



THE PERPLEXING PERSISTENCE OF THE DEVELOPMENT COMMUNITY'S FAITH IN MARKET-BASED ENERGY ACCESS PROJECTS

Dr. Jonathan Balls
New Generation Network (NGN) Post-
Doctoral Fellow, School of Geography
and Australia India Institute



Promoting decentralised market-based initiatives that deliver solar products without institutionalised subsidisation or state oversight = a problematic approach to the challenge of universal electricity access

Limited evidence of business being able to reach the poorest with high-quality solar products sold at market-rates

What about energy equity?



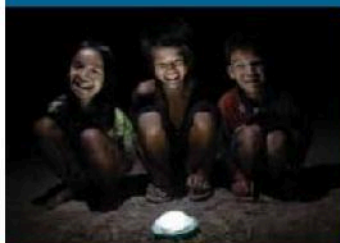
Lighting Asia: Solar Off-Grid Lighting

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MARKET ANALYSIS OF:
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**International
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SCALING OFF-GRID ENERGY:

A GRAND CHALLENGE
FOR DEVELOPMENT



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PUBLICATIONS

[Business Analytics for PAYG Companies: A toolkit of performance indicators and risk metrics](#) (Persistent) – June 2018

[Achieving SDGs 6 and 7: The promise and impact of mobile technology](#) (GSMA M4D Utilities) – 2018

[Energy Impact Report](#) (Acumen) – 2018

[Scaling Off-Grid Energy Year-in-Review: Online version](#) and [PDF](#) – September 2017

[Reaching Scale in Access to Energy](#) (Hysra) – 2017



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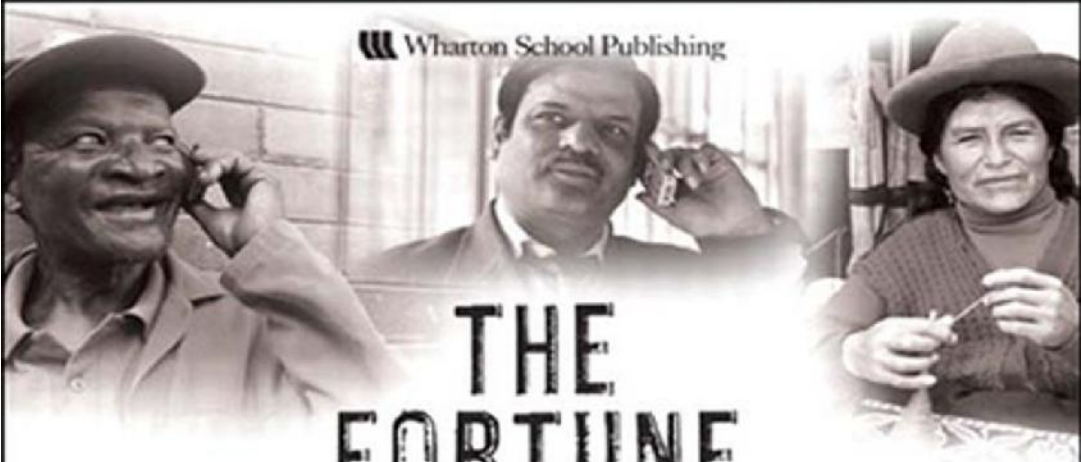
ENERGY ACCESS FOR THE POOR

- 1) If market failures are corrected, markets can deliver high-quality, affordable electricity access to hundreds of millions of low-income people
- 2) Low-income people can and will pay for energy access, when appropriate high-quality products are made available to them, with financing options.



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CONCLUSIONS

Solar businesses in India are not systematically reaching the poorest

The Indian Government is reaching tens of millions with subsidised electricity connections

The world's poorest paying fully for energy raises energy equity issues

An ideological agenda foreclosing alternative (radical) energy futures?



THANK YOU

jonathan.balls@unimelb.edu.au

Twitter: @jonathan_balls

