



2016 WINNER

Developing Harmonized Metrics for the PAYG Solar Industry

AMBITION

Unlock access to commercial finance at scale for pay-as-you-go (PAYG) solar by developing industry-wide key performance indicators ('KPIs').

OVERVIEW

The intervention will establish and roll-out company and industry level KPIs to help unlock commercial finance for PAYG solar, a leading business model for off-grid energy systems. KPIs will allow companies to better understand and manage operational and business model performance, financiers to identify investment opportunities and increase transparency on portfolio risk, and public actors to improve enabling policy environments.

FIRE PROGRESS

After being voted a 2016 FiRe Winner at the Bloomberg New Energy Finance Summit in April, a Working Group of high-level energy and finance experts, BNEF analysts, and FiRe Secretariat analytical staff was formed to support the World Bank and explore the role that the KPIs will play in identifying and managing risks associated with structured finance solutions for large-scale consumer debt finance needed to scale the PAYG sector. Achievements include:

Consultation meetings

held with industry and
investor stakeholders

Improved KPIs

integrating needs of
structured finance
solutions

Findings Presented

at BNEF Future of Energy
Summit in London

Plus White Paper Published

DETAILS

Champion

Anna Lerner, World Bank Group

Sector

Off-grid solar energy

Geography

Sub-Saharan Africa (pilot), LAC & Asia

Stage

Pilot

Target finance

Commercial banks, institutional,
impact investors, debt.

Getting access to international experts and advise made it possible to accelerate the launch of the KPI framework, grow our partner network and identify new useful applications for the data platform.

MODEL TO SCALE PAYG OFF-GRID SOLAR INDUSTRY



DIRECT IMPACT POTENTIAL

•To date, the leading companies have raised over USD **300 million** and serve about **700,000** customers.

•The KPIs will help unlock a market potential valued at USD **5 billion**, serving **24 million** households in SSA by 2020



For more information go to: <http://www.gogla.org> and <http://www.financeforresilience.com/priority/developing-harmonized-metrics-for-paygo-solar>

The Fire Awards build momentum for powerful, early-stage interventions to accelerate finance for clean energy and green growth.

FiRe consists of an annual competitive process to select and help launch actionable new interventions that demonstrate significant potential to ramp up new finance in climate-friendly projects, with a focus on private sector investment. In its 2015-2016 cycle, FiRe received over 40 submissions, including new emphasis on low-carbon cities interventions.