GENDER AND SOCIAL INCLUSION IN THE OFF-GRID SECTOR:
The Solar Sister Experience

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Energy Poverty

These services are defined as
1) household access to electricity
2) clean cooking facilities

Energy poverty is
a lack of access to modern energy services.

- > 600 million people in Africa have no access to electricity
- > 10 million businesses are affected by lack of power
- > 700 million have no access to modern cooking solutions
How does energy poverty affect Nigeria?

- 1 in 3 Nigerians has access to electricity
- Half of the population lives in rural areas
- In rural Nigeria, just 1 in 4 people have access to electricity
- The huge majority (70%) of people affected by energy poverty are women and girls
- Families spend 30-40% income on household energy (US average is 5%)
- Over 2/3 of Nigerians are dependent on biomass for cooking
- Indoor Air Pollution is the 3rd highest killer in Nigeria – women have the most exposure

Energy Poverty is a gender Issue
A disproportionately high share of girls and young women help in the household chores related to fuel collection. As a result, especially girls often have to study after dark, and – unless they have available solar lights or electricity – are constrained by expensive, dangerous and low quality light. Consequently, girls and young women face a high school drop-out rate, and are disadvantaged educationally and economically.
Solar Sister Solution

Seizing the opportunity

Solar Sister is a **women led** and **women driven** last mile **distributor** bringing clean energy access to **underserved** communities in Sub-Saharan Africa
Solar Sister sources products, manages the wholesale, and supports retail sales

- Solar Sister in-house
- With Solar Sister support

Last mile distribution

Sourcing → Wholesale to entrepreneurs → Retail sale through entrepreneurs

Business Model

MANUFACTURERS  |  SOLAR SISTER TEAM  |  SOLAR SISTER ENTREPRENEURS  |  COMMUNITIES

Sells products to Solar Sister

Recruits, trains, and supports clean energy entrepreneurs

Sells and delivers products directly to the customer

School

Clinic
South Asia > 600 million
Latin America > 34 million

Impact

Source: HOW SOLAR SISTER BRINGS LIGHT, HOPE, AND OPPORTUNITY TO WOMEN IN AFRICA,
A qualitative assessment by the International Center for Research on Women, 2016
Information on Corona Virus – Hygiene, Social Distancing etc

Increased Communication: Switch to mobile teleconference for meetings/Trainings

Encourage electronic/mobile banking

Our work continues. Energy access is essential, and our mission of supporting women entrepreneurs to deliver clean energy to their communities is more important than ever.
Thank You
Any Questions?