



Olasimbo Sojinrin

Country Manager, Nigeria

Light | Hope | Opportunity



UNITED NATIONS
UNCTAD
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Energy Poverty



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

These services are defined as

- 1) household access to electricity
- 2) clean cooking facilities

- > 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



These challenges disproportionately affect women



A **disproportionally 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

Women led and driven





Women as agents of change facilitate last mile distribution

Women Entrepreneurs



Lower customer acquisition and servicing cost



Market trust to leapfrog to decentralized energy solutions

Women Managers, Trainers





Solar Sister sources products, manages the wholesale, and supports retail sales

Solar Sister in-house With Solar Sister support



Solar Sister's Building Block # 1 : Strong Upstream Supply Chain



MANUFACTURERS

Produce durable, affordable lights and cookstoves, but need a way to get them to their customers in the last mile.



*sells products to
Solar Sister*





Solar Sister Energy Ladder:

Clean energy solutions for household, productive and institutional uses



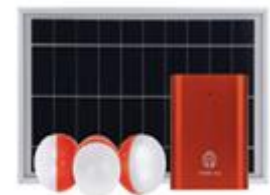
Powered by Solar Sister: pre-packaged and custom business, institutional solutions

Solar rooftop/
Multi-application solutions

Portable Solar Lamps with phone charging capability

Clean Cookstoves

Portable solar lamps



Solar Sister's Building Block # 2: Gender Inclusive Workforce Development



SOLAR SISTER TEAM

Provides the backbone of the women's enterprise by recruiting, training, and supporting clean energy entrepreneurs.



*recruits, train, support clean
energy entrepreneurs*



Our Values: Sisterhood, Grit, Trust

Advancing Women's leadership at **all** levels – CEO, Board Chair, Staffing
Recruit, Train & Support team for distributed operations : women form 90% team
Local green job creation and enterprise skills development for women



Solar Sister's Building Block # 3:

Consistent & Quality support to Solar Sister Entrepreneurs

SOLAR SISTER ENTREPRENEURS

Earn an income by building independent, clean energy businesses and bring energy access to their communities.



sells and deliver products directly to the doorstep



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Dedicated staff to Recruit-Train-Support Solar Sister Entrepreneurs
Business, leadership, technology and agency based empowerment training
Over 1000 registered Solar Sister Entrepreneurs across Nigeria
Presence in 23 of the 36 states in Nigeria



Implementation Cycle



IDENTIFY Communities



INTRODUCE Solar Sister's Business Opportunity: Entrepreneur Recruitment Process



ONBOARD ENTREPRENEUR: Solar Sister 101 (Business Basics, Recordkeeping, Customer Care, Inventory Restocking Procedure)



ONGOING SENSITIZATION: Awareness Building with local Partners and Entrepreneur Network



MONTHLY SISTERHOODS: Ongoing Mentoring and Training (Business, Leadership, Empowerment)



Solar Sister's Building Block # 4 :

Partnerships



COMMUNITIES

Benefit from solar lights and efficient cook-stoves. This creates ripple benefits for home finances, education, health, and more!

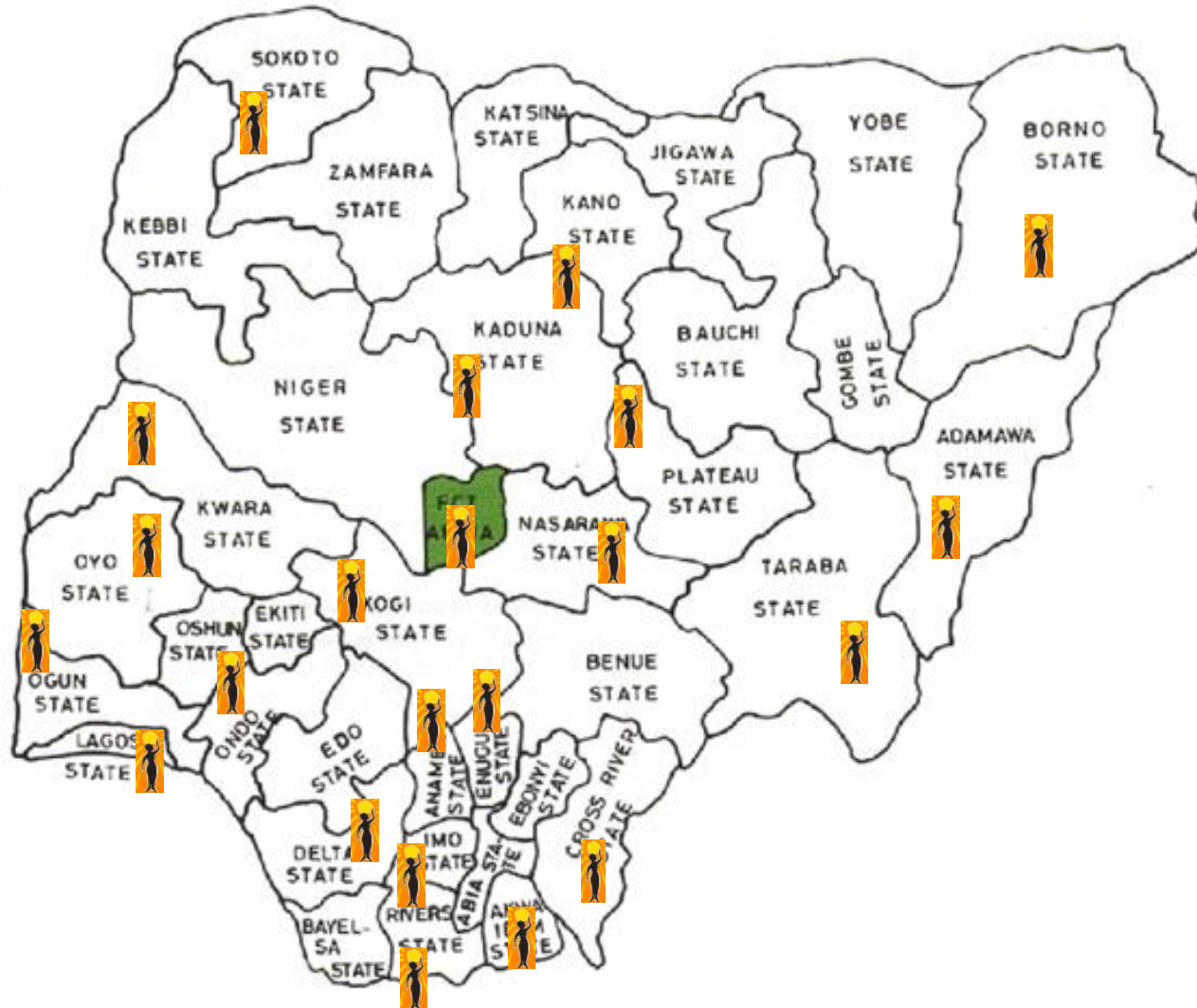


Community as partner, champion and customer

Grassroots Partnerships with women's groups, savings associations, community leaders, education, health and conservation focused local organizations.

International Partners such as Energia International Network on Gender and Sustainable Energy, US State Dept, Wpower programme, Solar Nigeria Programme, Exxon mobil foundation, Women for women International, Swedish Postcode etc

Geographic Spread



Entrepreneur Stories



Nanbet is a formidable young woman, a single mum of 5, a farmer and now a clean energy entrepreneur. Her new business means she can grow more and feed her children. She has used the profits to pay for fertilizer and laborers for her farm and also to send her children to school. (Plateau State)

Mrs Abiola-Ige is a science teacher and is enthusiastic about both solar energy and women's empowerment. She is keen to involve the next generation – she has already taught her children about solar energy and entrepreneurship. (Oyo State)

Eucharica is a grandmother and clean energy entrepreneur. In the remote area in Enugu state where Eucharica lives, light can make all the difference. After her solar lights scared away a gang of thieves, she believes solar lights saved her life. (Enugu State)

IMPACT



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