Olasimbo Sojinrin
Country Manager, Nigeria

Light | Hope | Opportunity

[Image of people with solar lanterns, slogan: Solar Sister]

[UNCTAD logo]
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 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

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<th>Seizing the opportunity</th>
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<td>Solar Sister is a <strong>women led</strong> and <strong>women driven last mile distributor</strong> bringing clean energy access to <strong>underserved communities</strong> in Sub-Saharan Africa</td>
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<th>Women led and driven</th>
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<td><img src="https://example.com/solar-sister-solution" alt="Solar Sister Solution" /></td>
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Women as agents of change facilitate last mile distribution

Lower customer acquisition and servicing cost

Market trust to leapfrog to decentralized energy solutions

Women Entrepreneurs

Women Managers, Trainers
Solar Sister sources products, manages the wholesale, and supports retail sales.
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

- Portable solar lamps
- Clean Cookstoves
- Portable Solar Lamps with phone charging capability
- Solar rooftop/Multi-application solutions
- Powered by Solar Sister: pre-packaged and custom business, institutional solutions
Solar Sister’s Building Block # 2:
Gender Inclusive Workforce Development

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

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

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)

Eucharia is a grandmother and clean energy entrepreneur. In the remote area in Enugu state where Eucharia 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)
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
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