

**LIGHTING AFRICA**  
*Catalyzing Markets for Modern Lighting*

AN INNOVATION OF  
**IFC**  
International  
Finance  
Corporation  
World Bank Group



THE WORLD BANK

**3rd International Off-Grid Lighting Conference  
and Trade Fair  
November 13-15, 2012 \* King Fahd Hotel \*  
Dakar, Senegal**



**Conference Proceedings**

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Lighting Africa

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**About Lighting Africa:** Lighting Africa, a joint IFC and World Bank program, seeks to accelerate the development of commercial off-grid lighting markets in Sub-Saharan Africa as part of the World Bank Group's wider efforts to improve access to energy. Lighting Africa is mobilizing the private sector to build sustainable markets that provide affordable, modern off-grid lighting to communities across Africa that are not on the electricity grid. The program and its partners have brought cleaner, safer, and better lighting to close to 4 million people and are working to increase energy access, providing better lighting to 250 million people by 2030.

Improved lighting provides significant socio-economic, health and environmental benefits such as new income generation opportunities for small businesses. Lighting Africa is a key element of the global Solar and LED Energy Access (SLED) program, an initiative of the Clean Energy Ministerial. For more information, visit [www.lightingafrica.org](http://www.lightingafrica.org)

Lighting Africa is implemented in partnership with: The Africa Renewable Energy and Access Grants Program • The Climate and Development Knowledge Network (CDKN) • The Global Partnership on Output-Based Aid (GPOBA) • The Energy Sector Management Assistance Program (ESMAP) • The Global Environment Facility (GEF) • Italy • Luxembourg • The Netherlands • Norway • The Public-Private Infrastructure Advisory Facility (PPIAF) • The Renewable Energy and Energy Efficiency Partnership (REEEP) • The United States.

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- Energy Sector Management Assistance Program
- Renewable Energy and Energy Efficiency Partnership

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We also want to thank Ms. Vera Songwe, World Bank Country Director for Senegal, Cape Verde, The Gambia, Guinea-Bissau and Mauritania; M. Momar Nguer, Senior Vice President, Africa and Middle East for Supply and Marketing, TOTAL; Mohamed Saad, President, Africa and Caribbean Zone, Schneider Electric; and Kofi Adomakoh, Director, Project and Export Development Finance, African Export-Import Bank all of whom participated in the Opening Ceremony. Also, we wish to thank Mr. Jerome Cretegnny, Senior Country Officer responsible for IFC operations in Senegal, Cape Verde, Gambia, Guinea Bissau, Mali and Mauritania and Mr. Graham Pugh, Director, Office of International Climate Change Policy and Technology, US Department of Energy, who announced the winners of the Product Awards Ceremony. Additionally, we want to acknowledge the leadership of Ms. Meike van Ginneken, Energy Sector Manager, West and Central Africa, The World Bank.

Finally, we want to thank all the conference moderators, speakers, attendees and exhibitors who provided invaluable insights and inputs throughout the three conference days.

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## List of Acronyms

ADB	Asian Development Bank
ASER	Senegal Agency for Rural Electrification
B2B	Business-to-Business
BoP	Base of the Pyramid
CDM	Clean Development Mechanism
CO <sub>2</sub>	Carbon Dioxide
DFID	UK Department of International Development
DRC	Democratic Republic of Congo
ENDA	Environment Development in Action
EROI	Energy Return on Investment
ESMAP	Energy Sector Management Assistance Program
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit (German Agency for International Cooperation)
GOGLA	Global Off-Grid Lighting Association
LA	Lighting Africa
LED	Light Emitting Diodes
LG-QTM	Lighting Global Quality Test Method
MDGs	Millennium Development Goals
MNCs	Multi-national Corporations
MOU	Memorandum of Understanding
NGO	Non-Government Organization
PIPPA	Public Interest Intellectual Property Advisors
PV	Photovoltaic
QA	Quality Assurance
R&D	Research and Development
REA	Rural Energy Agency
REEEP	Renewable Energy and Energy Efficiency Partnership
RREA	Rural and Renewable Energy Agency
SE4ALL	Sustainable Energy for All
SMEs	Small and Medium Enterprises
SPLs	Solar Photovoltaic Lamps
TATS	TOTAL Access to Solar program
UNEP	United Nations Environment Program
UNF	United Nations Foundation
USDOE	U.S. Department of Energy
VAT	Value Added Tax

## Executive Summary

Held November 13-15, 2012, in Dakar, Senegal, Lighting Africa's third International Off-Grid Lighting Conference and Trade Fair reinforced its position as the premier global event on lighting and energy access. At the event more than 400 off-grid lighting stakeholders and over 40 exhibitors met to discuss and showcase the latest developments in off-grid lighting technologies and innovative business models to increase access to clean lighting for rural, low income populations.

According to the IFC/World Bank Lighting Africa report *Solar Lighting for the Base of the Pyramid, Overview of an Emerging Market* (2010), an estimated 1.6 billion people worldwide live without electricity, including 70 percent in Africa. Another report, *From Gap to Opportunity; Business Models for Scaling up Energy Access*, published by IFC in June 2012, estimates the global energy-for-the-poor market as an unexploited \$37 billion business opportunity. A sneak peek into the soon to be published new Lighting Africa market report, *Key Trends and Developments in the Africa Off-Grid Lighting Market*, shows an insatiable appetite for quality solar lanterns on the continent with sales doubling annually over the past three years. As of August 2012, the Lighting Africa program had made it possible for about four million Africans to enjoy better quality lighting, reducing their reliance on kerosene and other polluting lighting fuels.

This conference, the third in six years<sup>1</sup>, demonstrated that Lighting Africa is on track to meet its targets of supporting the private sector to supply 250 million people in Africa with better lighting products by 2030. Unlike in the previous years, where social enterprises and non-government organizations (NGOs) were the key attendees, this year's event was dominated by commercial players along the supply chain, including large multi-nationals, and professional, high quality products, including some that are tapping into mobile money payment platforms. Discussions focused on what the industry could do to expand product distribution, enhance marketing and enlarge business development initiatives in order to scale up operations, and further increase access to clean energy in Africa.

With more companies entering the market, improved quality standards and customer needs driving innovation, the lamps are becoming ever more affordable. The market for quality off-grid lighting products in Africa went from displaying huge potential in 2008 to recording an explosive 300 percent growth in sales by 2012. To sustain and enhance this growth, Lighting Africa is developing working capital and trade finance facilities across the supply chain and deepening its focus on building consumer trust in modern, quality assured lighting products through consumer education. The World Bank is accelerating its work with client countries to incorporate Lighting Africa activities into energy access programs that it finances, helping to spur consumer demand and build supply chains to reach the base of the pyramid (BoP). And, the Lighting Africa program is developing and sharing knowledge in distribution models to reach consumers in rural areas. Moreover, in conjunction with the Global Off-Grid Lighting Association (GOGLA), Lighting Africa is creating an environmental sustainability plan for greening the design of new lighting products and ensuring proper disposal of spent lanterns and their components. On balance, experience to date in Africa shows that solar portable lanterns are fast becoming must-have products for off-grid households, much as mobile phones are today.

The remainder of this document provides more detailed information on meeting sessions, including key issues, highlights and conclusions for the two-day meeting. A summary of the six side events on Day 3 is provided as are appendices to include the full Conference Program, list of participants and workshop survey results.

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<sup>1</sup> The first International Off-Grid Lighting Conference and Trade Fair was held in Accra, Ghana, in May 2008, with the second conducted May 18-20, 2010, in Nairobi, Kenya.

## DAY 1: NOVEMBER 13, 2012

### I. Opening Ceremony

*Vera Songwe, Regional Director of the World Bank for Senegal, Cape Verde, The Gambia, Guinea Bissau, and Mauritania, served as Session Chair.* Ms. Songwe welcomed the participants and introduced high level panelists. She highlighted that the event takes place in the framework of Lighting Africa, a joint initiative between the World Bank and the IFC launched five years ago, which aims to support market development to accelerate access to off-grid lighting products. The first beneficiary countries were Kenya and Ghana but now the program is operational across the continent and recently expanded to India as well. She indicated that Lighting Africa contributes to the Sustainable Energy for All (SE4ALL) initiative of the United Nations Secretary General, which seeks to achieve universal energy access by 2030. Ms. Songwe thanked the conference sponsors—Total, Schneider Electric, dole, the Energy Sector Management Assistance Program (ESMAP), the Renewable Energy and Energy Efficiency Program (REEEP), and the U.S. Department of Energy (USDOE)—without whom the event could not have occurred. She also acknowledged the support of the keynote speaker, His Excellency Aly Ngouille Ndiaye, Minister of Energy and Mines, Government of Senegal and ASER.

*His Excellency Aly Ngouille Ndiaye* expressed that the use of inefficient and expensive energy sources is hampering development for important segments of the Sub-Saharan population. Lighting Africa's modern and efficient off-grid lighting products offer an alternative. When combining access to basic energy services such as telephone or radio, these products can improve quality of life and contribute to reaching the Millennium Development Goals (MDGs). He stressed that the Senegalese Government intends to incorporate products that have passed Lighting Africa quality tests into ASER's rural electrification program.



*View of the panel at the opening ceremony with (left to right) Momar Nguer, Vera Songwe, Honorable Aly Ngouille Ndiaye, Mohamed Saad and Kofi Adomakoh*

*Momar Nguer, Senior Vice President, Africa and Middle East for Supply and Marketing, TOTAL*, described the company's Total Access to Solar (TATS) program, which seeks to provide low-income communities with access to photovoltaic (PV) solar solutions through innovative, profitable and sustainable business models. TATS focuses on key success factors across the value chain, including design, research and development (R&D), marketing, sales and distribution, consumer finance and after sales recycling. TATS is operational in eight countries—Haiti, Burkina Faso, Cameroon, Congo, Kenya, Senegal, Cambodia and Indonesia—and in development in Nigeria, Ethiopia, Uganda and Myanmar. Impact to date in Africa includes 111,000 lamps sold and dedicated last mile distribution networks underway. By 2015, TATS plans for sale of one million lamps with at least 40 percent of clients belonging to the BoP.

*Mohamed Saad, Senior Vice President Africa and Caribbean, Schneider Electric*, cited the company's commitment to developing energy access for people who most need it while contributing to sustainable development. He described the Bip-Bop project and its three pronged approach: (1) energy for people who are deprived of it; (2) training of young, disadvantaged people in electrical trade jobs; and (3) support for entrepreneurial activities at the BoP.

*Kofi Adomakoh, Director, Project and Export Development Finance, Afreximbank*. Afreximbank is an Africa supranational financial institution, begun in 1994 to stimulate expansion, diversification and development of African trade. Mr. Adomakoh outlined key challenges facing the off-grid lighting sector—fragmented markets, lack of manufacturer financing, perceived non-commercial viability of manufacturing projects, low average income of target markets/consumers, lack of trust in off-grid technologies due to some inferior products and lack of sector policies. He explained what Afreximbank can offer to lessen these hurdles, including project finance, export development finance, carbon finance, lines of credit and corporate and advisory services. He also suggested measures to improve electricity access, such as attracting capital through bankable projects, educating rural households and stimulating robust regulatory and policy frameworks.

*Itotia Njagi, IFC Lighting Africa Program Manager*, described the Lighting Africa approach to demonstrate market viability to companies and investors, improve the sector enabling environment and support scale up and replication of successful businesses. He highlighted results to date including four million people with better lighting, 300 percent growth rate in quality product sales, established importer and distribution channels by manufacturers in 20 countries and 46 quality products—and growing. Mr. Njagi explained how quality assurance is at the core of market development and growth and listed program priorities—develop access to finance facilities for the supply chain, expand consumer outreach and awareness campaigns, finalize solar lantern sustainability plans, institutionalize quality standards, enhance partnerships with key stakeholders [e.g., Global Off-Grid Lighting Association (GOGLA), SE4ALL, Global Leap, financiers, NGOs] and grow the program in Africa and Asia.



*Honorable Aly Ngouille Ndiaye, Senegal Minister of Energy and Mines, visiting the 3rd International Off-Grid Lighting Trade Fair*

## II. Engaging the Public Sector

*Meike van Ginneken, Energy Sector Manager, West and Central Africa, The World Bank.* Ms. Ginneken chaired the session, noting that the purpose was to explore the role of the public sector in helping to expand access to modern off-grid lighting solutions within the continent. She articulated that this implies integrating modern off-grid lighting products into national access programs, taking a look at the role of subsidies in helping spur demand and the challenges presented by import tariffs. She also explained that this was to be a panel session whereby formal presentations would not be provided; instead participants responded to questions raised by Ms. Ginneken and the audience.

*Panelists were Antou Gueye Samba, ASER General Manager, Senegal; Grace Mathew, Manager, Rural Energy Agency (REA), Tanzania; Alemu Muleta Jiru, Coordinator, Renewable Energy Fund, Ethiopia; and Augustus Goanue, Executive Director, Rural and Renewable Energy Agency (RREA), Liberia. Highlights of the session are provided below.*

### **What kinds of activities have you been involved with to promote modern off-grid lighting in your country?**

- Both Tanzania and Liberia have supported the Lighting Africa program for a number of years. Tanzania primarily works through the Lighting Rural Tanzania program. Liberia works via the Lighting Lives in Liberia program. In Liberia, international suppliers came to the country to demonstrate their products. The RREA now works with small businesses in reaching out to consumers, conducting market assessments and providing business support to retailers. The Liberia RREA selected six companies to deploy qualified products in areas where the private sector reaches out to the poorest. Through this activity, they intend to deploy about 100,000 products.
- Ethiopia is assisting the private sector to provide access. It is working to remove regulatory barriers, eliminate renewable energy duties, build capacity of the private sector and promote standards and quality assurance activities. Mr. Jiru noted that poor quality products coming into the country have created poor perceptions of the technology and thus they continue to work to broaden consumer awareness and education.
- Senegal has engaged with Lighting Africa, but further development of activities is required.

### **As the private sector is best equipped to support consumer outreach and awareness, what is the role of the government in this area and how does it leverage the advantages of the private sector?**

- Consumers are the target population in Liberia. The first requirement is to have quality products available on the ground. Given this, the government can help to provide information on the benefits of quality products to consumers. This is part of the government's social responsibility to its citizens and should be done in collaboration with multinationals and corporate social responsibility entities.
- Tanzania is undertaking significant efforts in the area of consumer awareness. For example, the Government is currently developing and promoting documentaries in areas where projects are being implemented. Further, they are funding Lighting Africa projects that can include consumer awareness. One of their commercial distributors, ENSOL, has been funded to promote Lighting Africa approved products in rural areas.
- In Senegal, the government is working with Environmental Development Action (ENDA), a local NGO, to conduct a feasibility study to define communications requirements and an overall consumer program. This involves a market assessment, to follow with identification of private partners for collaboration.
- *Audience comments:* Trust is important; the public sector has an advantage in building relationships and trust of local communities. A macro framework has to exist for the private sector to survive.

**What is being done to successfully integrate women into modern off-grid lighting activities?**

- A business support facility has been created in Liberia to establish networks and reach out to remote and public areas. Half of their partners are led by women and the RREA has a gender officer.
- The Government of Tanzania is starting to integrate gender into action plans at project and agency levels and conducting follow-on implementation. The REA has put a lot of focus on integrating rural electrification, including an organizational policy that is not gender blind. Also, any call for proposals, contracts etc., have to reflect gender balance.
- Revolving funds have been established in Ethiopia for small lighting systems. On gender, 50 percent of the rural population is women, whom they are targeting. It has been demonstrated that the trust of the program increases as government support continues to be available.

**Regarding duties and taxes, what is the government doing in this area and do you think it is making a difference?**

- Currently, there are a lot of regulatory barriers in Ethiopia. The Government's role is to assist the private sector as it is not able to fulfill all the needs of the rural population. It works with the private sector to address policy and regulatory barriers, such as removing duties to help improve the cost of lighting activities.
- The Government of Ethiopia is also improving product quality by promoting quality assurance testing in the country, providing training to technicians on how to use solar products, providing management and business courses and facilitating financing for suppliers and end users, to include a dedicated fund that can support lighting activities. The Government also supervises projects, communicates with stakeholders at the grassroots level, and has signed a Memorandum of Understanding (MOU) with some suppliers on off-grid lighting activities.



*Participants at the 3rd International Off-grid Lighting Conference and Trade Fair*

**On supply and demand subsidies, do they reach the poor? Are they efficient?**

- In Liberia, supply and demand side subsidies are complimentary. Ultimately, the goal is to make products affordable. One way is to work with partners who are required to sell Lighting Africa products.
- Additionally, the Liberia RREA has set up a Business Support Facility that assists in outreach, advertising and business development. The Facility also aggregates orders in country, places the order with international manufacturers on behalf of suppliers and provides financing support.

**How does the government ensure that subsidies are targeted? How do you see this evolving overtime?**

- As noted above, RREA created a Business Support Facility which only supports Lighting Africa products for off-grid lighting. The Facility has signed a Memorandum of Understanding (MOU) with partners, establishing terms and conditions for assistance. As a next step, the Facility may extend support to a private aggregator. At present, the Facility is playing the market aggregation role but will gradually disengage, letting market forces take over. The Government is also working with the better business bureau to support private sector development.
- *Audience Comments:* You can subsidize a product, but if there is no infrastructure in place then there are no products later; commenter wants a level playing field, not subsidies. Supply side subsidies may work if there is scale, but you need competition, after sales services, etc. On the demand side, it is difficult to reach to the BoP via subsidies; microfinance for end-users may be more helpful. Customs issues are a problem in many countries, thus, leaving products stuck at the port. Thus, subsidies are not the only issue, broader factors must be considered in evolving the off-grid lighting sector.

**What are countries doing to deploy off-grid lighting in public institutions?**

- Tanzania has developed a Rural Energy Fund. The REA has a signed an agreement with the Ministry of Health and Education so they target remote areas to provide access. The REA is installing PV systems and other alternative energy technologies, for example biogas for prisons.
- Also the Lighting Rural Tanzania program is focused on lighting rural schools and clinics.

**What are governments doing to control product quality?**

- Senegal is seeking to control quality to ensure health and environmental safety. A testing facility is being established at the University to evaluate products available in the marketplace.

In closing, Ms. Ginneken, thanked the panelists and audience for their active participation and noted that many of the obstacles to off-grid lighting focus on the business climate, customs, finance and other issues that may be outside the direct control of the sector.



*Passed Lighting Africa products on display at the trade fair*

### III. Sustainable Energy for All: The Role of Off-Grid Lighting

*Ms. Richenda Van Leeuwen, Executive Director, Energy and Climate Energy Access Initiative, United Nations Foundation, served as Session Chair. She explained that SE4ALL was created by the UN Secretary-General Ban Ki-moon, to bring together all sectors of society in support of three interlinked 2030 objectives—ensure universal access to modern energy services, double the global rate of energy efficiency improvement and double the share of renewable energy in the global energy mix. She said that the session would serve to review the activities of SE4ALL in increasing energy access. In general, the session was run as a panel with discussions rather than formal presentations.*

*Dr. Venkata Ramana Putti, Program Leader, Energy Access, Energy Sector Management Assistance Program (ESMAP), stressed that business-as-usual will not lead to universal access, thus the need for SE4All to provide convening power; mobilize, track and report commitments; coordinate activities of key stakeholders; leverage large-scale investments; and rapidly expand the knowledge network. Dr. Ramana emphasized contributions of the World Bank/ESMAP in SE4All. For example, the World Bank President co-chairs the SE4ALL Advisory Group and was on the team that launched the initiative; assists the SE4ALL Global Support Team in designing the country action programs; with IEA, leads the knowledge management annual tracking activities; and in 2013, ESMAP will launch the SE4ALL technical assistance program at the country level. Additionally, under its own programs, the World Bank, with ESMAP support, is doubling energy access programs from \$8 billion to \$16 billion; conducting rural electrification and access programs in several countries; supporting household energy programs in Africa, East Asia and Bangladesh; expanding Lighting Africa; and conducting a Global Gas Flaring Reduction program.*

*Mr. Wolfgang Gregor, Secretary General, Global Off-Grid Lighting Association (GOGLA), explained that the NGO was founded in June 2012 to provide a sustainable exit strategy for The World Bank/ IFC Lighting Africa initiative. GOGLA aims to ensure that the off-grid industry is able to continue the development of a free market by reducing market barriers and promoting quality goods to people in inadequately electrified countries. It is international in scope and represents those stakeholders at the base of the off-grid market pyramid worldwide, with members active in the SE4ALL initiative.*

*Mr. Joel Lelostec, Director Business Development Access to Energy Programs, Schneider Electric, discussed the company’s activities in enhancing electricity access and the many economic, social and health benefits that off-grid lighting offers to rural communities. He reported that Schneider Electric has made a commitment to SE4LL for 1 million households at the BoP to have access to energy by the end of 2014 and to train 30,000 new people in energy management in this timeframe. To accomplish this, Schneider Electric works with several partners including NGOs, government organizations and social companies.*



*Visitors at the Trade Fair*

Mr. Secou Sarr, Director, Energy, Environment and Development Program, ENDA, described the community-based organization's efforts in working with local stakeholders in Africa to develop a low-risk strategy for alleviating poverty through improved access to modern energy services, including off-grid lighting, and supporting SE4ALL and ASER in these efforts.

#### IV. Reaching the Base of the Pyramid: Impacts, Market Status and Trends

Mr. Russell Sturm, Head Climate Change Advisory for IFC, chaired the session. He noted that the lighting market has entered a growth phase led by technology advances, cost reductions, performance improvements, entrepreneurial engagement, market-based delivery models and product designs matched to consumer preferences. The session provided an update on the 2010 "Solar Lighting for the Base of the Pyramid Report", to include valuable insights and up-to-date information on market growth, development and trends for off-grid lighting products in key markets of Africa and Asia.



*Session panelists from left to right Michael Tsan, Gaurav Gupta, Russell Sturm and Gunnar Wegner*

Mr. Gaurav Gupta and Michael Tsan with Dalberg Associates presented the findings of the 2012 Africa market study. These are summarized below:

- Market Status.** The market for solar portable lights in Africa has experienced a cumulative sales growth of approximately 96 percent (2008 – 2011), with total sales of approximately 2.2 million solar photovoltaic lamps (SPLs) by the end of 2011. Cumulative sales of quality-approved SPLs have increased at more than 400 percent through 2011, much faster than the market growth. Market penetration across Africa remains low at about 2 percent, with close to 100 million households still without access to proper lighting. The geographic footprint of SPLs in Africa has expanded, with the number of African countries selling SPLs increasing from five in 2010, to ten in 2011 and more than 20 in 2012. The Lighting Africa program has increased the presence of quality-approved SPLs from two countries in 2010 to eight in 2012. In addition, some individual manufacturers have intensified and consolidated their geographic presence by setting up outpost offices in countries such as Kenya, Uganda, Senegal, Tanzania and Ethiopia. The availability of SPLs in Africa is uneven across countries, with East African markets (e.g., Kenya and Tanzania) having the deepest penetration, although even in these more advanced markets, the bulk of sales have been restricted to urban and peri-urban areas. Demand drivers identified in 2010 have held true: grid growth continues to lag behind population growth rates, implying an increase in the off grid population over time, and a growing need for off grid lighting solutions; kerosene prices have historically been rising in most African geographies at 5 to 10 percent per year and the need for off grid mobile phone charging options is already evident and can be expected to grow at least at the rate of mobile phone subscriber growth (e.g., 26 percent per year). The market continues to attract new manufacturers and distributors. The number of quality-approved manufacturers has been increasing at 35 percent annually from about six in 2010 to approximately twenty today. In addition, in more mature markets

like Kenya, the number of retailers stocking SPLs has increased. The majority of SPLs sold in African countries (more than 70 percent) are manufactured and assembled in China; local assembly has been limited to a small number of pilot projects. The market for SPL manufacturers and suppliers is maturing, having evolved into bigger, sophisticated and complex businesses. In addition, interest from large multi-national corporations (MNCs) has increased steadily. Much progress has been made on industry coordination, particularly the establishment of GOGLA in 2012. The market development capabilities of donors, development organizations, NGOs etc. will be necessary for the next three to five years, until it achieves approximate penetration of 16 to 18 percent.

- **Product and Technology.** SPL performance has significantly improved from two to three years ago. The trend toward consumer-oriented design has intensified as demonstrated in that 35 percent of Lighting Africa approved SPLs now provide multiple brightness levels, and almost 60 percent have incorporated mobile charging. Small lighting products, including \$1 – 10 torches and flashlights, have sold millions of units in Africa, and represent the largest market share of off grid lighting products. However, emerging data from quality-tested products suggest that task/work lighting and ambient lighting are the fastest growing product categories. These are driven by rapidly declining costs of major components, e.g., PV, light emitting diodes (LEDs) and batteries; the theoretical manufacturing cost has reduced by almost 25 percent from 2010, and is expected to reduce by another ~33 percent by 2020. LED technology completely dominates market share among approved SPLs, and prices are falling at 20 to 25 percent annually. The market remains attractive for manufacturers, who reported margins ranging from 10 to 30 percent during interviews. Distributors, on average, reported higher margins of 30 to 50 percent, set high by manufacturers as an incentive to stock and sell SPLs.
- **Barrier Evolution.** Market barriers have remained stable over time:
  - *Upstream access to finance:* Working capital is needed for distributors attempting to reach remote, off-grid markets. Upstream access to finance and capital is available for businesses that have a proven concept and track record of success. Several solutions have emerged including commercial bank loan-loss partnerships or guarantee schemes for working capital or trade finance and third-party financing of distributors, via manufacturers, to fund trade credit.
  - *Downstream finance:* End user affordability was identified as the major downstream finance bottleneck. Approximately 50 to 70 percent of the African BoP is unable to afford SPLs at the \$10 price point. Lantern price and costs remain the main drivers of end-user adoption. Effective consumer financing models have the potential to reduce upfront costs and increase the size of the addressable market. Innovative models of consumer financing include product bundling, payroll finance, MFI-financing for small retailers/village-level entrepreneurs and pay-as-you-go models.
  - *Distributor-dealer network:* These networks serve as the most popular distribution channel among interviewed manufacturers. Some existing “second generation” manufacturers have begun establishing proprietary distribution networks, with integrated financing mechanisms. Sales have grown across all distribution channels, with the most rapid growth witnessed for the distributor-dealer channel.
  - *Consumer awareness:* Consumer awareness among the African BoP for SPLs has improved, but remains low, particularly within remote rural areas. Targeted and effective consumer awareness programs, despite their positive impact on consumer willingness to pay, remain difficult to design and expensive to execute. The need for consumer awareness interventions has increased as the market has reached a more advanced stage of development in some locations. The differential impact of various marketing and /or consumer education tools used by industry players, including donors and associations, is uncertain at best. Anecdotally, the majority of manufacturers and distributors have indicated that word-of-mouth is the most effective way to convince customers of the benefits and value of SPLs.
  - *Policy:* At least six countries (Kenya, Uganda, Ethiopia, Ghana, Cameroon and Burkina Faso) have made progress by lowering or removing import duties and/or value added taxes (VAT) for

solar lighting products. However, even in these countries enforcement is uncertain. Policy barriers in the form of import taxes and VAT can add between 10 and 25 percent to the final SPL cost, and in some markets, particularly in West Africa, remain a major barrier to market entry and scale up.

- *Market spoilage:* Quality off-grid lighting products represent an increasing market share in Africa. Approximately 40 SPLs have passed minimum quality standards. Quality standards are also being adopted and propagated by a large number of international development and donor agencies such as Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), Asia Development Bank (ADB), UK Department of International Development (DFID) and the United Nations Environment Program (UNEP). Nonetheless, market spoilage exists due to poor quality products prevalent in the marketplace.

- **Recommendations:**

- Encourage, support and incentivize the continued development of high-quality, low cost products for off-grid customers.
- Facilitate a pool of funding (from donors, governments and interested private partners) to provide grants / low-interest loans to manufacturers wishing to provide trade credit to their distributors. Develop a centralized facility for Clean Development Mechanism (CDM) programs. Encourage interesting and innovative pilots and develop sustainable partnerships between players exploring consumer financing models for SPL end users. Continue seeking innovative and potentially high value private partnerships with complementary distribution channels. Increase the level of coordination and collaboration among market players for consumer education and awareness activities. Increase the focus of consumer education and awareness activities on small retailers and dealers, not just end users. Continue lobbying governments and policy makers to reduce / eliminate duties and taxes on solar goods (both solar components as well as fully assembled SPLs). Encourage collaboration between market players, associations, governments and donors to drive alignment of product quality standards with national ones. And, facilitate the development of new testing centers and increase the footprint and activities of industry associations like Lighting Africa, in countries such as China or India.

*Mr. Gunnar Wegner, Endev/GIZ, discussed lessons learned from field tests of pico-hydro photovoltaic systems, in Africa, Latin America and Asia. What GIZ has found is that inexperienced customers prefer bright lamps and traditional hurricane lamp design while experienced users prefer products with multiple uses, room lighting, robustness and mobile phone charging. In the tests for kerosene lamps, baseline expenditures were about \$2.50 per week, with lamp owner expenditures of \$1.70 per week. Modern off-grid lighting savings were about \$0.80 per week or roughly \$40 per year (based on experiences in Uganda, Peru, and Bolivia); with savings depending on energy usage patterns. Lessons learned from users were that access to financing is needed and the impacts of pico-PV include improved health, income, and access to communication and accident rates.*

## V. Financing Across the Supply Chain

*This session was chaired by Simon Desjardins, Program Manager, Access to Energy, Shell Foundation. Speakers were Yemonzwork Girefie Nardos, Development Bank of Ethiopia; Keith Allman, Investment Manager, Bamboo Finance; Patrick Nyagaka Mokaya, Bank of Africa Trade Finance Facilities for SMEs; Simon Gathecah, Head of Operations, Small and Micro Enterprise Program DTM Ltd; and Kenjiro Suzuki, Programme Officer, Standard Setting Unit, UNFCC.*

This session highlighted a number of areas required for financing support across the supply chain for the off-grid market sector:

- Early stage companies need some level of equity support from impact funds and smart grants that facilitate both managerial capacity as well as working capital finance; this applies particularly to manufacturers.
- Distribution finance is a major gap in the supply chain. Banks have traditionally not been supportive as they deem the risks as too high. Commercial banks need to catch up and innovate by leveraging various opportunities such as contract finance and aggregation.
- MFI's have been brought into various aspects, including financing of distributors and consumers in last mile. However, the limited sources of MFI finance make interest costs quite high.
- Development banks need to play a more significant role as market makers and catalysts, yet many tend to fall back on commercial bank style lending.
- Carbon finance has been touted as a good source of funding and is expanding in Africa, including for CDM finance. However, the impact of solar lantern for carbon dioxide (CO<sup>2</sup>) emission reductions is small and carbon rates in the market are currently low. Carbon market registration is deemed too high and could be a source of support if the market was aggregated and supported with large numbers of contributors.
- Impact funds and donors could provide crucial support through smart grants operating as a concessional loan rather than an outright grant, particularly in access to trade finance.



*Visitor at the Trade Fair*

This session demonstrated a very high need for access to finance. Manufacturers believe that access to finance needs to be prioritized in order to create significant benefits down the supply chain. Distributors and banks felt that support for supply channels and last mile ought to be provided in order to ensure closure of the loop.

## **VI. Closing Session**

Led by Philippe Durand, Lead Energy Specialist, World Bank Office, Dakar.

## DAY 2: NOVEMBER 14, 2012

### VII. A: Products Advances in Off-Grid Lighting

*Dr. Russell Leslie, Associate Director, Lighting Research Center, Rensselaer Polytechnic Institute,* served as chairperson for this session. He noted that the lighting market is undergoing significant transformation in product design and quality. This session addressed technology trends and opportunities for system efficiency and performance improvements and discussed progress in the core elements of off-grid lighting products—solar modules, batteries and lighting source.



*Dr. Russel Leslie, Rensselaer Polytechnic Institute*

*Kevin Gauna, Lighting Africa Consultant,* reviewed the “system level” efficiency of off-grid lighting products. He noted that increases in efficiency could lead to lower manufacturer costs (e.g., allow for a smaller photovoltaic panels for given light output) and that big increases in LED efficacy has been a key driver in increasing overall system efficiency.

He identified system losses from the solar potential all the way through LED and optics indicating that 144 lumens/watt are potentially achievable with today’s state of the art technology, 73 lumens/watt are measured from top performing products tested by Lighting Africa and 28 lumens/watt are measured from the bottom performing products tested by Lighting Africa. In summary, lighting efficacies and system efficiencies can be useful in determining the weak links in system design and the associated opportunities for product improvements.

*Mr. Martin Bellamy, Industry Expert,* provided a review of PV technologies, indicating that most all PV today is crystalline. Thin-film technologies are promising for off-grid applications but the market has “stalled” to date. Thin film offers some interesting benefits in terms of flexibility, versatility, durability and effectiveness without direct light. In the recent past, the PV market has grown very quickly, due to increased efficiencies and declining costs.

On-grid applications dominate the market with a push towards bigger modules. Over 80 percent of the market share in 1980 was off-grid whereas today this segment accounts for five percent or less of market share. The capacity of crystalline PV is much higher than demand, leading to a collapse of the market. Further, crystalline has serious limitations for small module and off-grid applications. In conclusion, the market is dependent on crystalline into the mid-to long-term as price drops have driven thin-film technologies—the chief competitor—out of the market.

*Ryan Hunt, Country Manager, OSRAM Opto Semiconductor.* South Africa indicated that the LED market has experienced a rapid rise in efficacies with LEDs, which are predicted to rapidly gain market share in traditional lighting markets. Factors affecting LED technology include efficacy, lifetime, price and color rendering. Also, new phosphorus technologies allow for higher efficacies and lower color shift as LED junction temperatures increase.

*Peter Adelman, Industry Expert*, described the basics of Pico PV systems (Pico PV = solar lanterns and solar home systems). He indicated that due to the recent drop in PV costs, batteries are now by far the most costly element of Pico PV systems. Different batteries are available for pico PV systems. These are:

- Lead-acid: The traditional technology in this area. This is not ideal for applications where they are not often fully charged (such as in Pico PV applications).
- Nickel Metal Hydride/Nickel Cadmium (NiMeH/NiCd): Very simple charge control, limited but predictable life and efficiency. NiCd is very toxic and not recommended for Africa because of lack of recycling.
- Lithium Manganese Oxide (LiMgO<sub>2</sub>), Lithium Cobalt Oxide (LiCoO<sub>2</sub>), Lithium Iron Phosphate (LiFePO): Charge control is simple but urgently needed and efficiency is high but so is cost. LiFePO is very promising; soon it might be made to last as long as the PV module.
- Costs: Initial costs lowest for Pico-PV with Lead-Acid; Li has lowest 10-year lifecycle costs.

*Audience Comments:* In response to audience comments, testing was conducted over the last year. Line losses are captured in existing testing; lifetime loss testing is not captured in current testing. Lumen maintenance is not affected by changes in higher junction temperature LEDs. The self-discharge rate for batteries at high temperatures is as follows: Li is 1 percent per month, lead-Acid is 10 percent per month, and Ni is 15 to 50 percent. Finally, Li batteries should be oversized so they do not run dry.

## VII. B. Going to Scale: Business Models for Off-Grid Lighting

*This session was chaired by Mary Roach, Business Development Manager—Community Power from Mobile—GSMA Development Fund.*

*Pep Bardouille, Global Product Specialist, Clean Energy, IFC.* Ms. Bardouille presented business models, innovative approaches and initiatives that have led to commercial success in rural areas.



***Pep Bardouille, IFC***

*Emmanuel Leger, Head of Access to Energy, TOTAL,* described Awango—the dedicated commercial brand of the Access to Energy program of TOTAL. Awango demonstrates TOTAL’s commitment to a social business model, conveys its efforts to reach populations with no or limited energy access and communicates the specifics of TOTAL’s offer in this area. In addition to its service stations’ network, TOTAL is developing last mile distribution channels and working with NGOs, cooperatives, micro finance institutions, business-to-business channels, micro resellers and itinerant sales. TOTAL also works in partnership with other stakeholders to contribute to its social objectives and ensure widespread benefits. With GIZ, for example, TOTAL is working in Cameroon and Kenya on a two-year program that involves conducting a social impact study on lamps, training of 200 solar entrepreneurs, and awareness raising about solar energy and its benefits. Awango is in place in eight countries and under development in four countries.

*Dr. Prabha Sinha, Founding Director and Co-Chairman, ZS Associates*, focused on seven areas for going to scale. First, nothing kills a good product as fast as a bad distribution system; a good distribution system as fast as a bad product; and a company with a bad product as fast as lots of sales. Second the route to the customer should be done with local partners and through resellers. Third, sustainability equals profitability. Fourth, price and value are important. Fifth, marketing is vital. Sixth, in moving to the customer both market push and market pull forces will need to be addressed. Seventh, from product to market—the product is king and distribution is god.

*David Small, Managing Director, Africa, d.light*, defined the challenge in Africa. That is, despite advances and growth, the penetration of solar lighting products in Africa remains less than two percent. He then described d.light’s going to scale solution which focuses on three areas:

- **Availability.** Challenges include no established route-to-market; appropriate channels are undefined; and few retailers are willing or have the ability to offer credit. In response, d.light is working in 40 countries, has over 6,000 outlets and has established 10 field offices and four regional hubs.
- **Awareness.** Creating awareness is a difficult task. Key considerations are branding and media reach among rural BoP communities. This requires investment in awareness and education to include distributor training, customer outreach, communications and support materials.
- **Affordability.** The affordability challenge for end users includes high unit prices, upfront cash investment, cash constrained clients and lack of savings. To address this situation, d.light is working with M-Kopa Solar to leverage mobile payments and create a pay-as-you-go self-financing scheme to enable affordability without compromising quality. The advantages of mobile payment are: simple and easy to use; can engage via an existing and trusted medium of 18-20 million users; can easily customize payment plan to meet need; builds a strong end-user relationship; and accelerates availability. The disadvantage of mobile payment is it can only expand in countries with wide mobile-money penetration.
- **Key lessons.** Specialize on what each partner does best. For example, d.light brings the lighting system, M-KOPA focuses on technology/financing and Safaricom emphasizes distribution and visibility. Create a symbiotic relationship among partners, technology alone is not enough. Investment is required in new and improved products, market education, consumer awareness, end-user support and dedicated sales and operation teams.

## VIII. A: Consumer Perspectives: Focus on Behavioral Change

*Ellen Morris, Director of the Energy and Environment Program at the School of International and Public Affairs at Columbia University*, chaired this session. She opened by presenting the context for energy access in Africa and the high price that people are paying for low-quality energy services. With kerosene prices increasing by more than 12 percent over the last two years and rural areas paying a premium, she noted that there is a great opportunity for modern lighting options if marketing and behavior change are taken seriously by all of the stakeholders.

*Lillian Achieng, Regional Social Marketing Coordinator Exp*, presented the Kenya Lighting Africa strategy for engaging consumers with social marketing methods. Lillian explained the range of approaches used in Kenya—including road shows, trade fairs, “pop-up” product demonstration booths and informational forums. They were looking for multiple connection points to reach people at the local level, most notably in the rural areas. With this comprehensive approach, Lighting Africa was able to

reach into a large number of communities and found that keeping the message simple, clear and action-oriented resonated the most with the potential customers.

*Alison Malmqvist, Population Services International*, discussed lessons that Population Services International has learned from the programs to promote adoption of condoms and mosquito nets in Africa. Through much trial and experimentation they learned that understanding the audience and placing him or her at the center of marketing strategies was key to success. The four key aspects of marketing—the right product, at the right price, available in the right place and with the right promotion—were also applicable in expanding lighting markets. Alison highlighted the need to spend resources on marketing to address the current mismatch she sees between lighting products and the customer.

*Seydou Koita, Water and Sanitation Program the World Bank*, discussed in more detail the many different things to consider in influencing social change—such as social norms, accessibility, motivation, perceived risks and access to financing. At the center is spending ample resources at the outset on research about consumer behavior, using techniques such as home visits with clients, focus groups and regular communication with field agents. On the role of gender, Seydou made it very clear that men and women need to be included in the advocacy and decision-making as they are both important in influencing change.

Focusing on an energy initiative in Kenya, *Jechoniah Kitala, Senior Advisor SNV*, presented an SNV program that supports awareness creation, consumer education and support for local enterprises in cooking and lighting products. Kitala stressed the importance of looking at a range of distribution models using existing systems such as agricultural value chains, savings and credit cooperatives and rural energy centers. SNV has found that consumer confidence is vital to the acceptance and purchase of clean energy systems. Moreover, a diverse set of clients calls for a diverse set of product offerings at a range of prices. Multiple actors must be engaged at different levels to tap into the market at the base of the pyramid.

## VIII. B: Sustainability Issues

*Rodd Eddy, Lighting Industry Expert*, chaired the session which explored environmental and health benefits and costs associated with the adoption of new off-grid lighting technologies and steps being taken to mitigate costs.

*Evan Mills, with the Lumina Project, Lawrence Berkeley National Laboratory*, focused on the health and safety impacts of fuel-based lighting. He noted that kerosene is often the dominant fuel source generating off-grid lighting hazards, but is not the only source. Others include paraffin, candles, etc. Risks include lamp burns, house fires, fuel adulteration (mixing of kerosene and gasoline which causes explosions), kerosene ingestion, poor indoor air quality (mainly from wood for lighting but also for cooking), impaired visual health and poor health care services as many clinics have only intermittent lighting. Solutions include: fill information gaps; address subsidies to poor quality fuels such as kerosene; provide improved, modern lighting; and target interventions where the need is greatest (slums, clinics, etc.). Dr. Mills provided examples of the benefits of improved lighting at rural clinics in Tanzania and Nigeria, factories in Thailand, and elsewhere. He stressed that LuminaNet.org provides a social network to discuss these and other issues.

*Bryan King, Lighting Management Consultants*, described the Strategic Product Life-Cycle Management Plan for minimizing end of life waste through activities such as improved product design, implementation of national and sub-national product stewardship schemes and in-country capacity building in the area of

waste electric and electronic equipment management infrastructures. For off-grid lighting technologies, they are reviewing the types of materials that will reach the waste stream from lighting systems, batteries and power subsystems (such as PV). They are also looking at product/system quality and performance; end-of life management issues, such as recycling of lighting systems/components, hazardous materials, and power subsystems; and supply chain and product lifecycle management. Finally, Mr. King set forth product life-cycle management options, to include the Basel Convention on the Control of Transboundary Movements of Hazardous Wastes and Their Disposal; the E-Waste Africa Project which seeks to enhance the environmental governance of e-wastes and create favorable social and economic conditions for partnerships in recycling; and the Mobile Phone Partnership Initiative. He also raised issues related to sustainable design, product stewardship and the supply chain.

*Peter Alstone UC Berkeley and Patricia Lai, Schatz Energy Research Center*, discussed the life-cycle energy benefits of off-grid lighting. Their analysis accounted for embodied energy manufacturing and offsets in the field, to include estimation of total energy to manufacture and delivered product; reduction in kerosene consumption rate as a result of adoption; energy payback, e.g., how fast until breakeven; and energy return on investment (EROI) which is the ratio of total kerosene offset to embodied energy over the product lifetime. The life cycle analysis demonstrated that off-grid lighting pays environmental debts quickly and many times over, and that product quality and performance assure environmental benefits as well as end user satisfaction.

## IX. A: Quality Assurance in the Off-Grid Lighting Market

*Dr. Arne Jacobson, Director Schatz Energy Research Center*, served as session chair. In setting the stage for this session, Dr. Jacobson outlined three key quality assurance (QA) propositions: (1) effective QA is an important foundation for off-grid lighting market growth; (2) international harmonization of QA, including test methods and quality metrics, benefits manufacturers and end-users; and (3) QA efforts should be sustained for years to come, extending beyond the life of the Lighting Africa and Lighting Asia programs. He described the Lighting Africa QA program, which includes standardized testing methodologies (multi-level), minimum quality and durability standards, program specific performance targets and standardized specification sheets. Dr. Jacobson also reported on recent progress and next steps, including over 100 products tested, with 46 currently meeting minimum quality standards; creation of standards and test methods for off-grid lighting products; creation of an independent, sustainable certification body for QA (in process); and recruitment of new commercial laboratories with the capability to test the Lighting Global Quality Test Method (LG-QTM) to expand the test lab network.

*Audience Comment: How to Deal with Quality Labels?* Dr. Jacobson responded that Lighting Africa is working on this, but it is a key challenge. The plan is to start with a business-2-business (B2B) label that companies would be free to use in conducting a marketing campaign. A consumer label would be more difficult for legal and financial reasons (harder to market); nonetheless, this is one of the end goals.

*Paul Waide, Waide Strategic Efficiency Limited*, summarized the strategy developed by Navigant for a sustainable global solar off-grid lighting assurance effort. It focused on four areas:

- **Background.** Navigant is supporting development of a strategy to sustain off-grid lighting quality assurance efforts beyond IFC and World Bank funding.
- **Need.** Upfront costs of off-grid lighting products are significant for consumers who also face steep challenges in assessing product quality. End-users are unable to tell much about off-grid lighting product quality by inspecting the product other than the initial light output (brightness and color) and

directional characteristics. Product reliability is also hard to evaluate. Assessing these issues is important as the fate of the solar off-grid lighting market hinges on quality assurance.

- **Strategy.** Today, the Lighting Africa off-grid lighting quality assurance program has three components: standards, product testing and verification and marketing. Navigant has made five recommendations to sustain quality assurance efforts and stimulate supply and demand of quality assured off-grid lighting products, beyond funding available from Lighting Africa. These are: (1) institutionalize an international off-grid quality standard; (2) develop an independent off-grid lighting quality assurance *certification body* to certify products, maintain standards, provide public information, assist manufacturers/producers, promote certification with buyers and raise funds to support a certification body; (3) rapidly create demand for quality-assured off-grid lighting products using a B2B approach; (4) develop customer facing quality assurance communication options (via a pilot activity); and (5) build international commitment to use quality standards and adopt an approach for this. The proposed certification body would carry out the five recommendations. At a smaller scale, the Lighting Africa Quality Assurance Program has been performing many of the functions that an Off-Grid Lighting Certification Body would perform.
- **Next Steps.** Addressing key issues in successfully transitioning the Quality Assurance Program to a Certification Body, including identification of potential long-term funding sources and potential implementation partners.

*Audience Comments:* For manufacturers who are not certified...why are they not certified? Are the fees a barrier? What is the incentive for the non-certified products?

In the context of Lighting Global, that is one element of becoming an associate to Lighting Africa, which affords benefits in the form of program support. Testing is a prerequisite for engaging and getting support for marketing throughout the supply chain. In terms of the cost of testing it could be a barrier, although the benefits outweigh the costs, substantially. Several companies are in the process of engaging now, and sometimes the issue is on the part of the company (poor quality) while other times the issue is that the product simply has not been tested.

*R. Mark Davis, Public Interest Intellectual Property Advisors (PIPPA),* highlighted that PIIPA provides pro bono intellectual property support to companies that work in the developing world. PIIPA addresses counterfeiting which is a global problem—the World Economic Forum estimates that globally, counterfeiting accounts for between 7 and 10 percent of global trade (about \$1.3 trillion annually) which is larger than the Gross Domestic Product of 150 economies. In the East African Community, research found an estimated \$500 million in revenues from unpaid taxes was lost to counterfeit goods. Violations lead to multiple problems from the company perspective: lower sales volume and prices, damaged brand value, reduced royalties, less incentive to invest in new products/processes, higher costs, potential reduction in scope of operations and litigation due to product recalls. Economy-wide impacts include lack of motivation for innovation, lower tax revenues, corruption and crime. Any electrical product can be copied. Intellectual property infringement occurs with trademarks, copyrights, patents and design rights. To combat counterfeiting a company should spend roughly about \$5,000 to 10,000 if the cost to fail is approximately \$100,000. Counterfeit detection techniques include visual inspection (\$1,000 to \$3,000); X-ray (\$3,000); electrical characterization (\$3,000 to \$6,000); mechanical robustness (\$2,000 to \$5,000); and destructive tests (\$6,000-\$10,000). At the national level, two of the principal challenges in combating counterfeiting and piracy are to find ways to enhance enforcement and raise awareness of counterfeiting and piracy issues. Internationally, the Global Congress Steering Group is working multilaterally to determine new strategies to fight counterfeiting. Recommended practices are ensure a traceable supply chain, foster cooperation and accountability between all participants, increase transparency, include provisions in supplier contracts that facilitate and improve oversight, calibrate supplier assessments according to risk, engage with suppliers/subcontractors, develop procedures for

dealing with counterfeit parts, work collaboratively with government authorities to support product safety and quality and increase awareness among consumers and end users regarding the hazards of counterfeits.

In closing, there is no simple solution or remedy that can be applied to eliminate counterfeiting; protection of Intellectual Property Rights is an issue to which governments and industry have assigned higher priority in recent years and it is only through the combined efforts of all sectors that piracy can be stopped.

## **IX. B. Reaching the Last Mile: Issues and Approaches**

*Ms. Eva Oberender, Programme Director, Renewable Energy and Energy Efficiency Partnership*, chaired the session and described REEEP which serves as a catalyst for up scaling successful clean energy business models. REEEP conducts project calls for business enabling mechanisms, analyzes and aggregates peer reviews, provides financing for project scale up, leads cutting edge data management in clean energy and supports local champions in developing countries. REEEP has funded 160 projects with 14.4 million Euros, while leveraging 29.4 million Euros and avoiding 56 billion tones of CO<sub>2</sub> emissions. Ms. Oberender presented examples of projects that REEEP has supported in India, Ethiopia, Solomon Islands, Kiribati and Sub-Saharan Africa. REEEP has also been a supporter of the three Lighting Africa conferences.

*Steve Andrews, CEO, Solar AID and Sunny Money*, noted that the organization has sold 205,000 lights in the last three years of which 135,500 were in the last seven months. In 2012, the company is forecasting 360,000 with one million in lighting sales projected for 2013. Sunny Money is looking for partner countries interested in their products, lighting manufacturers that want to collaborate, financiers that can help fund the company's growth and potential sellers of their solar lights.

*Dennis Tessier, Programs Director, Appropriate Rural Technology Institute, Tanzania*, described Arti Energy's effective off-grid distribution model for going to scale in Tanzania. ARTI Energy is a collaboration between: (1) the Appropriate Rural Technology Institute in Tanzania, a non-profit established in 2007 to support Tanzania development through the dissemination and application of sustainable technologies for energy production, environmental protection, employment and income generation; and (2) ARTI Energy Limited, a commercial enterprise created in 2011 to identify quality renewable energy products, market them to Tanzanian consumers and provide support of quality sales and service. Arti Energy has supported the Lighting Rural Tanzania program which seeks to disseminate low cost solar systems to rural populations using existing trade channels and traditional credit systems. Arti trains and equips local technicians at each wholesaler and retailer to repair lights as required and provides marketing support in the form of banners, posters, flyers and demonstrations during road shows.

*Bozhil Kondev, GIZ*, discussed strategies for achieving widespread adoption of pico-PV devices. He noted three key elements to achieve wider adoption:

- The right product, where priorities are product acceptance, quality, durability and field performance.
- Product distribution and retail infrastructure, where key characteristics for widespread adoption are end-user awareness of the product and benefits, the product is widely available locally with no supply shortages, the distributor understands the local conditions, the distributor and retailer can sustain business and there are a variety of financing options to obtain the product.

- After-sales services and repair, with priorities to include access to product repair and replacement, distributor and service agents that can address warranty claims, service agents who can repair/replace the product and users who are aware of servicing and repair infrastructure and can easily access it.

Each of these elements are important but are not always practiced.

## X. The Future of Off-Grid Lighting: Perspectives from Around the Globe

*Ms. Dana Rysankova, Africa Renewable Energy and Access Program Manager, The World Bank, chaired the Session. She noted that this is an interactive session with the Lighting Africa and Asia project management team to: (1) provide their perspectives and priorities for partnering with other organizations; and (2) seek audience feedback and input. Ms. Rysankova also acknowledged the support of ASER in co-hosting the event and sponsors including TOTAL, Schneider Electric, dole, ESMAP, USDOE and REEEP.*

Ms. Rysankova noted that since its inception, the Lighting Africa program has facilitated the sale of over four million “quality” products in the Africa marketplace. Further, costs for modern lighting products/components have come down and performance has gone up. To date, Lighting Africa has focused the major part of its efforts on product quality and technology. It is now necessary to expand activities towards testing business models for scale up, enhancing distribution channels for reaching the bottom of the pyramid and building partnerships and collaborative arrangements—as the needs of the program are beyond the capabilities of the World Bank and IFC. Further regional expansion of the program is underway. In East Africa, priority countries are Tanzania and Ethiopia and in West Africa Senegal and Nigeria.



*Session panelists from left to right: Daniel Murphy, Arthur Itotia Njagi, Patrick Avato, Dana Rysankova, Richenda Van Leeuwen, and Harald Schützeichel*

*Arthur Itotia Njagi, Program Manager, Lighting Africa, IFC*, indicated that proven off-grid lighting products exist and they have been shown to meet consumer demands, however, more work is needed to increase consumer awareness of the benefits of these products and enhance market demand. On the supply side, Lighting Africa will be increasing efforts to strengthen the supply chain for reaching the end consumer. The program will also help to link manufacturers and local distributors and further map out the distribution chain. Plans are also underway to provide financial support in the form of matching funds for priorities. The program is moving from a centralized approach to the distribution of discretionary funds for the development of well manufactured products. The program is also seeking trade finance solutions and customer finance such as microfinance (working with Shell Foundation and the Global Village Energy Partnership) and pay-as-you go solutions.

*Daniel Murphy, World Bank Lighting Africa Program Manager*, indicated that The World Bank is committed to continued support of Lighting Africa. Planned activities include incorporating Lighting Africa into conventional lending activities which involve the preparation of energy access projects, including finding innovative ways to incorporate modern lighting. The Bank is already doing this today in a few countries and will expand efforts in future projects. To accomplish this, the Bank will provide incentives, such as supply side subsidies for distributors (short term, targeted) and outsourcing by third parties in a transparent manner. At present, these approaches are being tested in Liberia and the Democratic Republic of Congo (DRC).

At the facility level, the Bank is working with schools and health clinics to introduce quality lighting products and stimulate demonstration effects. Distribution and after-sale service will evolve. The Bank is currently working on these activities in Tanzania and Ethiopia and will be expanding efforts in Senegal, with plans to move to DRC, Sierra Leone and Burkina Faso.

*Patrick Avato, Lighting Asia, IFC Climate Business, Europe and Central Asia*, highlighted that compared to the first conference in 2008, this event has involved the participation of more companies and improved products, and it is evident that a “modern lighting industry is evolving”. Four years ago participants represented corporate social responsibility programs and NGOs, whereas today we have more professional products with the participation of a range of manufacturers and distributors, to include multi-national companies that are partnering on the ground with smaller companies. In 2008, GIZ was Lighting Africa’s key international partner; today this has broadened to include the UN Foundation, Global LEAP, GOGLA, etc. It is exciting to witness a 300 percent growth in sales in the last three years, yet we have to recognize we started from a very low point.

Four years ago environmental sustainability was identified as an issue. At that time our discussions were theoretical, whereas now it has emerged as a priority for many companies in the marketplace. Importantly, GOGLA has now been established and is working to bring the industry together. Some issues are common across the industry, while others are specific to a particular segment. As an association, GOGLA can work with industry members to find solutions, doing so in partnership with the World Bank and IFC. As we move forward, it will be interesting to see which aspects of work can be best assumed by the Association, and what the role of others may be. Lighting Africa has agreed that the next international conference will be organized jointly with GOGLA, as a key step in its maturation process.

*Richenda Van Leeuwen, Global Leap, Executive Director and Climate Energy Access Initiative UN Foundation*, stressed that the organization has supported all three conferences and it is amazing to see how the sector has grown. Some of the prominent advances are that lighting and cell phone charging is now the norm; completion and choice is emerging, though still in early stages; and there is a wider variety of product price points, though there is still a need to see more. Women are key end users, which is

important; but they need to be incorporated throughout the supply chain as well. We are starting to see pay-as-you-go models to reach the last mile which can have an important impact on the market, and there is a stronger emphasis on consumer finance. Some additional areas requiring continued attention are: increase the efficiency of end-use appliances so they do not need as much power; improve service and maintenance, which has been an Achilles heel; and strengthen local trainers to support after-sale servicing so this does not always come from outside. The UN Foundation, which is part of the Sustainable Energy for All Initiative, has formed a global Energy Access Practitioner Network. The Network focuses on household- and community- level electrification for productive purposes, incorporating specific market-based applications for health, agriculture, education and small business.

The Network has several working groups to develop tools and ensure access to financing and local capacity development. Over the next year the Network will be developing sub-networks in India and Ghana. UN Foundation is also working with Global LEAP, the World Bank and USDOE on modern lighting issues and continues to support development of commercial markets, self sustainable models and open competition; improvements in energy efficiency; strengthening of enabling environments; and financing facilitation. The next clean energy ministerial will be held in India in 2013 and will include product awards by off grid lighting, flat panel television and other products—so stay tuned for this. With GOGLA and Global LEAP, the UN Foundation is about to launch a new website to serve as clearing house for relevant events, initiatives and funding sources.

*Dr. Harald Schützeichel, President, GOGLA*, noted this had been an excellent conference with lots of good information provided and products demonstrated. Compared to prior Lighting Africa events, the progress is demonstrated by the fact that more companies are now focused on customer service, not just sales. There was more attention to broader energy supply, not just solar, as well as a focus on more than energy to include televisions, cell phones, etc. However, there is still not sufficient attention to reducing power requirements in these and other applications. The industry is becoming more holistic, recognizing it cannot focus on quality, policy, business development, financing and training individually, but need to combine efforts across the spectrum. The balance may change in a given country but all these aspects are important. Also, today we do not have any production and assembly factories in Africa but this will need to evolve overtime.

In this regard, GOGLA is a new association, set up in Hong Kong with an office in Paris. It has been established to act as *the* industry advocate with a focus on small and medium enterprises. It is a neutral, independent, not-for-profit association created to promote lighting solutions that benefit society and businesses in developing and emerging markets. GOGLA will support industry in the market penetration of clean, quality alternative lighting systems. Formed in 2012 as public-private initiative, GOGLA was conceived out of the joint World Bank/IFC effort to provide a sustainable exit strategy for the Lighting Africa initiative. The association welcomes the participation of all stakeholders within the off-grid lighting sector. Although GOGLA is young, it is not powerless, with a strong Board of Directors and several major company participants. Today there are four working groups to build on Lighting Africa work: policy and regulation, product quality and standards, environmental sustainability and business models and market intelligence. Reports are made available to GOGLA members, which started with seven organizations and has grown to more than 20, with others welcome. GOGLA is also pleased to note that IFC, World Bank, DOE and others are continuing to support its efforts.

#### *Audience Comments*

- Agree that emphasis on maintenance and service quality is important. Quality assurance has been good but needs continued progress. Efforts are underway to harmonize standards.

- There are differing definitions of manufacturers. Companies develop products. Small companies conduct product design, manufacturers do physical transformation; they do not develop products.
- Do not think just of products but supply chains; it is not always clear how products reach rural users.
- Continue focus on financing across supply chains and design subsidies accordingly. Access to finance is not an easy challenge; we need to understand financial issues to address them
- There continues to be a lack of enforcement on duties and consistency of customs/import situations. There are instances where there has been limited training of customs officers to help them better understand the process.
- In response to these comments, the panel noted that Lighting Africa cannot resolve all these issues today but will continue its efforts while enhancing partnerships with Lighting Asia, GOGLA, industry and others. It was stressed that all the stakeholders need to work together as we experience the shift from NGO to business; from individual project thinking to development; and from kerosene to modern lighting in rural areas. We need to continue to emphasize that quality lighting is as reliable as the grid. Off grid lighting and broader energy access can address many needs today until the grid is available. In many less developing countries there will never be a grid and there are alternate solutions making this unnecessary.



*The Lighting Africa team*

## XI. Second Lighting Global Product Award Ceremony and Gala Dinner



*2012 Outstanding Product Award winners and presenters*

The Second Lighting Global Product Award Ceremony and Gala dinner was held on the evening of November 14. Award presenters were Jerome Creteigny, IFC, Senior Country Officer (Senegal, Cape Verde, Gambia, Guinea Bissau, Mali and Mauritania) and Graham Pugh, Director, Office of International Climate Change Policy and Technology, US Department of Energy.

A new manufacturer of portable solar lamps overcame tough competition to win two of the five 2012 Outstanding Product Awards announced at the event. Marathoner CLP dazzled judges and consumers with two products; a competitively priced single-task light powerful enough to light a room marketed as the Marathoner Beacon MB2 090 in Africa, and under the brand name SooLED B1 in Asia; and a three-lamp home lighting system, the Marathoner Beacon MB2 380/SooLED B3. Marathoner/Toomeen won top prize in the Budget Category and was the sole winner in the Premium Category.

This year Outstanding Products Awards attracted 25 entrants in three price-based categories Budget retailing under \$30; Mid-range for products priced between \$30-\$72; and Premium category retailing from \$72-\$135. Other winners were:

- Greenlight Planet Sun King Pro, which took the top prize in the Mid-Range Category. The Sun KingPro is a multipurpose lantern that can be used as a flash light/torch, a task light and a room light.
- The Sundial TSL01, an ambient/room light manufactured by Trony Solar Holdings, was the runner up in the Mid-Range Category.
- Barefoot Power task light, the Firefly 2.5 Mobile, came in second in the Budget Category.

The Lighting Global Outstanding Product Awards are designed to spur development of quality, affordable lights for an estimated 1.6 billion people in the world without access to electricity. Winners are granted rights to market their products using the phrase ***Lighting Global 2012 Outstanding Product Award***, and an associated logo.

Competing products were put through rigorous laboratory tests and evaluation by rural customers in Senegal, Kenya and India. A panel of judges considered technical performance and durability, end-user acceptance, affordability and environmental sustainability. There were strong nominees in all categories; only the very best entrants received awards. The judging panel was comprised of experts drawn from the UN Foundation; the German development agency, GIZ; the Global Off-Grid Lighting Association; the Schatz Energy Research Center at Humboldt State University; and the World Bank Group Lighting Africa and Lighting Asia programs.

## **DAY 3: NOVEMBER 15, 2012**

### **Topical Side Events**

**08:30-10:30am: Investor Roundtable.** This session presented views of financiers across the supply chain for off-grid products and services and engaged participants to share their perspectives and experiences.

**08:30-10:30am: Increasing the Performance and Affordability of Off-Grid Lighting Products.** Keeping up with the fast pace of technological progress in off-grid lighting requires a good understanding of system design and a thorough knowledge of the performance capabilities of emerging cutting edge components. This event brought together experts from the Lighting Global Quality Assurance team and product designers and executives from off-grid lighting firms to discuss technical and design trends with a combination of presentations and a panel discussion. The audience had an opportunity to be part of the discussion and help shape the future of Lighting Global technical support with an interactive and participatory format.

**11:00am-13:00pm: Lighting Global Quality Assurance Program Stakeholder Discussion.** This session provided private and public sector stakeholders with an opportunity to discuss key issues related to quality assurance for off-grid lighting with members of the Lighting Global Quality Assurance team. The discussion covered current topics and future plans related to quality standards, test methods, specification sheets and associated subjects.

**11:00am-13:00pm: Carbon Finance.** This session discussed carbon trading and how it works, opportunities for displacing kerosene lanterns and associated carbon reductions, the status of the carbon market worldwide and in key markets of Sub-Saharan Africa, and the role of CDM and other carbon finance mechanisms. Key stakeholders provided their experiences in generating carbon revenues and accessing credit facilities.

**14:00-16:00pm: Business Edge—Improving Business Performance & Competitiveness.** Business Edge™ is a world-class training system, which provides practical solutions for Small & Medium Enterprises (SMEs). Backed by IFC and delivered by certified local trainers, Business Edge™ seeks to strengthen the management skills of SMEs and middle managers of larger firms, providing them access to practical training solutions.

**17:00-19:00pm: UN Foundation Energy Access Practitioner Meeting and Reception.** The UN Foundation's Energy Access Practitioner Network is an integral part of the UN Secretary-General's Sustainable Energy for All initiative. The network's mission is to help catalyze action towards achieving universal access to modern energy services by 2030, through focusing on the contribution of mini-grid and decentralized energy services for households and communities. This discussion and reception provided an open forum for current and potential network members to learn more about the network, to plan regional activities in the coming year and to obtain updates on the overall Sustainable Energy for All initiative.

## Appendix 1. Conference Agenda

<b>MONDAY NOVEMBER 12</b>	
<b>13:00pm</b>	<i>Associate set up of Trade Fair booths</i>
<b>14:00pm</b>	<i>Exhibitor set up of trade fair booths</i> (*Booths open during lunches, breaks, and evening receptions: November 13-14 and all day November 15)
<b>17:00pm</b>	<i>Conference Registration Open</i>
<b>TUESDAY NOVEMBER 13</b>	
<b>07:00am</b>	<i>Conference Registration Open</i>
<b>08:30am</b> <i>Plenary Session</i>	<p><b>I. Opening Ceremony</b>            Room: Grand Amphitheater</p> <p>Welcome: Aliou Goloko, Master of Ceremonies            Chair: Vera Songwe, World Bank, Country Director for Senegal, Cape Verde, The Gambia, Guinea-Bissau, and Mauritania</p> <p>Keynote Address, Honorable Aly Ngouille Ndiaye, Senegal Minister of Energy &amp; Mines, Senegal</p> <p>M. Momar Nguer, Senior Vice President, Africa &amp; Middle East for Supply and Marketing, TOTAL</p> <p>Mohamed Saad, President, Africa and Caribbean Zone, Schneider Electric</p> <p>Kofi Adomakoh, Director, Project and Export Development Finance, African Export-Import Bank</p> <p>Arthur Itotia Njagi, IFC Lighting Africa Program Manager</p> <p><i>High level policy makers and executives from government, lighting, and finance sectors provide perspectives on the future of the off-grid lighting industry, to include experiences with others sectors targeting rural markets. The session focuses on the unique energy access challenges of rural markets while also highlighting the potential that new technologies can have to remedy the situation or provide an interim solution. It updates participants on the progress of Lighting Africa after five years in operation and sets forth plans for future activities—thus providing a basis for participant discussions and contributions.</i></p>

<b>10:00am</b>	<p><b>Coffee Break in Trade Fair Areas</b></p>
<b>10:30am</b>	<p><b>II. Engaging the Public Sector</b>                  Room: BC12</p> <p>Chair: Meike van Ginneken, Energy Sector Manager- West &amp; Central Africa, The World Bank</p> <p>Panel Discussion:</p> <p>Antou Gueye Samba, General Manager, Agency for Rural Electrification, Senegal</p> <p>Grace Mathew, Manager, Rural Energy Agency, Tanzania</p> <p>Alemu Muleta Jiru, Coordinator, Renewable Energy Fund, Ethiopia</p> <p>Augustus Goanue, Executive Director, Rural and Renewable Energy Agency, Liberia</p> <p><i>The public sector has an important role to play in helping make modern off-grid lighting solutions a reality. This panel discussion tackles integration of modern off-grid lighting products into national access programs, the role of subsidies in helping spur demand and the challenges presented by import tariffs.</i></p>
<b>12:00pm</b>	<p><b>III. Sustainable Energy for All: The Role for Off-Grid Lighting</b>                  Room:BC12</p> <p>Chair: Richenda Van Leeuwen, Executive Director, Energy and Climate Energy Access Initiative, United Nations Foundation</p> <p>Panelists:</p> <p>Venkata Ramana Putti, Program Leader, Energy Access, Energy Sector Management Assistance Program</p> <p>Wolfgang Gregor, Secretary General, Global Off-Grid Lighting Association (GOGLA)</p> <p>Joel Lelostec, Director Business Development Access to Energy Program, Schneider Electric</p> <p>Secou Sarr, Director, Energy, Environment and Development Program, ENDA</p> <p><i>Created by UN Secretary-General Ban Ki-moon, Sustainable Energy for All brings together all sectors of society in support of three interlinked 2030 objectives: ensure universal access to modern energy services, double the global rate of energy efficiency improvement, and double the share of renewable energy in the global energy mix. The session describes initiative status and activities of the Sustainable Energy for All initiative in increasing energy access and provides perspectives by ESMAP and the private sector.</i></p>

<b>13:00pm</b>	<b>Lunch</b>
<b>14:30pm</b>	<p><b>IV. Reaching the Base of the Pyramid: Impacts, Market Status, and Trends</b>            Room: Grand Amphitheater</p> <p>Chair: Russell Sturm, Head of Climate Change Advisory, IFC</p> <p>Africa Market Study, Gaurav Gupta and Michael Tsan, Dalberg Associates</p> <p>Lessons Learned from Field Tests and Impact Studies, Gunnar Wegner, EnDev/GIZ</p> <p><i>The off-grid lighting market has entered a growth phase led by technology advances, declining costs, performance improvements, entrepreneurial engagement, innovative market-based delivery models, and product designs matched to consumer preferences. This session provides an update on the 2010 "Solar Lighting for the Base of the Pyramid Report". The session provides valuable insights and up-to-date information on market trends, growth and development of off-grid lighting products in key African markets, and their impacts.</i></p>
<b>16:00pm</b>	<b>Coffee Break in Trade Fair Areas</b>
<b>16:30pm</b>	<p><b>V. Financing Across the Supply Chain</b>            Room: Grand Amphitheater</p> <p>Chair: Simon Desjardins, Programme Manager- Access to Energy, Shell Foundation</p> <p>Access to Finance, Yemenzwork Girefie Nardos, Development Bank of Ethiopia</p> <p>Social Funds, Keith Allman, Investment Manager, Bamboo Finance</p> <p>Bank of Africa's Trade Finance Facilities for SMEs, Patrick Nyagaka Mokaya, Regional Corporate Manager (East Africa), Bank of Africa Kenya Limited</p> <p>Simon Gathecah, Head of Operations, Small and Micro Enterprise Programme,(SMEP) DTM Ltd</p> <p>Kenjiro Suzuki, Programme Officer, Standard Setting Unit, UNFCC</p> <p><i>Growth capital for manufacturers, trade finance for distributors, and micro-finance for consumers are essential ingredients in development of the low cost off-grid market. This session creates a platform for interaction between financial institutions and social/private equity funds seeking to invest in the off-grid market on one hand, and manufactures/distributors looking for funding on the other. The session discusses the challenges facing both early stage developers and those seeking to scale up their operations. It presents the various financial sources and</i></p>

	offerings available in the marketplace today and explore their practical application in helping to tap and exploit the potential demand in the off-grid lighting industry.
<b>18:00pm</b>	<p><b>VI. Day 1: Wrap Up</b> Room: Grand Amphitheater</p> <p>Philippe Durand, Lead Energy Specialist, World Bank Office, Dakar</p>
<b>18:30pm</b>	<b>Trade Fair Exhibition &amp; Reception</b>
<b>WEDNESDAY NOVEMBER 14</b>	
<b>08:30am</b>	<p><b>TOTAL Breakfast Press Meeting - Awango by Total: the offer of solar solutions to develop access to energy</b> Room: Small Amphitheater C106</p>
<b>09:00am</b> <i>Concurrent Breakout Sessions</i>	<p><b>VII.A. Product Advances in Off-Grid Lighting</b> Room: C05-06</p> <p>Chair: Dr. Russell Leslie, Associate Director, Lighting Research Center, Rensselaer Polytechnic Institute</p> <p>Technology Trends and Opportunities for System Efficiency and Performance Improvements, Kevin Gauna, Industry Expert</p> <p>Advances in PV Development, Martin Bellamy, Industry Expert</p> <p>Advances in LED Development, Ryan Hunt, Country Manager- OSRAM Opto Semiconductors, South Africa</p> <p>Advances in Battery Technology, Peter Adelman, Industry Expert</p> <p><i>Beyond price improvements, the off-grid lighting market is undergoing a revolution in product design and quality. This session addresses overall technology trends and opportunities for system efficiency and performance improvements. It also discusses progress in the core components of common off-grid lighting products — solar modules, batteries, and the light source, typically light emitting diodes (LEDs) — with a focus on the potential for these trends to benefit end users.</i></p> <hr/> <p><b>(OR)</b></p> <hr/> <p><b>VII.B. Going to Scale: Business Models for Off-Grid Lighting</b> Room: BC12</p>

	<p>Chair: Mary Roach, Business Development Manager - Community Power from Mobile- GSMA Development Fund</p> <p>Advancing Commercial Success in Rural Areas, Pep Bardouille, Global Product Specialist, Clean Energy</p> <p>Accumulators Perspective, Emmanuel Leger, Head of Access to Energy, TOTAL</p> <p>Meeting the Base of the Pyramid, Dr. Prabha Sinha, Founding Director and Co-Chairman, ZS Associates</p> <p>Mobile Payments, David Small, Managing Director, Africa, d.light</p> <p><i>Featuring business models, innovative approaches, and initiatives that have led to commercial success in rural areas, this session provides insights for bringing market-based solutions to scale. In particular, it seeks to learn from other sectors about key success factors in reaching scale and how successful companies achieved this. This session also examines the role of key stakeholders in the process—companies, SMEs, investors, policy makers, donors — and how to enlist their interest and participation.</i></p>
<p><b>10:30am</b></p>	<p><b>Coffee Break in Trade Fair Areas</b></p>
<p><b>11:00am</b> <i>Concurrent Breakout Sessions</i></p>	<p><b>VIII.A. Consumer Perspectives: Focus on Behavioral Change</b> Room: BC12</p> <p>Chair: Ellen Morris, President, Sustainable Energy Solutions</p> <p>Engaging Consumers with Social Marketing Methods for Lifestyle Change, Lillian Achieng, Regional Social Marketing Coordinator, Exp</p> <p>Changing Age Old Practices: Lessons from the Adoption of Condoms &amp; Mosquito Nets in Africa, Alison Malmqvist, Population Services International</p> <p>Consumer Perspectives—A Journey in Behavior Change, Seydou Nourou Koita, Water and Sanitation Program, The World Bank</p> <p>Consumer Considerations in the Adoption of Modern Energy Technologies in the Base of the Pyramid, Jechoniah Kitala, Senior Advisor, SNV</p> <p><i>Lighting Africa is helping consumers to better understand and trust the new, modern off-grid lighting market. For the sector to grow, consumers must be able to assess the quality of a product and understand the benefits of swapping fuel-based lighting for clean, lighting options.</i></p>

*This session explores methods for consumer lifestyle changes, lessons learned from other sectors, and consumer perspectives on behavioral change. It also examines the role of social marketing in the success of behavior change campaigns across Africa and how these can be applied in off-grid lighting — focusing on areas of importance to manufacturers.*

**(OR)**

**VIII.B. Sustainability Issues**

Room: C05-06

Chair: Rodd Eddy, Industry Expert

Health & Safety Benefits of Modern Off-Grid Lighting, Evan Mills, Lawrence Berkeley National Laboratory

Waste Contamination, Collection & Recycling, Bryan King, Lighting Management Consultants

Life-Cycle Energy Benefits from Off-Grid Lighting, Peter Alstone, UC Berkeley and Patricia Lai, Schatz Energy Research Center

*There are clear environmental and social benefits to the adoption of quality assured off-grid lighting products in Africa and globally, including reduced greenhouse gas emissions and improved health from kerosene eradication. Off-grid lighting devices that can be recharged by renewable energy, human powered energy, or other sustainable sources offer the most environmentally sound option to generate energy for lighting. However, despite these favorable attributes, the introduction of any new technology comes with potential environmental and social costs. This session will explore environmental and health benefits and costs associated with the adoption of new off-grid lighting technologies and steps being taken to mitigate the costs.*

**12:30pm**

**Lunch**

**14:00pm**

*Concurrent Breakout Sessions*

**IX.A. Quality Assurance in the Off-Grid Lighting Market**

Room: BC12

Chair: Dr. Arne Jacobson, Director, Schatz Energy Research Center

Quality Assurance Communication Strategies, Paul Waide, Director, Waide Strategic Efficiency

Intellectual Property Theft and Product Counterfeiting in the Off-Grid Lighting Market, R. Mark Davis, Public Interest Intellectual Property Advisors (PIIPA)

*Poor quality off-grid lighting products, including some that are counterfeits of quality assured products, are entering African and Indian markets in large numbers. Low income end-users purchasing inferior goods often waste limited disposable cash, undermining consumer confidence. Developing a large, dynamic, and sustainable market for modern off-grid lighting requires careful attention to product quality and mitigation of the potential for "market spoiling." This session describes on-going activities to enhance quality assurance in this market while remaining flexible to ever changing market dynamics. Intellectual property and product counterfeiting will also be discussed.*

**(OR)**

**IX.B. Reaching the Last Mile: Issues and Approaches**

Room: C05-06

Chair: Eva Oberender, Programme Director, Renewable Energy and Energy Efficiency Partnership (REEEP)

Solar AID, Steve Andrews, CEO

Practitioner Experience in Tanzania, Dennis Tessier, Programs Director, Appropriate Rural Technology Institute, ARTI

Tackling the Multitude of Challenges Along the Pico-PV Value Chain, Bozhil Kondev, GIZ

*This session explores transformational marketing and route-to-market strategies aimed at rural and low income markets. Focusing on "out of the box approaches" and case studies it examines successful and innovative business models from other sectors with potential application for the off-grid lighting industry as it strives to reach the Base of the Pyramid.*

**15:30pm**

**Coffee Break in Trade Fair Areas**

**16:00pm**

*Plenary Session*

**X. The Future of Off-Grid Lighting: Perspectives from Around the Globe**

Room: Grand Amphitheater

Chair: Dana Rysankova, Africa Renewable Energy and Access Program Manager, The World Bank

Arthur Itotia Njagi, IFC Program Manager, Lighting Africa

Daniel Murphy, World Bank Program Manager, Lighting Africa

Patrick Avato, Lighting Asia, IFC Climate Business, Europe and Central Asia

Richenda Van Leeuwen, Executive Director Global LEAP and Climate Access Initiative, UN Foundation

	<p>Global Off-Grid Lighting Association, Dr. Harald Schützeichel, President</p> <p><i>Interactive session with Lighting Africa and Asia project management team who provide their perspectives and priorities for partnering with other organizations and seek audience feedback.</i></p>
<p>19:30pm</p>	<p><b>Second Lighting Global Product Award Ceremony and Gala Dinner</b>                  Room: The Salon Brun</p> <p>Master of Ceremonies: Aliou Goloko                  Awards Presenters:                  Jerome Creteigny, IFC, Senior Country Officer (Senegal, Cape Verde, Gambia, Guinea Bissau, Mali and Mauritania)                  Graham Pugh, Director, Office of International Climate Change Policy &amp; Technology, U.S. Department of Energy</p>
<p><b>THURSDAY NOVEMBER 15</b></p>	
<p>09:00am</p>	<p><b>Trade Fair Exhibition</b></p>
<p>08:30am-19:00pm</p>	<p><b>Topical Side Events</b></p> <p><i>Concurrent Sessions:</i></p> <p><b>08:30-10:30am: Investor Roundtable</b>                  Room: B12</p> <p><i>This session presents views of financiers across the supply chain for off-grid products and services and engage participants to share their perspectives and experiences.</i></p> <p><b>08:30-10:30am: Increasing the Performance and Affordability of Off-Grid Lighting Products</b>                  Room: C12</p> <p><i>Keeping up with the fast pace of technological progress in off-grid lighting requires a good understanding of system design and a thorough knowledge of the performance capabilities of emerging cutting edge components. This event brings together experts from the Lighting Global Quality Assurance team and product designers and executives from off-grid lighting firms to discuss technical and design trends with a combination of presentations and a panel discussion. The audience will have an opportunity to be part of the discussion and help shape the future of Lighting Global technical support with an interactive and participatory format.</i></p>

*Concurrent Sessions:*

**11:00am-13:00pm: Lighting Global Quality Assurance Program Stakeholder Discussion**

Room: B12

*This session provides private and public sector stakeholders with an opportunity to discuss key issues related to quality assurance for off-grid lighting with members of the Lighting Global Quality Assurance team. The discussion covers current topics and future plans related to quality standards, test methods, specification sheets and associated subjects.*

**11:00am-13:00pm: Carbon Finance**

Room: C12

*Discussion of carbon trading and how it works, opportunities for displacing kerosene lanterns and associated carbon reductions, the status of the carbon market worldwide and in key markets of Sub-Saharan Africa and the role of CDM and other carbon finance mechanisms. Key stakeholders provide their experiences in generating carbon revenues and accessing credit facilities.*

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**14:00-16:00pm: Business Edge—Improving Business Performance & Competitiveness**

Room: B12

Business Edge™ is a world-class training system, which provides practical solutions for Small & Medium Enterprises (SMEs). Backed by IFC and delivered by certified local trainers, Business Edge™ seeks to strengthen the management skills of SMEs and middle managers of larger firms, providing them access to practical training solutions.

**17:00-19:00pm: UN Foundation Energy Access Practitioner Meeting and Reception**

Room: B02

*The UN Foundation's Energy Access Practitioner Network is an integral part of the UN Secretary-General's Sustainable Energy for All initiative. The network's mission is to help catalyze action towards achieving universal access to modern energy services by 2030, through focusing on the contribution of mini-grid and decentralized energy services for households and communities. This discussion and reception is an open event for current and potential network members to learn more about the network, to plan regional activities in the coming year and for updates on the overall Sustainable Energy for All initiative.*

**----END OF CONFERENCE----**

## Appendix 2. Conference Registration List

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
1	ACRA	Matteo	Cantoro	Country Manager - Senegal	Senegal	matteocantoro@acra.it	Africa/India Registrants/inscrits africains/inde
2	ADEA	Yousseuf	Ndiaye	Responsable D'Agence	Senegal	yousseufndiaye@yahoo.fr	Africa/India Registrants/inscrits africains/inde
3	Afric Building Services Group	Gueye	Ndongo	Directeur Général			Africa/India Registrants/inscrits africains/inde
4	Africa Media Initiative	Aliou	Goloko	Programme Officer	Kenya	agoloko@africanmediainitiative.org	Africa/India Registrants/inscrits africains/inde
5	Africamic TV	Elmor	Diop	Manager Général		productionsafricamic@gmail.com	Registrants other/d'autres déclarants
6	African Export-Import Bank	Kofi	Adomakoh	Director, Project and Export Development Finance	Egypt	kadomakoh@afreximbank.com	Invited Speakers/conférenciers invités
7	Afrisek energy	Nfaly	Sylla			nsylla@afrisekgroup.com	Africa/India Registrants/inscrits africains/inde
8	Agence Nationale d'Electrification Rurale	Jean-Pierre	MPANDZOU	Attaché Chargé de l'énergie solaire et éolienne		mpjeanpi@yahoo.fr	Africa/India Registrants/inscrits africains/inde
9	Aissa Dione Tissus S.A.	Aissa	Dione	Press	Senegal	aissadione@orange.sn	Africa/India Registrants/inscrits africains/inde
10	Anji DASOL Solar Energy Science & Technology Co., Ltd.	Jintao	Zhang	Sales Director	China	jameszhang@dasol.cn	Exhibitors/exposants
11	Anji Dasol Solar Energy Science & Technology Co., Ltd.	Zhe	Wang	Sales Specialist	China	jasonwang@dasol.cn	Exhibitors/exposants
12	Antenna	Christophe	Hug	Energy Project Manager & Scientific Communications	Switzerland	chug@antenna.ch	Exhibitors/exposants
13	AOS	Aly	Fall			alyfall@gmail.com	Africa/India Registrants/inscrits africains/inde
14	Appropriate Rural Technology Institute	Dennis	Tessier	Director	Tanzania	dennis@arti-africa.org	Invited Speakers/conférenciers invités
15	ARC FINANCE	KEVIN	KENNEDY	Consultant East Africa	Uganda	KEVIN@ARCFINANCE.ORG	Africa/India Registrants/inscrits africains/inde
16	ASER	Alassane	Sane		Senegal	asane@aser.sn	LA Team
17	ASER	Antou	Samba	General Manager	Senegal	agsamba@aser.sn	Invited Speakers/conférenciers invités

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
18	ASER	Assane	Sene		Senegal	asene@aser.sn	Africa/India Registrants/inscrits africains/inde
19	ASER	Awa	Diarra		Senegal	adiarra@aser.sn	Africa/India Registrants/inscrits africains/inde
20	ASER	Daf	Oumar Baila		Senegal	obdaf@aser.sn	Africa/India Registrants/inscrits africains/inde
21	ASER	Lamine	Camara		Senegal	lcamara@aser.sn	Africa/India Registrants/inscrits africains/inde
22	ASER	Malick	Koita		Senegal	mkoita@aser.sn	Africa/India Registrants/inscrits africains/inde
23	ASER	Mme Khady	Ndiaye		Senegal	kndiaye@aser.sn	Africa/India Registrants/inscrits africains/inde
24	ASER	Mohamed	Sarr		Senegal	msarr@aser.sn	Africa/India Registrants/inscrits africains/inde
25	ASER	Niang	Badara		Senegal	nbadara@aser.sn	Africa/India Registrants/inscrits africains/inde
26	ASER	Ousmane Fall	Sarr	Director for Studies and Information System	Senegal	ofsarr@yahoo.com	Africa/India Registrants/inscrits africains/inde
27	ASER	Rokhaya	Diao		Senegal	rdiao@aser.sn	Africa/India Registrants/inscrits africains/inde
28	ASER	Samb	Idrissa		Senegal	sidriss@aser.sn	Africa/India Registrants/inscrits africains/inde
29	ASER	Seydou	Sagna		Senegal	ssagna@aser.sn	Africa/India Registrants/inscrits africains/inde
30	ASER	Seynabou	Gueye		Senegal	sgueye@aser.sn	Africa/India Registrants/inscrits africains/inde
31	ASER/CIER	El Hadji	Sylla		Senegal		Africa/India Registrants/inscrits africains/inde
32	ASER/DFER	Omar	Thiam		Senegal		Africa/India Registrants/inscrits africains/inde
33	ASER/DTR	Mouhamadou Bamba	Thiam	Minister Justice	Senegal		Africa/India Registrants/inscrits africains/inde
34	Association nationale Des Conseils Ruraux (ANCR)	Mouhamadou Abib	Niass	Secrtaire Permanent - Tresorier	Senegal	abibn@hotmail.com	Africa/India Registrants/inscrits africains/inde
35	ASSOCIATION SENEGALAISE	Ba	Aliou	Président Permanent	Senegal	aliouba45@yahoo.fr	Africa/India Registrants/inscrits africains/inde

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
	D'ENERGIE SOLAIRE (ASES)						
36	Azimet SRL, photovoltaïque Technologies	Issa	Kane			issakane@rocketmail.com	Africa/India Registrants/inscrits africains/inde
37	Azuri	Dr. Nigel	Preston	VP Product Management	United Kingdom	nigel.preston@azuri-technologies.com	Exhibitors from Sub-Saharan Africa
38	Azuri	Dr. Sebastian	Schoefer	Distribution Manager	United Kingdom	sebastian.schoefer@azuri-technologies.com	Exhibitors from Sub-Saharan Africa
39	Azuri	Dr. Simon	Bransfield-Garth	CEO	United Kingdom	sbg@azuri-technologies.com	Associate Exhibitor
40	Bamboo Finance	Christian	Schattenmann	CFO	Switzerland	christian@bamboofinance.com	Registrants other/d'autres déclarants
41	Bamboo Finance	Florian	Ulmer	Finance and Operations Manager	Switzerland	florian@bamboofinance.com	Registrants other/d'autres déclarants
42	Bamboo Finance	Keith	Allman	Senior Investment Manager	Switzerland	Keith.ALLMAN@bamboofinance.com	Invited Speakers/conférenciers invités
43	Bank of Africa Kenya Limited	Patrick	Mokaya	Regional Corporate Manager	Kenya	patrick.mokaya@boakenya.com	Invited Speakers/conférenciers invités
44	Barefoot Power	Andrew	Barson		Uganda	Andrewb@barefootpower.com	Africa/India Registrants/inscrits africains/inde
45	Barefoot Power	Anne Kayiwa	Kaggwa			annek@barefootpower.com	Africa/India Registrants/inscrits africains/inde
46	Barefoot Power	Biodun	Olaore			bioduno@barefootpower.com	Africa/India Registrants/inscrits africains/inde
47	Barefoot Power	Boldwijn	Sloet		Uganda	boldewijns@barefootpower.com	Associate Exhibitor
48	Barefoot Power	Eliza	Hogan			eliza@barefootpower.com	Africa/India Registrants/inscrits africains/inde
49	Barefoot Power	Kathryn	Pentecost	Sales Consultant	Kenya	kat@wrpartnership.com	Africa/India Registrants/inscrits africains/inde
50	Barefoot Power	Kwasi	Gyeabour			kwasi@barefootpower.com	Africa/India Registrants/inscrits africains/inde
51	Barefoot Power	Moses	Amone		Uganda	moussa@barefootpower.com	Africa/India Registrants/inscrits africains/inde
52	Barefoot Power Pty Limited	Becca	Schwartz	Business Development Manager, West and Central Africa	Australia	beccas@barefootpower.com	Africa/India Registrants/inscrits africains/inde

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
53	BBOXX	Jessica	Tomlin			jessica@wordville.net	Registrants other/d'autres déclarants
54	BBOXX	Laurent	Van Houcke	Partner & Director of Global Operations	United Kingdom	l.vanhoucke@bboxx.co.uk	Exhibitors/exposants
55	BBOXX	Mansoor	Hamayun	Partner & Director of New Markets	Uganda	m.hamayun@bboxx.co.uk	Africa/India Registrants/inscrits africains/inde
56	BBOXX	Rocio	Perez-Ochoa		United Kingdom	rocio@medlaradvisers.co.uk	Registrants other/d'autres déclarants
57	Beka	Daniel	Kasper	Mr	South Africa	kasperd@beka.co.za	Exhibitors from Sub-Saharan Africa
58	BERD -Bureau d'Électrification Rurale Décentralisée	Mamadou Saidou	Diallo	Responsable Technique, Ministry of Energy	Guinea	saidou.diallo@berd.org.gn	Invited Speakers/conférenciers invités
59	BESTNET A/S	Lars	Hansen	Regional Area Sales Manager SADC/CARN & Portuguese speaking countries	Denmark	LH@BESTNETEUROPE.COM	Registrants other/d'autres déclarants
60	Beutelreusch	Peter	Adelmann	Industry Expert	Germany	peter.adelmann@beutelreusch.de	Invited Speakers/conférenciers invités
61	BMA - International	Baba	Moulaye	Directeur Général	Mali	bma.inter@gmail.com	Africa/India Registrants/inscrits africains/inde
62	BNSTP Senegal (Bourse Nationale de Sous-traitance et de Partenariat du Senegal)	Mamadou	Sow	Head of Department Sous - Traitance	Senegal	bnstp@arc.sn	Africa/India Registrants/inscrits africains/inde
63	BRIGHT Products	Olivier	Butstraen		Norway	olivier@k8.no	Booth Pass Only
64	BRIGHT Products AS	Kristian	Bye	CEO	Norway	kristian.bye@bright-products.co	Exhibitors/exposants
65	Business World newspaper	Anne-Cecile	BRAS	Journalist		Anne-Cecile.BRAS@rfi.fr	Africa/India Registrants/inscrits africains/inde
66	Canopus Foundation	Peter W.	Heller	Dr.	Germany	pwheller@canopusfund.org	Registrants other/d'autres déclarants
67	Canopy	Fabrizio	Nastri	Chairman of the Board - Cameroon	Cameroon	fabrizio.nastri@canopy-energy.com	Africa/India Registrants/inscrits africains/inde
68	Canopy Cameroon	Thierry	Njomgang	Project Director - Cameroon	Cameroon	thierry.njomgang@canopy-energy.com	Africa/India Registrants/inscrits africains/inde
69	CDS-Eau et Energie	Mohamed Abdellahi	Lemrabottt			commercial@cds.mr	Africa/India Registrants/inscrits africains/inde
70	CECEP Oasis New Energy	Zhenpeng	Guo		China	guozhenpeng@cecsolar.com	Booth Pass Only

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
	Company						
71	CECEP OASIS NEW ENERGY COMPANY	HUANG	XINGHUA		China	18911299610@189.CN	Exhibitors/exposants
72	CERER (Study & Research Center for Renewable Energies)	Amadou	Tidiane	Ingénieur	Senegal	tidiane91@yahoo.fr	Africa/India Registrants/inscrits africains/inde
73	CERER (Study & Research Center for Renewable Energies)	Diop	Adama		Senegal		Africa/India Registrants/inscrits africains/inde
74	CERER (Study & Research Center for Renewable Energies)	El	Mar		Senegal		Africa/India Registrants/inscrits africains/inde
75	CERER (Study & Research Center for Renewable Energies)	Issaka	Youm	Director	Senegal	cerer@ucad.sn	Africa/India Registrants/inscrits africains/inde
76	CERER (Study & Research Center for Renewable Energies)	Omar	Kane		Senegal		Africa/India Registrants/inscrits africains/inde
77	CHEIKH ANTA DIOP (UCAD) / EPT / SIFRES	Pierre	Ndiaye	Services des relations extérieures	Senegal	pndiaye@ucad.sn	Africa/India Registrants/inscrits africains/inde
78	Cheikh Anta Diop University of Dakar	Elmar Dimpl-Von	Lossau	Expert In Renewable Energies	Senegal	elmar.dimpl@ecodev.de	Africa/India Registrants/inscrits africains/inde
79	CISSE ENTREPRISE	Ndeye Fatou Cisse	Barry		Senegal	nfcisseb@yahoo.fr	Africa/India Registrants/inscrits africains/inde
80	Clarion Events	Lauren	Norton	Customer services manager	United Kingdom	lauren.norton@clarionevents.com	Africa/India Registrants/inscrits africains/inde
81	CLASP/Global LEAP	Matt	Jordan	Program Manager	USA	mjordan@clasponline.org	Registrants other/d'autres déclarants
82	Columbia University, School of International and Public Affairs	Ellen	Morris	Director of Energy and Environment Concentration	USA	ellen@sustainable-solutions.com	Invited Speakers/conférenciers invités
83	Comasel	Bakary	Daffe	Directeur Administratif et Financier	Senegal	bakary.daffe@hotmail.com	Africa/India Registrants/inscrits africains/inde
84	COMNAC (Comite National Changement Climatique)	El Hadj Mbaye	Diagne	Président	Senegal	emdiagne@orange.sn	Africa/India Registrants/inscrits africains/inde

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
85	Compagnie De L'Eau De L'Energie Et De L'Environnement C3E SARL	Mouhamadou Lamine	Ndiaye	Directeur	Senegal	lamine.ndiaye@compagnie3e.com	Africa/India Registrants/inscrits africains/inde
86	ConCrea	Boubacar	Gueye	Area Manager Pour Le Senegal	Italy	boubacar.gueye@concrea.it	Registrants other/d'autres déclarants
87	ConCrea	Cheikh Oumar	Daffe	Area Manager Pour Le Senegal	Italy	cheikhoumar.daffe@concrea.it	Africa/India Registrants/inscrits africains/inde
88	Conseiller Planificateur Econome Energie	Papa	Ndiaye	Ministere de la Sante et de l'Action Sociale	Senegal		Africa/India Registrants/inscrits africains/inde
89	Consultant	Martin	Bellamy	Industry Expert	United Kingdom	martin.bellamy@gmail.com	Invited Speakers/conférenciers invités
90	Coopération Technique Belge	Laurence	Janssennes	Représentant / Opening	Senegal	ctbdak@orange.sn	Africa/India Registrants/inscrits africains/inde
91	CREEC	Steffen	Wassler		Uganda	swassler@creec.or.ug	Africa/India Registrants/inscrits africains/inde
92	d.light	Arlin	Tao	Director GlobalBrand Building	Kenya	arlin.tao@dlightdesign.com	
93	d.light	Michael	Muthigani	Regional Business Manager New Markets Africa	Kenya	dlight-africa@dlightdesign.com	
94	d.light Design	David	Small	Managing Director Africa	Kenya	david.small@dlightdesign.com	Associate Exhibitor
95	Dalberg	Gaurav	Gupta	Dalberg Partner and Asia Region Director	India	Gaurav.Gupta@dalberg.com	Invited Speakers/conférenciers invités
96	Dalberg	James	Mwangi	Global Managing Partner	South Africa	james.mwangi@dalberg.com	Africa/India Registrants/inscrits africains/inde
97	Dalberg	Michael	Tsan	Partner	USA	michael.tsan@dalberg.com	Registrants other/d'autres déclarants
98	DASSY Enterprise Ltd	Francois d'assise	NEZERWA	Managing Director	Rwanda	entreprise_dassise@yahoo.fr	Africa/India Registrants/inscrits africains/inde
99	De Egg	Donatien	Mourmant			donatien.mourmant@egg-energy.com	Africa/India Registrants/inscrits africains/inde
100	Development Bank of Ethiopia	Yemenzwork	Girefie Nardos		Ethiopia	yemenzk@yahoo.com	Invited Speakers/conférenciers invités
101	DG QILIFA FILMS	Djibrile Saliou	Ndiaye	Assistant Director	Senegal		Africa/India Registrants/inscrits africains/inde

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
102	DGHER - Direction Generale de l'Hydraulique et des Energies Rurales	Baudoin	Butoyi	Chief of Service	Burundi	butoyi2010@yahoo.fr	Invited Speakers/conférenciers invités
103	DOBLE TELESCOPIC LIGHTING	Martin	Doble	Chief Operating Officer	Australia	martin@dobletl.com	Reception Sponsor/commanditaire de la réception
104	DOBLE TELESCOPIC LIGHTING	Sam	Doble		Australia	sam@dobletl.com	
105	DOBLE TELESCOPIC LIGHTING	Simon	Doble	Founder/Director of Product Development	Australia	simon@dobletl.com	Gold Contributors/Contributeur or
106	DOBLE TELESCOPIC LIGHTING	Steve	Huff	Managing Director/CEO	Australia	steve@dobletl.com	
107	Dura Energy-y	Daouda	Gueye				Africa/India Registrants/inscrits africains/inde
108	EarthMatters LLC	Don	Feil	CEO	USA	donfeil@earthmattersllc.com	Registrants other/d'autres déclarants
109	EBV	Gregg	Patterson		South Africa	gregg.patterson@ebv.com	Africa/India Registrants/inscrits africains/inde
110	Effectron Luminex Ltd	Anupam	Darbari	Manager - International Trade	India	anupam.darbari@effectron.co.in	Africa/India Registrants/inscrits africains/inde
111	Effectron Luminex Ltd	Ashish	Sharma		India	ashish.sharma@effectron.co.in	Booth Pass Only
112	Effectron Luminex Ltd	Shweta	Srivastava		India	shweta.dalbari@effectron.co.in	Booth Pass Only
113	Effectron Luminex Ltd.	Gopal	Darbari	Managing Director	India	gopal.darbari@effectron.co.in	Exhibitors/exposants
114	ENCO - Isophoton Group	Abdou	Sy			enco@enco-services.com	Africa/India Registrants/inscrits africains/inde
115	ENDA	Daouda	Diouf	Directeur de l'Energie	Senegal	enda.energy@orange.sn	Africa/India Registrants/inscrits africains/inde
116	ENDA	Secou	Sarr	Program Coordinator, Energy, Environment & Development	Senegal	enda.energy@orange.sn	Africa/India Registrants/inscrits africains/inde
117	ENDA	Touria	Dafrallah	Ingenieur Coordinatrice de Recherche-Action	Senegal	dafrallah@hotmail.com	Africa/India Registrants/inscrits africains/inde
118	EnDev/GIZ	Gunnar	Wegner		Germany	gunnar.wegner@giz.de	Invited Speakers/conférenciers invités
119	Energy For Opportunity	Chernor Marju	Jalloh	Programme Manager		marjujalloh@gmail.com	Africa/India Registrants/inscrits africains/inde
120	Energy For Opportunity	Simon	Willans	Executive Director	Sierra Leone	simon@energyforopportunity.org	Africa/India Registrants/inscrits africains/inde

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
121	Energy One	Clive	Hardwick	Director	South Africa	clivehardwick@me.com	Exhibitors from Sub-Saharan Africa
122	Energy One	Grant	Mashile	Consultant	South Africa	grant@energy-one.co.za	Africa/India Registrants/inscrits africains/inde
123	Energy Sector Management Assistance Program	Venkata Ramana	Putti	Program Leader, Energy Access	USA	pramana@worldbank.org	Invited Speakers/conférenciers invités
124	Energy, Water and Sanitation Authority (EWSA)	Edward	Kasumba	Coordinator, Electricity Energy Access Rollo-out Program (EARP)	Rwanda	kasumba1@yahoo.com	Invited Speakers/conférenciers invités
125	EnergyNet	Alice	Ake Loba	Operational Conference Manager	United Kingdom	Alice.AkeLoba@clarionevents.com	LA Team
126	EnergyNet	Belle	Wilkinson	Operations Executive	United Kingdom	Belle.Wilkinson@clarionevents.com	LA Team
127	EnergyNet	Damon	Thompson	Commercial Director	United Kingdom	damon.thompson@energynet.co.uk	LA Team
128	EnergyNet	Drew	Perry	Videographer	United Kingdom	me@drewperry.co.uk	LA Team
129	EnergyNet	Elizabeth	Owens	Head of Marketing	United Kingdom	elizabeth.owens@energynet.co.uk	LA Team
130	EnergyNet	Sergio	Azanha	Conference Account Controller	United Kingdom	Sergio.Azanha@clarionevents.com	LA Team
131	EnergyNet	Simon	Gosling	Director	United Kingdom	simon.gosling@energynet.co.uk	LA Team
132	EnergyNet	Verena	Lester	Global Operations Director	United Kingdom	Verena.Lester@clarionevents.com	LA Team
133	ENMA	Ahmed	Abdi-Tfeil	Director General		cl_abdi_a@yahoo.fr	Africa/India Registrants/inscrits africains/inde
134	ENMA	Mohamed-Yaghine	Heidara	Program Officer		mohamedyakhine@yahoo.fr	Africa/India Registrants/inscrits africains/inde
135	Ensol Tanzania Limited	Prosper	Magali	Director of Projects and Business Development	Tanzania	p.magali@ensol.co.tz	Africa/India Registrants/inscrits africains/inde
136	Equip Plus	Serigne Mbaye	Niang	Directeur	Senegal	equiplus@sentoo.sn	Africa/India Registrants/inscrits africains/inde
137	Erik Page and Associates	Erik	Page	President	USA	erik@erikpage.com	LA Team
138	Exp	Lillian	Achieng	Social Marketing	Kenya	lillian.achieng@expagency.co.ke	Invited Speakers/conférenciers invités

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
				Specialist, Exp			
139	FINCA International	Sonali	Rohatgi	Senior Manager, New Business Initiatives	USA	sonali.rohatgi@finca.org	Registrants other/d'autres déclarants
140	FOPEN Solaire	Yvonne	Faye			yvy32@hotmail.com	Africa/India Registrants/inscrits africains/inde
141	Fosera	Catherine	Adelmann	General Manager	Germany	catherine.adelmann@fosera.com	Exhibitors/exposants
142	fosera manufacturing PLC	Thomas	Koepke	General Manager	Ethiopia	thomas.koepke@fosera.com	Africa/India Registrants/inscrits africains/inde
143	Fraunhofer ISE	Georg	Bopp	Senior Scientist	Germany	georg_bopp@ise.fraunhofer.de	Registrants other/d'autres déclarants
144	Fraunhofer ISE	Norbert	Pfanner		Germany	norbert.pfanner@ise.fraunhofer.de	Registrants other/d'autres déclarants
145	FUNAE - Energy Fund	Mario	Batsana	Chefe da Divisao de Mini Hidricas, Biomassa e Grupos Geradores	Mozambique	mariobatsana@funae.co.mz	Africa/India Registrants/inscrits africains/inde
146	FUNAE - Energy Fund	Miguel Chiutano	Diogo	Chefe da Divisao de Sistemas Solares e Eolicos	Mozambique	migueldiogo@funae.co.mz	Africa/India Registrants/inscrits africains/inde
147	FUNAE - Energy Fund	Mussa Abdul	Mane	Engineer	Mozambique	mussamane@funae.co.mz	Africa/India Registrants/inscrits africains/inde
148	GIZ Cameroon - Pro PSFE	Billy	YARRO	Project Officer	Cameroon	billy.yarro@giz.de	Africa/India Registrants/inscrits africains/inde
149	GIZ Energy Coordination Office Ethiopia	Gerd-Henning	Vogel	Director	Ethiopia	henning.vogel@giz.de	Africa/India Registrants/inscrits africains/inde
150	Glenergy Inc.	Ellen	Torvi	International Business Development	Canada	ellen@glenergy.ca	Registrants other/d'autres déclarants
151	Glenergy Inc.	Glen	MacGillivray	President	Canada	glen@glenergy.ca	
152	Global Alliance for Clean Cookstoves	Davis	Broach	Senior Director, Market Development	USA	dbroach@cleancookstoves.org	Registrants other/d'autres déclarants
153	Global Off-Grid Lighting Association (GOGLA)	Harald	Schutzzeichel	President			
154	Global Off-Grid Lighting Association (GOGLA)	Wolfgang	Gregor	Secretary General	Germany	W.U.Gregor@t-online.de	Associate Exhibitor
155	Global Telelinks	MOODNAHALI SOMASHEKAR A KRISHN	Murthy	Senior Engineer	India		

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
156	Global Telelinks	SOMISETTY VENKATA	Swathi	Manager	India	swathi.prakruthi@gmail.com	
157	Global Telelinks	Venkateswara Rao	challapalli	CEO	India	cvraosd@gmail.com	Associate Exhibitor
158	Global Village Cameroon (GVC)	Dieudonné	THANG	Secrétaire Exécutif	Cameroon	thangda@yahoo.fr	Africa/India Registrants/inscrits africains/inde
159	Go Solar	Keven	Jensen	CEO/President	USA	keven.jensen@q.com	Exhibitors/exposants
160	Go Solar	Scott	Cramer	COO	USA	smcramer@gmail.com	Registrants other/d'autres déclarants
161	GOLDENWELL	Martine	NIKIEMA	Manager in Burkina Faso	Burkina Faso	martinique2006@yahoo.fr	Exhibitors from Sub-Saharan Africa
162	Green Energy Africa	Ely	Faye	Marketing/Communication	Senegal	elyfaye@hotmail.com	Africa/India Registrants/inscrits africains/inde
163	Greenlight Planet	Anish	Thakkar	CEO	India	Anish@greenlightplanet.com	Exhibitors from Sub-Saharan Africa
164	Greenlight Planet	Gbolahan	Mosaku-Johnson			gbolahan@greenlightplanet.com	Exhibitors from Sub-Saharan Africa
165	Greenlight Planet	Radhika	Thakkar	VP Global Business Development	Kenya	radhika@greenlightplanet.com	Associate Exhibitor
166	Greenlight Planet	Thomas	Walsh	Chief Technology Officer		tpwalsh@greenlightplanet.com	
167	Greenlight Planet	Wanji	Nh'ang'a		Kenya	wanji@greenlightplanet.com	Exhibitors from Sub-Saharan Africa
168	Group Clarteen	Ibrahima	Dieng				Africa/India Registrants/inscrits africains/inde
169	Groupe Clarteen	Diaw	Faton				Africa/India Registrants/inscrits africains/inde
170	Groupe ENCO	Farzam	Mohseni	Directeur	Senegal		Africa/India Registrants/inscrits africains/inde
171	Groupe Saboughima	Malang	Faty			saboughima@yahoo.fi	Africa/India Registrants/inscrits africains/inde
172	GSMA	Mary	Roach	Business Development Manager	United Kingdom	Mroach@gsm.org	Invited Speakers/conférenciers invités
173	GSMA	Michael	Nique	Strategy Analyst	Kenya	mnique@gsm.org	Africa/India Registrants/inscrits africains/inde
174	GTZ (Deutsche Gesellschaft für Technische Zusammenarbeit)	Carsten	Hellpap	Program Director Energising Development	Germany	carsten.hellpap@gtz.de	Registrants other/d'autres déclarants

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
175	GTZ / PERACOD (Programme pour la promotion des énergies renouvelables, de l'électrification rural	Mansour	Dahouenon	Technical Advisor, Rural Electrification	Germany	mansour.dahouenon@giz.de	Africa/India Registrants/inscrits africains/inde
176	GVEP International	David	Disch	Sustainable Markets Adviser	Kenya	david.disch@gvepinternational.org	Africa/India Registrants/inscrits africains/inde
177	GVEP International	James	Wakaba			james.wakaba@gvepinternational.org	Registrants other/d'autres déclarants
178	GVEP International	Jasmien	Bronckaers	SME development specialist	Senegal	jasmien.bronckaers@gvepinternational.org	Africa/India Registrants/inscrits africains/inde
179	Headstart Consulting Limited	Fanen	Acho	Principal Consultant	Nigeria	contact@madeinheadstart.com	Africa/India Registrants/inscrits africains/inde
180	HERA GIZ	Bozhil	Kondev	Energy Advisor	Germany	bozhil.kondev@giz.de	Invited Speakers/conférenciers invités
181	Human Rights Research & Development Center	Ikechukwu Celestine	Onyia	Director Research & Development	Nigeria	Zekolointlink@hotmail.com	Invited Speakers/conférenciers invités
182	IBG	Adama	Cisse	Commercial Director	Senegal	ibgsenegal1@gmail.com	Africa/India Registrants/inscrits africains/inde
183	IFC	Alexios	Pantelias	Clean Energy Global Product Lead - SBA	Turkey	apantelias@ifc.org	LA Team
184	IFC	Ange Claver	Kouassi			akouassi@ifc.org	LA Team
185	IFC	Arthur Itotia	Nyagi	Lighting Africa Program Manager	Kenya	anjagi@ifc.org	Invited Speakers/conférenciers invités, LA Team
186	IFC	Benedicte	Walter	Communications Consultant, Lighting Africa	Kenya	BWalter@ifc.org	LA Team
187	IFC	Carolina	Dominguez	Infrastructure Economist	Kenya	CDominguez1@ifc.org	Africa/India Registrants/inscrits africains/inde
188	IFC	Gabriel	Kivuti	Consultant, Access to Finance, Lighting Africa	Kenya	Gkivuti@ifc.org	LA Team
189	IFC	Jerome	Cretegnny	Sr. Country Officer, Senegal, Cape Verde, Gambia, Guinea Bissau, Mali, Mauritania	Senegal	jcretegnny@ifc.org	Invited Speakers/conférenciers invités
190	IFC	Leo	Blyth	Energy Specialist, Lighting	Senegal	leoblyth@gmail.com	LA Team

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
				Africa			
191	IFC	Lucie	Blythe	Senior Communications Officer	Senegal	LBlyth@ifc.org	LA Team
192	IFC	Muhammad Taif	UI Islam	Operations Analyst, SEDF	India	MIslam5@ifc.org	LA Team
193	IFC	Patrick	Avato	Climate Business, Europe and central Asia	USA	pavato@ifc.org	Invited Speakers/conférenciers invités
194	IFC	Pep	Bardouille	Global Product Specialist, Clean Energy	USA	pbardouille@ifc.org	Invited Speakers/conférenciers invités
195	IFC	Prosper	Wilfried GANDONOU			cecidec2@yahoo.fr	Registrants other/d'autres déclarants
196	IFC	Rodd	Eddy	Consultant, Lighting Africa	New Zealand	rodd.eddy@yahoo.com	Invited Speakers/conférenciers invites, LA Team
197	IFC	Rodrigue	Djahlin			rdjahlin@ifc.org	LA Team
198	IFC	Russell	Sturm	Sustainable Energy Team Leader	USA	rsturm@ifc.org	Invited Speakers/conférenciers invités
199	Immeuble Total Senegal	Boubacar	Sow	Directeur de Filiale	Senegal	b.sow@tenesol.com	Africa/India Registrants/inscrits africains/inde
200	IMQ SpA	Giuseppe	Sonzogni	EVP International Development	Italy	giuseppe.sonzogni@imq.it	Registrants other/d'autres déclarants
201	Independent Consultant	Faruk	Karim		Canada	farukkarim1@gmail.com	Registrants other/d'autres déclarants
202	India Impex	Divyesh	Thakkar	UK Officer/Partner	United Kingdom		Exhibitors/exposants
203	India Impex	Sagar	Mehta	VP, SALES AND MARKETING	India	sagar@sunlite-solar.com	Exhibitors/exposants
204	IS - Ingénieurs Conseil	Ibrahima	Sanokho		Senegal	ibsanokho@orange.sn	Africa/India Registrants/inscrits africains/inde
205	ISI Energy	Luca	Arcoini	Business Development Manager	Italy	luca.arcoini@isienergy.com	Registrants other/d'autres déclarants
206	Jamesses Ventures	James	Nyarko	Director	Ghana	adiabasteph@yahoo.com	Africa/India Registrants/inscrits africains/inde
207	K8 Industridesign	Marius	Andresen	Managing Director	Norway	marius@k8.no	Exhibitors/exposants
208	KANE CONSULTING	Amadou D.	Kane			amadoukane47@yahoo.fr	Africa/India Registrants/inscrits africains/inde

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
209	KAYOR (Kayor énergie rurale)	Assane	Dieng			dieng.assane@gmail.com	Africa/India Registrants/inscrits africains/inde
210	KogyBox	Oumar	Samake	Technico Commercial		oumar@kogybox.com	Africa/India Registrants/inscrits africains/inde
211	Lawrence Berkeley National Laboratory	Evan	Mills	Staff Scientist	USA	emills@lbl.gov	Invited Speakers/conférenciers invités
212	Le Soleil	Diejan	San			gouteno5@yahoo.fr	Africa/India Registrants/inscrits africains/inde
213	Le Soleil	NDeye Seymi	Samb	Reporter Photographer Quotidian			Africa/India Registrants/inscrits africains/inde
214	Les Cableries du Senegal	Paul	Sarr	Technico-Commercial	Senegal	psarr@lcs.sn	Africa/India Registrants/inscrits africains/inde
215	Light Foundation	Kelly	Kayne	general manager	USA	kaynekelly@gmail.com	Registrants other/d'autres déclarants
216	Lighting Management Consultants	Bryan	King	Director	New Zealand	bryanking@lightingmanagementconsultants.com	Invited Speakers/conférenciers invités
217	LittleSun GmbH	Felix	Hallwachs	Director	Germany	business@littlesun.com	Exhibitors/exposants
218	LittleSun GmbH	Frederik	Ottesen	Director & co-founder	Germany	business@littlesun.com	Registrants other/d'autres déclarants
219	L'Office	Abdou	Mbodj	Journaliste (Press)			LA Team
220	MATFORCE (compagnie sahélienne d'industries)	Amadou	Ba		Senegal	matforce@matforce.com	Africa/India Registrants/inscrits africains/inde
221	MATFORCE (compagnie sahélienne d'industries)	Mamadou	Sow	Directeur Général	Senegal	matforce@matforce.com	Africa/India Registrants/inscrits africains/inde
222	MHH Solartechnik GmbH	Jona	Banzhaf		Germany	banzhaf@mhh-solartechnik.de	Registrants other/d'autres déclarants
223	Micart (Micromark)	Michael	Moses	Managing Director	United Kingdom	michael.moses@micart.co.uk	Africa/India Registrants/inscrits africains/inde
224	Millenium Promise	Francisco S.	Rodriguez-Sanchez MSc PhD	Regional Sustainable Energy Specialist	Senegal	sebastian.rodriguez@mdgwca.org	Africa/India Registrants/inscrits africains/inde
225	Ministere des Ressources Hydrauliques et Electricite	Jean Baptiste	Mathe Mbayirindi	Expert Electricite a la Cellule d'Appui Technique		mathebaptiste@gmail.com	Invited Speakers/conférenciers invités
226	Ministere des Ressources Hydrauliques et Electricite	Jerome Iziba	Mabiala	Chef de Division Energie Domestique	Swaziland	izibam@yahoo.fr	Invited Speakers/conférenciers invités
227	Ministry of Energy	Edrissa	Ken-Joof	Assistant Secretary	Gambia	ediejoof@gmail.com	Invited Speakers/conférenciers invités

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
228	Ministry of Energy and Mines	Assane	Diouf	Permanent Secretary for Energy	Senegal	adiouf@senelec.sn	Africa/India Registrants/inscrits africains/inde
229	Ministry of Energy and Mines, Senegal	Hon. Aly Ngouille	Ndiaye	Ministre de l'Energie et des Mines	Senegal	alyngouille@orange.sn	Africa/India Registrants/inscrits africains/inde
230	Ministry of Energy Direction des Energies Renouvelables (Office for Renewable Energy)	Lamine	Diop	Director Renewable Energy	Senegal	lapadio@hotmail.com	Africa/India Registrants/inscrits africains/inde
231	Ministry of Foreign Affairs of the Netherlands	Koen	Peters MSc MBA	Senior Policy Advisor	Netherlands	koen.peters@minbuza.nl	Registrants other/d'autres déclarants
232	MINTECH INTERNATIONAL	E. MALICK	FALL	MANAGING DIRECTOR	Senegal	mintech@orange.sn	Africa/India Registrants/inscrits africains/inde
233	Mlinda Foundation	Kadathur Arjunan	Vijay Bhaskar	Country Director - India	India	vbhaskar@mlinda.org	Africa/India Registrants/inscrits africains/inde
234	Mlinda Foundation	Sudeshna	Mukherjee	Deputy Country Director - India	India	sudeshnamukherjee@mlinda.org	Africa/India Registrants/inscrits africains/inde
235	Mouna Group Technology	Souleymane	Ndiaye	Consultant Energy	Guinea	directioncommerciale@mounagroup.com	Africa/India Registrants/inscrits africains/inde
236	Ngali Institute	Emmanuel	Munyangabe	Director, Energy	Rwanda	munyangabe11@gmail.com	Africa/India Registrants/inscrits africains/inde
237	Nice Gambia	Omar	Njie	Programs Manager	Gambia	omar.njie@gm.nice-international.com	Africa/India Registrants/inscrits africains/inde
238	Nice Gambia	Sander	Groeneveld	Manager	Gambia	sander.groeneveld@gm.nice-international.com	Africa/India Registrants/inscrits africains/inde
239	Nokero International	Evan	Husney	Head of Business Development	USA	evan@nokero.com	Associate Exhibitor
240	Nord-Energy TSA/MIMBAR	Assane	Diagne			adiagne1@hotmail.com	Africa/India Registrants/inscrits africains/inde
241	Noreyni Cofe Touba	Ousmane	Sylla			syllaousmane1@gmail.com	Africa/India Registrants/inscrits africains/inde
242	NS RESIF	Mamadou	Kane			resif2@yahoo.fr	Africa/India Registrants/inscrits africains/inde
243	One Degree Solar	Gaurav	Manchanda	Founder	USA	gaurav@onedegreesolar.com	Exhibitors/exposants
244	One Degree Solar	George	Michieka	Senior Sales Manager	Kenya	george@onedegreesolar.com	Africa/India Registrants/inscrits

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
							africains/inde
245	Opérateur GDT GSERM / Zone vélingara	Diakité Abdel	Khassim	Directeur Général		serma@orange.sn	Africa/India Registrants/inscrits africains/inde
246	Orb Energy	Andrea	Griffin	Head of International Business Development	India	andreagriffin@gmail.com	Exhibitors/exposants
247	OSRAM GmbH	Christina	Schmoe	Vice President	Germany	c.schmoe@osram.com	Registrants other/d'autres déclarants
248	Osram Opto Semiconductors	Ryan	Hunt	Country Manager	South Africa	r.hunt@osram.com	Associate Exhibitor
249	Ostium Capital Partners	Sonia	Alexandrenne	Founder	United Kingdom	soniaa@ostiumcapital.com	Registrants other/d'autres déclarants
250	O-SUN SYSTEM LIMITED	xavier	Baudoux	CEO	Hong Kong	xavier.b@o-sun.net	Exhibitors/exposants
251	Partenaire de Sud Solar System	Benkhachouh	Azzedine				Africa/India Registrants/inscrits africains/inde
252	Peak View Global Trust	John	Tadayeski	Managing Director	Cyprus	john@peakviewglobaltrust.org	Registrants other/d'autres déclarants
253	People Development	Yann	Hazoume	Directeur	Senegal	info@peopledev.net	Africa/India Registrants/inscrits africains/inde
254	Phaesun France SAS	Cédric	DUPUY	Business Development	France	admin@phaesun.fr	Registrants other/d'autres déclarants
255	Pharos Off-Grid Technologies	Roshan	Sajnani	Managing Director	Philippines	roshan@pharosoffgrid.com	Associate Exhibitor
256	Philips	Mark	Koener				Registrants other/d'autres déclarants
257	Philips Africa	Mark	Bennett	Director, Strategy and Business Development	South Africa	mark.bennett@philips.com	Africa/India Registrants/inscrits africains/inde
258	Phocos AG	Andreas	Kettenacker	Business Development Manager	Germany	andreas.kettenacker@phocos.com	Registrants other/d'autres déclarants
259	Poly Solar Technologies	Lee	Yang		China	leeyang@polysolar.cn	Booth Pass Only
260	POLY SOLAR TECHNOLOGIES (BEIJING) CO., LTD	WEI	SU	Marketing Manager	China	suwei_aaaa2004@yahoo.com	Exhibitors/exposants
261	Population Services International	Alison	Malmqvist	Founder	Senegal	amalmqvist@ctcpro.com	Invited Speakers/conférenciers invités
262	Practical Action Consulting	Drew	Corbyn	Energy Consultant	United Kingdom	Drew.corbyn@practicalaction.org.uk	Africa/India Registrants/inscrits africains/inde
263	Proact International	Katsuhiko	Otaki	Managing Director	Japan	kazotaki@wave.plala.or.jp	Registrants other/d'autres déclarants
264	Programme National de	Anne	Correa				Africa/India Registrants/inscrits

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
	Biogaz						africains/inde
265	PROSOLIA SENEGAL	Jose Luis	RIVERO	CEO	Senegal	jose Luis@prosolia.es	Africa/India Registrants/inscrits africains/inde
266	Prosonergy UG	Gungor	Kara		Germany	g.kara@prosonergy.de	Registrants other/d'autres déclarants
267	PROXICOM sarl (ELEKTRA/BYD)	Jun	Lu		Mali	lu.jun@byd.com	Registrants other/d'autres déclarants
268	PROXICOM sarl (ELEKTRA/BYD)	Mademba	Gueye			mademba.gueye@byd.com	Exhibitors/exposants
269	PROXICOM sarl (ELEKTRA/BYD)	Samba	Bathily		Mali	mademba2010@gmail.com	Africa/India Registrants/inscrits africains/inde
270	PSI	Alison	Malmqvist	Chief of Party	USA	amalmqvist@psi.org	Africa/India Registrants/inscrits africains/inde
271	Public Interest Intellectual Property Advisors (PIIPA)	R. Mark	Davis	President & CEO	USA	rmdavis@piipa.org	Invited Speakers/conférenciers invités
272	Publications (Press)	Nathalie Desanti	Toukara	Director of Development	France	n.desanti@africasia.com	Registrants other/d'autres déclarants
273	Rahimafrooz Accumulator Ltd.	Navid	Hossain	Head of International Sales	Bangladesh	navid.hossain@rahimafrooz.com	Exhibitors/exposants
274	Rahimafrooz Accumulators Limited	MUNAWAR MISBAH	MOIN	Group Director	Bangladesh	munawar@rahimafrooz.com	Registrants other/d'autres déclarants
275	RayVio	Robert	Walker	President	USA	RWalker@RayVio.Com	Registrants other/d'autres déclarants
276	Renewable Energy and Energy Efficiency Partnership	Eva	Oberender	Program Director	Austria		Invited Speakers/conférenciers invités
277	Renewable Energy Fund, Ethiopia	Alemu Muleta	Jiru	Coordinator	Ethiopia	muleta_alemu@yahoo.com	Invited Speakers/conférenciers invités
278	Rensselaer Polytechnic Institute	Russell	Leslie	Associate Director Lighting Research Center	USA	leslir@rpi.edu	Invited Speakers/conférenciers invités
279	RESIF	Abdou Sadhik	Sarr			resif@yahoo.fr	Africa/India Registrants/inscrits africains/inde
280	Rosa Luxemburg	Kolo	Diallo	Administrative Assistant	Senegal	k.diallo@rosalux.sn	Africa/India Registrants/inscrits africains/inde
281	Rural & Renewable Energy Agency	Augustus	Goanue	Executive Director	Liberia	gusgoanue@yahoo.com	Invited Speakers/conférenciers invités

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
282	Rural Energy Agency	Grace	Mathew	Capacity Building Manager	Tanzania	gmathew@rea.go.tz	Invited Speakers/conférenciers invités
283	Rural Energy Agency	Vestina	Rwelengera	Monitoring and Evaluation Officer	Tanzania	vrwelengera@rea.go.tz	Invited Speakers/conférenciers invités
284	SAFICO	Thomas	Adamson	CEO	Haiti	micama45@yahoo.com	Registrants other/d'autres déclarants
285	Saphir Technics International	Mane Papa	Boubou	General Director	Senegal		Africa/India Registrants/inscrits africains/inde
286	SATECH SARL	Moustapha	NDIAYE	GENERAL MANAGER	Senegal	satech@satechsen.com	Africa/India Registrants/inscrits africains/inde
287	SAUDEQUIP (Société Auxiliaire d'Equipements)	Dioura				diouara@saudequip.com	Africa/India Registrants/inscrits africains/inde
288	Schatz Energy Research Center, Humboldt State University	Arne	Jacobson	Director	USA	Arne.Jacobson@humboldt.edu	Invited Speakers/conférenciers invités, LA Team
289	Schatz Energy Research Center, Humboldt State University	Patricia	Lai	Researcher	USA	patricia.lai@humboldt.edu	LA Team
290	Schatz Research Center, Humboldt State University	Kristen	Radecsky	Researcher, Lighting Africa Team	USA	kristen.radecsky@humboldt.edu	LA Team
291	Schneider Electric	Christophe	Poline	Sustainable Investments Director	France	christophe.poline@schneider-electric.com	Registrants other/d'autres déclarants
292	Schneider Electric	Joel	Lelostec	Director Business Development Access to Energy		joel.lelostec@schneider-electric.com	Invited Speakers/conférenciers invités
293	Schneider Electric	Mohamed	Saad	President Africa and Caribbean		mohamed_saad@schneider-electric.com	Invited Speakers/conférenciers invités
294	Schneider Electric	Ninon	Tollard	Manager Access to Energy Program	France	ninon.tollard@free.fr	Registrants other/d'autres déclarants
295	Schneider Electric	Pascal	Anato	Senegal Manager		pascal.anato@schneider-electric.com	Africa/India Registrants/inscrits africains/inde
296	Schulich Business School	Ioid	DANGA	MBA Student	Canada	dangalm@yahoo.com	Africa/India Registrants/inscrits africains/inde
297	SEM Fund	Djibril	Cisse			djibrilrama@yahoo.fr	Africa/India Registrants/inscrits africains/inde
298	SERCOM	Ibrahima	Ndiaye	Directeur General	Senegal	indiaye@sercom.sn	Africa/India Registrants/inscrits

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
				Manager			africains/inde
299	Seris	Peter	Adelmann	Industry Expert	Singapore	peter.adelmann@nus.edu.sg	Invited Speakers/conférenciers invités
300	SeTAR Centre, University of Johannesburg	James	Robinson	Energy Access Programme Manager	South Africa	jrobinson@uj.ac.za	Africa/India Registrants/inscrits africains/inde
301	SHANGHAI ROY SOLAR CO., LTD.	xiaohui	liu	General Manager	China	roysolarliu@yahoo.com.cn	Associate Exhibitor
302	Shell Foundation	Simon	Desjardines	Programme Manager - Access to Energy	United Kingdom	Simon.Desjardins@shell.com	Invited Speakers/conférenciers invités
303	Shenzen Cowin Company Limited	Wu Fu	Hui	Senior Engineer	China	senegal@co-win.cn	Exhibitors/exposants
304	SHENZHEN COWIN SOLAR COMPANY LIMITED	Hui Hong	Lin	MANAGER	China	ychuangli@yahoo.com.cn	Exhibitors/exposants
305	SIFI	Cheikh Sadibou	DIOP	Président Directeur General	Senegal	sifi@sifi.sn	Africa/India Registrants/inscrits africains/inde
306	SINOWARE	Haitao	Huang	Sinoware Technology Co., Limited	China	tommyhuang@sinoware.com.cn	Exhibitors/exposants
307	Sirmel	Paul	Francois SARR	Tehnico-Commercial	Senegal	psarr@sirmel.sn	Africa/India Registrants/inscrits africains/inde
308	SLOVOLTAS	Ibrahima	Diakhate			solvoltas@gmail.com	Africa/India Registrants/inscrits africains/inde
309	Small and Micro Enterprise Program (SMEP) Deposit Taking Microfinance (DTM), Ltd	Simon	Gathecah	Head of Operations	Kenya	sgathecah@smep.co.ke	Africa/India Registrants/inscrits africains/inde
310	SMT - 2D Consultants Associes	Antoine	Faye	Senior Consultant		fajan1161@yahoo.com	Africa/India Registrants/inscrits africains/inde
311	SNV	Kelley	Bishop	Renewable Energy Advisor	Niger	KBISHOP@snnworld.org	Africa/India Registrants/inscrits africains/inde
312	SNV - Netherlands Development Organisation	Amoussoun Marcel	TONI	Renewable Energy Advisor, Projet Manager	Benin	MTONI@snnworld.org	Africa/India Registrants/inscrits africains/inde
313	SNV Netherlands Development Organization	Jechoniah	Kitala	Senior Advisor, Renewable Energy	Kenya	jkitala@snnworld.org	Invited Speakers/conférenciers invités
314	SOLAR CITY	Roselynd	LAUBHOUET	Managing Director	Senegal	roselyndg@yahoo.com	Africa/India Registrants/inscrits africains/inde

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
315	Solar Sister	Neha	Misra	Chief Collaboration Officer	Uganda	neha.misra@gmail.com	Africa/India Registrants/inscrits africains/inde
316	Solar-Aid	Charles	Miller	Investment & Partnerships Manager	Kenya	charlie.miller@solar-aid.org	Africa/India Registrants/inscrits africains/inde
317	Solar-Aid	Steve	Andrews	CEO	Kenya	steve.andrews@solar-aid.org	Africa/India Registrants/inscrits africains/inde
318	SolarAid/ SunnyMoney	John	Keane	Head of Programmes	Kenya	john@sunnymoney.org	Exhibitors from Sub-Saharan Africa
319	Solar-Ka	Diouga	Ka	Director	Senegal	diouga@solar-ka.com	Africa/India Registrants/inscrits africains/inde
320	SOLTYS - SAHEL ENERGIE	Alexandre	Chavanne			a.chavanne@soltys.fr	Africa/India Registrants/inscrits africains/inde
321	Solux e.V.	Franz	Kies	Consultant	Germany	Kies@Solux.org	Associate Exhibitor
322	SOLUX Service GmbH	Hans	Mutzbauer	Managing Director	Germany	mutzbauer@solux-service.com	Associate Exhibitor
323	Soluz	Richard	Hansen	President and CEO	USA	richard@soluzusa.com	Africa/India Registrants/inscrits africains/inde
324	SONI Niger/Bestnet	Abdel Kader	Agne		Niger		Africa/India Registrants/inscrits africains/inde
325	Sonopro Power & Light, Inc.	John	Steininger	CEO & Founder	USA	jms@frii.com	Registrants other/d'autres déclarants
326	SOSAI Renewable Energies Company	Habiba	Ali	Managing Director	Nigeria	habiba@sosairen.org	Africa/India Registrants/inscrits africains/inde
327	STEG IS-COSELEC-LCS group	Mor	Kasse	Direction Generale			Africa/India Registrants/inscrits africains/inde
328	Sud Solar System	Alpha M	Barry	Directeur	Senegal	southsystem@yahoo.fr	Africa/India Registrants/inscrits africains/inde
329	Suka Wind and Solar Limited	Abdul-Wahab	Raaj	Ghana	Ghana	abdul@suka.com.gh	Associate Exhibitor
330	Sunbrothers	Kevin	Gauna	Industry Expert	USA	kwgauna@yahoo.com	Invited Speakers/conférenciers invités
331	SunnyMoney Kenya	Eduardo	Appleyard	SunnyMoney Brains	Kenya	eduardo.appleyard@sunnymoney.org	Africa/India Registrants/inscrits africains/inde
332	Systèmes PV	Charly	Nakache			contact@systemespv.com	Africa/India Registrants/inscrits africains/inde
333	TATA	Adama Cissé	Niang		Senegal	cadama@tata-senegal.com	Africa/India Registrants/inscrits africains/inde
334	Tellurex Corporation	Norman	Golm	Business Development Consultant		ngolm@torchlake.com	Booth Pass Only
335	Tellurex Corporation	Richard	Harmon	Director of Engineering	USA	rharmon@tellurex.com	Exhibitors/exposants

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
336	TERRA Technologies	El Hadji	Diop		Senegal	info@Terra-newtech.com	Africa/India Registrants/inscrits africains/inde
337	The Ecology Foundation (BBOXX)	Declan	Murphy		United Kingdom	declan@forest.ie	Associate Exhibitor
338	Toomeen Solar	TONGBIN	ZHANG	Technical Consultant		ztbzhang@gmail.com	Africa/India Registrants/inscrits africains/inde
339	TOTAL	Aude	COLAS DES FRANCS	Press Officer	France	Aude.colas-des-francs@total.com	
340	TOTAL	Catherine	ENCK	Vice President, Social Business & Societal	France	Catherine.enck@total.com	
341	TOTAL	Emmanuel	Leger	Head of Access to Energy	France	Emmanuel.leger@total.com	Platinum Contributors/Contributeurs platine
342	TOTAL	Geneviève	BEYENE	Solar Coordinator Africa & Middle East	France	Genevieve.beyene@total.com	
343	TOTAL	Maele	BISSONNET	Head of Sales & Business Development	France	Maele.bissonnet@total.com	
344	TOTAL	Mamadou	NGOM	Vice President Marketing Africa & Middle East	France	Mamadou.ngom@total.com	
345	TOTAL	Mariam	KANE GARCIA	Vice President Strategy Africa & Middle East	France	Mariam.kane-garcia@total.com	
346	TOTAL	Mathieu	EVEILLARD	Finance Officer & Access to Energy Project Manager	France	Mathieu.eveillard@total.com	
347	TOTAL	Michael	CROCHET-VOUREY	Head of Communication Africa & Middle East	France	Michael.crochet-vourey@total.com	
348	TOTAL	Momar	NGUER	Senior Vice President Africa & Middle East	France	Momar.nguer@total.com	
349	TOTAL	Robinson	ALAZRAKI	Head of Product Strategy, Development & Purchase	France	Robinson.alazraki@total.com	
350	Total E&P Congo	Claudia Inès	FEVILIYE DAWEY	Chef de projet Accès à l'énergie	Congo (Republic)	claudia.feviliye-dawey@total.com	Africa/India Registrants/inscrits africains/inde

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
351	Total E&P Congo	Louis-Roger	TCHINIANGA	Chef de Division Responsabilité Sociétale et Communication	Congo (Republic)	louis-roger.tchinianga@total.com	Africa/India Registrants/inscrits africains/inde
352	Total Sénégal	Cédric	Guillemot	Trade & Sales Network Manager	Senegal	Cedric.guillemot@total.sn	Africa/India Registrants/inscrits africains/inde
353	Total Sénégal	Dieynaba	Béyé	Solar Coordinator	Senegal	Dieynaba.beye@total.sn	Africa/India Registrants/inscrits africains/inde
354	Total Sénégal	Mame Dior	Bathily	Head of Communication	Senegal	Dior.gueye@total.sn	Africa/India Registrants/inscrits africains/inde
355	Total Sénégal	Moussa	Thiam	Sustainable Development Manager	Senegal	Moussa.thiam@total.sn	Africa/India Registrants/inscrits africains/inde
356	Total Sénégal	Thiabault	Flichy	Managing Director	Senegal	Thibault.flichy@total.sn	Africa/India Registrants/inscrits africains/inde
357	Touba Solar Rama	Malick	Seck	General Manager	United Kingdom	toubasolarrama@yahoo.fr	Africa/India Registrants/inscrits africains/inde
358	ToughStuff	Jonathan	Bamber	International Development Sales	United Kingdom	jonathan.bamber@toughstuffonline.com	Associate Exhibitor
359	Trina Solar	Redouane	Elbouchikhy	Senior Business Manager	Switzerland	redouane.elbouchikhy@trinasolar.com	Registrants other/d'autres déclarants
360	TRONY	Kang	Xiaojun	GM	Kenya	kang.xiaojun@trony.com	
361	TRONY	Wang	huashan	CMO	Kenya	huashan.wang@trony.com	Associate Exhibitor
362	TRONY-EA	Su	Yanshan	DGM	Kenya	su.yanshan@trony.com	
363	U.S. Department of Energy	Caroline	McGregor	Policy Analyst, International Climate Change Policy & Technology Office of Policy & International Affairs	USA	caroline.mcgregor@hq.doe.gov	Reception Sponsor/commanditaire de la réception
364	U.S. Department of Energy	Graham	Pugh	Director, Office of International Climate Change, Policy and Technology	USA	Graham.Pugh@hq.doe.gov	Invited Speakers/conférenciers invités
365	U.S. Embassy Dakar	Brian	Guy	Fulbright Researcher	Senegal	balanguy@gmail.com	Registrants other/d'autres déclarants
366	UC Berkeley, Energy and Resources Group	Peter	Alstone		USA	peter.alstone@gmail.com	Invited Speakers/conférenciers invités
367	Unihyd & Sealing	Abdul-Lateef	Abubakar	Unique in Hydraulic	Ghana	unihydLtd@gmail.com	Africa/India Registrants/inscrits

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
	Solutions			Operations			africains/inde
368	United Nations Foundation	Richenda	Van Leeuwen	Executive Director Climate Access Initiative and Global LEAP	USA	richenda.vanleeuwen@goodenergies.com	Invited Speakers/conférenciers invités
369	United Nations, Climate Change Secretariat	Kenjiro	Suzuki	Programme Officer, Standard Setting Unit	Germany	KSuzuki@unfccc.int	Registrants other/d'autres déclarants
370	University of Bayreuth	Philipp	Wollburg		Germany	philippwollburg@gmail.com	Registrants other/d'autres déclarants
371	University of Lucerne	Anna	Bruederle	Researcher	Switzerland	annabruederle@gmail.com	Registrants other/d'autres déclarants
372	Waide Strategic Efficiency	Paul	Waide	Director	UK	waide64@gmail.com	Invited Speakers/conférenciers invités
373	Wandel International Nigeria Limited	Rajan	Menon	Solar Energy Specialist	Nigeria	rajan@simba.com.ng	Africa/India Registrants/inscrits africains/inde
374	West African Vocational Schools	Almamo	Danfa	School director	Guinea-Bissau	almada.danf@gmail.com	Africa/India Registrants/inscrits africains/inde
375	World Bank	Abdoulaye	Ba	Consultant, Lighting Africa	USA	aba@worldbank.org	LA Team
376	World Bank	Chris	Saunders	Energy Practice Africa Region	USA	csaunders@worldbank.org	LA Team
377	World Bank	Dana	Rysankova	Africa Renewable Energy and Access Program Manager	USA	drysankova@worldbank.org	Invited Speakers/conférenciers invités
378	World Bank	Daniel	Murphy	Lighting Africa Program Manager	USA	dmurphy@worldbank.org	Invited Speakers/conférenciers invités, LA Team
379	World Bank	Fatouma Toure	Ibrahima	Senior Finance Specialist	Senegal	fibrahima@worldbank.org	LA Team
380	World Bank	Kate Kennedy	Freeman	Energy Specialist	USA	kkennedy1@worldbank.org	LA Team
381	World Bank	Maria Hilda	Rivera	Energy Analyst	USA	mriveraramirez@worldbank.org	LA Team
382	World Bank	Meike	Van Ginneken	Sector Manager Energy West and Central Africa	USA	mvanginneken@worldbank.org	Invited Speakers/conférenciers invités
383	World Bank	Philippe	Durand	Lead Energy Specialist, Dakar	Senegal	pdurand@worldbank.org	Invited Speakers/conférenciers invités
384	World Bank	Seydou	Koita	Water and Sanitation Program		skoita@worldbank.org	Invited Speakers/conférenciers invités
385	World Bank	Srilata	Kammila	Senior Consultant	USA	skammila@worldbank.org	LA Team

No.	Company	First Name	Last Name	Title	Work Country	Email Address	Registration Type
386	World Bank	Vera	Songwe	Regional Director of the World Bank for Senegal, Cape Verde, The Gambia, Guinea Bissau, and Mauritania	Senegal	Vsongwe@worldbank.org	Invited Speakers/conférenciers invités
387	World Bank Lighting Africa	Christopher	Carlsen	Consultant, Lighting Africa	Senegal	c_r_carlsen@yahoo.com	LA Team
388	World Bank Lighting Africa	Judy	Siegel	Consultant, Lighting Africa	USA	judy@energyandsecurity.com	LA Team
389	YASMA S.A.	Sadou	Mounkaila			smounkaila@yahoo.fr	Africa/India Registrants/inscrits africains/inde
390	Younou's Entreprises	Adrien Sanka	Nzale			younousentreprises@gmail.com	Africa/India Registrants/inscrits africains/inde
391	ZS Associates	Praba	Sinha	Founding Director and Co-chairman		prabha.sinha@zsassociates.com	Invited Speakers/conférenciers invités
392		Alioune Badara	Faye		Senegal	alioune21086@hotmail.com	Africa/India Registrants/inscrits africains/inde
393		David	Cieminis	Solar Energy Professional	USA	davidcieminis@gmail.com	Registrants other/d'autres déclarants
394		Falaye	Cissoko	Consultant	Senegal	ciscoetfatou@hotmail.com	Africa/India Registrants/inscrits africains/inde
395		Fall	Fatoumata		Senegal	fatoufallsa@hotmail.com	Africa/India Registrants/inscrits africains/inde
396		Idy	Niang	Program Manager on Climate Change	Senegal	niang_idy@yahoo.fr	Africa/India Registrants/inscrits africains/inde
397		Olson Barnaby	Olson		USA	barnaby.olson@gmail.com	Africa/India Registrants/inscrits africains/inde
398		Pierre	Diou				Registrants other/d'autres déclarants

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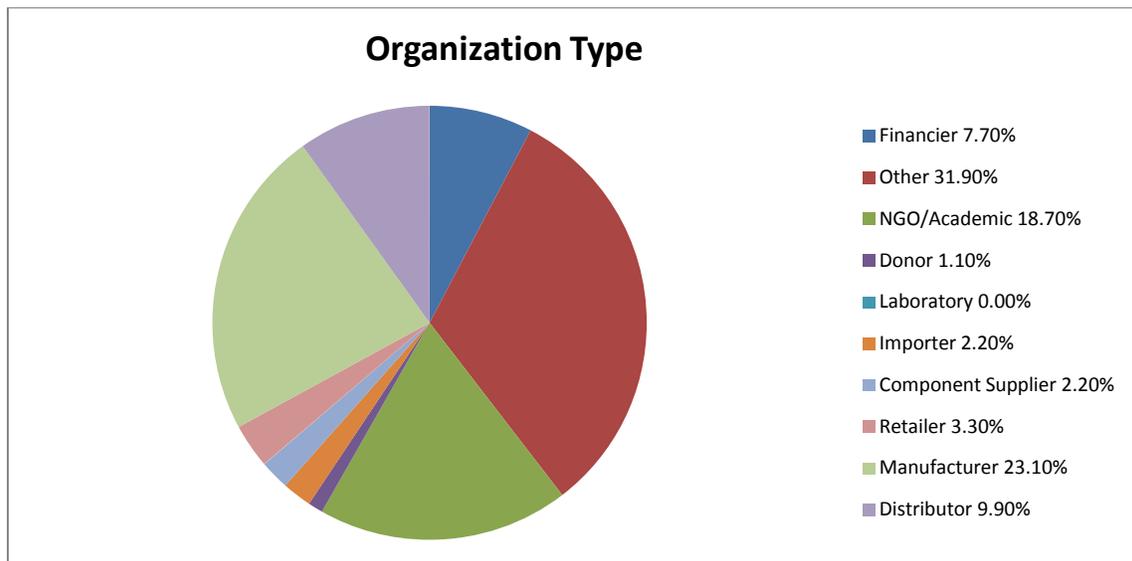
## **Appendix 3. Conference Feedback Report**

## Conference & Trade Fair Feedback

The purpose of this questionnaire is to obtain information about the 3rd International Conference and Exhibition on off-grid lighting and more widely on the Lighting Africa program.

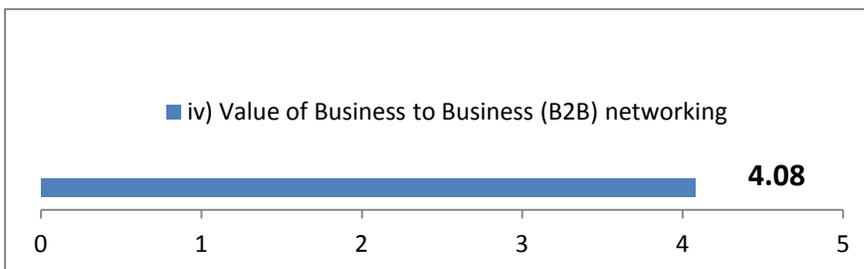
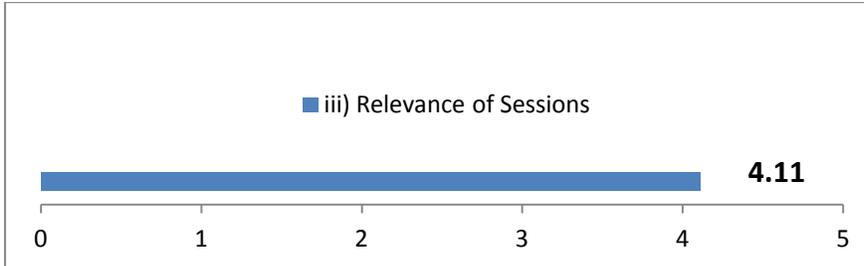
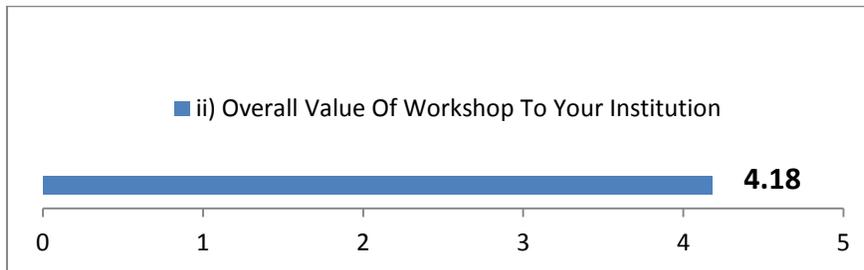
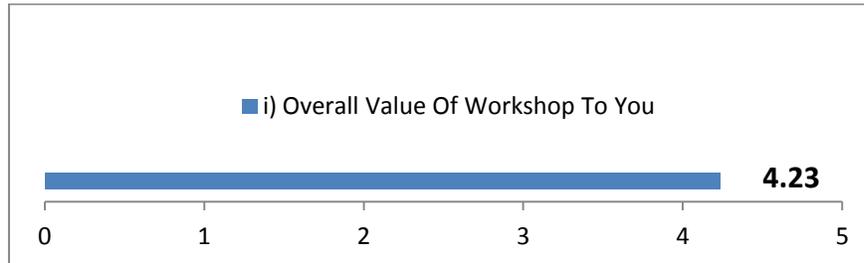
Some questions below require a note: a score of 1 to 5 has been assigned, with 5 being the highest and 1 the lowest.

### 1) Organizational Representation



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## 2) Overall

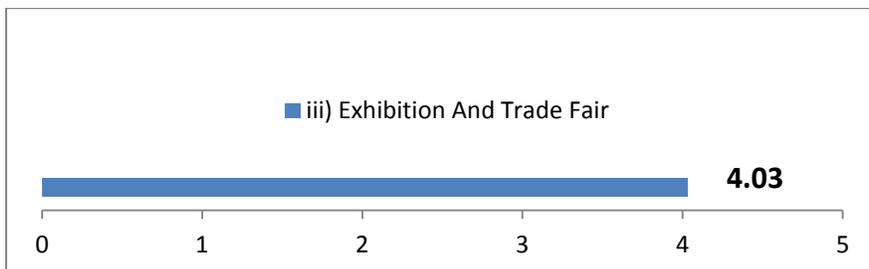
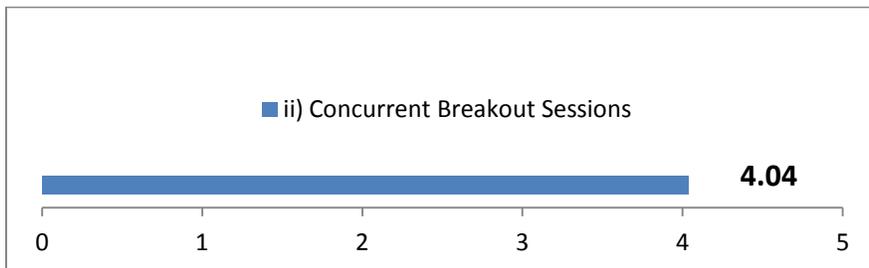
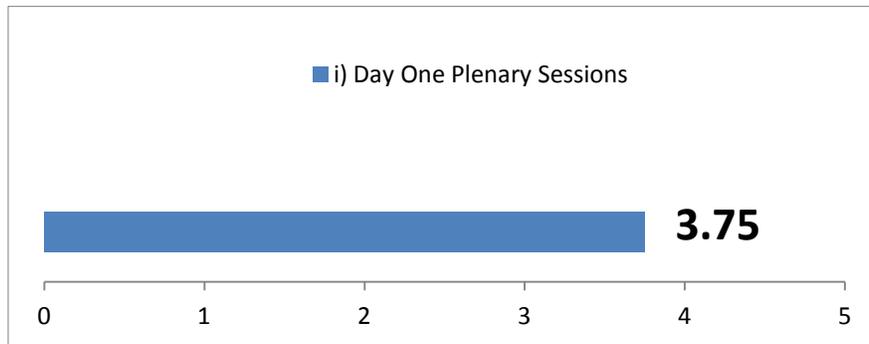


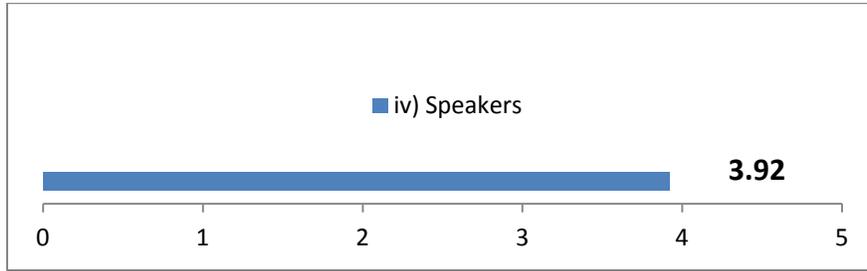
### Select comments:

- ~ Would have been good to have more Asia players
- ~ Would like more government to government networking potential
- ~ Excellent conference and platform for knowledge sharing and relationship building

- 
- ~ Good insights into new products/designs, good discussions on challenges, solutions
  - ~ Struggle to balance time between presentations (excellent) & direct networking (also excellent)
  - ~ Recommend making a directory of countries and activities for companies
  - ~ It is a good conference and should be organized every 2/3 years in different regions of Africa
  - ~ One of the goals of this conference should be to encourage B2B contacts to identify needs
  - ~ Statistics and the legal aspect on some issues should be better highlighted

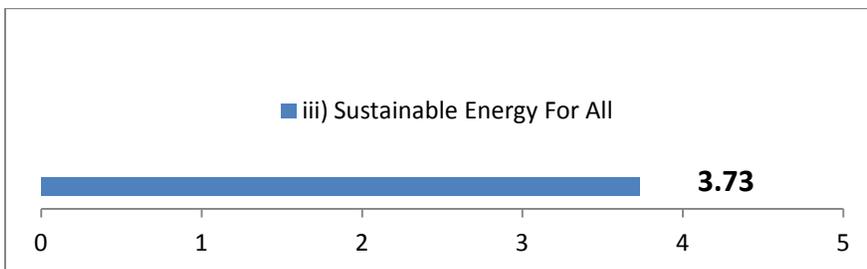
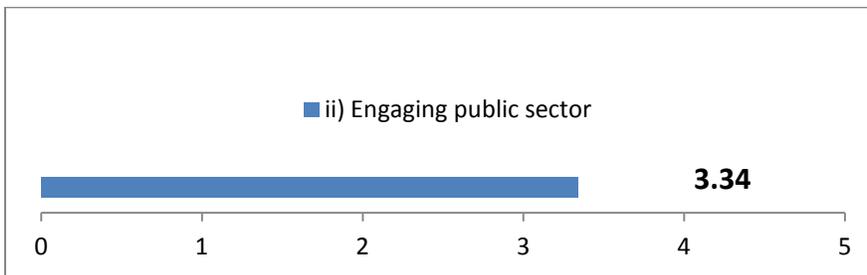
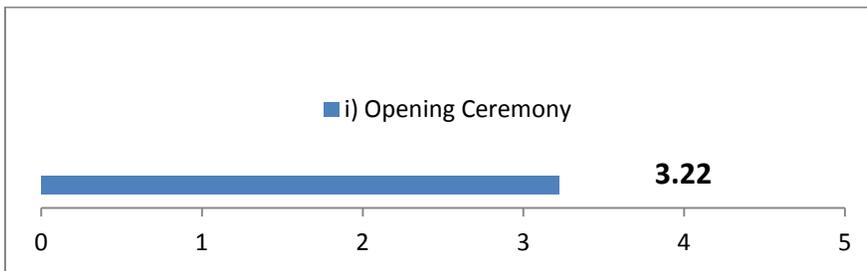
### 3) Overall Quality of Sessions/Speakers?

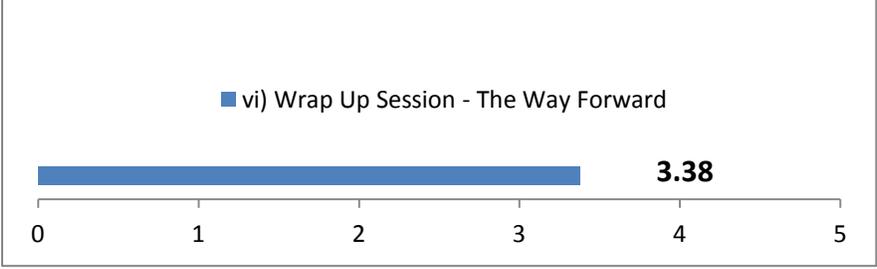
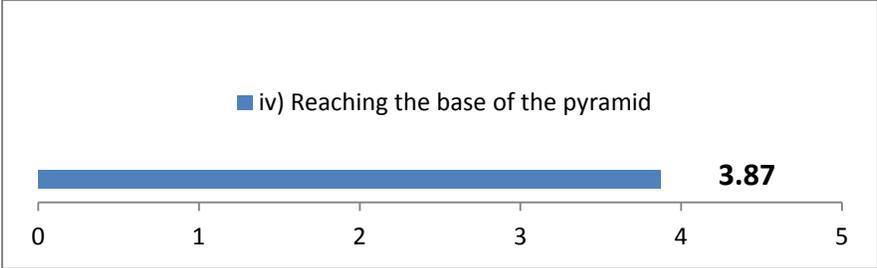




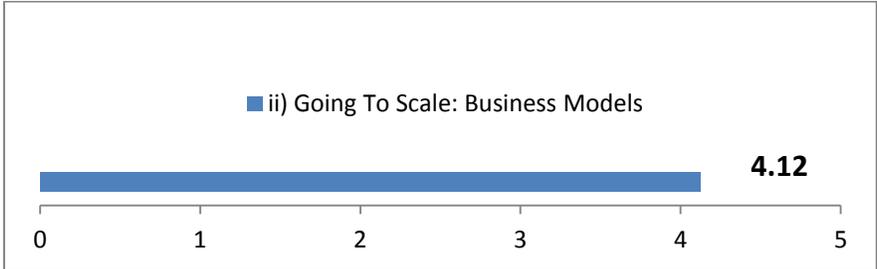
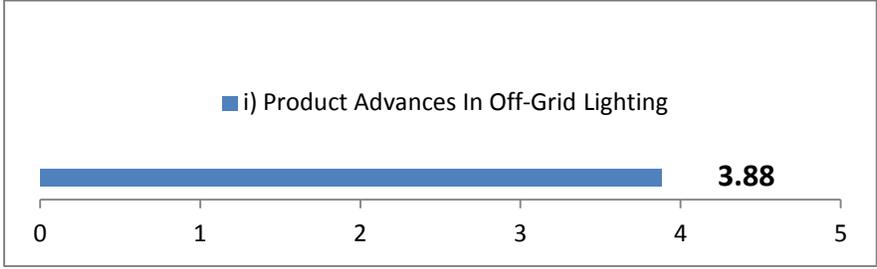
**4) Please rank 1-5 the importance of the knowledge on the following topics for your activity:**

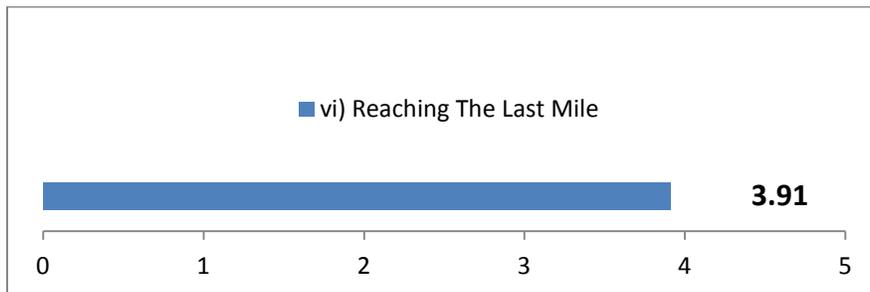
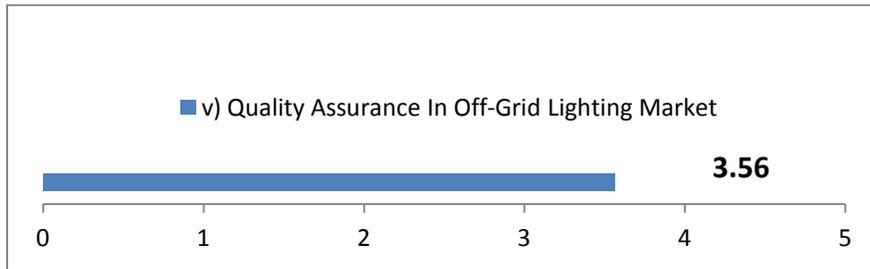
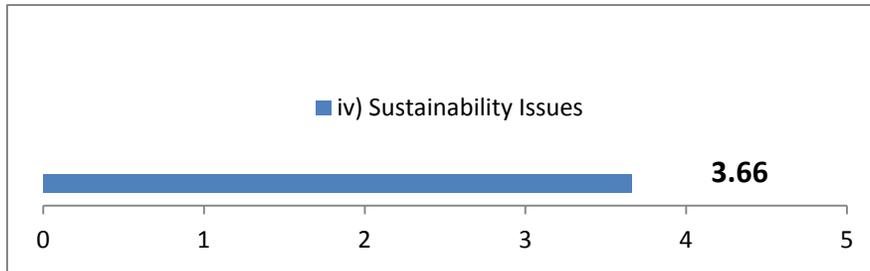
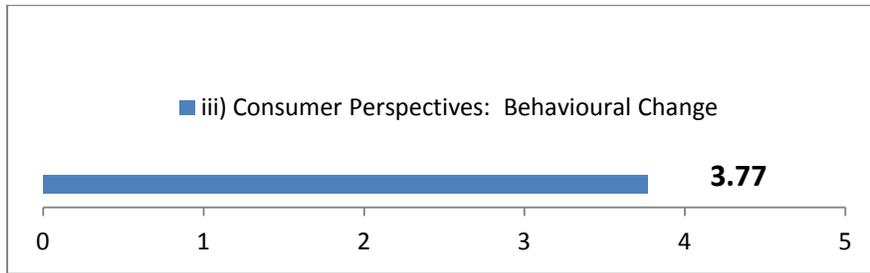
**PLENARY SESSIONS**





**BREAKOUT SESSIONS**



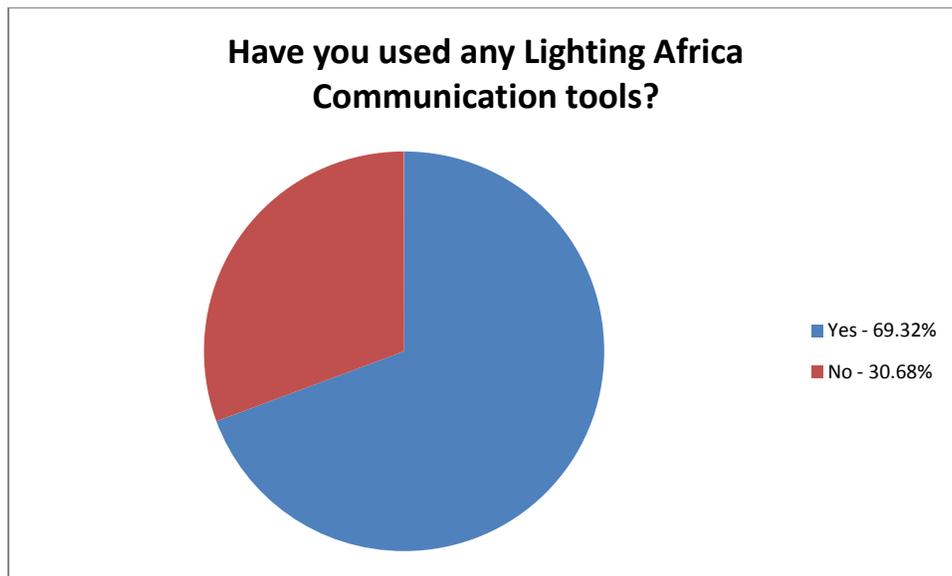


**Select comments on the workshop sessions and suggestions for future Lighting Africa thematic activities:**

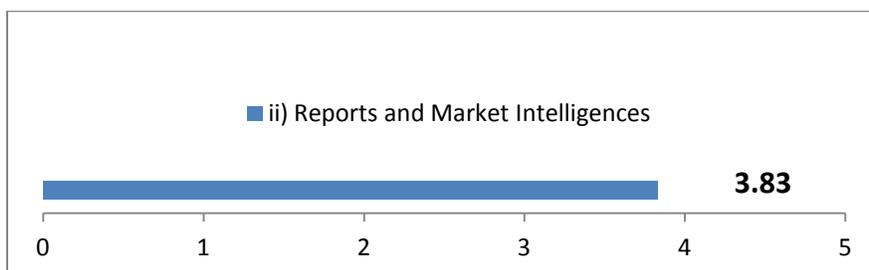
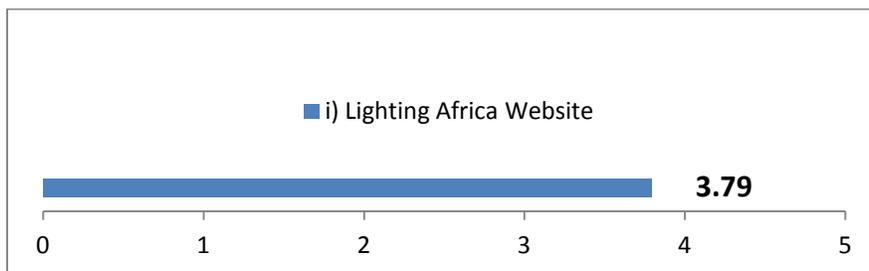
- ~ More sessions on product quality
- ~ More sessions on distribution models and financing
- ~ More interactive breakout sessions between panelists and the audience
- ~ More time to case studies and lessons learned
- ~ More information on industry trends, research and reaching target markets
- ~ More specific guidance on partnering with on-the-ground businesses and organizations

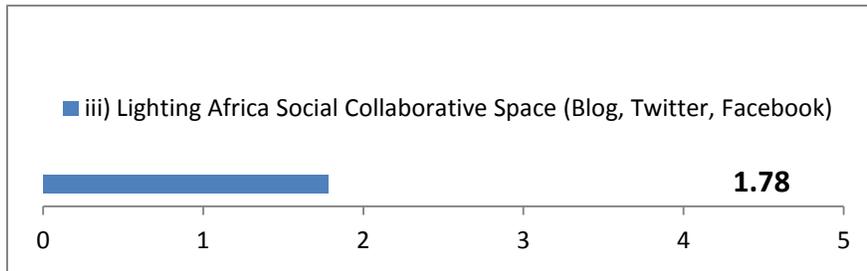
- ~ Increased engagement of Franco-phone and Central African countries
- ~ Engage African retailers specializing in solar energy
- ~ Reinforce local companies' capacity to deliver customer service for imported products, highlighting capacity building programs
- ~ Launch funds in the countries, develop education campaigns and encourage consumer behavior change
- ~ Encourage the participation of the press in different workshops

### 5) Lighting Africa Communication Tools



**If yes, what was your experience?**

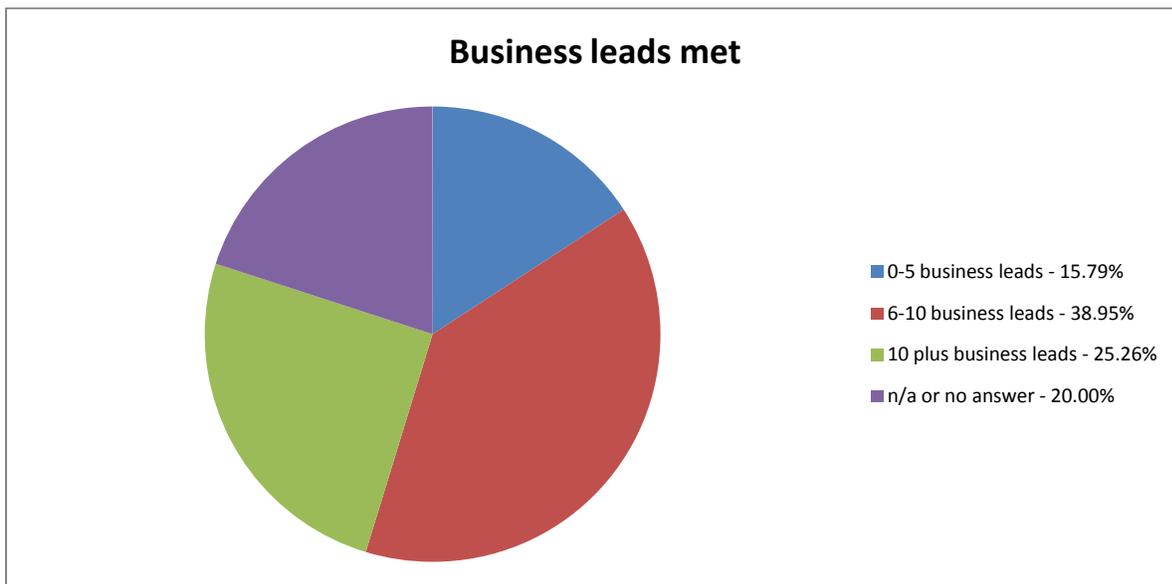




**Select comments:**

- ~ Make the website more "live"!
- ~ After the conference I will use the outputs of this conference as a main tool
- ~ Need better promotion of LA website to the public and participants
- ~ Translate more documents into French for those who do not speak English
- ~ Keep extending network around Africa

**6) How many business leads did you identify during the Conference and Trade Fair?**



**7) Select comments on the key value/main take away from the Lighting Africa Workshop?**

- ~ Very innovative products and attempt by Lighting Africa to provide an enabling environment to make Lighting Africa happen
- ~ Opportunities available to light up Africa to reach millions of households
- ~ Networking, business exchange
- ~ Expanded knowledge of current products and markets

- 
- ~ Enhanced maturity of Industry and recognition that MFIs are not the sole solution for end-user financing— there are options and models available
  - ~ Contacts
  - ~ Developmental progress within the industry is occurring and will continue with more attention and work
  - ~ Impressive growth of the market; look forward to solutions for scale up
  - ~ Tremendous progress since conference in 2008-2010
  - ~ Product is king, distribution is God and we're all atheists
  - ~ Product trends/availability/affordability/ quality, supply chain financing and business models
  - ~ Engaging the public sector, consumer awareness
  - ~ Insight into last mile distribution
  - ~ After three days of conference we are going to look internally and find out which companies we are going to work with first
  - ~ Better support from the government, the World Bank and other donors
  - ~ Enable better access to funding resources and to technological opportunities around the world
  - ~ The interest to me is to bring Africa people into renewable energy which is the only means to develop the continent

#### **8) Select comments on what is one major follow-up activity for Lighting Africa?**

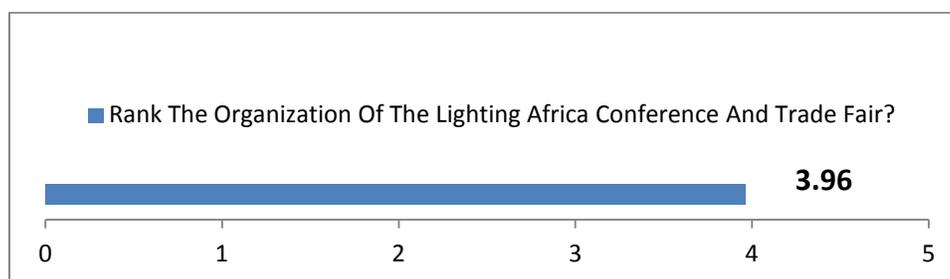
- ~ Communicate to different government agencies on the quality passed products
- ~ Product standardization and expansion
- ~ Improved understanding of the consumers who are buying these products
- ~ Scale up in country presence and access to local LA representatives
- ~ Build tariffs database with Global LEAP
- ~ Identify funding sources
- ~ Consolidate and communicate relevant country-by-country info and facilitate (through GOGLA) cooperation and information/ best practices among members
- ~ Tariffs and regulatory publication by Lighting Africa for transparency and clarity
- ~ Major study on successful supply chains from other sectors
- ~ Value chain financing
- ~ Promote manufacturing in Africa!
- ~ Track conference attendees results after six months time; find out what each participant has done in terms of off-grid lighting expansion
- ~ Create a journalist and media network
- ~ Create a database on the projects to be implemented

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**9) Select comments on specific examples on how you have used/plan to use the knowledge acquired through Lighting Africa activities**

- ~ Communication to policy makers, inspire local entrepreneurs to embrace products already passed by Lighting Africa products
- ~ Partnerships with distributors and other players to finance within the value chain
- ~ Too many to mention
- ~ Factor information into our strategy development process
- ~ Develop visual information tools to convey value of products, use, care requirements etc without words or cultural reference
- ~ Public relation activities
- ~ Re-think corporate strategy for product sales
- ~ Will talk to my government about planning a budget dedicated to off grid lighting
- ~ Increase the awareness of solar lamps in peri-urban and rural zones

**10) How would you rank the Organization of the Lighting Africa Conference and Trade Fair?**



**11) To what extent did this Conference and Trade Fair increase your knowledge of the off-grid lighting market?**

- ~ Enabled me to know where materials for further information can be found; also obtained access to crucial data compiled through research
- ~ Broad picture from different target groups/stakeholder engagement was very good
- ~ This will sound overblown, but utterly transformative
- ~ Deeper understanding on already known issues
- ~ Increased knowledge on 1) partnership networks 2) knowledge on well-known manufacturers and 3) more options on how to become a supplier
- ~ Knowledge of the main players, the technologies and the way to sell products
- ~ I learned the position of Senegal in terms of rural electrification
- ~ Not enough African speakers
- ~ Support local initiatives for the most vulnerable populations who are the primary users and encourage an exchange framework
- ~ Very great event: useful, informative and very enriching in the field of new technologies