



ZAMBIA'S OFF-GRID SECTOR



Total Population: **17.1 million**
(World Bank, 2017)

Off-grid Population: **11 million**

Narrative:

Zambia is a landlocked country that also has a sparse population. These factors tend to push up the cost of distributing commodities including stand-alone solar systems. In addition, the country has high poverty levels meaning that households have a low ability to pay for solar products. The high distribution costs and poverty levels affect affordability and the public and private sectors need to find innovative ways of addressing these, especially along the supply chain.

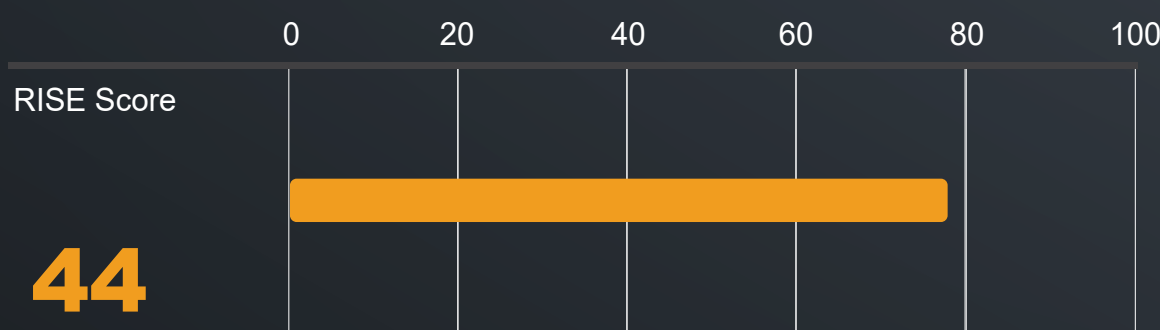
Zambia has a youthful population that is innovative and quick to try new things. This population segment presents an opportunity for stand-alone solar companies.



54%
Poverty Headcount
Ratio in 2010 (World Bank)



2.6%
Rural Electrification Rate
(World Bank, 2016)



At 44, Zambia has a below 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).

78

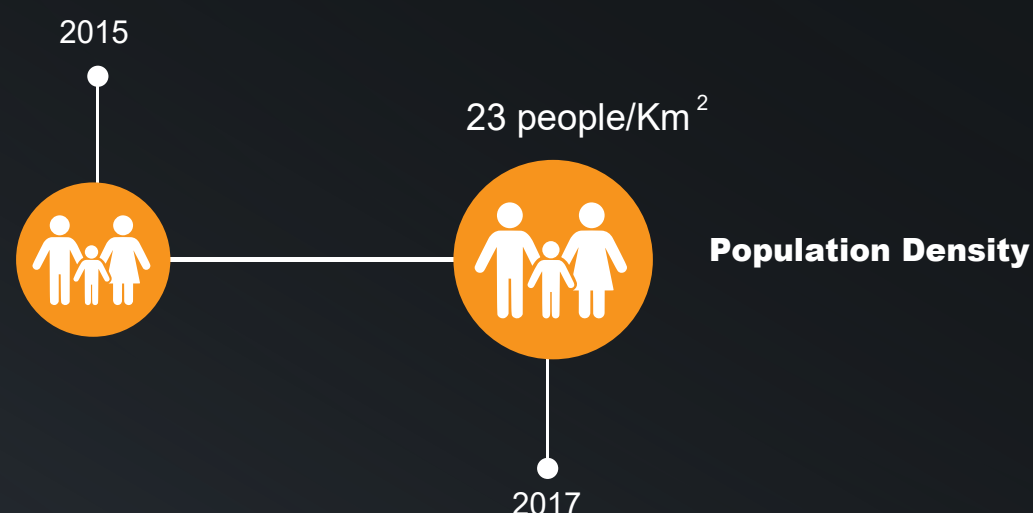
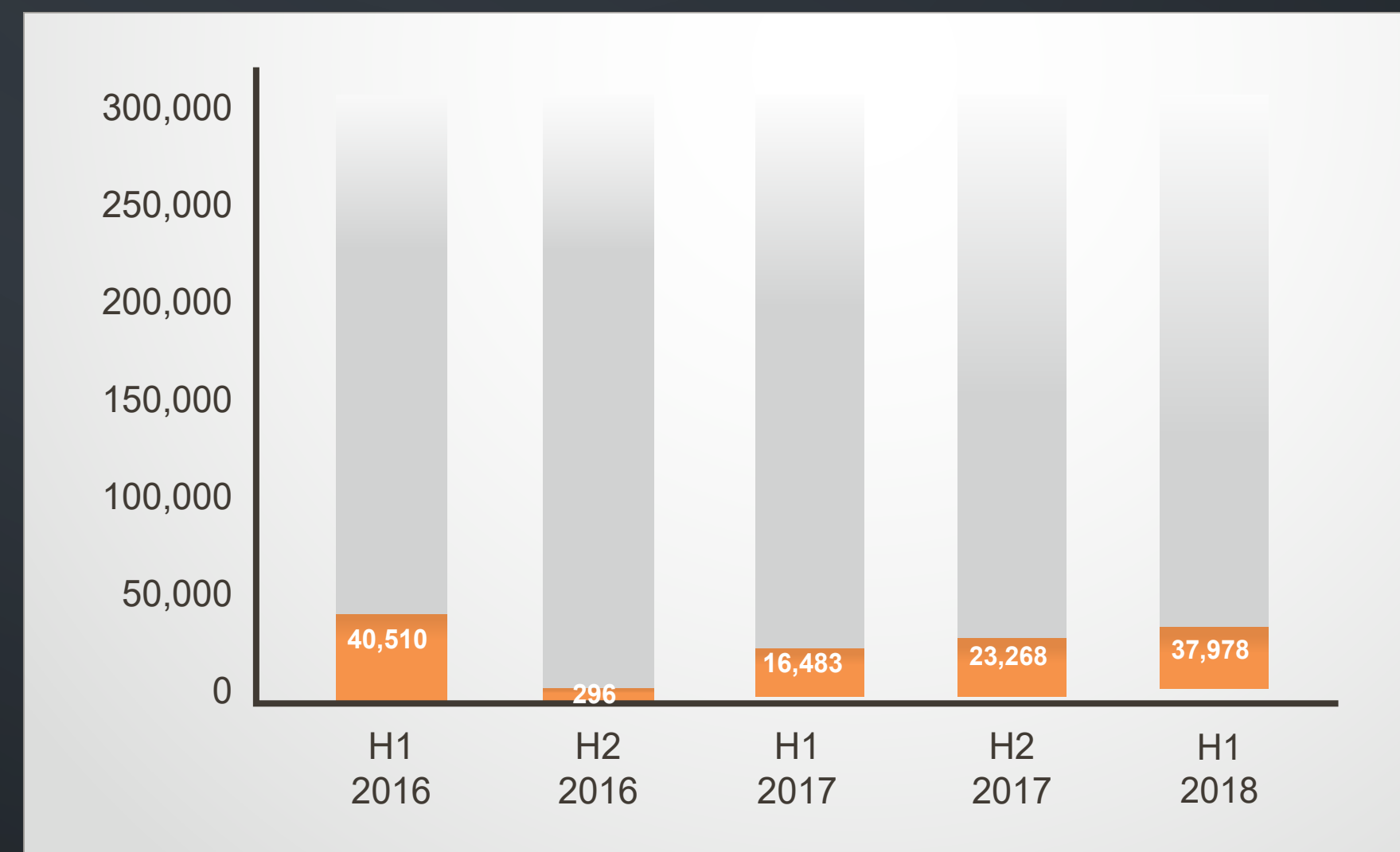


Pay As You Go Attractiveness
Index (IFC Lighting Global, 2018)

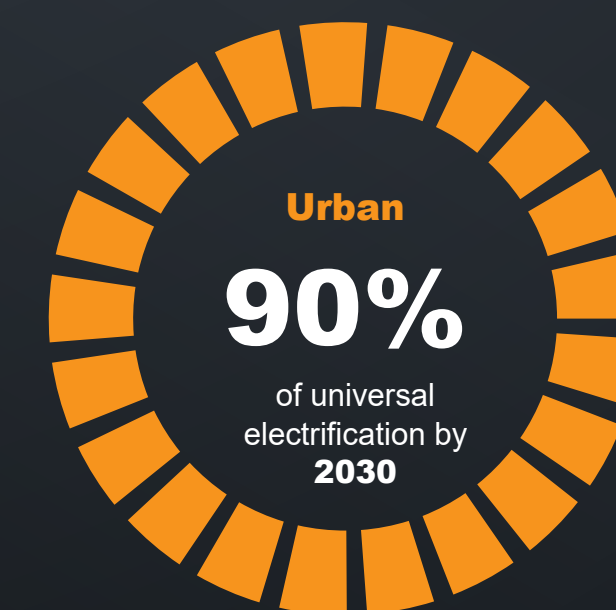
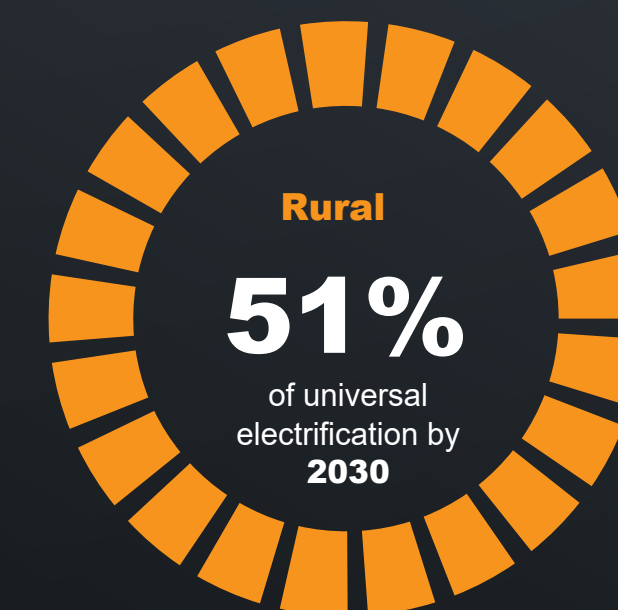
87

Ease of Doing Business (World Bank, 2017)

Sales (pico & SHS(GOGLA))



33.3%
Mobile money use (World Bank Financial Inclusion index 2017)



Increased access to reliable energy for poor and vulnerable people.