



# NIGERIA'S OFF-GRID SECTOR



Total Population: **195.8 million**  
(World Bank, 2018)

Off-grid Population: **87 million**  
(World Bank 2017)

Rural Electrification: **22.6%**  
(World Bank 2017)

### Narrative:

Nigeria is the most populous country in Africa presenting a huge market for stand-alone solar among the 88 million people that are currently not connected to the grid. The country is densely populated in the Southern parts with higher electrification levels, while the Northern part is sparsely populated and less electrified.

The country also has an average pay-as-you-go attractiveness index because most users prefer to transact in cash as opposed to using mobile money. Companies are now exploring the use of mobile money agents to collect cash for consumers buying products on credit or pay-as-you-go basis.

The sales drop starting in January 2017 was due to a recession that saw the exchange rate of the US dollar to the Naira double. This resulted in a cash flow problem for most solar companies as they were unable to service foreign currency loans or import more stocks. In January 2018, sales for stand-alone solar picked up.



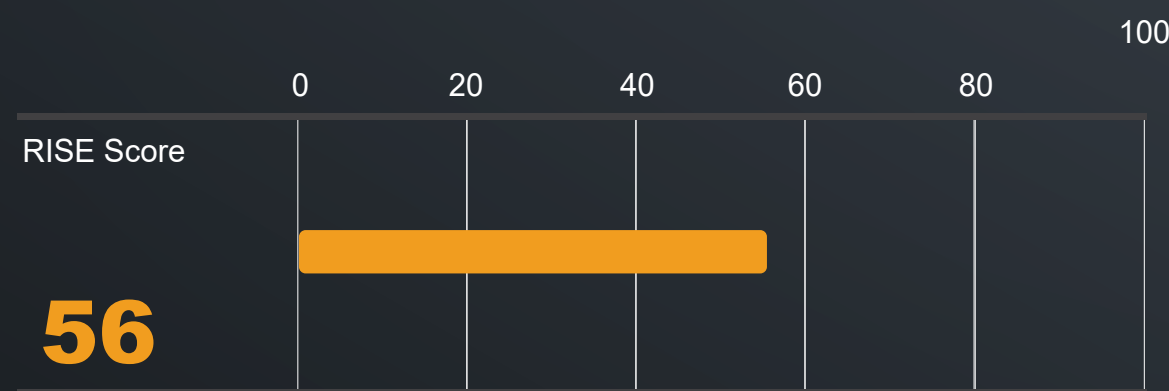
**44%**

Poverty Headcount  
2018 Report (World Bank, IMF, UN., IIASA and Nigeria Bureau of Statistics)



**41%**

Rural Electrification Rate:  
**41%** (World Bank, 2016)



At 56, Nigeria has an average framework for Stand-Alone Systems.

The three indicators for the average framework are; existence of a national program for solar home systems, standards and quality (adoption of quality standards, presence of testing arrangements, environmental regulations on disposal of solar related waste), financial incentives (duty exemptions or specific financing facilities).

**62**

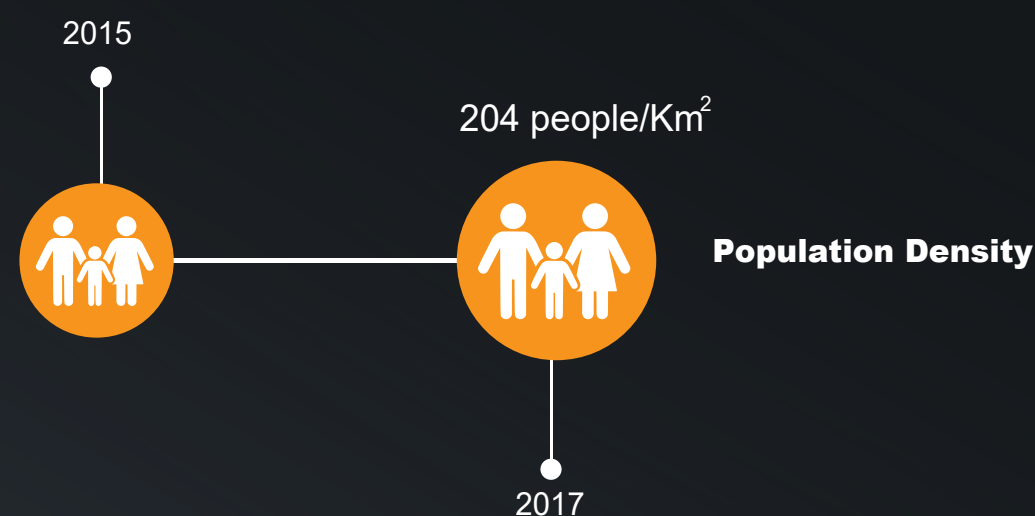
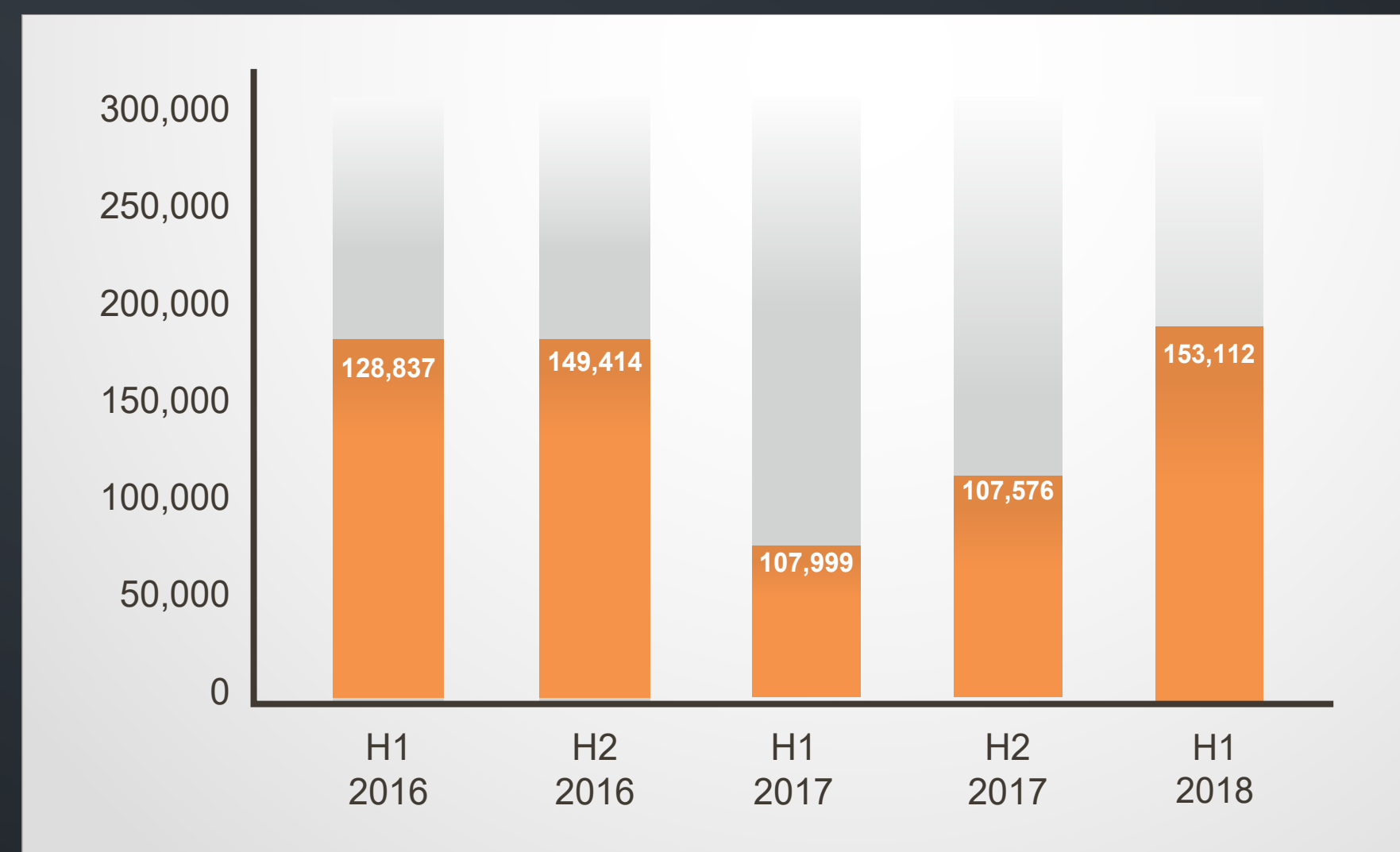


Pay As You Go Attractiveness  
Index (IFC Lighting Global 2018)

**146**

Ease of Doing Business (World Bank 2017)

## Sales (pico & SHS(GOGLA))



**17.6%**



Mobile money use (World Bank Financial Inclusion index 2017)

**90%**

of universal  
electrification by  
**2030**

**100%**

of universal  
electrification by  
**2040**

(Sustainable Energy for All Action Agenda for Nigeria)

**Increased access to reliable energy for poor and vulnerable people.**