



Beyond the Grid

Partner Commitments

About Power Africa's Beyond the Grid

Power Africa, an initiative of the U.S. government, is working with African governments, the private sector, and other partners in sub-Saharan Africa to add more than 30,000 megawatts (MW) of cleaner, more efficient electricity generation capacity as well as increase electricity access by adding 60 million new home and business connections. Utilizing the combined expertise of 12 U.S. Government agencies, Power Africa is unlocking the substantial wind, solar, hydropower, natural gas, biomass, and geothermal resources in the region to enhance energy security, decrease poverty, and advance economic growth.

Power Africa is expanding mini-grid and off-grid solutions to increase access to underserved areas through "Beyond the Grid." This sub-initiative utilizes Power Africa's innovative transaction-focused model to galvanize collaboration, engage in critical actions to accelerate transactions, and drive systemic reforms in order to facilitate future investment for off-grid and small-scale renewable energy solutions.

Beyond the Grid Partner Commitments

The Power Africa initiative already supports over 25 small-scale energy projects. Beyond the Grid is expanding this significantly – having facilitated over \$1 billion in new private sector investments. With over 40 partners, Beyond the Grid also seeks to unlock investment and growth for off-grid and small-scale energy solutions for millions of households, businesses and public facilities in underserved areas in Africa. The following list is the commitments made by each Beyond the Grid partner as part of Power Africa:

Acumen

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Acumen intends to:

- Invest USD 7M – USD 10M over the next 3 years in 5-10 enterprises serving off-grid markets in multiple Power Africa countries. Specifically, Acumen will seek to invest in 1) companies that manufacture and/or distribute household consumer energy products; 2) companies that generate electricity for off-grid communities through mini-grids that use renewable energy sources, such as biomass, solar, and hydro; and 3) companies that generate renewable energy for an existing grid in which the grid is unreliable or non-functioning.
- Impact the lives of 1 million – 5 million people through its investments in companies providing energy access to off-grid communities.
- Target individuals and communities within the bottom of the economic pyramid ("BoP") through investments in companies that provide goods and services at affordable prices to said target market.
- Share learnings from its work in driving energy access in off-grid communities through a variety of forums, research, and impact measurement related research related projects and partnerships.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power

available to off-grid households by 2-5MWs. These investments could directly benefit more than 200,000 households and businesses by creating access to clean and affordable energy sources, resulting in increased productivity and improved health outcomes. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Azuri Technologies

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Azuri Technologies intends to:

- Advance the Beyond the Grid goal of providing access to clean, reliable energy, Azuri Technologies seeks to sell and distribute over 1 million off-grid Azuri solar home systems in sub-Saharan Africa by 2016.
- Expand its activities to an additional 2 of the Power Africa Countries; in particular it will aim to provide access to its advanced solar power technology to small entrepreneurs in rural areas.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to 1 Million households by approximately 10 MWS, initially growing to over 100MWs over time. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Bamboo Finance

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Bamboo Finance intends to:

- Advance the Beyond the Grid goal of providing access to clean, reliable energy, Bamboo Finance seeks to launch the Bamboo Energy Fund - Solar for All, a private equity fund investing in companies that provide access to energy in off-grid regions of Sub-Saharan Africa and South/South-East Asia. The Solar for All Fund will invest about 60% of its assets in Sub-Saharan Africa with the main focus countries being Kenya, Tanzania, Uganda, Ethiopia, and Nigeria. Bamboo Finance aims to catalyze over US\$ 20,000,000 in investment for small-scale energy service providers and energy projects in Power Africa countries over the next five years, which will increase access to electricity to 20 million people in these countries.

BBOXX

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, BBOXX intends to:

- Electrify 20 Million people by 2020.
- Develop distribution networks across Africa and other developing countries which can provide solar energy as a service to end customers.
- Design and manufacture solar systems and efficient accessories to provide on-grid experience to offgrid communities.
- Raise and deploy debt financing through its financial arm, BBOXX Capital, in London to sustain the financing needs of the distribution networks to achieve the company's 2020 vision.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to 4 million households by 2020. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Beyond Capital Fund

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, BCF intends to:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, through the provision of seed capital and business mentoring to energy access related business models operating in Power Africa target countries. Sourcing will focus on companies with great potential to scale and expand their impact within a reasonable time period (less than five years).
- BCF aims to catalyze at least US\$1,000,000 in total investment, through direct contributions and coinvestors, for small-scale energy service providers and energy projects in Power Africa countries over the next five years, which will increase access to electricity to hundreds of thousands of rural energy customers.
- BCF aims to provide companies operating within Power Africa countries with access to market and sector expertise, financial modeling expertise, and legal expertise in addition to investment dollars.
- BCF intends to focus its investment activities on the provision of access to energy solutions to rural consumers, whether via direct sales or a franchise model, to empower small, local entrepreneurs.
- BCF will assist the portfolio companies that coincide with Power Africa target areas with additional capital raising and business expansion support over time.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to close to one million households and small business owners. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Calvert Foundation

Over the next two years, as part of its commitment to Power Africa under Beyond the Grid, Calvert Foundation intends:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy by investing \$20 million to empower women throughout the continent by accelerating their access to clean, safe, and affordable energy in their communities.
- To raise investment capital from individual investors in the U.S. through Calvert Foundation's Community Investment Note (CI Note), specially branded to support this important work. The CI Note would highlight the vision and objectives of this initiative and its key partners, ultimately increasing awareness about the importance of alleviating energy poverty in Sub-Saharan Africa.
- To seed innovative financing mechanisms and to capitalize financial intermediaries that focus on tackling some of the barriers in the clean energy value chain – lack of appropriate capital being identified as the most critical one.
- To catalyze \$20 million in investment in clean energy social enterprises to increase access to clean energy products and services to more than 500 thousand end users in these countries,

empower more than 250 thousand woman by including them as distributors, technical assistance providers, consumers, etc., in the clean energy value chain, create more than 300 new jobs and avoid more than 500 thousand metric tons of greenhouse gases to be released in the atmosphere.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and could directly benefit 250 thousand households and businesses by 2016. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Capricorn Investment Group

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Capricorn intends to:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, Capricorn plans to invest in companies providing solar power, hybrid power systems, mini-grid installations, energy storage systems, and mini-hydro power systems, increasing energy access for communities currently lacking reliable power.
- Capricorn aims to catalyze investments for small scale energy service providers and energy projects in Power Africa countries over the next five years, which will increase access to electricity to users and communities in these countries.
- Capricorn aims to provide Power Africa countries with access to solar technology, battery technology, power electronics technology, and solar and hybrid project finance expertise.
- Capricorn intends to expand its activities to an additional 2 of the Power Africa Countries; in particular it will aim to provide access to its advanced solar power technology and hybrid power technology to entrepreneurs in rural areas.

Cross Boundary

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Cross Boundary intends to:

- Advance the goal of Beyond the Grid to provide access to clean, reliable energy. Cross Boundary's Distributed Generation Facility will provide an aggregated investment platform to finance installation
- of off-grid renewable generation assets for commercial customers such as manufacturers, farms and hospitality operators. The Facility will allow project developers to offer commercial consumers conversion from diesel to more efficient renewable technologies on a PPA or lease basis. This will greatly increase the attractiveness of renewable own-generation for African enterprise and unlock increased installation of renewable assets to serve off-grid industry.
- Catalyze at least US\$200 million in investment for medium scale off-grid energy projects in Power Africa countries over the next five years, which will increase access to electricity for African enterprises and impact the lives of millions of power users in these countries.
- Provide Power Africa countries with increased commercial access to electricity, reduced reliance on diesel fuel, increased renewables penetration and associated environmental benefits. Indirect benefits for countries will include increased economic activity and employment, stimulus to the local renewables industry, and increased energy security.

- Operate in all Power Africa Countries; in particular the finance mechanism will allow medium size enterprises to benefit from cheaper and cleaner renewable generation in off- grid areas
- Cross Boundary's Facility will provide attractive returns for private investors. As the Facility increases in size then returns will benefit further from increased scale; risk will also be further diversified across multiple geographies, off takers and industries. Cross Boundary will raise capital on an ongoing basis to increase the reach of the Facility.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of clean power available to commercial business and associated households by 20 MWs in the next 12 months and 100 MWs in the next three years. These investments will directly benefit businesses by providing access to more reliable and cheaper electricity, resulting in increased sales, less equipment damage, and increased access to finance but taking power generation from their balance sheet. These investments will eventually benefit many households by providing a sustainable off-grid generation backbone that can be leveraged for consumer mini-grids. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

d.light

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, d.light intends to:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, d.light seeks to empower over 35 million people in Kenya, Nigeria, Ethiopia, and Liberia. Throughout Africa, d.light will create energy access for over 100 million Africans over the next 5 years through the distribution of solar powered lighting and energy products.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power generated by renewables for these 7 million households by 65 million kWh. These investments could directly empower over 34 million lives, reach over 8.5 million school-aged children, save households over \$1.9 billion USD in energy related expenses, generate over 17 billion productive hours for households and offset over 3 million tons of CO₂e. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

The Tony Elumelu Foundation

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, The Tony Elumelu Foundation intends to:

- Advance the Beyond the Grid goal of providing access to clean, reliable energy. The Foundation is in the process of exploring an off grid installation in Nigeria through a possible joint venture with Power Africa member Husk Power which if concluded will increase energy access for local communities and farmers in Nigeria and contribute to the Nigerian government's own rural electrification programme Light Up Nigeria;
- Through existing programmes of the Foundation open to entrepreneurs across Africa, catalyze investments for small scale energy service providers and energy projects in Power Africa

countries over the next five years which will increase access to electricity to a large number of users in these countries;

- Provide Power Africa countries with access to technology, sector expertise and financial structuring expertise as required in making our investments;
- Expand activities beyond Nigeria to other Power Africa Countries within the context of available investment opportunities; in particular it will aim to provide early stage capital to entrepreneurs seeking to implement for profit renewable energy solutions.

Embark Energy

Over the next several years, as part of its commitment to Power Africa: Beyond the Grid, Embark Energy aims to achieve the following:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, Embark Energy aims to enable 360 entrepreneurs to create or grow businesses capable of serving well over half a million households per year thereafter by 2015. Each year, the people living in those households will have the benefits of cleaner energy – better light, the ability to power mobile phones, less drudgery from collecting fuel – while reducing their emissions of greenhouse gases and black carbon.
- Embark Energy aims to expand the reach of the training and coaching for energy entrepreneurs by launching an online business planning curriculum in June 2014. This will allow expansion from Tanzania to other Power Africa countries with distance learning and coaching to help entrepreneurs launch and scale-up clean energy businesses.
- Embark Energy seeks to catalyze investments in small and medium sized energy businesses in Africa by bringing in financing partners for the design and launch of a \$4.5 million Seed Capital Facility that will provide start-up capital to ~100 entrepreneurs.
- Embark Energy aims to expand its activities to 2 additional Power Africa Countries; in particular it will aim to create successful energy enterprises using the MyBusinessPlan training, coaching and links to finance.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to provide access to 500,000 households per year by 2015. This ambitious vision requires an elevated partnership built around concrete business and development interests.

Energiya Global

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Energiya Global intends to:

- Install 30 one MW off-grid projects in Nigeria over the next five years, which will increase access to electricity to millions of households that do not have access to the national grid.
- Energiya Global intends to expand its activities to an additional three of the Power Africa Countries; in particular it will aim to provide access to (its advanced solar power technology) to small entrepreneurs in rural areas.
- Energiya Global intends to build a network of up to 25 10 MW projects throughout Africa, for a commitment of \$750 million over the next five years, making our services accessible to 10 million

Africans in five countries and to expand into other countries, starting in South America and the Middle East.

Fenix International

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, FENIX INTERNATIONAL intends to:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, FENIX INTERNATIONAL seeks to sell and distribute over 1 million off-grid solar power systems in Africa by 2018. This will directly benefit at least 5 million people, provide access to mobile communications to over 15 million people and deliver 1.1 billion cell phone charges and 1.4 billion hours of clean LED light each year.
- FENIX INTERNATIONAL intends to expand its activities in Uganda as well as two Power Africa Countries: Tanzania and Kenya. In particular, Fenix will expand access to affordable solar power for households and entrepreneurs via our ReadyPay Solar Power System which leverages mobile payments to deliver clean energy for as little as \$0.39 per day.
- In order to distribute 1 million off-grid solar power systems, FENIX INTERNATIONAL will work with Power Africa partners, private investors, and banks to catalyze over \$287 million in consumer finance to make solar affordable for customers who currently lack electricity.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to 1 million households by at least 15 MWs, directly benefitting over 5 million people and providing mobile phone access to over 15 million people via 1.1 billion cell phone charges each year and delivering over 1.4 billion hours of clean LED light each year. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Global Off-Grid Lighting Association

Together with Power Africa, GOGLA will work on:

- Positioning off-grid lighting outside the philanthropic arena as a fully recognized industry in an important and growing market.
- Working with small and medium enterprises in developing and emerging countries to reduce barriers and increase opportunities.
- Co-operating with legislative bodies to develop directives and regulations that are relevant to the industry on a national, regional and global level.
- Providing a platform for industry communications and information sharing to enable equal access to opportunities.”

Gray Ghost Ventures

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Gray Ghost Ventures intends to make investments similar to those in our existing fund portfolios:

- Gray Ghost Ventures intends to expand its activities to an additional 3 of the Power Africa Countries; in particular it will aim to provide access to (its advanced solar power technology) to small entrepreneurs in rural areas.
- Gray Ghost Ventures generally seeks to reach profitability for most of its investments within 5-6 years and provide attractive returns for private investors. To do this, Gray Ghost Ventures intends to raise an additional USD \$50 million in equity.
- Gray Ghost Ventures intends to build a network of physical locations that make our services accessible to 100 million Africans in 5 countries and to expand into other countries, starting in 2018.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to 25 million households by 4 -5 MWs. These investments could directly benefit 100 million lives by 2024.

Global Village Energy Partnership (GVEP) International

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, GVEP intends to:

- Catalyze US\$30m in investment for small scale energy service providers and energy projects in Power Africa countries over the next five years, which will increase access to electricity to 15 million people in these countries.
- Support the development of small scale energy businesses in Power Africa countries by providing technology/technical, operational and financial support, as Well as expertise in terms of project development, financial structuring and capital rising.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to 4,000,000 households by 400 MWS. This ambitious Vision requires an elevated partnership built around the pursuit of concrete commercial and developmental interests.

Imprint Capital

Over the next several years, as part of its commitment to the Power Africa Initiative, Imprint and its clients intend to:

- Continue to support the expansion of manufacturing and distribution companies that improve access to clean, reliable energy solutions in Power Africa Focus Countries.
- Pursue investments into new and existing financial intermediaries that provide working capital and other debt financing to mini-grid and off-grid power companies.
- Work with government and private sector players to create well-structured investment opportunities that attract a broad base of Imprint clients and other market-driven investors to Power Africa Initiatives.

Invested Development

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid,

Invested Development intends to scale our commitment for enterprises focused on extending electrification beyond the grid in Sub-Saharan Africa to include additional equity and debt capital representing a significant part of our \$20 million in committed capital.

Khosla Impact

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Khosla Impact intends to invest in and support with strategic assistance and connections, two to three business that expand the access, availability and affordability of solar products for African consumers:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, Khosla Impact seeks to complete a new investment in SunFunder – a solar systems financing company based in the US and active in Tanzania and other African markets, increasing energy access for tens of thousands of households and representing a total investment of at least US\$750,000.
- Khosla Impact also aims to catalyze at least US\$10,000,000 in debt from partners and coinvestors for small-scale energy products and energy projects in Power Africa countries over the next five years, which should increase access to electricity for hundreds of thousands of users in these countries.
- Khosla Impact, through its investee company BBOX, intends to expand its activities to an additional 2 of the Power Africa Countries; in particular Ghana and Nigeria over the next five years.
- Khosla Impact seeks to help its investee companies reach profitable scale within 5 years to provide attractive returns for private investors.

Kiva

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Kiva intends to:

- Advance the aims of Beyond The Grid by providing crowdfunded 0% interest, risk-tolerant capital that expands and strengthens access to clean, reliable energy for those living in energy poverty.
- Kiva commits to a revolving credit line of at least \$1.5M, crowdfunded by approximately 60,000 individuals.
- Kiva's credit line will fund early stage off-grid solar solutions and social enterprises with the aim of enhancing access and lowering costs throughout the solar solution supply-chain; including financing for manufacturers, wholesale distributors, retail sellers and end-consumers.
- Fund through its partners, projects throughout Africa that expand access to solar lamps, solar home systems and micro-grids.
- Kiva's 5-year commitment will engage more than 300,000 people worldwide as funders, to raise capital and build global awareness of energy challenges in the region.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available households. These investments could directly benefit social businesses by providing risk-tolerant capital they can use to prove and scale their model so that they can develop the track record necessary to attract institutional investors. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

LGT Venture Philanthropy

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, LGT Venture Philanthropy intends to:

- Advance the Beyond the Grid goal of providing access to clean, reliable energy. LGT VP seeks to provide early-stage growth capital as well as critical strategic support (incl. sector expertise and financial structuring expertise) for local organizations that offer scalable, replicable mini-/ off-grid solution in East- and Southern Africa.
- LGT VP will assist its East African portfolio company seeking to expand across the region and scale beyond 60'000 households, as well as assist an Indian biogas portfolio company expand across East Africa.
- LGT VP will catalyze US\$ 5m in direct and co-investments for small scale energy service providers and energy projects in Power Africa countries over the next five years, which will increase access to electricity to 500'000 users in these countries.
- LGT VP will expand its activities to an additional 2 of the Power Africa Countries.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to 500'000 households. These investments could directly benefit 500'000 households and businesses by 2019. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Liberia Energy Network

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, LEN intends to:

- By 2018, distribute over 200,000 "plug and play" solar LED lighting and cell phone charging units, approved by the World Bank Lighting Africa Program throughout Liberia, providing light to over 1 million Liberians.
- Build out a supply chain in partnership with government agencies, traditional tribal institutions, as well as established educational, civic, medical and religious organizations that are already providing basic goods and services to Liberians; in return for building upon these existing institutions to complete the "last mile" in the supply chain, LEN creates opportunities for them to generate revenue and social capital to support their missions and goals.
- Pioneer developing the base of the economic pyramid market in Liberia with a high volume and low margins business model to bring solar lighting technology within reach to the largest number of Liberians using modern business practices which include marketing, branding, and providing after- sales repair and warranty services to the Liberian consumer.
- Starting in Monrovia from a simple basement warehouse space in December, 2011 in mid- 2012, LEN established a showroom /office warehouse in the Waterside market area to handle the logistics of receiving and storing the lights that are brought in by ship, work with local partners to coordinate distribution and sale of the lights, and work with local lenders to finance the lights. The office currently has four full-time and three part-time Liberian employees. An Upcountry retail shop/warehouse was also established and is currently staffed by two employees and three commissioned sales agents. Additional retail and distribution/service centers will be established throughout the country by 2018, with all employees being Liberians.
- Turn cash flow positive in 2015, allowing LEN to continue to scale and be self-sustaining with a total EBITDA of \$796,000 being projected by 2018. As a nonprofit social enterprise, LEN will

reinvest all positive EBITDA into expansion of LEN's operations and lowering prices to Liberian consumers, so as to make solar lighting accessible to all Liberians.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to 200,000 households by 6 mwh/yr. These investments are projected to directly benefit within four years 200,000 households and businesses, serving over 1- million Liberians representing nearly one-third of the population, especially in the rural upcountry regions of the country. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Little Sun

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Little Sun intends to:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, Little Sun seeks to deliver at least 4 million small solar by 2019 to countries in Africa, increasing energy access for as many households, as well as offering a business and profit opportunity to local vendors.
- Little Sun is catalyzing US\$ 5 million in existing impact investment (an impact investment loan) for small scale energy delivery in Power Africa countries over the next five years, which will increase access to electricity in these countries.
- Little Sun aims to provide Power Africa countries with access to solar handheld lamps, solar mobile phone chargers, and solar home systems, as well as with financial and educational support for micro business building to bring the technology to rural communities.
- Little Sun intends to expand its activities to an additional 2 (Ghana, Tanzania) of the Power Africa Countries; in particular it will aim to provide access to its advanced solar power technology, products, and entrepreneurial opportunity to small entrepreneurs in rural areas.
- Little Sun is building a network of partners, representatives and offices that make our products accessible across the African continent, beginning in the countries where we are already distributing.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to households by minimum 2 MegaWatt within 2019 (0,5Watt per unit). Sales planned will benefit at 4 million households by 2019, and the investment will thus benefit the household members as well as the micro entrepreneurs who make the trade profits by providing the lamps in their communities. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Low Carbon Enterprise Fund

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, the Low Carbon Enterprise Fund intends to:

- Support existing portfolio companies within Africa to advance the Beyond the Grid goal of providing access to clean, reliable energy to all;
- Assist portfolio companies delivering clean energy access in other parts of the world to bring their solutions to the African continent;
- Seek out new investment opportunities in the African continent and invest as appropriate to LCEF's mission, in early-stage ventures providing energy access for the base of the pyramid;
- Provide guidance for workshops, competitions and accelerators developing entrepreneurial solutions for Beyond the Grid challenges.

Mobisol

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Mobisol intends to:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, Mobisol will aim at providing a minimum of 10 m solar home systems to off grid customers until 2020.
- In order to do this, Mobisol will raise a minimum additional 20m EURO in equity and debt for 2015.
- Mobisol, together with Power Africa will make off grid electrification strategies the preferred electrification option throughout Power Africa countries.
- Mobisol intends to expand its activities to 6 of the Power Africa Countries until 2020 and will deploy its scalable hub network.
- Mobisol intends to expand its educational activities with the Mobisol Akademie and to train several thousand sales agents and installation technicians as well as Mobisol staff until 2020, with a particular focus on gender. The Mobisol Akademie is our company internal education (made in Germany) department that trains Mobisol staff and contractors. It is one of Mobisol key infrastructures needed to successfully run our operations.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to over 10 million households with a total capacity of at least 1 GW. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Mosaic

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Mosaic intends to:

- Mosaic aims to catalyze US\$125M in investment for small-scale energy service providers and energy projects in Power Africa countries over the next five years, which will increase access to electricity to 10 million users in these countries.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to two million households. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Off Grid Electric

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Off Grid Electric intends to:

- Advance the Beyond the Grid goal of providing access to clean, reliable energy. Off Grid Electric will expand its M-POWER service offering throughout East Africa, increasing energy access for more than one million households within the next five years.
- Expand its activities to additional African countries. In particular, Off Grid Electric will aim to provide access to its advanced solar power technology to households in rural areas without grid access.
- Create employment opportunities for local workers. Off Grid Electric will build its network of community-based entrepreneurs – M-POWER Agents – thereby creating thousands of local jobs, as well as employment opportunities for supporting services.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available to one million households and businesses by 2019. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Peppermint Energy

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, PEPPERMINT ENERGY intends to:

- Expand its primary activities into 4 of the Power Africa Countries, and provide a distribution network that reaches the majority of Sub-Saharan Africa; in particular it will aim to provide access to simple, portable, powerful renewable energy solutions to small entrepreneurs, NGO service providers and government rural electrification and access to development resources projects in off-grid rural areas.

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power and power dependent services available to 12,500 locations by 2017, deploying the equivalent of 2MW of installed solar production. These investments could directly benefit thousands of households and businesses, and impact tens, if not hundreds, of thousands of individuals through service providers who delivery access to enhanced medial, education, agriculture and other economic development services. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.

Persistent Energy Partners

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, PEP intends to:

- Advance the Beyond the Grid goal of providing access to clean, reliable energy by investing in and developing “Distributed Energy Service Companies” (“DESCOs”) that provide access to clean affordable energy services - lighting, mobile phone charging, radios, TVs and fans to low-income, off-grid households and workplace appliances to rural entrepreneurs - in West and East Africa.

PEP's goal is to develop DESCOS that service over 1 million households and businesses with clean, affordable energy services by 2019.

- Achieve its goals by catalyzing more than US\$300 million in commercial capital for investment in DESCOS over the next five years.
- Promote expansion by DESCOS beyond Ghana and Tanzania to Togo, Benin, Nigeria and Zambia in the next five years.
- Support (invest in, incubate and advise) companies that will employ (directly and as agents) over 10,000 people within five years.
- Support (invest in, incubate and advise) companies that will reduce CO2 emissions in the amount of 130,000 tonnes per year and black carbon emissions by 3,000 tonnes per year by replacing kerosene burning for light with clean energy in 1 million households.

PowerGen Renewable Energy

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, PowerGen intends to:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, PowerGen seeks to complete over 2 MW of solar, wind, and hybrid projects for off-grid locations in Kenya and Tanzania by 2018. This will bring clean, reliable, and affordable AC electricity to over 50,000 people in the region, supporting homes, businesses, and community facilities.
- PowerGen aims to provide Power Africa countries with expertise in the design, installation, commissioning, and maintenance of solar, wind and hybrid projects less than 0.5 MW and access to sustainable models for pay-as-you-go solar micro-grids for off-grid communities.
- PowerGen intends to expand its activities to an additional Power Africa Countries; in particular it will aim to provide access to solar micro-grids and solar water pumping to off-grid communities in Tanzania.
- PowerGen seeks to reach a profitable scale in 3 years that can provide attractive returns for private investors. To do this, PowerGen intends to raise an additional \$2m USD in equity and debt and expand its user base to over 50,000 people.

Powerhive

As a Beyond the Grid partner, we commit to delivering the following contribution by 2020:

- Deploy, or assist in deploying, "Powerhive-Powered" smart microgrids with a total value of at least \$200 million in debt and equity, delivering reliable and clean electricity to five hundred thousand homes and businesses in at least five Power Africa countries.
- Develop lasting partnerships with local stakeholders that will leverage the Powerhive platform to deliver energy access via intelligent micro-grids.
- Develop local capacity enabling at least 50,000 new local jobs.

responsAbility

Over the next several years, as part of its growing footprint in the energy sector and in alignment with the commitment to Power Africa under Beyond the Grid, responsAbility intends to catalyze over USD 100,000,000 in investments to meet the following objectives:

- Advance the Beyond the Grid goal of providing access to clean and reliable energy. Through its responsAbility Renewable Energy Holding, responsAbility will set up, finance, own and operate smallscale renewable energy power plants (3MW-10MW) in Kenya, Uganda, and Tanzania, with a focus on small-scale hydropower and biomass energy.
- Provide debt financing to companies in the energy access space – globally and throughout Africa. In this way, responsAbility is committed to spurring growth in a sector that is currently constrained by limited access to working capital finance.
- Further Beyond the Grid's environmental goals by offering finance for energy efficiency and renewable energy projects by refinancing local African financial institutions engaged in the green lending space.

responsAbility intends to over time expand its activities beyond Kenya, Tanzania and Uganda to other Power Africa countries within the purview of viable investment opportunities, in particular with the aim of providing greater access to affordable renewable off-grid and grid-tied solutions to rural areas.

Rockefeller Foundation

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, The Rockefeller Foundation intends to:

- Provide the necessary support to organizations that can deliver thousands of power plants in rural areas in India that will create a replicable model for countries in Africa. These plants will serve the needs of households, small entrepreneurs and communities – and be made financially viable due to long-term off-take contracts with telecommunications companies. This increased access to power will lead to economic development and improved livelihoods.
- Catalyze millions of dollars of investment for small scale energy service providers and energy projects over the next five years in India and globally, which will increase access to electricity to millions of users in these countries.
- Provide the support needed to foster an enabling policy environment in certain countries in SubSaharan Africa.

Schneider Electric

Over the next several years, as part of its commitment to Power Africa, Schneider Electric seeks to further develop BipBop Programme and reach the following objectives:

- Provide venture capital to off-grid energy SMEs, in Sub-Saharan Africa, over the next five years, with The Energy Access Fund (EAF). EAF aims at raising USD 60-80 million and ambitions to bring access to electricity to more than 1 million people at the base of the pyramid.
- Distribute BipBop solutions and increase energy access to reach 1 million households every year. As part of such commitment, in Africa, the PAMIGA/BipBop partnership aims at providing energy

access over 140,000 rural households and over a 1000 SMEs in the next five years in multiple countries, including Ethiopia and Tanzania.

- Train 1000 new people in energy-related trades, in Sub-Saharan Africa, every year, namely in Tanzania and Ethiopia.

Shell Foundation

Over the next several years, as part of its commitment to Power Africa under "Beyond the Grid", Shell Foundation intends to:

- Support the expansion of mini-grids in Africa.
- Catalyze the provision of appropriate debt finance to energy enterprises operating in Africa through the co-creation of new financial intermediaries;
- Catalyze the research and development of new energy products;
- Support the creation of new supply chain and distribution models to reach rural consumers;
- Catalyze private sector investment and the creation of financially-viable energy organizations that are providing modern energy services and creating jobs in an enterprise-based way;
- Over the next three years, deploy over US\$30m of grant funding to global access to energy solutions, with an expectation that the majority of this funding will be deployed in Africa.

Solar Sister

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Solar Sister intends to advance the Beyond the Grid goal of providing access to clean, reliable energy. To achieve this, Solar Sister seeks to build an expanded women entrepreneur network to provide clean energy access to over 400,000 households in Africa over the next five years.

Sunfunder

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, SunFunder intends to:

- SunFunder aims to catalyze US\$ 120 million in investment for small scale energy service providers and energy projects in Power Africa countries over the next five years, which will increase access to electricity to more than 4 million individuals in these countries.

The Eleos Foundation

The Eleos Foundation strives to improve millions of lives by investing in pioneering business solutions to poverty. At Eleos, we believe that sustainable market-based solutions will be the most effective way to eradicate extreme poverty. From affordable education in India, to sanitation in the slums of Kenya, we're committed to innovative entrepreneurs solving tough problems. We aim to bridge the "Pioneer Gap" by providing entrepreneurs with the early-stage capital and advisory support needed to take their business from a pilot to a proven model, ready to scale.

UN Foundation

Over the next several years, as part of its commitment to Power Africa: Beyond the Grid, the UN Foundation intends to continue its support of Sustainable Energy for All and the Energy Access Practitioner Network. Specifically, the UN Foundation intends to undertake the following initiatives and activities:

- As part of its ongoing support for Sustainable Energy for All and Power Africa, the UN Foundation operates the Energy Access Practitioner Network. The Practitioner Network, a network of some 1,600 members, brings together practitioners from the private sector and civil society working on the delivery of energy services and solutions related to off-grid electrification (micro-grid and standalone solutions) in a range of developing country contexts to develop a more integrated approach to energy access planning and execution to accelerate universal access to modern energy services. The Practitioner Network's particular focus is on the removal of market barriers to the effective delivery of energy services by promoting the adoption of new technologies and innovative financial and business models, as well as the identification and dissemination of best practices and advocacy for universal energy access. Through the Practitioner Network, the UN Foundation fosters new partnerships, convenes stakeholders, and provides a platform for sharing best-in-class solutions, with an emphasis on delivery, maintenance, and standards for consumers. As the largest network of off-grid energy providers, the Practitioner Network can assist Power Africa in widening private sector and civil society participation in the Beyond the Grid strategy development within its six priority countries.
- The Sustainable Energy for All initiative has identified Energy and Women's Health as a High-Impact Opportunity area. In 2013, Dr. Kandeh Yumkella, Special Representative of the Secretary-General for Sustainable Energy for All, requested that the UN Foundation lead a broad, multidisciplinary initiative in this area with the World Health Organization and UN Women and to bring together key stakeholders to make progress on the electrification of health clinics in an integrated manner and on a sustained basis. The first phase of this initiative is focused on conducting on-the-ground needs and technical design assessments for the electrification of rural health clinics in five African countries, including two Power Africa focus countries - Ghana and Liberia - as well as Sierra Leone, Malawi and Uganda. The UN Foundation will make every reasonable effort to harmonize and coordinate this initiative with the goals and activities of Power Africa: Beyond the Grid in order to catalyze action and investment in rural clinic electrification efforts, as well as broader micro-grid electrification initiatives that may have a clinic electrification component.
- Contingent on the availability of time and resources, the UN Foundation will continue to provide more general input and guidance on the Power Africa: Beyond the Grid sub-initiative and Sustainable Energy for All, with a specific focus on facilitating private sector dialogue and convening key stakeholders.
- Additional areas for exploration, depending on resource availability, may include development of an investment portal to provide an open platform for investors and potential investees to learn about each other's priorities and approach. The Practitioner Network already provides a "soft" brokering function through its investment directory, profiling the needs of some 150 companies for various types of financing, by highlighting the needs of companies through its knowledge sharing network, through profiling investor requirements, and through providing individual introductions between companies and potential investors across the energy access sector. The UN Foundation also has the capacity to host targeted grant funds to support capacity building for energy access companies.

Virunga Power

Over the next several years, as part of its commitment to Power Africa under Beyond the Grid, Virunga Power has the following intentions:

- To advance the Beyond the Grid goal of providing access to clean, reliable energy, Virunga Power seeks to complete ten 1 to 10 MW mini-hydro, biomass, and solar PV generation projects with “lastmile” rural distribution components in Kenya, Tanzania, and Uganda. These projects will bring new grid electricity access to more than 50,000 households and represents a total expected investment of over \$100 million.
- Virunga Power’s near-term pipeline includes 13 MW of mini-hydro projects and 7 MW of biomass generation with expected new rural grid connections of at least 15,000 new households and provision of power to additional tens of thousands of households and businesses with existing grid connections.
- In addition, Virunga Power will foster relationships between partner communities, local businesses, NGO’s, universities and research institutions, government agencies, and microfinance lenders to identify and stimulate productive uses of electricity in each of its projects

These planned activities are aligned with the goals of Beyond the Grid under Power Africa to increase access to clean, reliable power in Africa, and are expected to increase the quantity of power available by more than 50 MWs. These investments could directly benefit 50,000 households and businesses by providing grid-quality access to electricity for the first time. This ambitious vision requires an elevated partnership built around concrete commercial and developmental interests.