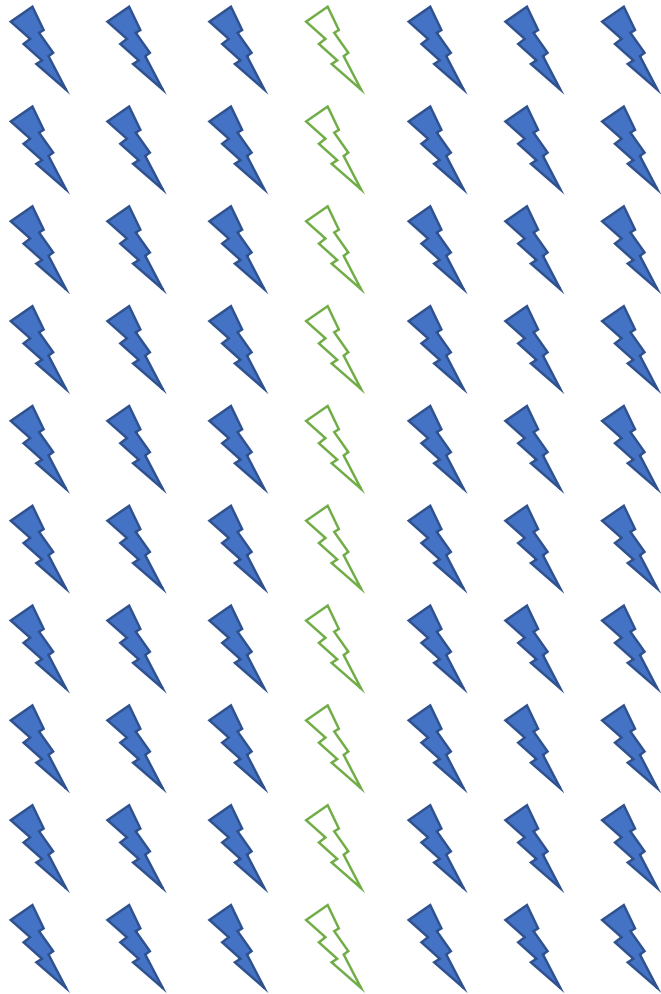


Possible Path for Accelerated Development of Off-Grid Solar Market

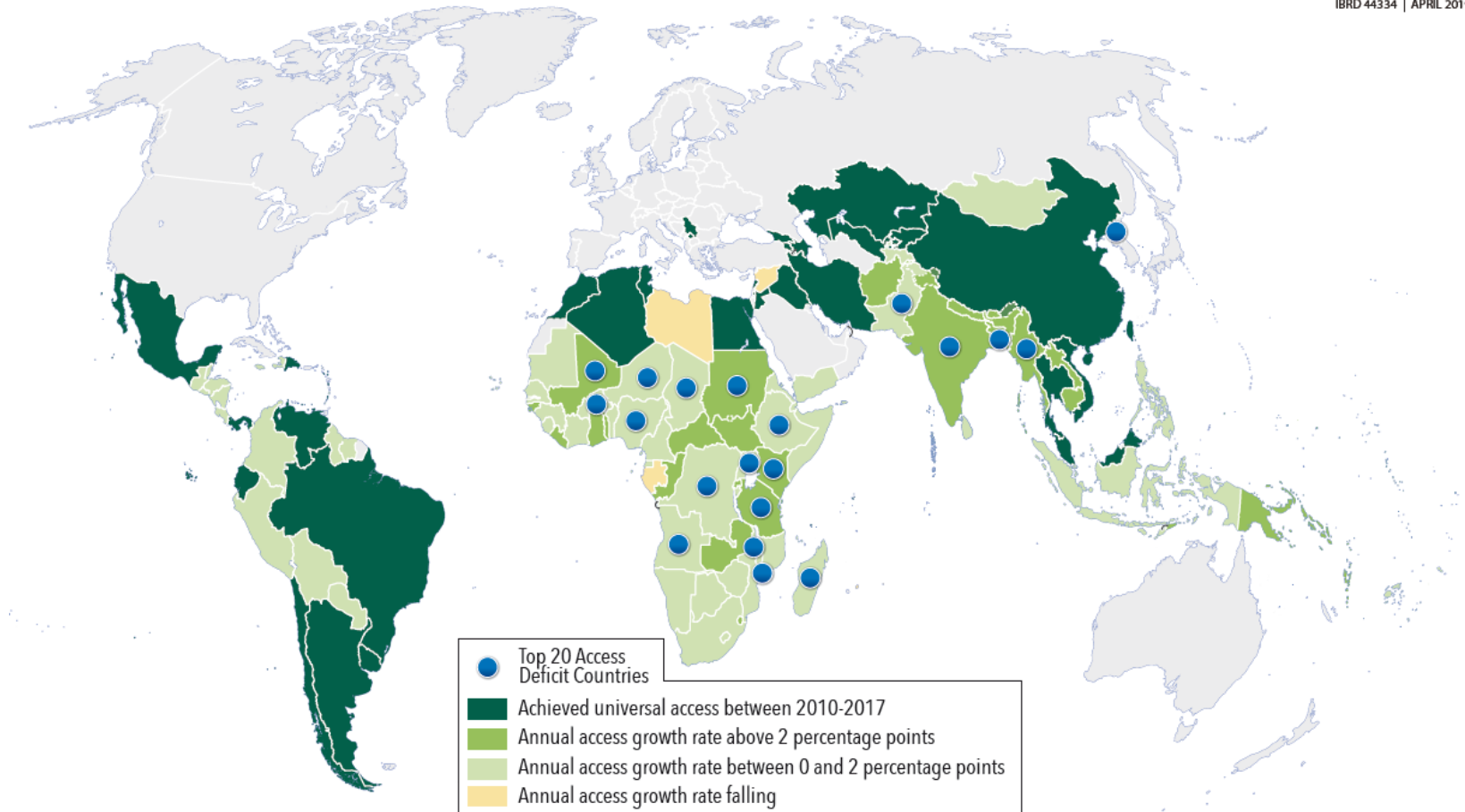
Jiayang Li
EEDAL 2019
Ji'Nan, China

Off-Grid Solar Market



ANNUAL INCREASE IN ELECTRIFICATION RATE IN ACCESS-DEFICIT COUNTRIES, 2010-2017 (PERCENTAGE POINTS)

IBRD 44334 | APRIL 2019



Solutions to Power for All



Grid extension



Mini grid



Off-grid solar (Solar Lantern and Solar Home System-SHS)

Off-Grid Solar products

For Households

Pico Solar (10W and less)



Solar Home System - SHS (10W-400W)



A closer look at OGS products in terms of production cost - pico-solar

Pico Solar products



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A closer look at OGS products in terms of production cost - SHS

SHS, bundled with appliances



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And
More

...

Overview of advantages/disadvantages

	APPLIANCE MANUFACTURERS	OFF-GRID COMPANIES	SOLAR
ADVANTAGES	<ul style="list-style-type: none"> • Adequate financial capacity • R&D capacity • Product quality • controllability • Marketing resources • Good stability 	<ul style="list-style-type: none"> • Experience in operating in off-grid markets • Established local sales network 	
DISADVANTAGES	<ul style="list-style-type: none"> • Lack of experience in off-grid solar market 	<ul style="list-style-type: none"> • Tight cash flow. Spend a lot of resources on financing. • None-to-Little experience in appliances R&D • Poor stability 	

Suggestion

The off-grid solar market advocates and agencies:

- ▶ Regard “engaging appliance manufacturers in off-grid solar market” as a strategy;
- ▶ Allocate resources to reach out to appliance manufacturers and show them the future of off-grid market;
- ▶ Provide opportunities for appliance manufacturers to cooperate with off-grid solar companies;
- ▶ Support such cooperation at both policy and market level.