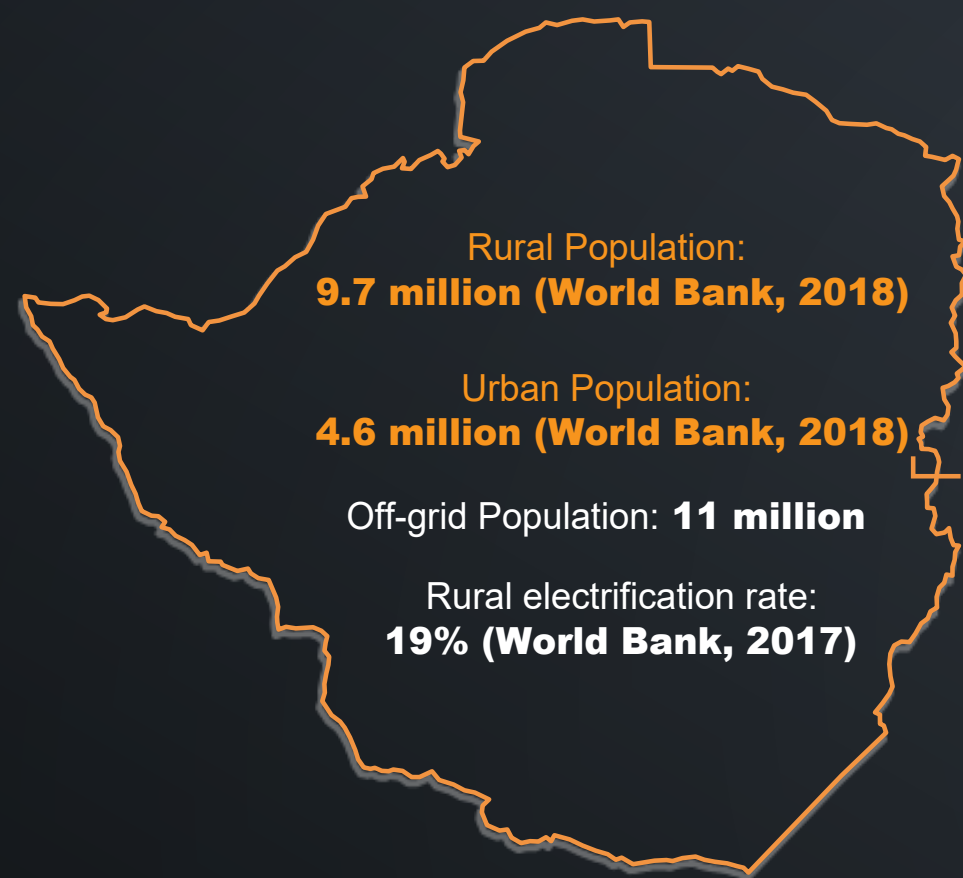




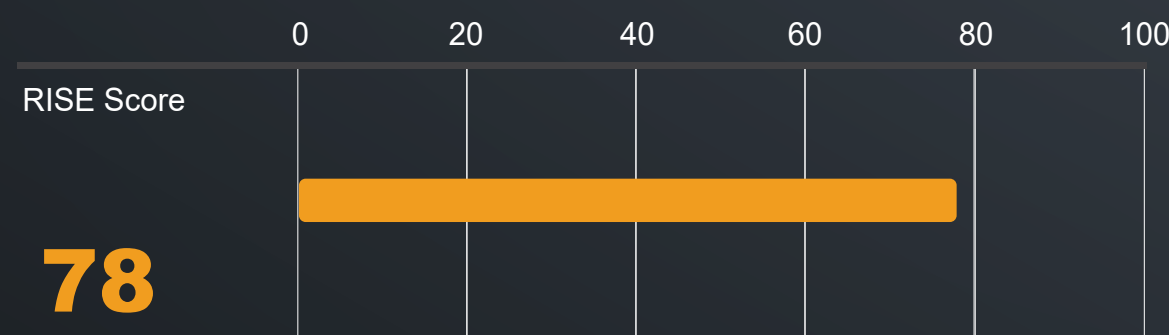
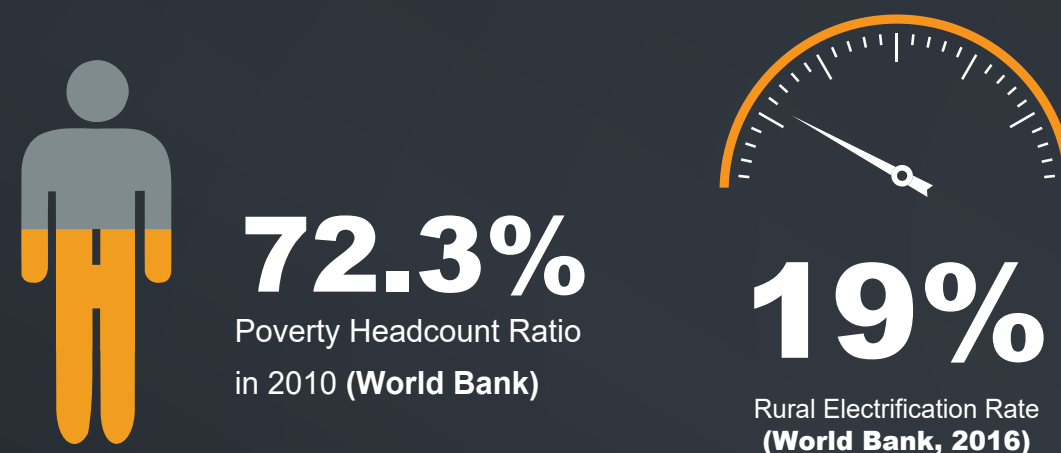
ZIMBABWE'S OFF-GRID SECTOR



Narrative:

Up to 50% of the power used in Zimbabwe is generated from hydro sources. However, over the past two years, the country has been experiencing power challenges due to prolonged dry seasons. In June 2019, the country had power cuts for up to 18 hours per day. This presents an opportunity for stand-alone solar companies to sell solar solutions in the urban areas.

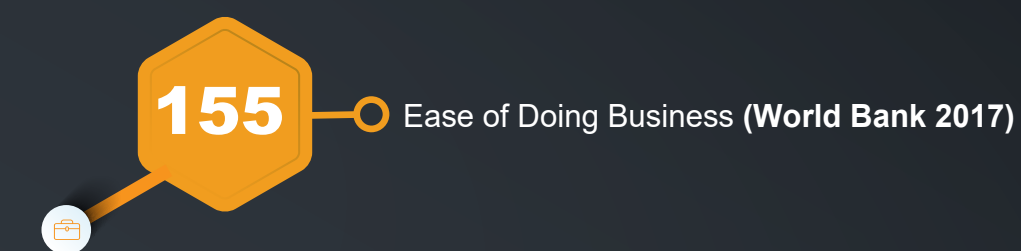
Zimbabwe has high inflation levels and up to 72% of the population is considered poor. The country therefore, needs business models or consumer financing solutions that take into consideration local organisations like farmer groups or mining cooperatives. Social safety nets that integrate energy access for the vulnerable population segments will also be necessary.



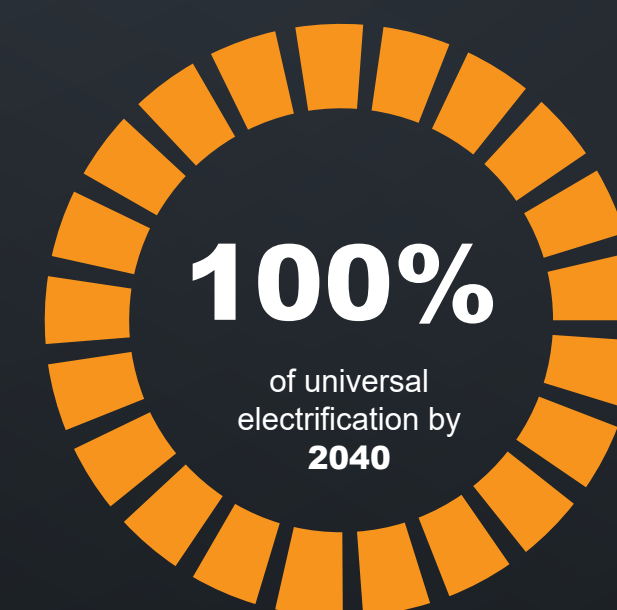
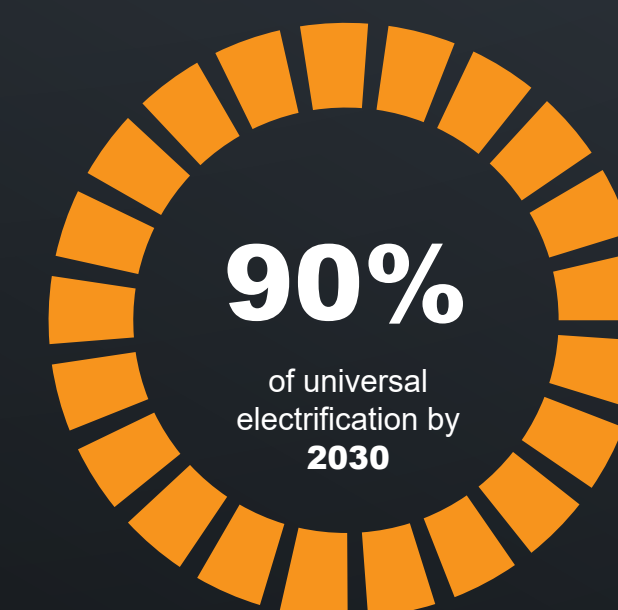
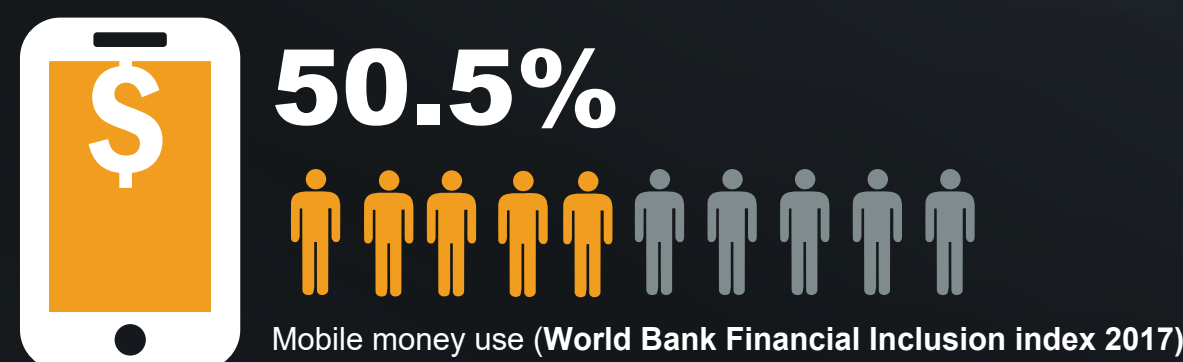
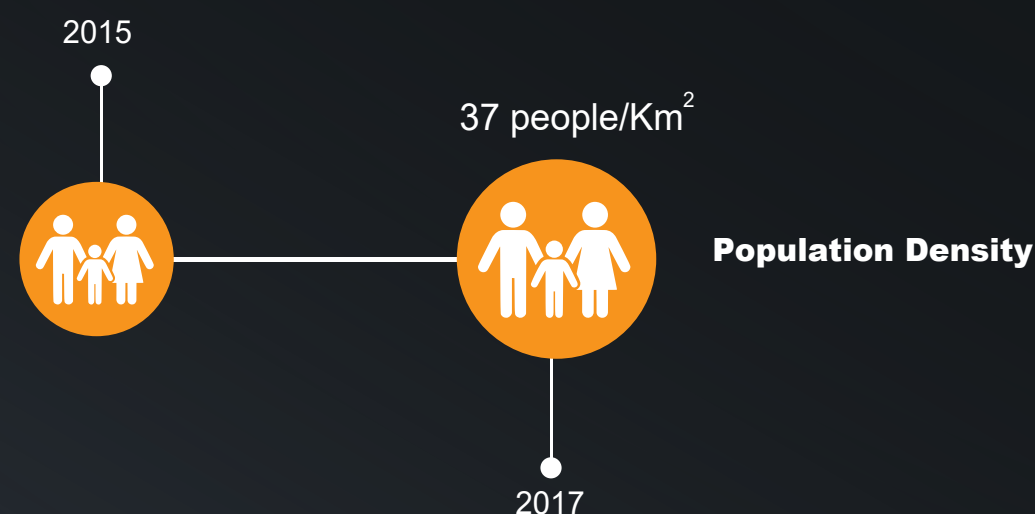
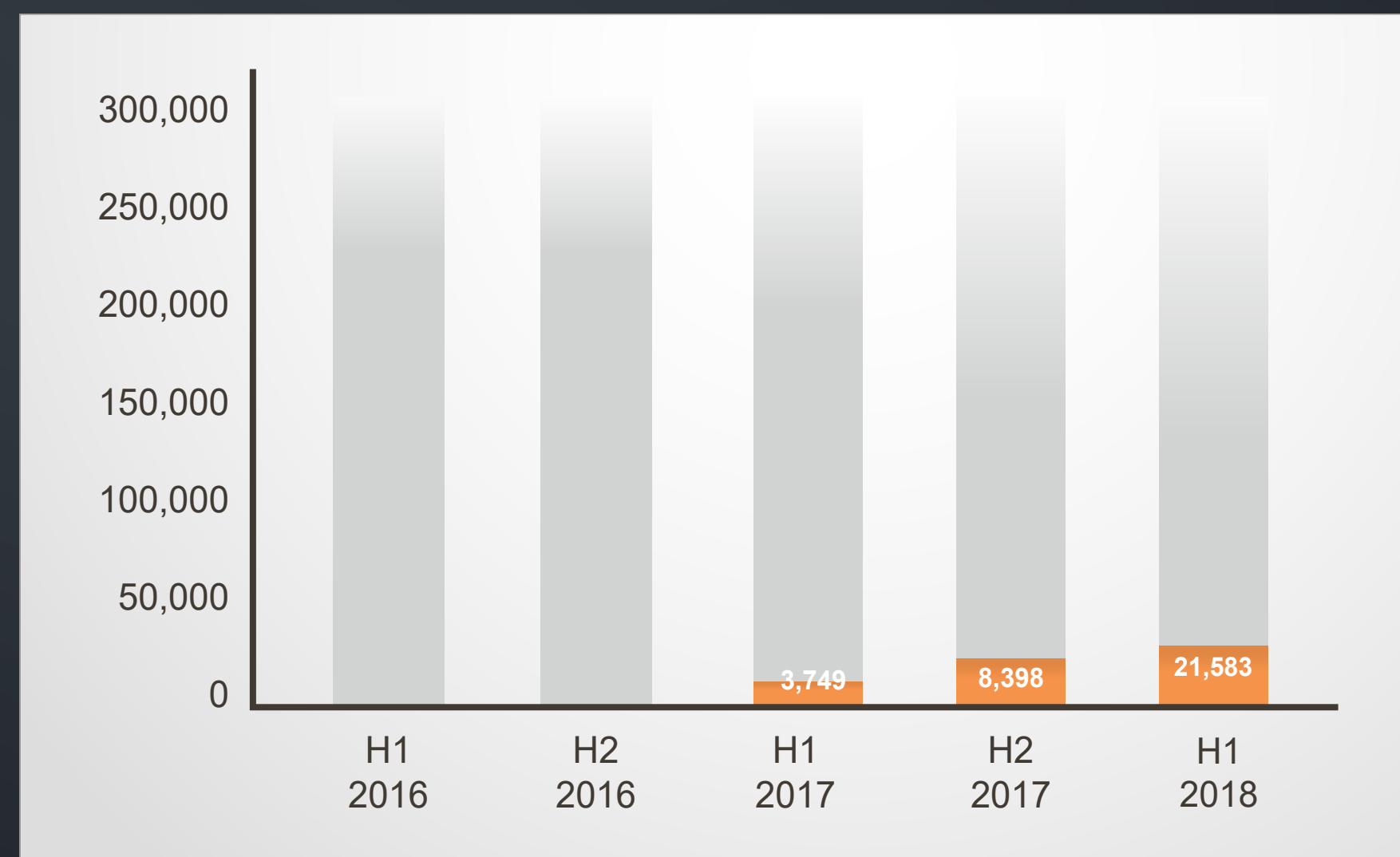
At 78, Zimbabwe has a relatively good Framework for Stand-Alone Systems.

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).

60



Sales (pico & SHS(GOGLA))



Increased access to reliable energy for poor and vulnerable people.