



Solar Lights

THE CHALLENGE

Roughly 1.2 billion people worldwide have no access to electricity, and households in poverty spend an average of 9% of household income on energy, including dangerous alternatives such as kerosene lamps, candles, and batteries.

THE OPPORTUNITY

Global Partnerships aims to improve the economic position and quality of life of off-grid households by investing in manufacturers and distributors that provide access to quality, low cost solar lights and home systems.

WHO IS SERVED?

The target market is beyond the grid populations, many of whom live on less than \$3.20/person/day.

WHAT IS DELIVERED?

- Solar lights
- Solar lights with mobile phone charging
- Small solar home systems

WHY IS IT IMPACTFUL?

Household economics and quality of life improve as clients see:

- Reductions in fuel and phone charging costs
- Increased productivity
- Decreased smoke from burning kerosene
- Increased study time for children

OUR IMPACT

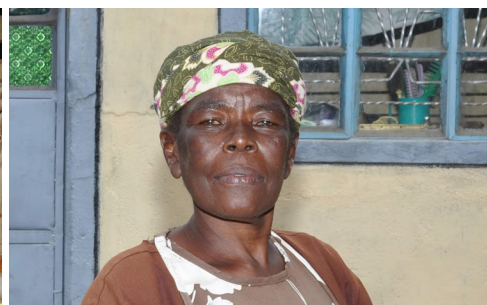
\$8.6MM active capital deployed

Three active partners

6.2MM cumulative lives impacted since 2013

LEAN DATA

In 2018, GP conducted assessments with two of our solar partners using mobile-based client surveys with Acumen's Lean DataSM approach. The results confirmed that our solar investments are deepening inclusion and improving lives.



CLIENT PROFILE

Rose and her husband John live on a homestead in the Muthei village outside Nairobi, where access to electricity is scarce. When their children were young, they studied by kerosene lamps, which emitted thick smoke that caused respiratory problems for one of their children. So, they decided to purchase a solar home system from Greenlight Planet (GLP).

Rose and John were so satisfied with their solar home system that they purchased two additional products that they use to operate another light in the common area as well as to power their television.

Solar lighting provides a sustainable source of light, reduces household expenditures on kerosene, and improves indoor air quality. As a result, their children can study safely without the thick smoke emitted by kerosene lamps, and Rose and John have more economic choices.

PARTNER PROFILE

GLP is a social enterprise that manufactures and distributes solar lights for low-income communities in the developing world. Though headquartered in Mumbai, GLP's reach has expanded beyond India into sub-Saharan Africa, Asia, and recently Latin America.

GLP offers a high-quality line of solar lights and small home systems under the Sun King brand. These solar products are designed to replace the use of kerosene for lighting. Sun King products are 2-15x brighter than a kerosene lamp, and larger models allow additional features like a USB port for cell phone charging and a radio. Each light comes with a small solar panel and has a product life of five years, with retail prices in the \$10-\$100 range. While many competitors are moving upstream to markets that yield higher margins, GLP continues to offer affordable products so low income households like Rose and John's can experience the benefits of solar light.

Sun King products are sold by over 100 distribution partners in more than 30 countries around the globe, including by industry leaders such as Total, Sunny Money and One Acre Fund.

In addition to selling through distribution partners, GLP reaches last-mile consumers through direct sales in India and select African markets. They are a certified B Corporation and received a 5-star rating from GIIRS analytics for impact investing.

Global Partnerships believes that partnering with GLP will help get more high-quality solar lights into Latin American and African distribution channels, increasing the supply of products that make a tremendous impact for households living in poverty.

PARTNER PROFILE:

GREENLIGHT PLANET

Country Reached:	Number of Units Sold:	Year Founded:
Multi-Country	+10MM	2007