



Transforming **Clean Energy Investments** into **Impactful Solutions**

A case study of All On's impact investing approach

09 July 2024

Inadequate and unreliable grid supply: Most households in Nigeria do not have access to adequate & reliable grid power supply resulting in dependence on alternative sources of electricity and considerable untapped opportunities

Challenges



~30GW to 175GW

Size of energy gap which would cost \$40-200 billion to address



75% of households & SME's

Either off grid or bad grid (<4 hrs per day);



120 million people affected

Only India has a larger off grid/ bad grid population, negative impact on Nigerian socio-economic performance;



>20 million generators

Diesel/petrol solutions fill the gap, emitting 5-7 million MT of CO2 annually;

Opportunities



~\$15-20 billion

Amount Nigerians already spend on alternative energy solutions – 6x the grid;



~\$10 billion

Immediate investment opportunity in minigrids;



>10 million SHS units

Estimated market size for Nigeria;



High willingness to pay

3x India \$ 2x East Africa;



Sound policy trajectory

Minigrid regulations, \$500 million NEP, mobile banking, positive regulatory changes etc.

What does it mean for the Clean Energy Investment Landscape?

Growing Demand: Increasing need for reliable energy in off-grid and underserved communities.

Investment Gaps: Significant financing gaps that hinder the scaling of clean energy solutions.

Policy and Regulatory Challenges: Navigating complex regulatory environments

Strategic Framework for Impactful Investments

Transforming clean energy investments requires a strategic, multifaceted approach:

1. Capacity Building and Technical Assistance:

- Providing operational support to businesses
- Technical skills development programs

2. Innovative Financing Models:

- Blended finance to de-risk investments
- Leveraging public and private sector funds to scale projects

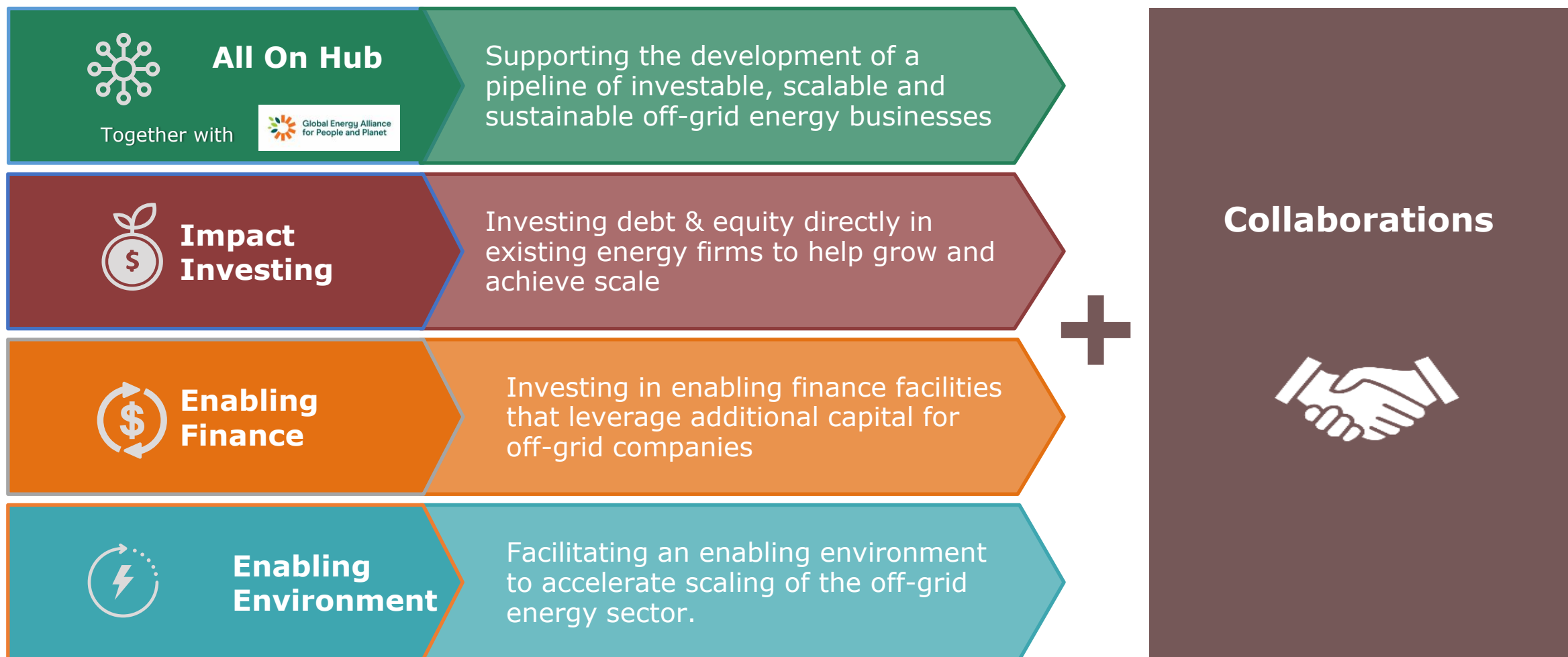
3. Market Development and Demand Stimulation:

- Creating awareness and demand for clean energy solutions.
- Developing partnerships to ensure market readiness and sustainability.

**Accelerating the closing of the access-to-energy gap in
Nigeria**
– with a special focus on the Niger Delta –
**by increasing access to commercial energy products and
services for off-grid
communities (under-served and un-served)**



All On's approach



Driving Impact through Collaboration

The key to transformative investments is ***collaboration:***

Public-Private Partnerships (PPPs): Joint ventures that align governmental support with private sector innovation.

Community Engagement: Ensuring that local communities are part of the decision-making process, fostering acceptance and sustainability.

International Cooperation: Working with global organizations to integrate best practices and additional resources.

Measuring and Enhancing Impact

To ensure investments are truly impactful, we must:

Set Clear Metrics: Define success through specific, measurable indicators such as the number of connections, capacity provided, lives impacted, CO2 emissions reduced, and jobs created.

Continuous Monitoring and Evaluation: Regular assessments to track progress and make necessary adjustments.

Scale Successful Models: Replicating and scaling projects that demonstrate high impact and sustainability.

Notable 2024 Highlights



160,572

connections



-
- **51** offgrid Energy companies
 - **18.1k** Minigrid Connections
 - **72.7k** Solar Home systems sold
 - **39k** Solar panels produced
 - **3.1k** Solar refrigerator users
-

802,860

Lives impacted



-
- **1.2k** Jobs created
 - **366,907** male beneficiaries
 - **435,953** female beneficiaries
 - **36** States + **FCT** in Nigeria
 - **Over 182** underserved communities
 - **68** businesses powered with Clean Energy
-

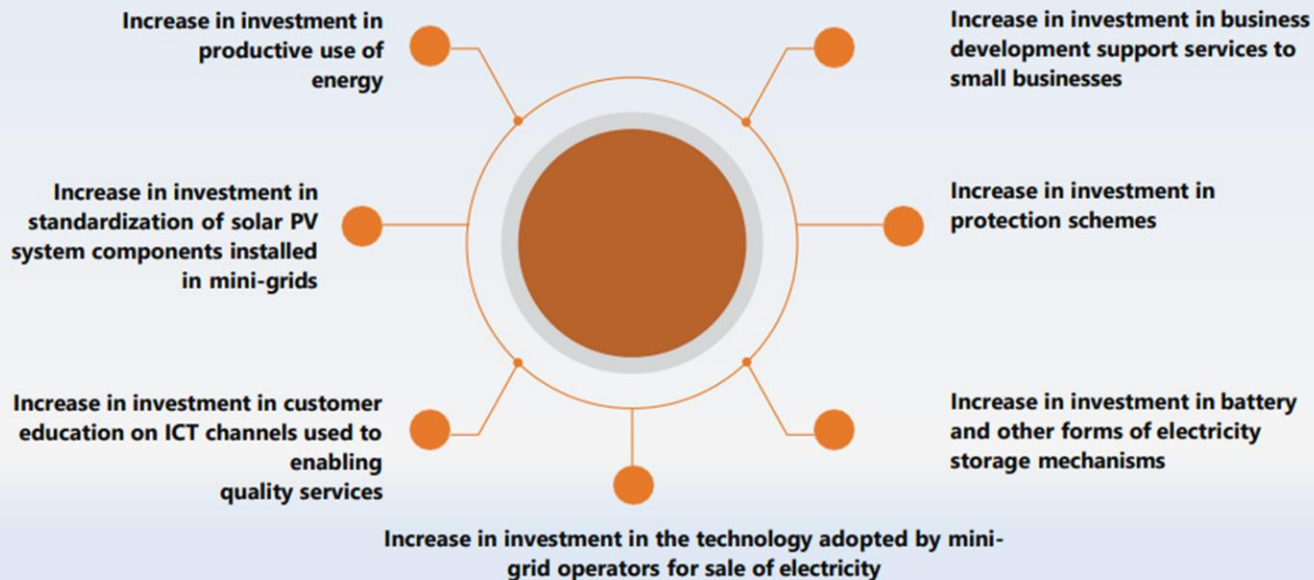
Notable 2024 Highlights



off-grid sector report

Was launched in collaboration with Nextier

Opportunities For Expansion And Investment In The Off Grid Market In Nigeria



\$395,000

Grant as dedicated support providing energy in the Niger Delta with Ceesolar





Allon

Energy Innovations
Powerful Collaborations

it is almost impossible to find that currently anywhere across Nigeria
and even beyond Nigeria

Allon

Beyond the \$!

Deepening our **IMPACT** through extended **SUPPORT** to our investees and grantees and to the ecosystem at wide



Creating Impact will also take :

Technological Innovation: Investing in new technologies like advanced battery storage and smart grids.

Resilience Building: Ensuring energy solutions are resilient to climate change and economic fluctuations.

Key market studies: **\$100,000** financing commitment to Sustainable Energy for All for participation in Nigeria's Carbon Market Activation Plan (CMAP)

Encouraging entrepreneurship: NEF, Investor Pitch Challenge focused on women-led businesses with PA-NPSP



THANK YOU

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