PILOTING PAYG SOLAR HOME SYSTEM SALES

This project is piloting pay-as-you-go (PAYG) sales of solar home systems (SHS) in Lesotho to improve access to clean, renewable energy products. Lesotho's main energy sources are disposable batteries, paraffin, and firewood, all of which are damaging to health and the environment. There is a significant gap in the market regarding rural last mile distribution of SHS and other high impact and affordable products and services. With EEP Africa financing, NALA will establish a national distribution and service support network in an underdeveloped market.

Outcome and Impact

The project will enhance access to modern energy for over 20,000 people through the establishment of a national distribution network for PAYG SHS. Nala's locally-driven sales approach will create 130 new jobs and have a broad socio-economic impact by increasing opportunities for entrepreneurs and small businesses. Within the next five years, Nala aims to establish a last mile distribution and service presence in all rural areas of Lesotho, reaching over 250,000 people.