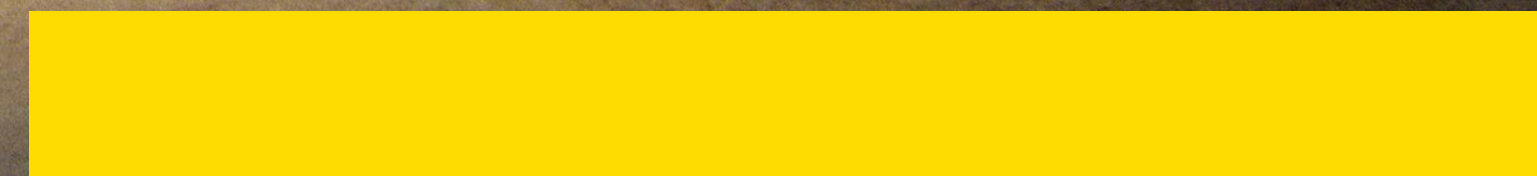


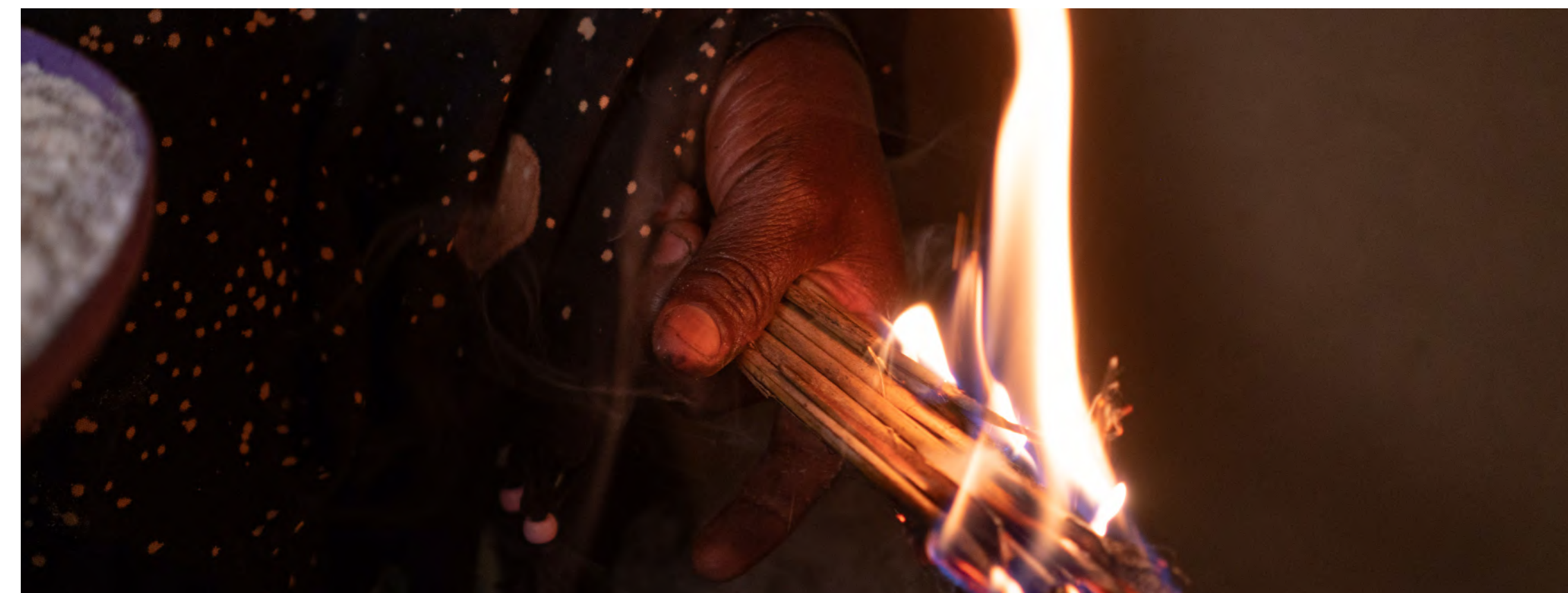
MAKING LIGHT WORK



WHY WE EXIST

Nearly 600 million people across the continent are denied access to clean energy. For communities in hard-to-reach places, the working day ends when the sun sets, children cannot study and rural health facilities are plunged into darkness. This

leaves families with no option but to use battery powered torches, kerosene lamps or paraffin candles to see – alternatives that are expensive, dangerous and can emit toxic fumes into their lungs, their homes and the atmosphere.



WHO WE ARE AND WHAT WE DO

SolarAid is a pioneering charity founded in 2006 dedicated to bringing solar power to rural communities in sub-Saharan Africa. We travel to the places hardest to reach, pioneering innovative enterprise programmes that tackle poverty and climate change. To date, we have distributed over 2.4 million solar lights to families across rural sub-Saharan Africa, we have provided rural health centres with solar systems to power small medical equipment, and we have been

training and supporting thousands of Solar Entrepreneurs, ensuring money stays in the local economy.

We know that every time someone switches on a solar powered light, it's an instant win for people and the planet. That's why we are committed to achieving 100% energy access for the poorest and most rural communities - creating real, sustainable change with clean, safe solar power.



ACHIEVING UNIVERSAL ENERGY ACCESS

Reaching the hardest-to-reach

To ensure that we are reaching 100% of a population with clean and renewable energy, including the most vulnerable, it is not enough to only measure the amount of solar lights that are being distributed. Many of these communities are located in remote, hard-to-reach areas, so to get to the families furthest away, we work closely with networks of rural communities, including Solar Entrepreneurs, and create partnerships with other organisations to share knowledge and expertise, implementing programmes to progress towards our mission.

Affordability and risk

To reach 100%, we need to ensure that people living in extreme poverty are not left behind. Through working in partnerships with communities and key stakeholders, we are developing and testing innovative programmes, designed at reaching the poorest, and which can be adopted by other organisations and scaled across the continent.

Our Light a Village programme in Malawi is an example of this. Light a Village aims to create community transformation through providing each household with a solar home system, making electricity available in every home through an 'Energy-as-a-Service' model. This means families receive instant access to electricity by only paying for the electricity they use, while SolarAid retains the responsibility over the infrastructure, ensuring it works properly. Through this model, we remove two of the key barriers that keep the poorest communities from gaining energy access - affordability and risk.



Overcoming financial barriers

Affordability is a critical barrier to accessing solar light and power for many households. With a large part of the rural population in the countries where we work living below the poverty line, families are struggling to afford even the smallest solar lights. There are several ways in which SolarAid's programmes work to remove financial barriers both for customers and entrepreneurs.

For example, Light a Village offers access to solar energy through low-cost fee, only for usage. For the customers who prefer to own their own light or system, we work with subsidies of our products. We are also scaling up our successful solar light repair programmes in Malawi and Zambia to extend the lifetime of our solar lights and help customers enjoy their lights over a longer period of time.

For our solar entrepreneurs, who are the backbone of our operations and our success in reaching remote communities, we support with access to finance through partners such as Lendwithcare, or through our business cooperatives, to help them expand their solar businesses and reach more customers.

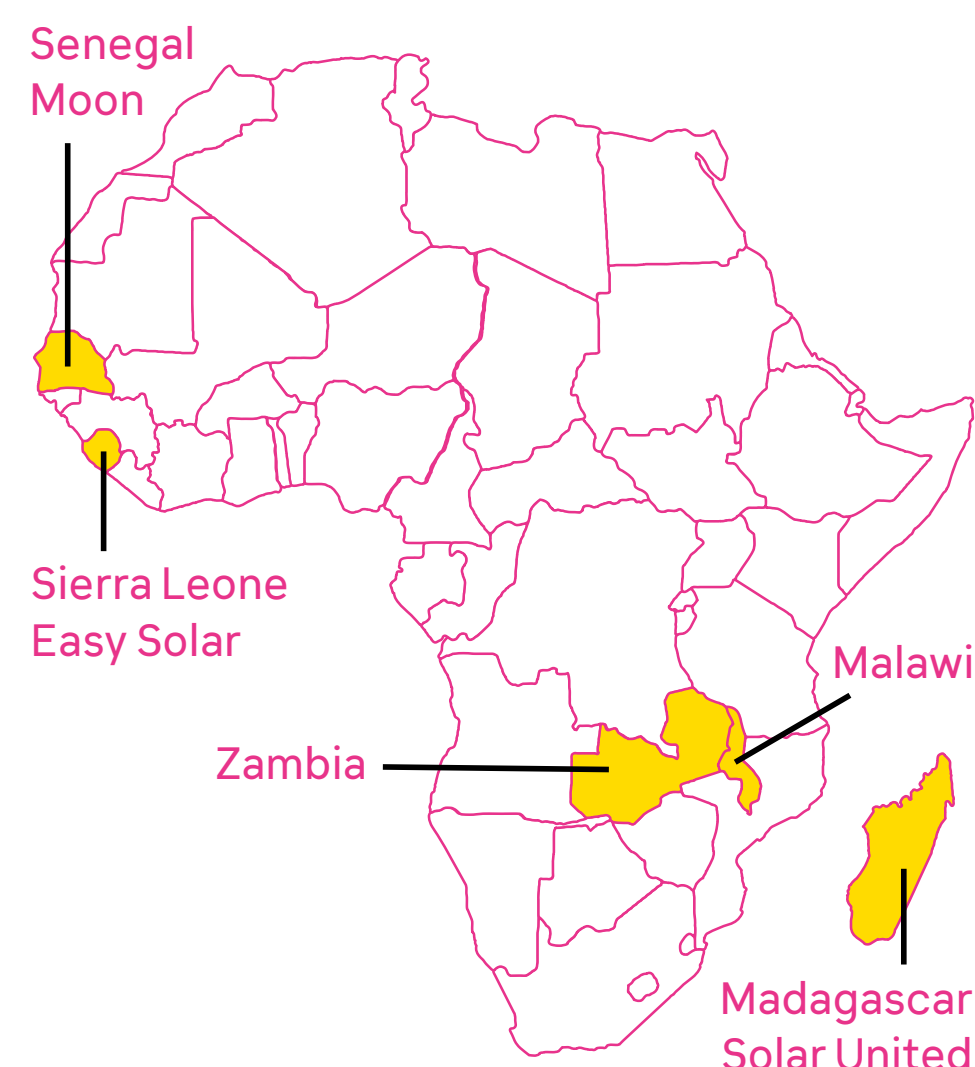


OUR IMPACT

We've traditionally tracked our impact by counting solar lights distributed and Solar Entrepreneurs trained. While these metrics show scale, we're now going deeper—focusing on innovation, partnerships, and knowledge sharing to reach 100% of communities.

We aim to maximise impact by replicating successful models and helping others overcome barriers. To track progress, we also measure indirect impact through our strategic partnerships and sector-wide learning.

Strategic partnerships



Senegal/Sierra Leone/Malawi

Together with Moon and Easy Solar, we have established the **Rural Energy Access Lab (REAL)** to test and scale the Energy-as-a-Service model for the last mile, with a goal of embedding it within national rural electrification strategies across the continent.

Malawi

In addition to our regular work in Malawi we are supporting the **Renewable Industry Association of Malawi (REAIMA)** with strategic support to help the development of a vibrant solar sector.

Zambia

In addition to our regular work in Zambia we are working with the **Solar Industry Association of Zambia (SIAZ)** to lobby for better solar regulations.

Madagascar

As part of the **Solar United** consortium (including Money for Madagascar, Feedback Madagascar, SEED Madagascar, and JiroVe), we're piloting Light Library models in rural communities. To date, we've established 80 Light Libraries and introduced digital learning in 11 schools.

Knowledge sharing & tools

SolarAid collaborates with governments and sector partners to shape policies and practices that advance energy access. We are an active member of GOGLA's Leave No One Behind working group and work closely with SIAZ and REAIMA to help create enabling environments through fair tax and tariff frameworks.

We also advocate for the importance of solar light repair in rural communities. To support this, we launched the Off-Grid Solar Repair Lab in partnership with GOGLA, CLASP, 60 Decibels, and the University of New South Wales. The Lab brings together key players in the sector to address repair challenges—making universal energy access more practical and sustainable.

"I HOPE THAT ONE DAY, EVERYONE CAN HAVE ACCESS TO CLEAN AND SAFE LIGHTING LIKE SOLAR."



Olive Hamasamu, 45, is a mother and farmer from Chikonka village in Zambia. Born and raised there, she grows maize and groundnuts, raises poultry, and keeps goats. But a recent drought has severely impacted her livelihood.

"The drought has really affected our livelihood," Olive shares. "Farming is our main source of income, and last year we couldn't produce anything because of the lack of rainfall."

However, Olive's story also carries a bright spark — in the form of solar lighting. "Life has been made easy with solar lights," she says. "We now save money we would have spent on candles and kerosene."

The impact on her children's education has been profound. "My children can now study at night, each with their own solar light,"



Olive says proudly. "I also have one child who is in boarding school and he is able to study even when there is load shedding at school." She believes the switch to solar has made a huge difference in their academic performance. "Three of my children are now in university, and one is still in boarding school."



THANK YOU FROM OUR CEO

This year, every home in Kasakula, one of the poorest, remotest, communities in Malawi will gain access to solar-powered light and electricity for the first time ever, thanks to you.

By working in collaboration with rural communities, SolarAid is committed to changing the reality across sub-Saharan Africa, where there are virtually no examples of full access to solar-powered light and electricity in rural communities. The region of Kasakula will be a leading example, where 100% of the 8813 homes will be reached by clean, safe, affordable energy.

Achieving this milestone has not been easy, but we're not stopping here. Not only are we committed to ensuring that everyone has sustained access to energy within the community of Kasakula, we are committed to ensuring that no one is left behind across sub-Saharan Africa.

By showing that it is possible to develop long-lasting business-based energy access solutions which treat people as customers, not beneficiaries, we are showing the world that it is possible to achieve hard things in challenging environments. That is why we are excited to keep developing partnerships which aim to scale this work across Malawi and the wider continent, with more projects starting in Sierra Leone and Senegal.

Your support has been vital as we've worked to reach this milestone, and it will be vital as we continue to work to initiate more of these projects, which are needed across sub-Saharan Africa. Indeed, this difficult work only happens because of you.

You are enabling us to work to fast-track access to electricity in the poorest, hardest-to-reach communities.

You are helping us reach and raise communities, those particularly vulnerable to the unfolding climate crisis, who are otherwise being left behind.

And, you are helping us expand our impact as we strive to ensure that the families living without access to electricity across sub-Saharan Africa can power their homes for a brighter future.

Your continued, amazing, support is enabling us to change lives, quickly and forever.

Thank you for your amazing support.

A handwritten signature in black ink that reads "John Keane".

John Keane, CEO SolarAid



**MAKE
LIGHT
WORK**



To find out more, go to www.solar-aid.org
or contact info@solar-aid.org
and follow [@solaraid](https://www.instagram.com/solaraid)