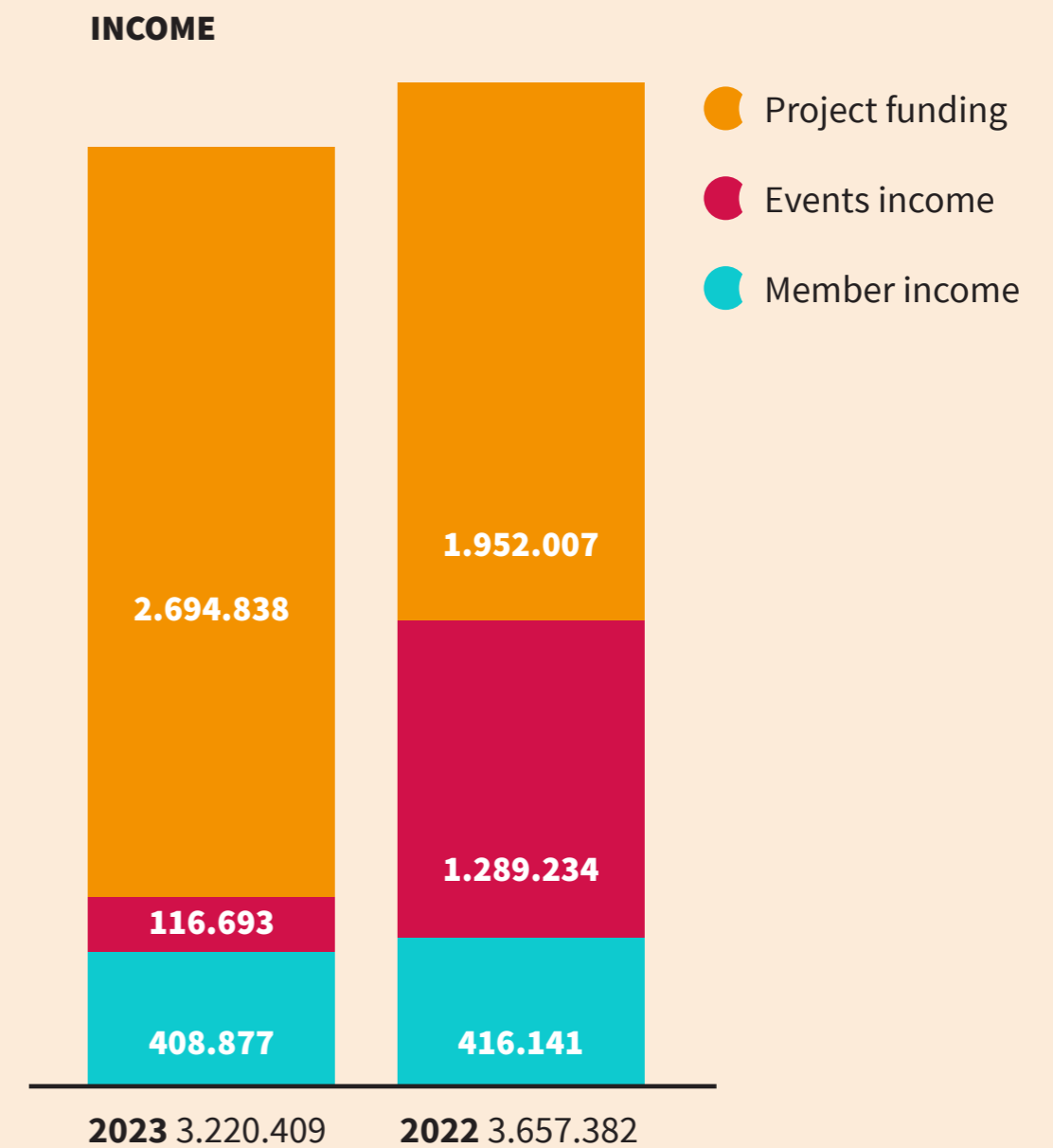
Questions?
Join the forum and enter the
gridsolarforum to get access.
23 - Opening



FINANCIALS

STATEMENT OF INCOME AND EXPENSES FOR THE YEAR 2023

	2023	BUDGET 2023	2022
Income	3.220.409	3.751.800	3.657.382
Expenses	3.030.889	3.618.276	4.146.897
Staffing costs	1.677.247	1.809.237	1.677.984
Depreciation fixed assets	40.222	24.000	18.728
Housing costs	123.898	99.000	128.028
Office costs	77.463	52.900	54.675
General expenses	206.344	132.300	165.332
Activity expenses	955.714	1.500.839	2.102.151
Result before financial income	189.520	133.524	-489.515
Financial income	32.864	8.000	-43.104
Result before taxes	156.657	125.524	-446.411
Taxes CIT	-	-	-16.638
RESULT AFTER TAXES	156.657	125.524	-463.049



MEET THE GOGLA BOARD

PRESIDENT



RADHIKA THAKKAR

VP CORPORATE AFFAIRS, SUN KING

BOARD OF DIRECTORS



EMILIEN DIGENNARO

CEO, SURECHILL



GRÉGORY DURAND

DIRECTOR BUSINESS DEVELOPMENT
EMERGING MARKETS, BIOLITE



JONES NTAUKIRA

CO-FOUNDER AND MANAGING
DIRECTOR, ZUWA ENERGY



NEDJIP TOZUN

FOUNDER AND DIRECTOR, D.LIGHT



SARAH BIEBER

STRATEGIC PARTNERSHIPS, ACUMEN



SYLVIAH MWAURA

SENIOR ASSOCIATE ENERGY ACCESS
FINANCE, GREENMAX CAPITAL
ADVISORS

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ANITA OTUBU

SEFORALL



CLAUDIA SCHWARZ

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MARINA PANNEKEET

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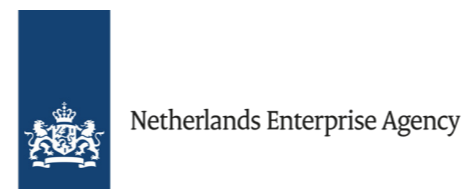
WIM JONKER KLUNNE

SHELL FOUNDATION

MEET THE GOGLA TEAM



MEET OUR PARTNERS



THANK YOU!



The Voice of the **Off-Grid Solar Energy** Industry