



# 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:**

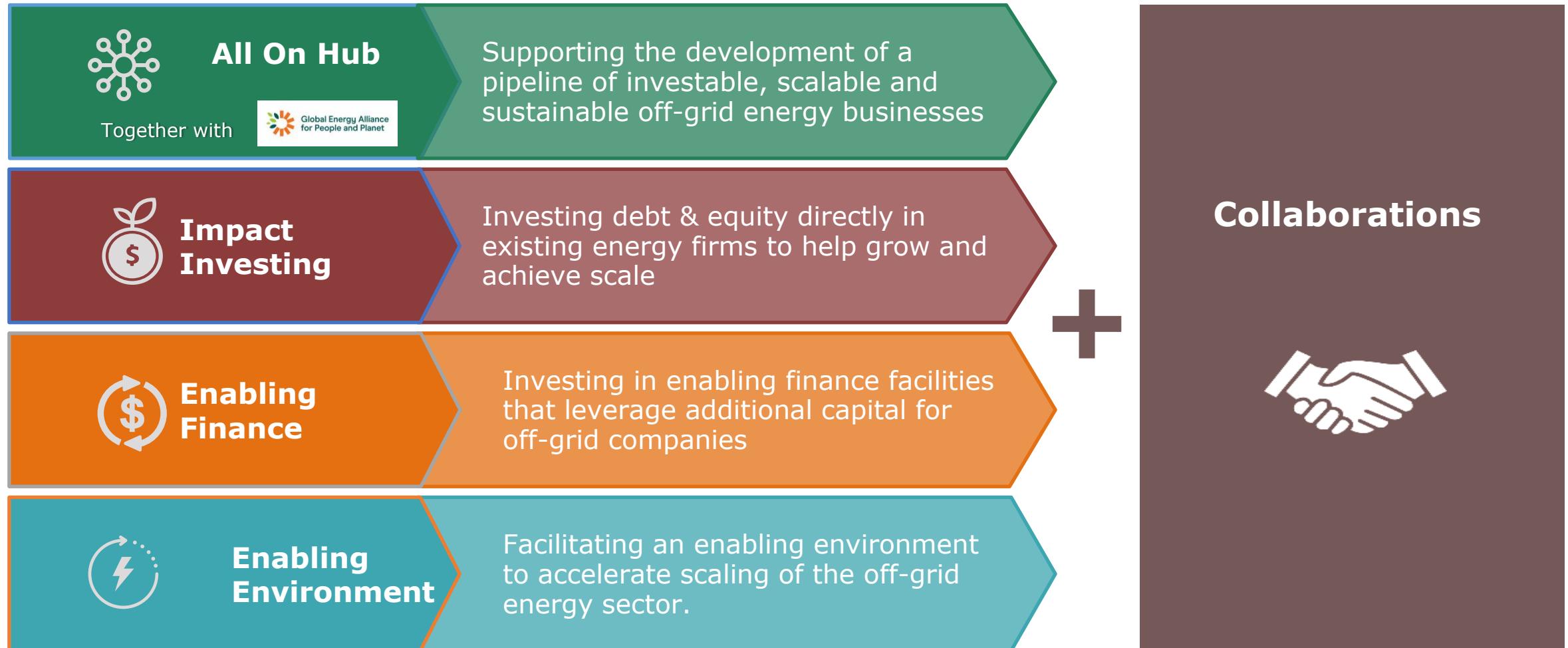
- Creating awareness and demand for clean energy solutions.
- Developing partnerships to ensure market readiness and sustainability.

**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*



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

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**802,860**

*Lives impacted*



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- **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

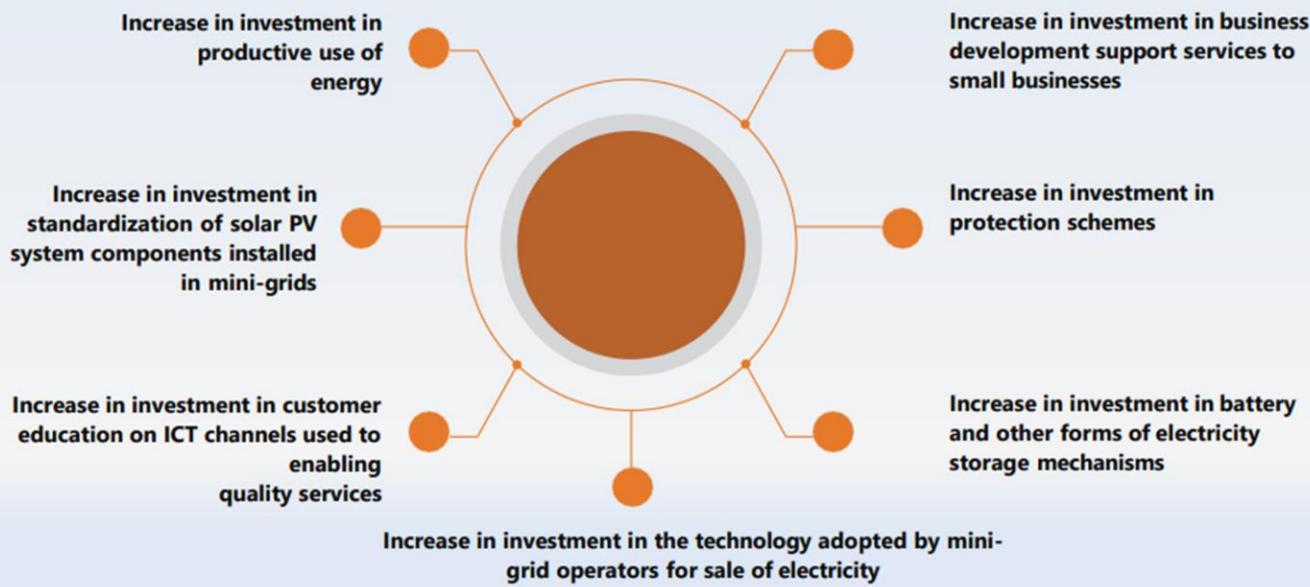
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# Notable 2024 Highlights

## 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





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

# 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

Watch our [Impact documentary](#)  
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All **ON**  
OFF GRID ENERGY