

COMMUNICATION ON ENGAGEMENT (COE)

Period covered by this Communication on Engagement

From: January 2017 – February 2019

Part I. Statement of Continued Support by the Chief Executive or Equivalent

I am pleased to confirm that the Global off-Grid Lighting Association (GOGLA) reaffirms its support to the United Nations Global Compact and its Ten Principles in the area of Human Rights, labour, Environment and Anti-Corruption. This is our Communication on Engagement with the United Nations Global Compact. We welcome feedback on its contents. In this Communication of Engagement, we describe the actions that our organization has taken to support the UN Global Compact and its Principles as suggested for an organization like ours. We also commit to sharing this information with our stakeholders using our primary channels of communication.

Koen Peters

Executive Director, Global Off-Grid Lighting Association (GOGLA)

March 7th, 2019

Part II. Description of Actions

GOGLA is the global association for the off-grid solar energy industry. Established in 2012, GOGLA now represents over 135 members as a neutral, independent, not-for-profit industry association. Its mission is to help its members build sustainable markets, delivering quality, affordable products and services to as many households, businesses and communities as possible across the developing world. The products and solutions that GOGLA members sell transform lives. They improve health and education, create jobs and income opportunities and help consumers save money.

Why do what we do?

Around 1 billion people live without access to electricity; about one in seven people on earth. Off-grid energy appliances and services can address this issue, particularly across developing and emerging countries.

GOGLA was created to accelerate access to modern energy, in line with the [Sustainable Development Goal 7](#). We strive to be the voice of the fast growing sector, representing over 135 companies and organizations within the solar lighting and home electrification industry.

The products and solutions that [GOGLA members](#) promote are affordable. They transform lives by improving health and education, creating jobs and income opportunities and helping consumers save money.

Our work therefore engages members on Global Compact related issues and attracts new participants to the UN Global Compact and we maintain our willingness to provide our expertise and voice to Global Compact working groups and initiatives.

Part III. Measurement of Outcomes

- The policy working group seeks to facilitate exchange on best practices and regulatory support for thriving off-grid lighting sectors. Their work focuses on the generation of knowledge (such as the impact of VAT & tariffs or kerosene subsidies on the market) and the development of resources that informs dialogue within the international policy arena (such as [the government guidance note on energy access](#)). Last but not least, the group seeks to promote national level policy change through the development of advocacy material and analysis tools for sound sector planning and strengthened networks with national associations and civil society organisations.*
- Sustainable growth in the off-grid energy access market can only be achieved by ensuring that quality products and services are not jeopardized by low quality and counterfeit products. The technology working group aims to work on enhancing product quality assurance to support market development and increase the access of quality products in the marketplace. International testing procedures, standardization of performance definitions and elimination of counterfeiting practices are priority areas. Currently, the main focus is on working with the [Lighting Global](#) program on a future structure for quality assurance, as this is being transferred out of the [Lighting Global](#) program. Future roles for the technology working group include promotion of research and innovation and protection of intellectual property rights as well as an extension of activities into larger Solar Home Systems and DC Appliances.*
- The Business Development working group seeks to support the industry by promoting access to relevant market intelligence; by addressing barriers to investments into the industry; and by facilitating the expansion of distribution networks for quality products in developing countries. The working group guides GOGLA's work on market data collection with [Lighting Global](#) (including regular market sales data collection) and other partners. The working group also formed industry positions on the [need to increase investment into the sector](#). The working group will also be the umbrella for sub-groups addressing the main distribution models within the sector: 1) cash retail distribution; 2) 'Pay-As-You-Go' (PAYGO) and 'Energy as a service'; and 3) bulk distribution including humanitarian aid agencies. A sub-group currently works on guidance and harmonized language on PAYGO businesses in the off-grid electrification space.*
- Off-grid solar products sold by GOGLA Members and Lighting Global Associates are improving energy access for over 100 million people, bringing savings, clean air and power for enterprise, education and income generation. In this Impact Hub you will find the latest impact data, as well as GOGLA's standardized impact metrics and research resources. Every six months, GOGLA shares global impact estimates in its flagship sales and impact report – highlighting how millions of people are benefiting from off-grid solar. Results from our latest research, supported by UKAID, found that over 1/3 of customers reported an increase in income after purchasing a solar home system. GOGLA's standardized metrics on energy access, income generation, CO2e reduction and more enable companies and investors to estimate the impact of their organization or investment. To support*

research into the impact of off-grid solar, we have collected a range of open-source resources from leading organizations. From 'How-to' guides to data tools and platforms.

- *GOGLA is leading the initiative to develop a Consumer Protection Code for the off-grid solar sector with the aim of safeguarding impacts and respecting rights of consumers. The Code establishes the de facto industry standard for consumer protection that adds value to off-grid solar companies, investors and other stakeholders. Off-grid solar companies offer a strong value proposition to consumers and the sector is delivering significant and measurable social, economic and environmental benefits. As the industry expands and innovates with new products, services and business models the industry has a profound interest to ensure sustained and healthy market growth. It is imperative that we recognise and proactively manage the potential risks to consumers to safeguard impact, build strong brands and retain the full confidence of investors and governments. The Consumer Protection Code consists of a set of principles and an assessment framework to enable companies to measure, demonstrate and improve their practices, and provide investors and other stakeholders with a framework to promote good practice. The Principles represent the minimum standards of practice consumers should expect from an off-grid solar company.*

GOGLA believes that widespread industry action on consumer protection is required to accelerate market growth and mitigate sector risks. We encourage off-grid solar companies to commit to the Principles, and for investors and other stakeholders to endorse the Principles. Making a commitment or endorsement to the consumer protection principles is a significant step, but only the start of enhancing the standard of consumer protection in the industry. GOGLA is leading a process to develop a measurement framework to enable in-depth and systematic company assessments, due for completion in early 2019. The Principles are the minimum standards of practice consumers should expect from an off-grid solar provider.

The Consumer Protection Principles have been defined by [GOGLA's Sustainability Working Group](#) with contributions from companies, investors and other stakeholders.

Publications:

- ***Peering into the future. India and the solar standalone products market***
JAN 28, 2019: Prepared by cKinetics, this GOGLA-commissioned report reveals the Indian market for solar lanterns and solar home systems is expected to grow to a size of up to USD 327 million by 2023
- ***Providing Energy Access through Off-Grid Solar: Guidance for Governments***, JAN 2019: *This guide was developed by GOGLA with the support of the joint World Bank/IFC [Lighting Global](#) Program, the U.S. Government-led [Power Africa](#) initiative, [Sustainable Energy for All](#); and the [African Development Bank](#) (AfDB). It reflects these organizations' shared views with regards to key policy and regulatory issues in the standalone, off-grid solar sector.*
- ***Employment opportunities in an evolving market. Off-grid solar: creating high-value employment in key markets***, NOV 08, 2018: *This briefing note provides indicative results of research into direct employment in the off-grid*

solar sector, both now and in 2022. It shows that the sector could support up to 1.3 million full-time equivalent jobs by 2022. The note was prepared by Vivid Economics and GOGLA, with support from GIZ.

- **Global Off-Grid Solar Market Report H1 2018 (Sales and Impact Data)**
OCT 23, 2018: Every six months, GOGLA and The World Bank Group's Lighting Global program publish the Global Off-Grid Solar Market Report. The market intelligence series is based on sales data collected from GOGLA members and Lighting Global associates. The H1 2018 edition of the report shows that 3.7 million off-grid solar products were sold globally by participating companies.
- **Standardized Impact Metrics for the Off-Grid Solar Energy Sector**
SEP 26, 2018: The GOGLA Impact Working Group has used the best available research to develop a set of metrics that companies and investors can use to estimate the impact of their businesses or investments. Updated in September 2018, the metric framework covers a range of off-grid solar technology sizes and seven thematic areas.
- **Powering Opportunity: The Economic Impact of Off-Grid Solar**
JUL 16, 2018: This new GOGLA report presents compelling data on the economic impact of off-grid solar systems: nearly 60% of households using small scale-solar power in East Africa report a rise in economic activity.
- **GOGLA Annual Report 2017**
MAY 22, 2018: Our Annual Report turns the spotlight on GOGLA's activities and achievements in 2017. It also includes an overview of GOGLA finances and membership development
- **Global Off-Grid Solar Market Report H2 2017 (Sales and Impact Data)**
APR 26, 2018: This GOGLA and The World Bank Group's Lighting Global report includes sales and impact data from 67 off-grid solar companies covering the period of July to December 2017.
- **Post-Show Report Global Off-Grid Solar Forum & Expo**
MAR 07, 2018: With almost 700 attendees, 100+ speakers, 50 exhibitors and a packed conference program, the Global Off-Grid Solar Forum and Expo in Hong Kong in January 2018 was the largest gathering of the off-grid solar sector in years. Read this post-show report to get a high-level summary of the event.
- **2018 Off-Grid Solar Market Trends Report**
FEB 07, 2018: The 2018 Off-Grid Solar Market Trends Report is the fourth report in a biennial series established over the past 8 years as the report of record for the off-grid solar industry. The publication takes stock of the industry across six axes: market fundamentals, sales, the competitive landscape, finance, the enabling environment, and impact.

- **KPI Framework – Taxonomy for Off-Grid Energy Companies**
JAN 20, 2018: The World Bank Group and GOGLA have developed a framework for common Key Performance Indicators (KPIs) for off-grid energy companies. The taxonomy draws on existing categorizations of different business models being used within the World Bank and by other stakeholders in the off-grid energy industry.
- **KPI Technical Guide for the Off-Grid Pay-As-You-Go Sector**
JAN 20, 2018: V. 1.0, January 2018. A joint initiative of The World Bank and GOGLA, the KPI framework seeks to improve availability and quality of PAYG solar sector data and facilitate information flow between investors and companies in the industry by establishing standardized definitions of operational data indicators and more formalized reporting standards.
- **Global Off-Grid Solar Market Report H1 2017 (Sales and Impact Data)**
OCT 23, 2017: This GOGLA/Lighting Global report includes sales and impact data from 65 off-grid solar companies covering the period of January to June 2017.
- **GOGLA Annual Report 2016/17**
JUN 09, 2017: The GOGLA Annual Report provides an overview of GOGLA's activities and performance.
- **Global Off-Grid Solar Market Report H2 2016 (Sales and Impact Data)**
MAY 10, 2017, This GOGLA/Lighting Global report includes sales and impact data from 55 off-grid solar companies covering the period of July to December 2016.
- **GOGLA Quality Assurance Guidance Paper – March 2017**
MAR 22, 2017
- **IP Guidelines for GOGLA Members**
MAR 16, 2017