PAYGo Performance, Reporting and Measurement (“PAYGo PERFORM”)

November 6th, 2 pm-5.30 pm Radisson Blu Hotel, Kigali, Rwanda

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|   | **Session 1: Introducing: PAYGo Performance, Reporting and Measurement (PERFORM), moderated by Russell Sturm** |
| **2.00 pm** | Welcome and Presentation by Russell Sturm, IFC*Presentation will highlight objectives of this event with an introduction to “PAYGo PERFORM”*  |
| **2.15 pm** | Introduction to Company Consultation on KPIs by Stefan Wolff, GIZ  |
| **2.20 pm** | Presentation on Outcomes of Company Consultation and Investor Consultation and OCA by Daphne Pit, GOGLAConsultations conducted by GOGLA/GIZ and CGAP/IFC allow for a deep dive into stakeholders’ comments and concerns about KPIs and the PAYGo reporting framework more broadly. The presentation will also cover OCA’s analysis on Increasing Local Financial Institution Investment into off grid (East Africa). |
| **2.35 pm** | Questions and Answer Session |
| **2.55 pm** | Closing Remarks by Russell Sturm, IFC |

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|  | **Session 2: Facilitating an Industry Dialogue: A Taste of What’s to Come, moderated by Alexander Sotiriou, CGAP** |
| **3.00 pm** | Introduction, by Alexander Sotiriou, CGAP |
| **3.05 pm** | Presentation on PAR and alternatives by Tobias Ruckstuhl, Persistent  |
| **3.15 pm** | Small Group DiscussionsParticipants have had the opportunity to take part in a survey before the workshop to identify key issues in financial analysis and reporting for the PAYGo solar sector. We will review the results and start the conversation between participants on two of these issues, giving you a taste of the industry process proposed.  |
| **3.40 pm** | Facilitated Plenary Session |
| **4.05 pm** | Closing Remarks by Alexander Sotiriou, CGAP |

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|  | **Session 3: Presenting: PAYGo PERFORM, by Koen Peters, GOGLA and co-moderated by Russell Sturm, IFC** |
| **4.15 pm** | Introduction and Presentation on PAYGo PERFORM by Johanna Galan, GOGLA  |
| **4.25 pm** | Questions and Answer Session & Voting (Slido) Koen Peters, GOGLA and Russell Sturm, IFC |
| **5.00 pm** | **Feedback Forms** Please complete and return the feedback form to receive access to presentations from this workshop. |

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| **5.15 pm** | **Cocktails** (in Foyer outside of Room AD12 by the windows) |
| **6.15 pm** | Close |

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| Image result for cgap logo | The Consultative Group to Assist the Poor is a global partnership of more than 30 leading organizations that seek to advance financial inclusion. CGAP develops innovative solutions through practical research and active engagement with financial service providers, policy makers, and funders to enable approaches at scale. Housed at the World Bank, CGAP combines a pragmatic approach to responsible market development with an evidence-based advocacy platform to increase access to the financial services the poor need to improve their lives. As part of its efforts, CGAP has taken an increased interest in exploring and catalyzing the use of financial inclusion as a means of achieving other international development objectives, including increasing access to electricity, water and education. |
| gogla | GOGLA is the global association for the off-grid solar energy industry. Established in 2012, GOGLA now represents over 135 members as a neutral, independent, not-for-profit industry association. Its mission is to help its members build sustainable markets, delivering quality, affordable products and services to as many households, businesses and communities as possible across the developing world. The products and solutions that GOGLA members sell transform lives. They improve health and education, create jobs and income opportunities and help consumers save money. To find out more, go to [www.gogla.org](http://www.gogla.org/). |
|  | Lighting Global is the World Bank Group’s initiative to rapidly increase access to off-grid solar energy for the one billion people living without grid electricity world-wide. Through Lighting Global, IFC and the World Bank, with support from the Energy Sector Management Assistant Program (ESMAP), work with manufacturers, distributors, governments, and other development partners to build and grow the modern off-grid solar energy market, which is expected to reach 740 million people by 2022. Our programs — which include Lighting Africa, Lighting Asia, and Lighting Pacific — provide market intelligence, quality assurance, consumer education, business support services, and support for access to finance, at the global, regional, and country levels. We are also poised to address new markets and opportunities that emerge as the off-grid energy sector evolves. Our activities now include support for the productive use of solar (e.g. solar irrigation & milling), community services (e.g. for schools and health centers), super-efficient household appliances (e.g. fans, TVs, household refrigeration), and innovative pay-as-you-go (PAYG) business models that enable rural, low income populations to access modern clean energy solutions. |