

Lighting Africa is implemented in partnership with: The Africa Renewable Energy and Access Grants Program (AFREA), the Asia Sustainable and Alternative Energy Program (ASTAE), the Energy Sector Management Assistance Program (ESMAP), the Global Environment Facility (GEF), Good Energies Inc., Luxembourg, Norway, the Public-Private Infrastructure Advisory Facility (PPIAF), the Renewable Energy & Energy Efficiency Partnership (REEEP). For more information: [www.lightingafrica.org](http://www.lightingafrica.org), follow us on [Twitter](#) or [Facebook](#).

**LA 2010 Conference to date: Registrants: 395; Exhibitors: 48**

## Lighting Africa Newsletter – March/April 2010 edition

The Lighting Africa newsletter is a briefing on the latest developments in the program and in the off-grid lighting market. It is provided to all member organizations and individuals in the Lighting Africa network. Help us help you tell your story by sending us your articles. However, Lighting Africa does not endorse the contents of the articles sent by its members. For comments, questions, or suggestions, please contact the Lighting Africa Project Team at [support@lightingafrica.org](mailto:support@lightingafrica.org)

### Top stories

#### Lighting Africa and oil giant Total share ideas on providing lighting to low-income earners

Lighting Africa was invited to a seminar titled “*Toward a strategy for Access to Energy*” organized March 24, 2010 in Paris, France by Total, the French oil major. Lighting Africa presented on the topic of “*Solar photovoltaics for low-income populations*” and shared its experience and vision on the subject of access to off-grid lighting for the base of the pyramid in Africa. Marc Fischer, Total’s Head of Solar Growth Strategy, Gas & Power presented his company’s strategy in the making on the same topic. The audience comprised over 350 representatives from Total subsidiaries worldwide. Other presenters of the day included the International Institute for Environment and Development (IIED), the Value Development Initiatives (VDI) and the French Development Agency (AFD). The workshop highlighted the potential areas for collaboration between Lighting Africa and Total. Lighting Africa’s presentation was well received and generated many comments and requests for further information. Total has confirmed its participation to the [Lighting Africa May 2010 Conference](#) in Kenya. [For more details](#)



#### Lighting Africa meets with Chinese LED industry

China is the source of most off-grid lighting products available worldwide today. As such, the Chinese industry is one the main market players and will be a key participant to the Lighting Africa 2010 conference scheduled for May 2010 in Nairobi, Kenya. In order to strengthen its collaboration with Chinese manufacturers and distributors, on March 18–22, Lighting Africa visited Beijing, China to talk about product quality assurance and to market the Lighting Africa 2010 conference. Lighting Africa partnered with the Chinese Solid State Lighting Alliance (CSA) to organize a number of consultations with Chinese industry stakeholders. These included the Chinese Ministry of Science and Technology and the National Lighting Test Centre in Beijing (NLTC). NLTC is the first international testing laboratory to adopt the Lighting Africa testing methodology for off-grid lighting products and it has been applying it since late 2009. In addition, meetings with a number of Chinese companies were held. To date, more than 25 Chinese manufacturers have registered to attend the Lighting Africa conference. [More details](#) or [read story](#).



### Other news

#### Lighting Tanzania 2010: Ten firms win close to 1 million USD in rural energy projects grants

The Tanzanian Rural Energy Agency formally announced on April 9 the selection of 10 winners for the Lighting Rural Tanzania Competition 2010



(LRTC2010). The winners were selected from an initial pool of 81 concept notes on innovative solutions for off grid lighting products and services. They will receive up to \$100,000 each in seed funding to develop and implement their ideas, for a total grant award of \$982,242. Work will be completed in 12 months over 2010 and 2011. The World Bank Group, through its Lighting Africa program, supported this initiative. [Read more.](#)

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### **Ghana and Kenya hold their 2<sup>nd</sup> Lighting Africa National Advisory Committee (LANAC) meetings**

LANAC Ghana and LANAC Kenya held their second quarterly meetings in Accra and Nairobi, respectively, to assess program implementation progress since August 2009. LANAC members gave their feedback and inputs into a number of key Lighting Africa issues, notably: the program's development objectives, the value proposition to members and associates and the expected outcomes of the LA 2010 conference. LANAC membership is made of specialists and experts in the renewable energy sector in those countries. LANAC advisors suggested the following:



- A list of potential partners for the studies Lighting Africa intends to conduct on impact assessment, education, SME development and living standards (Kenya)
- To link up with a rural network of commercial banks in order to reach rural populations, with LANAC Ghana assisting in establishing contacts. Electrification rate is high in urban Ghana – about 65% countrywide (Ghana). More details in Ghana and in Kenya. More details on [LANAC Ghana](#) or [LANAC Kenya](#).

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### **Policy Advisory Group meets in Ghana over off-grid lighting policies in West Africa**

In the framework of the Lighting Africa Policy Support Initiative, a Policy Advisory Group (PAG) met in Accra, Ghana on March 06, 2010. The group evaluated the progress of the study which is currently assessing policy and regulatory barriers to the implementation of alternative lighting to kerosene-based technologies in West Africa. The group made policy suggestions for the adoption of low-carbon, low cost, safe and reliable lighting products. PAG is chaired by Lighting Africa and implemented by the consortium Marge (France) and Econoler (Canada). The Lighting Africa policy support initiative includes case studies in eight African countries comprising Ethiopia, Kenya, Rwanda, and Tanzania (East Africa) and DRC, Cameroon, Ghana and Senegal (West Africa). [More details.](#)

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### **AC Nielsen to audit extra outlets for a more comprehensive baseline study in Ghana and Kenya**

The audit firm AC Nielsen will review over 100% more distribution outlets throughout Ghana and Kenya than previously envisaged. This will give a more accurate baseline on the variety, geographical distribution, sales figures, date of entry, pricing and availability of off-grid lighting products in both countries. When the ongoing audit is finalized, AC Nielsen would have audited 1,050 distribution channels throughout Ghana (from 400, initially) and about 1,500 in Kenya (instead of 600, previously). The audit, commissioned by Lighting Africa, seeks to establish a baseline on off-grid lighting products in both countries. Once the baseline is established, Lighting Africa will be monitoring these channels over time and make the information available to the industry. The results of the study are expected at the end of May 2010. [More details.](#)



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### **World Bank's InfoDev is promoting climate technologies transfer to low-income countries**

The World Bank's InfoDev is currently assessing country-specific interventions that can accelerate the development, deployment and transfer of climate technologies in middle and low-income countries. Kenya has been selected as one of the pilot countries. The assessment includes an intensive multi-



stakeholder engagement process via in-country workshops. A workshop held on March 9, 2010 brought together top leaders and stakeholders from a variety of backgrounds to provide valuable insights, experiences and expertise into supporting climate technology commercialization, entrepreneurship as well as the development of small businesses in Kenya. A follow-up workshop scheduled May 21, 2010 will crystallize on climate innovation centers and collect insights from international experts from other developing countries. This InfoDev project is implemented in partnership with the UK Department for International Development (DFID), the World Bank, IFC and other international agencies and independent experts. For more details, [view website](#), [click here](#) or call +254 721 211 406.

## Resources & useful links

### Financial support: a list of firms that can fund your business

Building a business is hard. Getting the funding you might need is tough. One of the things for social entrepreneurs is finding people willing to fund them. Traditional investors see the social component of their business as a discount on return on investment. There's a small pool of social venture firms that evaluate a business on its social and environmental performance as well as its financial success. Who are these firms, what types of social enterprises are they looking to support and how can you connect with them? [Find the list here](#).



### The EAI has launched two new tools for electrification practitioners in Sub-Saharan Africa

The Africa Electrification Initiative (AEI) has launched two new tools that will bolster its ability to build capacities, provide technical assistance and share information in Sub-Saharan Africa. The tools result from a June 2009 Maputo workshop which set out to create long-term information dissemination mechanisms for electrification practitioners in Sub-Saharan Africa. The tools include a new interactive [knowledge management website](#) (which hosts presentations, tools and results of the Maputo workshop) that will allow information sharing and live discussions, and the online [archive of operational documents](#), resulting from a collaboration between AEI and the Public-Private-Partnerships in the Infrastructure Resource Center for Contracts, Laws and regulations ([PPPPIR](#)). The objective of the three-year AEI project is to create and sustain a body of practical knowledge and a network of Sub-Saharan African practitioners that will focus on grid and off-grid electrification programs in rural, peri-urban and urban settings. AEI is housed under the Africa Renewable Energy Access Grants Program (AFREA) managed by the World Bank's Africa energy unit ([AFTEG](#)), and funded by the Netherlands through the Energy Sector Management Assistance Program ([ESMAP](#))'s Clean Energy Investment Framework Multi-Donor Trust Fund. [More details](#).



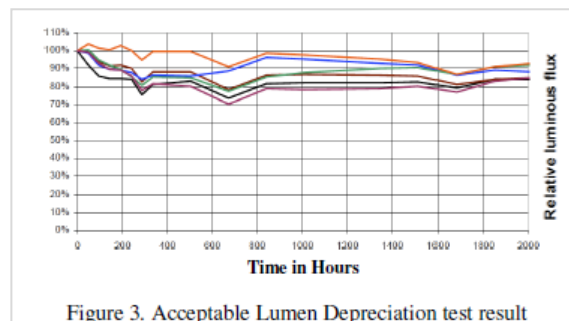
### Sunconnect Magazine: Improving product quality – The Lighting Africa quality assurance strategy explained

The rapidly emerging market for off-grid lighting products in Sub-Saharan Africa provides reasons for optimism, although the market lacks commonly accepted quality standards. Lighting Africa supports the development of a large, thriving, and sustainable market for affordable, high quality off-grid lighting products in African countries. It is the combination of quality and affordability that is needed to ramp up delivery of off-grid lighting solutions to the hundreds of millions of people in Africa who currently rely on fuel-based lighting for their lighting needs. This, however, depends on the ability of buyers to recognize the added value of an investment in high performance off-grid lighting systems. [Read on](#).



### Lighting Africa Briefing Notes, April 2010 ed.: LED lumen depreciation

This technical brief examines one of the most widespread causes of failure for off-grid lighting products: the light output over time of an LED light source, also known as lumen depreciation. Suggestions are made to manufacturers and designers on ways to avoid rapid LED degradation. Also, results from a recent Lighting Africa test study are given to emphasize the importance of good design. Read the [Briefing Notes - April 2010 edition](#) or review the [January 2010 edition](#).



**Extract:** *The performance of LED Lighting Products has been seen to vary widely. Good design can yield LED lifetimes up to 50,000 hours or more, while poorly designed products can lose all or most of their light output within a few weeks or months. Tests performed by Lighting Africa have indicated that some LED Lighting Products on the market will lose a large percentage of their light output in the first few days or months of operation. This poses a serious potential problem, and threatens to spoil the marketplace by giving consumers a negative impression of LED technology.* [April 2010 edition](#)

### Instruments for financing small-scale renewable energy equipments and projects

The United Nations Environment Programme (UNEP) commissioned this report in order to assess and recommend designs for financial risk management instruments that support scaled-up delivery and financing of small scale renewable energy projects. The assessment will provide guidance to inform designs of future UNEP, GEF and other donor programs. It was prepared by Mr.



John C. MacLean, President, Energy Efficiency and Finance Corporation, and Ms. Judith M. Siegel, President of the Energy and Security Group, for the, Renewable Energy and Finance Unit. [More details.](#)

### Register to the IFC-IBM SME toolkit for tips on how to develop your business

The SME Toolkit is a project of the Small and Medium Enterprise Department of the World Bank Group and is available in multiple languages through local partners – such as South Africa – around the world. [Business Partners Ltd](#), leading risk financing company for small and medium enterprises (SMEs), has made the online Toolkit available for all entrepreneurs in South Africa. The Toolkit — a joint initiative between Business Partners, IFC and IBM — offers easy access to information, resources and online training relevant to SMEs in a large number of industries and business sectors. [More details.](#)



### Upcoming events

- **InfoDev's Climate innovation centers workshop**, Nairobi, Kenya, May 21, 2010. [More details.](#)
- **Photonics Festival** – Taipei, Taiwan – June 9-11, 2010. [More details](#)
- **LED Technology, operation and application training** - June 29 - July 1, 2010 – Colombo, Sri Lanka. [More details.](#)

**The Road to Lighting Africa 2010**  
May 18-20, - Nairobi, Kenya

## Confirmed list of speakers at Lighting Africa 2010

Register now for Lighting Africa 2010! The off-grid lighting sector worldwide will converge in Nairobi on May 18-20, 2010. **Confirmed participants to date: 375 - Confirmed exhibitors to date: 46**

### **Confirmed speakers include:** (no specific order)

- Ogunlade Davidson , Minister of Energy and Water Resources, Sierra Leone
- John Barorot , Chief Technical Officer, Safaricom
- Frank Altena , Sustainability Officer, Philips Lighting
- Win Kurzyca , National Sales Manager Alternative Energy Solutions Division, SANYO
- Ranganayakulu Bodavala , President, Thrive
- Gilles Vermot-Desroches, Sustainable Development Senior Vice President, Schneider Electric
- K. Subramanya , CEO, TATA BP Sola
- Wolfgang Gregor , Senior Vice President and Chief Sustainability Officer, OSRAM
- Sagar Gubbi , Consultant, GSMA Development Fund
- Ling Wu , General Secretary, China Solid State Lighting Alliance
- Sameer Hajee , Executive Director, Lights for Life
- Christine Laurensen , Director, Research International
- Sam Goldman , Co-Founder and CEO, D-Light
- Lutengano Mwakahesya , Director-General, Tanzania Rural Energy Agency
- Omane Frimpong , Managing Director, Wilkins Engineering, Ghana
- Russell Sturm , Sustainable Energy Team Leader, International Finance Corporation (IFC)
- Augustus Goanue, Interim Head, Liberia Rural and Renewable Energy Agency
- Tjaarda P. Storm van Leeuwen , Adviser, World Bank Africa Energy Group (AFTEG)
- Jean Philippe Prosper, IFC Director for Eastern and Southern Africa
- Johannes C.M. Zutt , World Bank Country Director for Kenya
- Sam Andrews , China Operations Manager, Barefoot Power
- Mark Bent, CEO, SunNight Solar
- Norbert Pfanner , Dipl.- Ing, Fraunhofer Institute for Solar Energy
- Shuming Hua , Director, National Lighting Test Center
- Harald Schuetzeichel , Director Solar Energy Foundation in Ethiopia/Founder Sun Transfer in Kenya, Sun Transfer in Ethiopia and Kenya
- Ueli Scheuemeier , Sunlabob in Uganda
- Mohamedrafik Parpia , Managing Director, Zara Solar in Tanzania
- Corinne Figueredo, Manager, Cleaner Technologies Program, IFC
- Raj Kundra , Director, Capital Markets and Energy Portfolio, Acumen
- Kofi Nketsia-Tabiri , Regional Manager, E+Co Africa
- Felistas Coutinho , Director, Tujjenge Africa
- Vijay Iyer , World Bank Africa Energy Sector Manager
- Dustin Poppendieck Assistant Professor in the Environmental Resources, Engineering Department at Humboldt State University
- Nick Sireau , Director, Solar Aid
- Mercedes Fernandez , Senior Council, Climate Focus
- Evan Mills , Staff Scientist, Lawrence Berkeley Laboratory
- Sophie van den Berg , Partners in Development
- Mayank Sekhsaria, Co-Founder, Greenlight Planet Inc.
- Alex Varghese , UNIDO Representative to Kenya and Eritrea
- Ousmane Fall Sarr , Director for research and Information systems, Senegalese Rural Electrification Agency
- Carsten Hellpap , Manager, Energizing Development

### **Contributors:**

- **Philips Lighting** – Platinum Contributor
- **Schneider Electric** – Gold Contributor
- **Glenergy** – Bronze Contributor

To register, [click here](#)

For additional information on conference registration, kindly visit our website at [www.lightingafrica.org](http://www.lightingafrica.org) ,  
or contact: John Paul Jaudel - [JJaudel@energyandsecurity.com](mailto:JJaudel@energyandsecurity.com) - Tel.: +1-(202) 320 7301

### **More information**

- [Read previous newsletter editions](#)
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