

# PEG AFRICA



**Location**  
Cote d'Ivoire, Ghana, Mali, Senegal

## PROJECT SUMMARY

Hundreds of thousands of people living with poor or no access to electricity in West Africa look set to receive clean power for the first time thanks to the region's leader in financing and deploying solar assets.

PEG Africa's innovative service provides rural communities in Ghana, Cote d'Ivoire and Senegal with credit to purchase solar systems. The company is now looking to double its reach and open a fourth market in Mali after securing US\$25m additional funding, including US\$1.1m in equity financing from REPP. As of the end of March 2019, PEG had reached over 37,000 people as a direct result of REPP's involvement.

Scaling up PEG's operations is expected to provide numerous economic, environmental and health benefits in the region, where off-grid households are typically spending US\$14 – US\$20 per month on kerosene, candles, batteries and phone charging.

Standard solar kits include a panel, control box, phone charging kit, LED lights, torch, radio and a 19" television. Bigger systems are also available, and PEG is starting to leverage its credit knowledge to offer solar water pumps to smallholder farmers.

Through the asset-based financing scheme, PEG's customers – who lack formal banking services – make small incremental repayments via their mobile phones to acquire, use and finally own the solar device.

Sales agents are paid their commission partly upfront, and the remainder over the next six months of the loan term, dependent on customer repayment status. If customers default, the commission is clawed back, which incentivises agents to find credit-worthy customers and deliver ongoing product support.

## AT A GLANCE

### Technology

Solar home systems



### Project type

Off-grid

### Offtaker

Off-grid communities

## KPIs



Greenhouse gas emissions avoided: 12,750 tCO<sub>2</sub>e per year



People with first-time access to clean energy: 425,000



Installed capacity: 4.3MW

## FUNDING STRUCTURE

**Signed:** 5 October 2018

**Type:** Equity

**REPP funding:** US\$1.1m

## SDGs

**1** NO POVERTY



**3** GOOD HEALTH AND WELL-BEING



**7** AFFORDABLE AND CLEAN ENERGY



**11** SUSTAINABLE CITIES AND COMMUNITIES



**13** CLIMATE ACTION



**17** PARTNERSHIPS FOR THE GOALS



*"PEG is delighted to have received an investment from REPP. The REPP management team have deep experience in innovative financing approaches for energy, and we are looking forward to learning from them."*

Hugh Whalan, Group CEO, PEG Africa