

Are PAYG solar customers new to mobile money?

CGAP research (2015) suggests that 30-50% of PAYG solar customers outside of Kenya are new to mobile money and opened a mobile wallet in order to purchase a digitally-financed SHS. PAYG solar providers are pushing mobile money services into

Is PAYG solar a viable alternative to kerosene?

By allowing poor households to pay for solar products in small increments, PAYG solar is a viable option for households not currently served by a reliable grid, and is a cleaner, safer alternative to kerosene for lighting.

What is a PAYGO company?

PAYGo companies combine elements of modern electric utilities that provide clean energy services, retailers that sell durable goods through diverse distribution channels, and financial institutions that provide leasing that makes valuable assets affordable for low-income customers.

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PAYGO companies provide a range of solar enabled products to customers by offering payment plans to those who do not qualify for traditional forms of credit. The PAYGO model often tackles the challenge of access and affordability of environmentally friendly source of electricity for the underserved populations.

PAYGo companies enable rural, low income populations to access modern clean energy solutions. Our analytical tools and client services help build investor confidence in this innovative business model. The impact of PAYGo solar ...

2 ???&#0183; The pay-as-you-go (PAYGo) solar sector is crucial for expanding energy access to underserved communities, yet the financial sustainability of companies in the industry remains a significant challenge. Over the past year, CGAP along with MFR and GOGLA analyzed the extent to which different types of PAYGo firms are able to reach low-income ...

The PAYGo PERFORM KPIs are financial, operational and portfolio quality indicators for the pay-as-you-go (PAYGo) solar industry. Developed by CGAP, GOGLA, and IFC Lighting Global in consultation with some 600 investors, PAYGo executives, and experts in energy and financial inclusion around the world, the PAYGo PERFORM KPIs are designed to meet ...

Understanding Off-grid Solar Markets. Source: azuri-technologies . Pay-as-you-go (PAYGO) is a digital financing technology that allows end-users to digitally pay for solar energy in instalments or prepaid. PAYGO is emerging as a solution that addresses both . end-customer affordability . and provides sufficient margins to . fuel operational ...

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Just as mobile phones leapfrogged landlines to bring connectivity to even the most remote corners of the globe, pay-as-you-go (PAYGo) solar has been hailed as a breakthrough solution -- bringing clean, reliable electricity to an estimated 27 million people while expanding access to financial services. This innovative approach to off-grid ...

Pay-As-You-Go (PAYG) solar businesses provide household-scale solar energy with a payment scheme tailored to the budgets of bottom-of-the-pyramid customers. By allowing poor households to pay for solar products in small increments, PAYG solar is a viable option for households not currently served by a reliable grid, and is a cleaner, safer ...

HE PAY-AS-YOU-GO (PAYGO) SOLAR INDUSTRY IS AT a pivotal moment. Over the last decade, pioneering companies have demonstrated the PAYGo business model's potential to expand access to renewable energy and financial services among low-income populations. Along the way, they have generated considerable interest among investors and donors.

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