SolarAid

http://www.solar-aid.org/

Based in: United Kingdom

Type of Organization

International NGO

Operating In

East Africa, Southern Africa

Countries of Operation

Malawi, Uganda, Zambia

Types of Work

- Design Devices
- Import/Export Products
- Merchants for Re-sale
- Directly to end Users
- Last mile distributor, also sell lights to NGOs/Corporates

Energy Products or Services Offered

- Solar PV lanterns

Company Profile

- Years in Business 10
- Full Time Employers 60
- Woman Leadership Yes
- Active Financing Round Yes
Funding needs over the next 12-24 months

Further details about funding needs

SolarAid has reached 10 million people with clean and affordable energy by selling 1.8 million solar lights across East Africa. We played an integral role in the catalysation of the Kenyan and Tanzanian solar lighting markets - the first two in Africa to take off. We are now seeking funds to achieve the same in Malawi, Uganda and Zambia - where we are faced with much tougher conditions. Our unique distribution model, The SunnyMoney Way, builds demand, trust and awareness of solar lights in rural areas. As we do not just sell lights, our model is expensive to deliver but as an NGO (SolarAid) who owns the social enterprise (SunnyMoney), we always prioritise our social impact over profit. While investment is exponentially entering the off-grid sector, it is almost exclusively for Pay-As-You-Go Solar Home Systems which are too expensive for the customers we are trying to reach (base of the pyramid) with pico solar lights. In late 2016, we launched the world's most affordable solar light, the SM100, which is being sold at just $5. While the sector is moving away from affordability, we are championing it with more affordable solar lights and a proven and unique model (the only other examples are The World Bank's Lighting Global initiatives) which creates vital trust and awareness in the hardest to reach rural areas where the need is greatest. Grant funding would help us carry on our transformation work and launch new initiatives to reach those that others will not.

Involved in Mini-Grids

No