



Dear conference participants,

On behalf of the World Bank Group and the Lighting Africa program Team, we would like to thank you all for your participation at the Lighting Africa 2010 Conference held on May 18-20, 2010 in Nairobi, Kenya.

Much was achieved at the conference thanks to your involvement, inputs and engagement. For the past two years, we have witnessed truly significant progress in the off-grid lighting sector characterized by amazing technical strides in innovation, unique business & marketing models, consumer-friendly products and stakeholder partnerships and collaboration (industry, private and public sectors). All of this came together at the Lighting Africa 2010 conference. While it may appear to be too early to draw the lessons learnt from this conference, some of its outcomes are already worth highlighting: the extent of the networking contacts made by the participants, the winners of the Lighting Africa Outstanding Products Awards 2010 as well as the additional products that passed our tests, the letter of intent signed by the off-grid lighting stakeholders, and the content and materials that were developed for the conference.

A unique networking platform for stakeholders

Thanks to you, the conference has consolidated its reputation as the premier event entirely dedicated to low-cost off-grid lighting in Africa and perhaps the world. More than 600 participants and 50 exhibitors came from all corners of the world (51 countries in total) to turn this event into a significant milestone in the transformation of the low cost off-grid lighting sector. Similarly to Ghana two years ago, the Lighting Africa 2010 conference once again provided numerous networking opportunities between key stakeholders at local, regional and international levels. Delegates across the supply chain (manufacturers, assemblers, distributors and importers) mingled with policymakers (Ministers, Government agencies, standards organizations and utility companies), financial institutions, NGOs (environmental, women and trade associations), research and academic institutions, multilateral and international organizations and others.

The feedback that you have provided so far on your many interactions indicates that most of you made at least three useful contacts that you would like to pursue. This is encouraging as one of the key conference objectives was to provide a platform for forging partnerships between stakeholders. The conversations that you started at the conference are just the beginning. You have the options to pursue your discussions directly with your new contacts, through the Lighting Africa Team or via our online network (www.lightingafrica.org) where you would get an opportunity to meet more off-grid lighting players.

Big improvement on products quality: Lighting Africa's Outstanding Products Awards

In 2008, there were few off-grid lighting products developed specifically for the base of the pyramid market. Today, there are more than 70 products from 50 manufacturers. There is also a wide variety of quality products in the \$25-\$50 price range, with a growing number of them priced under \$25. In order to recognize off-grid lighting products that achieve high performance while remaining affordable for low-income earners in Sub Saharan Africa, Lighting Africa tested over 30 products in 2009 and 2010. Of these, seven products have passed Lighting Africa's product test: Barefoot Power - Firefly 12 LED; Barefoot Power - PowPack; D.light Design - Nova S200; Greenlight Planet - Sun King; Philips - Udaymini; Solux - LED-50; and SunTransfer - SunTransfer 2. To review the product test used, go to: (http://www.lightingafrica.org/files/LED_Lighting_TestProcedures_Draft_FISE_Aug09.pdf).

The manufacturers of these products are now eligible to become **Associates of the Lighting Africa program**. Associate status in the new Lighting Africa value proposition to the industry confers access to a set of dedicated business services, including business development activities, business to business referencing, as well as the inclusion under the Lighting Africa consumer education and marketing umbrella. **These services are open to all products that pass the Lighting Africa product test and we**

therefore encourage you to contact us for testing of additional products. Additional tests will be performed on a regular basis.

Five of the seven products that passed the product tests also emerged as winners in the Lighting Africa Outstanding Product Awards competition. The winning products were selected by a panel of six expert judges based on the results of rigorous product testing, evaluations by off-grid consumers in Sub Saharan Africa, and other factors such as price and environmental sustainability. The five award winners are:

- **Task Lighting**
 - 1st Place: Greenlight Planet - Sun King
 - 2nd Place: Barefoot Power - Firefly 12 LED
- **Ambient / Room Lighting**
 - 1st Place: Barefoot Power - PowaPack
 - 2nd Place: D.light Design - Nova S200
- **Top Performance**
 - 1st Place: Barefoot Power - PowaPack
 - 2nd Place: Sun Transfer - Sun Transfer 2
- **Best Value**
 - 1st Place: Barefoot Power - Firefly LED 12
 - 2nd Place: Greenlight Planet - Sun King

Lighting Africa's product tests and the Outstanding Products Awards mark the beginning of a process that will help consumers identify good quality lighting products and demonstrate that quality products can be made available at affordable prices. See attachment on the process that lead to the attribution of the Outstanding Products Awards 2010.

Letter of intent for the establishment of an off-grid lighting stakeholders' association

In the momentum towards the development of a viable off-grid lighting sector, several participants signed a letter of intent to form an off-grid lighting stakeholders' association. The signatories agreed on the intent to establish an association of off-grid lighting market stakeholders who will collectively pursue common interests in support of the sustainable development of the market. The initial focus of the association will be on product quality assurance as well as:

- Supporting the sustainable development of off-grid lighting solutions in developing nations
- Facilitating economic, ecological and social benefits for all stakeholders and
- The reduction of fuel based lighting systems globally to address climate change by mitigating emissions of greenhouse gases

For more information or to join the list of signatories, write to rodd.eddy@yahoo.com.

Conference materials available for participants

The conference has generated a significant body of materials that are available to you on our conference website at www.lightingafricainconference.org. On the LA 2010 Conference website, you can view or download the conference materials including: presentations, videos, photos, selected recordings, quotes, etc. If, you have interesting materials or feedback on the conference that you would like to share with us, kindly send them to amassoloka@ifc.org.

In addition to these materials, you will find on the LA 2010 Conference website the Lighting Africa resources provided to all participants at the conference.

Our special thanks go to our contributors/sponsors of the Lighting Africa 2010 Conference:

- Platinum sponsor: **Philips**
- Gold sponsor: **The Schneider Electric Group**
- Bronze sponsor: **Glenergy**.

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