



4th International  
Off-Grid Lighting  
Conference and Exhibition

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# Azuri approach to Pay as you Go Solar

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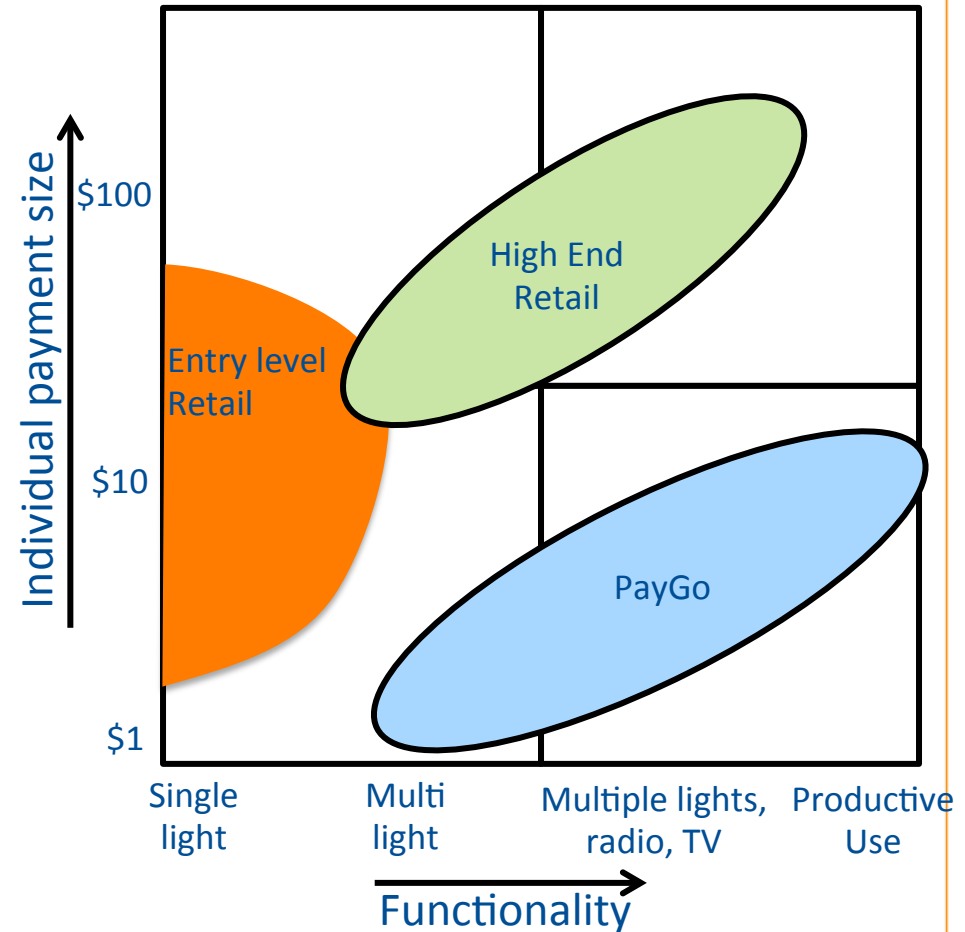
Azuri Technologies





## Customer Business Model

- Solar as a Service
- With Rent-to-Buy
- Substitute spend on Kerosene and phone charging
- Transfer risk from the consumer to the supplier





## Partner Business Model

- Broad geographical spread focused on Sub Saharan Africa
- Partner model with active engagement from Azuri in delivering distribution
- Approx 26 jobs in Africa for every one in the UK





## Sector Challenges and Opportunities

- Sustainable finance for growth
  - Alignment of suppliers and sources of finance
  - Global standards on performance of Pay-as-you-Go
- Building distribution channels
  - Eliminating unnecessary barriers
- Aligning thinking, particularly in Government
  - The grid will not be universal in the foreseeable future
  - The goal is not energy per se – it's access to modern services
  - Distributed power is not second class – its first class power, faster
  - That sets in train a transition towards universal power