

AUGUST 2020

SEforALL 3-YEAR BUSINESS PLAN

2021 - 2023



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FOREWORD BY SEforALL'S ADMINISTRATIVE BOARD: LAUNCHING SEforALL 3.0 IN THE DECADE OF ACTION

As UN Secretary-General António Guterres has stressed, the next 10 years need to be a Decade of Action on the Sustainable Development Goals (SDGs) and we need to ensure that our decisions and actions deliver real change on the ground.

Progress on energy access is inexorably linked to progress on other SDGs and the Paris Agreement climate commitments. However, it is a tragic fact that 789 million people around the world still lack access to electricity and almost 2.8 billion people lack access to clean cooking.¹ It is easy to get lost in figures and data and lose sight of people; we must ensure that they have clean and affordable energy to live to their fullest potential. The challenge is huge. We must make achieving SDG7 an urgent goal and develop new approaches to make sure no one is left behind.

Sustainable Energy for All (SEforALL) has shown that it can be a leading platform in mobilizing action for SDG7. But given that we only have 10 years, SEforALL must deliver even more impactful solutions to speed the progress of SDG7, with implementation based on accurate data and focused on country-level action.

Simply doing the same projects, in the same way, will not get us where we need to be by 2030. This business plan is therefore based on a new strategy – SEforALL 3.0 – that focuses on new and enhanced partnerships, leveraging data, raising finance and creating insights to scale in-country interventions, complemented by high-level advocacy and agenda setting. SEforALL will increase both the depth of its partnerships – e.g., with high-impact countries and the United Nations – and their breadth to include funders and private sector stakeholders. SEforALL is perceived as a trusted broker in the energy access landscape and is uniquely positioned to develop and grow such partnerships.

**789 million people
around the world
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This work has great personal and professional significance to all of us as SEforALL's Board members, and in this role, we are thankful to all organizations and the Funders' Council for their dedication and advice in drafting this business plan.

The Administrative Board is excited by the expertise and ambition of SEforALL's new leader, Damilola Ogunbiyi, who took the helm of the organization in January 2020 as we embarked on the final decade. We look forward to supporting her in achieving her vision.

¹ SDG7 Tracking Report 2020

Finally, we are thankful for the support of SEforALL's funding partners whose generous contributions will drive this work. We look forward to expanding on SEforALL's success to push towards SDG7 and we encourage you to engage with SEforALL in this Decade of Action.



Elizabeth Cousens

Interim Chair of the SEforALL Administrative Board; President & Chief Executive Officer, UN Foundation



Emma Gallagher

Member of the SEforALL Administrative Board, Chair of the Funders' Council and member of Climate and Environment Department at UK Department for International Development



Daniel Klier

Member of the SEforALL Administrative Board, HSBC's Group Head of Strategy in London and Global Head of Sustainable Finance



Gerard Penning

Member of the SEforALL Administrative Board and a senior executive at Royal Dutch Shell



Harish Hande

Member of the SEforALL Administrative Board, engineer and renewable energy entrepreneur with over 20 years of grassroots experience



Leonardo Beltrán Rodríguez

Member of the SEforALL Administrative Board and former Deputy Secretary for Planning and Energy Transition in Mexico



Steve Howard

Member of the SEforALL Administrative Board, Co-Chair of We Mean Business, campaigner, business leader, and former Chief Sustainability Officer, IKEA Group



Zouera Youssoufou

Member of the SEforALL Administrative Board and the Managing Director and CEO of the Dangote Foundation, based in Lagos

FOREWORD BY CEO: RECOVERING BETTER AND BUILDING MOMENTUM

My first months as CEO of SEforALL, Special Representative of the UN Secretary-General for Sustainable Energy for All (SRSG) and Co-Chair of UN-Energy have been both exciting and challenging. With just 10 years left to achieve Sustainable Development Goal 7 — access to affordable, reliable, sustainable and modern energy for all by 2030 in full alignment with the Paris Agreement — 2020 marks the beginning of our Decade of Action. As we embark on this final decade, SEforALL has strategically chosen to strengthen global agenda-setting while expanding its activities to an engagement model that prioritizes data-driven decision-making, partnerships with high-impact countries and implementation on the ground.

I am delighted to share SEforALL's three-year business plan that outlines how we will achieve this evolution. We have developed Results Offers that scope out our planned interventions and demonstrate to our funding partners the impact of their support.

This business plan has been developed in unusual times. The COVID-19 pandemic, unprecedented in speed and scale, has brought the world unparalleled economic, political and social challenges. The crisis has highlighted the shortcomings of energy access efforts and their impact on health. The pandemic has also shown how energy access saves lives. The world has the opportunity to enhance recovery by investing in clean energy infrastructure for the future; advancing energy access will advance progress on all the SDGs and the Paris Agreement and help to build a more resilient, inclusive global economy.

As an organization, we have had to change the work we do and how we do it. We have established and adjusted initiatives to direct resources to develop effective responses to the pandemic. The world is at risk of losing momentum in the fight for sustainable energy. It is my aspiration to use all available platforms created through my roles as CEO of SEforALL, UN SRSG and Co-Chair of UN-Energy to meet the challenges and capture the opportunities to achieve sustainable energy for all, while focusing on gender equality and diversity empowerment. SEforALL stands ready to partner with governments and institutions and welcomes joint efforts as we embark on this final and decisive decade.

I envision SEforALL as an international organization at the centre of a renewed global compact that recommits countries and companies to the actions necessary to achieve SDG7 – access to affordable, reliable, sustainable and modern energy for all by 2030. I strongly believe that the activities outlined in this business plan will pave the way towards achieving this vision.



Sincerely

DAMILOLA OGUNBIYI

CEO of Sustainable Energy for All (SEforALL), Special Representative of the UN Secretary-General for Sustainable Energy for All (SRSG) and Co-Chair of UN-Energy



When developing this plan,

we elicited extensive feedback from our funding partners and the wider donor community to move our work closer to the challenge — the relative prioritization of global energy access, energy transition, climate change and gender and diversity — balancing a focus on results with stakeholder inclusivity in the SDG7 movement, and building on our close partnerships with the UN and World Bank. We also solicited feedback from other stakeholders, including partner governments and institutions.



1

EVOLVING SEforALL FOR
THE DECADE OF ACTION

Launched in 2011 as a UN initiative by then UN Secretary-General Ban Ki-moon, Sustainable Energy for All (SEforALL) has focused on dimensioning the problem of sustainable energy and ensuring that energy is included in the Sustainable Development Goals (SDG7). After its establishment as an independent international organization, its activities expanded to include global agenda-setting on SDG7 and taking a leading role as a convener and knowledge agent in the global energy community.

In the wake of COVID-19, the challenge of achieving sustainable energy for all is now more urgent than ever. To meet this challenge, SEforALL is therefore evolving into SEforALL 3.0.

1.1 GETTING ON TRACK TO ACHIEVE SDG7 BY 2030

2020 marks the start of the final decade to achieve SDG7 – access to affordable, reliable, sustainable and modern energy for all by 2030. The latest data shows that we are off track to achieve this goal, largely because of overall slow progress towards SDG7.

Today, 789 million people still have no access to electricity (72 percent in Africa and 28 percent in Asia). While some countries (particularly in South Asia) have made great progress, many countries in Africa are lagging behind. A further 2.8 billion people have no access to clean cooking fuel and technologies (64 percent in Asia and 32 percent in Africa), with numbers improving only slightly over the last decade (down from 3.0 billion in 2010 to 2.8 billion in 2018). In terms of energy efficiency and renewable energy targets (SDG 7.2 and 7.3), the preliminary estimates of the global annual rate of improvement in energy efficiency is 1.3 percent (2018) and 2 percent (2019); a 17.3 percent share of renewables in total energy consumption (2017) indicates that the world is making only incremental progress towards those targets.

If we act now, we can still achieve SDG7 by 2030 and be on track with the Paris Agreement. The next few years are critical to increase energy access and deliver an energy transition that is truly inclusive, equitable and leaves no one behind – and to capture the associated opportunities. For every US dollar invested in the transition towards renewable energy, an additional US 93 cents of additional GDP growth above business as usual is expected: investments in clean energy produce 3.5 times more jobs than the same investments in fossil fuels; every USD 1 million invested in energy

efficiency building retrofits will produce approximately 17 jobs; switching to clean cooking solutions will free up time for more productive activities and foster female entrepreneurship; access to electricity delivers better healthcare and education and ensures sustainable cooling and food security; and sustainable and green technology reduces the impact of black carbon and greenhouse gas emissions and helps avoid deforestation.

SEforALL's global leadership is pivotal to meet this vision. We have the unique mandate from the United Nations to drive action on SDG7, in full alignment with the Paris Agreement. We will address unmet needs by taking an agile approach to develop, implement and sustain solutions to achieve universal energy access by 2030.

With just 10 years to achieve SDG7, we believe that the world's collective focus should be on driving implementation and we will reflect this in our work over the next three years by:

- Convening a wide range of stakeholders (governments, funding partners, private sector players, financial institutions, civil society) through our role as a *trusted broker* in the energy access landscape;

- Assisting stakeholders (countries, institutions, companies) to implement the plans and policies they have designed (or intend to design) through partnerships;
- Unlocking, accelerating and sustaining funding to the energy access sector;
- Working closely with stakeholders to set up implementation mechanisms, build capabilities and enable data-driven decision-making.

SEforALL 3.0 Theory of Change

SEforALL's Theory of Change (ToC) sets out the pathways to SDG7 and outlines how SEforALL expects to contribute to the outcomes that lead to change, both directly and indirectly. The ToC illustrates our vision of how the world will move, over time, towards the achievement of SDG7 — access to affordable, reliable, sustainable and modern energy for all by 2030 — and clean energy transitions, in line with the objectives of the Paris Agreement. For SEforALL, the achievement of SDG7 by 2030 also means large-scale social, economic and environmental impacts, including improved climate, health, livelihoods and job creation, gender equality and food security, putting people at the heart of all we do.

Our track record brings global influence and convening power, access to and influence with leaders of governments, UN agencies, international organizations, regional bodies, philanthropies and the private sector. SEforALL 3.0's strategy bridges advocacy and influence with targeted country-specific interventions, all through the strength of SEforALL's unique ability to create impactful partnerships. Together, solutions are

designed through an ecosystems approach focused on rapid changes in the enabling environment needed to support implementation of SDG7 and energy transition commitments. With time running short in this final decade to achieve SDG7, urgency and action must be at the forefront of our work. Our combined top-down and bottom-up approach reflects the ambition required to meet SDG7 by 2030.²

² This represents an abbreviated version of the TOC. The full ToC is available upon request.

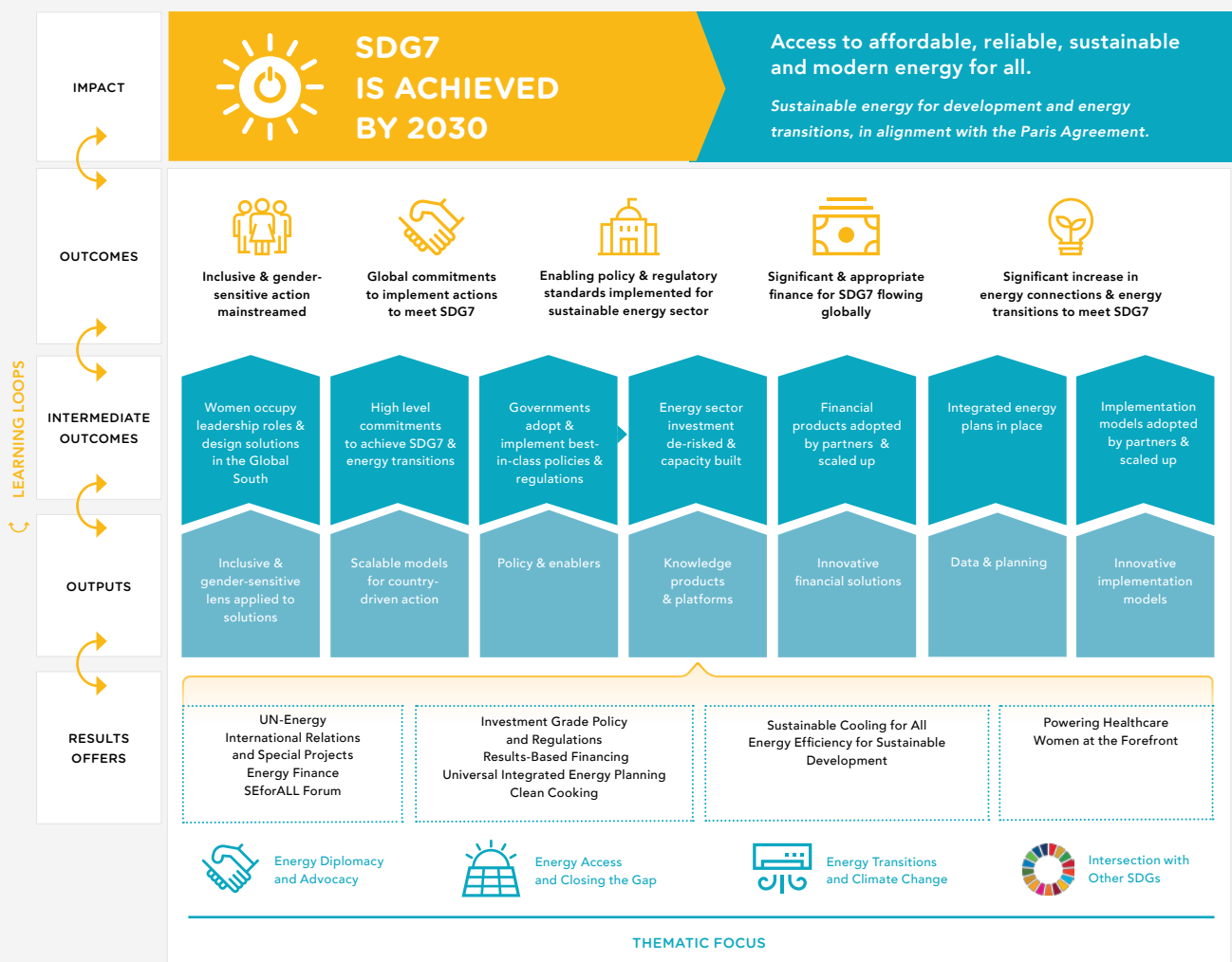


Photo: Abbie Trayler-Smith / Panos Pictures / Department for International Development

SEforALL's business plan is centred on four thematic areas: Energy Diplomacy and Advocacy, Energy Access and Closing the Gap, Energy Transitions and Climate Change, and Intersection with Other SDGs. Results Offers have been developed under these thematic areas, representing the interdependent actions needed in this energy ecosystem approach to achieve the ambitious goal of SDG7 by 2030, and to enable energy transitions in line with the Paris Agreement. The connectivity between these Results Offers and

the outcomes needed to achieve SDG7 that we are working towards are visualized below (Figure 1). The collective and parallel success of these Results Offers — in partnership with governments, the private sector, financial institutions, civil society organizations and the international donor community — contributes to the required changes across the energy sector value chain and energy ecosystem on a country-by-country basis in order to achieve impact.

FIGURE 1
SEforALL ORGANIZATIONAL THEORY OF CHANGE 2020 TO 2030



As an agile organization, SEforALL will respond quickly to new market information, through data and evidence generated through our own monitoring, evaluation and learning (MEL) strategy and framework. These Results Offers will evolve and adjust based on this information in order to stay on the critical path to achieve SDG7.

The accompanying concept notes in Section 2 outline how each Results Offer and associated Logframe directly maps to SEforALL's ToC, showing the causal pathway to achieve SDG7 via these collective ecosystem approaches.

1.2 WHY WE NEED SEforALL 3.0

For almost a decade, SEforALL has played a critical role in shaping thinking around the challenges and solutions to achieve SDG7 (Figure 2).

FIGURE 2
SEforALL'S EVOLUTION TO ACHIEVE SDG7



As we enter the final decade for achieving SDG7 and many large organizations, funding partners, and companies commit substantial resources to energy access efforts, our strategic direction has to shift.

We believe that SEforALL should focus more on enhancing and building new partnerships and shaping and coordinating the resources dedicated to SDG7. Leaders, especially governments — as the most effective implementing partners to achieve the scale and impact required — need direction on how to resolve their energy challenges. SEforALL has the knowledge and experience to support rapid implementation on the ground and to enable governments to deliver efficient clean energy to their citizens.

SEforALL has strategically chosen to strengthen global agenda-setting while expanding its activities to an engagement model that prioritizes data-driven decision-making, partnerships with high-impact countries and implementation on the ground.

Our guiding principles are:

- **Commit:** Ensure (political) commitments are made to achieve these goals.
- **Create:** Drive innovation in execution by offering data-driven and tailored implementation models because there are no *one size fits all* solutions to achieve SDG7 globally.
- **Connect:** Function as an interdisciplinary integrator between the public and private sectors to leverage private sector resources and innovation to achieve SDG7.

SEforALL will continue to support high-level advocacy and global agenda-setting, leveraging and building on our relationship with the UN and our reputation as a neutral and trusted convener. We will also provide the capabilities to implement large-scale programmes – Results Offers – under four thematic areas that have a clear value proposition, Key Performance Indicators (KPIs) and impact metrics, a collaboration model with key partners and a detailed budget and action plan.

DIVERSITY

SEforALL remains strongly committed to all aspects of diversity and inclusion, and its application across the organization in all that we do, both internally and externally. As SDG7 is a pillar in the success of all other SDGs, upholding and celebrating diversity is key in ensuring the co-benefits and opportunities arising from the energy transition and access to energy reach all people. SEforALL is committed to supporting and empowering individuals, institutions, governments the public and private sector with relevant training and capacity building to ensure the energy sector talent pool and solutions designed represent the diversity throughout our populations and ecosystems. SEforALL takes into account different social and cultural contexts, individual experiences and country-specific needs and histories to ensure solutions are tailored to the diverse context and populations in each country we work with. While scaling solutions in countries, we look to local/domestic and indigenous companies and individuals to empower with solutions to achieve SDG7, including access to finance, training, innovative business models and implementation models. SEforALL is an anti-racist organization that celebrates diversity. It has zero tolerance for approaches that do not uphold these values and approaches to the inclusive changes we need to see in the world.

Data and evidence show us that to close access gaps, we must focus on the high-impact countries that are the furthest behind and/or have the slowest pace of progress. Energy access gaps are prevalent in Sub-Saharan Africa and in Southeast Asia. Gaps in energy efficiency and access to cooling are distributed more globally, but overlap with countries that have large energy access gaps, making Sub-Saharan Africa and South Asia a priority for these transitions as well.

While our efforts focus on all the targets of SDG7, access to electricity and clean cooking are the furthest behind. These targets are critical to achieving most of the other SDGs, including improved health, education, livelihoods and climate. Progress on modern renewables is not fast enough and gains in energy efficiency are also slowing down, with access to cooling emerging as a health and safety risk in a warming world.

Access to sustainable energy sits at the centre of many other policy priorities, such as climate, poverty and health. Therefore, civil society organizations and multilateral institutions are often calling on the same group of funders and partners to take action. SEforALL 3.0 will leverage its unique characteristics to mobilize and coordinate the resources required:

- **Responsive and agile.** SEforALL is the only global organization focused solely on SDG7 and was set up with a flexible approach and size that allows us to respond quickly to unmet needs and operationalize programmes fast.
- **Local perspective.** To ensure programmes are adopted and implemented, SEforALL develops practical solutions tailored to the local context based on data-driven evidence and best-practice sharing, building on our track record and execution experience over the past 10 years.
- **Collaborative and inclusive.** As SEforALL was initially a UN initiative, it has a unique relationship with that organization, including a relationship agreement, partnerships with UN agencies and SEforALL CEO's roles as the UN Secretary-General's Special Representative for Sustainable Energy for All and Co-Chair of UN-Energy. Our reputation as an *honest broker* enables us to convene stakeholders and ensure multilateral co-creation of solutions to achieve SDG7.

PARTNERSHIPS

SEforALL will continue to collaborate closely with partners in order to achieve maximum influence and collective action in pursuit of SDG7 and energy transitions. Each Results Offer predicates its success on effective collaboration with different governments and partners, and scalable implementation will depend on those partnerships. SEforALL will also continue to strengthen its strategic partnerships with regional and global actors. In this manner, SEforALL has been closely advising the G20 Presidency on universal access to energy by identifying forward-looking options for G20 Members to consider supporting. We are partnering with the UK Government's COP26 Unit to advance important dialogues with targeted countries on increasing the ambition of their clean energy transition.

For the first time in 40 years, the UN General Assembly has called for a High-Level Dialogue on Energy, to take place during the UN General Assembly in 2021. The CEO/SRSG has been invited by the Secretary-General to co-chair the Dialogue with UNDP Administrator Achim Steiner and has been appointed as the High-Level Champion for the Dialogue. With the overarching goal to catalyze action on SDG7, partnerships will be critical for success, including with the UN Secretariat, UNDP and other UN agencies, Member States, international organizations along with other multi-stakeholders, including businesses and civil society.

SEforALL is also partnering actively with the International Energy Agency (IEA), the International Renewable Energy Agency (IRENA), the World Bank, UN agencies, regional multilateral development banks and others to pursue focused efforts that can increase the opportunity for greater progress on SDG7. These efforts range from jointly convening decision-makers during milestone moments (e.g., Powering Healthcare, Recover Better with Sustainable Energy) to supporting regional and global mechanisms for channeling financing to projects (e.g. Climate Investment Platform).



1.3 WHAT SEforALL 3.0 WILL DELIVER

To position SEforALL to deliver its new strategic direction, we have developed an organizational structure that aligns staff and teams to deliver large-scale Results Offers organized under four themes across the energy ecosystem.

ENERGY DIPLOMACY AND ADVOCACY

UN-ENERGY

Develops and convenes the 2021 High-Level Dialogue on Energy along with UN Development Programme (UNDP) and UN DESA hosted at the UN General Assembly that will launch Energy Compact commitments, an SDG7 Coalition and an Annual Leadership Meeting to drive progress to 2030

ENERGY FINANCE

Produces the *Energizing Finance* research series, which is the only systematic analysis of finance commitments, disbursements and needs in countries with the largest energy access gaps

INTERNATIONAL RELATIONS AND SPECIAL PROJECTS

Fosters close and engaged cooperation with global actors and countries (both bilaterally and through global fora), underpinning all Results Offers, to drive faster progress towards SDG7 targets and Paris Agreement goals

SEforALL FORUM

Develops and executes the SEforALL Forum to convene important stakeholders and renew action-oriented commitments towards SDG7

ENERGY ACCESS AND CLOSING THE GAP

INVESTMENT GRADE POLICY AND REGULATORY FRAMEWORKS

Provides policymakers with an easily accessible knowledge hub of best-in-class policy and regulatory tools, customizable for countries, to unlock investments to achieve SDG7

RESULTS-BASED FINANCING

Provides multi-donor RBF facility to significantly speed and scale delivery of energy connections in Africa through incentive payments for verified end-user energy connections and solutions

UNIVERSAL INTEGRATED ENERGY PLANNING

Sets the standard for what a best-in-class integrated energy plan (IEP) should be and will advocate for the widespread adoption of IEPs to guide universal energy access efforts

CLEAN COOKING

Supports and improves sector coordination efforts and develops agile solutions to inform and influence decision-makers and accelerate sustainable deployment of clean cooking solutions

ENERGY TRANSITIONS AND CLIMATE

ENERGY EFFICIENCY FOR SUSTAINABLE DEVELOPMENT

Matches energy efficiency solutions to country and sector needs, supports increased political commitment and drives implementation of energy efficiency solutions

SUSTAINABLE COOLING FOR ALL

Generates evidence, partnerships, policy and business solutions necessary to deliver a faster response to the challenge of providing sustainable cooling for all and to reduce the energy demand needed to achieve it

INTERSECTION WITH OTHER SDGS

POWERING HEALTHCARE

Increases the number of electrified healthcare facilities through tailored support in areas such as data and research, thought leadership, finance, collaboration and coordination, advocacy and communication

WOMEN AT THE FOREFRONT

Equips women to work in high-skilled roles in the energy sector through a blended programme of internships, technical training, mentorships and event participation



GENDER

Beyond our Women at the Forefront Results Offer, SEforALL mainstreams an inclusive and gender lens in all that we do. Energy is not gender neutral. It is used for different purposes across sectors and the benefits or specific challenges vary depending on gender. Access to electricity and clean cooking solutions affect men and women differently, impacting SDG7 outcomes. Therefore, each Results Offer has been designed with an inclusive and gender-sensitive lens and aims to involve women in both the demand and supply side of energy discussions and planning.

SEforALL is guided internally and externally by a set of gender principles, ensuring the innovative solutions we develop are tailored and the benefits are shared equally by both women and men.

In our own events and convenings, we guarantee speakers, panels and participants are gender balanced and look to our partners to uphold the same standards. We cannot achieve SDG7 without equal representation from men and women in the energy sector, especially in positions of leadership and decision-making. SEforALL stands behind this statement and at the time of drafting this business plan, our global team is comprised of 65 percent women, our CEO is female and our leadership team reflects a gender-balanced and diverse team of advocates.



The Results Offers are commitments to funding partners that lay out the purpose of interventions, the activities we will conduct, the resources required for impact, and the metrics that we will track to measure impact. To achieve the anticipated impact, we have developed a set of leading indicators, outputs, outcomes, and impact metrics for each Results Offer (see Chapter 2). Our internal programmes support these efforts: operations, communications, human resources, resource mobilization, monitoring and evaluation and executive office/governance.

To bring the organization and our work closer to the challenges on the ground, we are establishing staff presence in high-priority regions. The staff will allow us to engage more closely with key governments in the regions and advance collaboration and coordination with governments, partners and other technical assistance agencies. As shown in Figure 3, our engagements will be based on a set of guiding principles. We will establish the first presence in Africa, followed by a regional presence in Southeast Asia. Further regional staff and roles are in planning with our Administrative Board.

FIGURE 3

SEforALL'S COUNTRY ENGAGEMENT

SEforALL country-specific support is based on a set of guiding principles

Rationale for strategic country-level support

- SEforALL has taken a strategic decision to **complement its global agenda-setting and advocacy role** with more actionable and **country-specific support** that will position sustainable energy for **inclusive development and improved livelihoods**.
- The country-specific support provided by SEforALL will aim to **provide strategic advisory support**, to **fill gaps where needed** and **catalyse broader implementation efforts**, with partners, when opportunity exists to contribute to **systemic change**.
- The nature of SEforALL's country-level support will gravitate towards activities that are targeted and **actionable in the short- or medium-term** and that can unleash **larger, scalable processes**, and **change** that would not take place otherwise.

Guiding principles for country selection & support

- 1 SEforALL can seek to build more strategic relationships with **countries where support is already being provided across multiple Result Offers**
- 2 SEforALL will aim to **tailor its role of strategic country-specific support to each country to fill gaps and focus on value addition** (i.e. there will be no set role/definition of strategic country-specific support)
- 3 SEforALL will leverage its **partnerships** across governments, UN agencies, organizations, donors and private sector, and civil society alike to accelerate country specific actions

1.4 WHAT RESOURCES SEforALL 3.0 REQUIRES

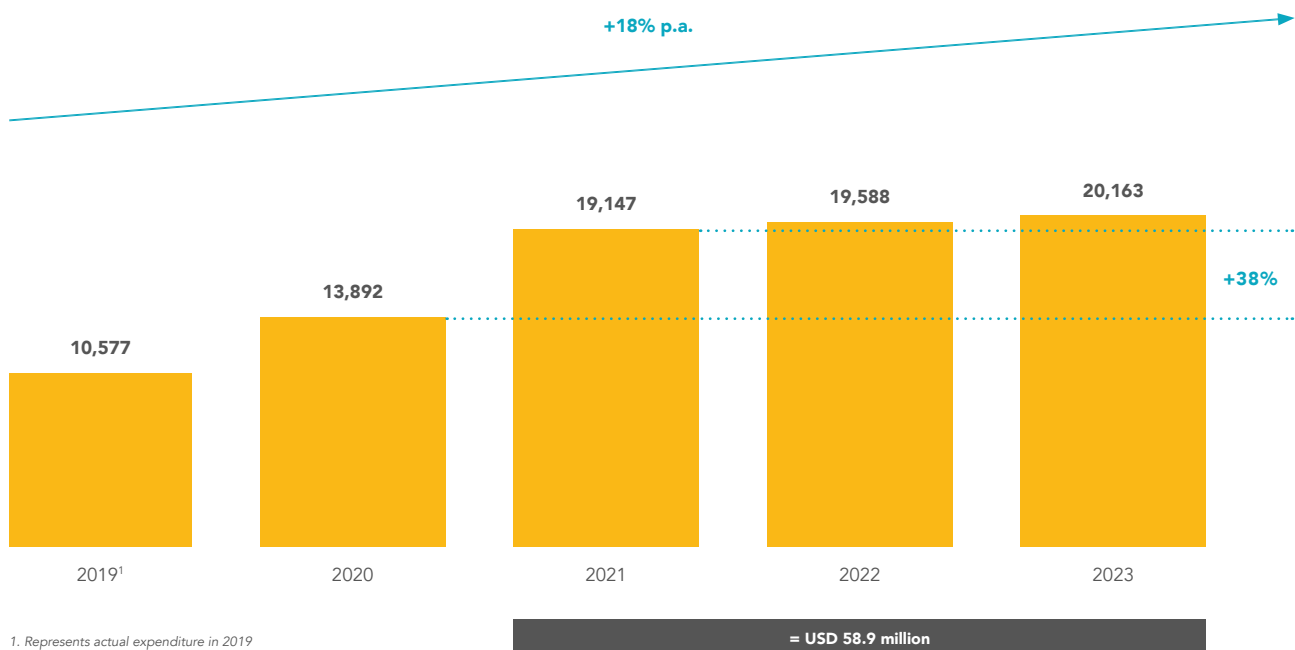
To build our new strategic vision to achieve SDG7, we will require an initial three-year budget of USD 58.9 million: USD 19.1 million in 2021; USD 19.6 million in 2022; and USD 20.2 million in 2023. This represents a compound annual growth rate (CAGR) of 18 percent between 2019 and 2023 (Figure 4). The biggest increase is planned for 2021 (~38 percent over 2020) as SEforALL aims to frontload investments in the people, capabilities and

activities required to deliver the necessary impact in the following years. Overall, we aim to grow SEforALL's budget by ~45 percent through 2023 over the 2020 USD 13.9 million baseline budget. We see SEforALL's ambitious growth as the minimum effort required to make progress on SDG7, but spending decisions will be made carefully and strategically in order to deliver.

THE ENERGY ACCESS CHALLENGE

An estimated USD 45 billion is required annually to achieve universal access to energy – USD 40 billion for electrification and USD 5 billion for clean cooking.³

FIGURE 4
OVERVIEW OF SEforALL BUDGET
in 000 USD



³ World Energy Outlook 2019, International Energy Agency

1.5 WHY STAKEHOLDERS SHOULD PARTNER WITH SEforALL 3.0

We embark on our new strategic direction determined to build on SEforALL's past achievements. Our work is recognized as setting the global agenda on SDG7, drawing on our close relationship with the UN and our trusted role with governments, the private sector, financial institutions and the international donor community. Our ability to convene leaders in the global SDG7 movement is demonstrated through the SEforALL Forum and other events. Our *Energizing Finance* research series is the global benchmark for tracking and analyzing finance commitments for energy access, and our *Chilling Prospects* reports have provided the first quantification of cooling access gaps and recommendations to address vulnerabilities. Our expertise is sought on the social and economic opportunities related to action on SDG7, including on powering healthcare facilities and

integrated energy planning. And our CEO and team's track record has solicited a request from donors for SEforALL to manage a new multi-partner Results-Based Financing (RBF) facility.

SEforALL has taken a systematic and rigorous approach to identify gaps in action and the initiatives required to address them. We have reviewed the data and sought input from stakeholders to define the Results Offers that can *move the needle* on progress. In this way, we can maximize the social return on investment for funding partners in the energy, health, women's empowerment and economic development spheres. We are confident that our Results Offers serve this purpose and we commit to full transparency as we track our impact.

1.6 RESPONDING TO COVID-19

COVID-19 has changed the global landscape and business-as-usual is no longer an option. The pandemic has had a huge impact on economic and political elements relevant to achieve universal energy access. It has also highlighted once again the importance of universal energy access. Reliable, sufficient and affordable electricity is now needed more than ever to keep people connected at home and run life-saving equipment in hospitals. But it is over the long term that sustainable energy is needed to pave the way for economic recovery and development.

In this context, we must accelerate our efforts to achieve SDG7. SEforALL has reprioritized its efforts and resources and demonstrated its ability to be agile and responsive. We have developed several initiatives — e.g. estimating the impact of COVID-19 on off-grid energy companies and strategy — and adjusted existing activities to direct resources to develop effective responses.

We contributed to the UN Secretary-General's broader Recover Better strategy but also developed practical and accessible **Recover Better with Sustainable Energy Guides**. The guides outline the opportunities, benefits and enablers for prioritizing clean energy investment as part of economic stimulus and recovery plans and how that investment can deliver long-term economic growth, new jobs, resilience and sustainable energy for all in the long term.

SEforALL has also refocused our Powering Healthcare work to coordinate the energy and health sectors so that the power needs of health facilities and emergency

health infrastructure are well understood and met with appropriate energy solutions. This includes facilitating sector-wide coordination of activities related to the importance of electrification in the fight against COVID-19, promoting collaboration and synergies between stakeholders and tracking ongoing and planned electrification projects through heatmaps. Finally, we are providing targeted country-level advisory and technical support to governments on the design and implementation of health facility electrification programmes, including those in response to COVID-19.

These activities will have a direct impact on SEforALL-affiliated programmes and much broader, longer-term impact by influencing and supporting global stakeholders to prioritize healthcare electrification and recommit to energy access goals.

On an operational level, SEforALL will limit travel in line with global guidance and local restrictions.



2

RESULTS OFFER
OPERATIONAL PLANS



2.1 ENERGY DIPLOMACY AND ADVOCACY

2.1.1 UN-ENERGY

CONTEXT AND OBJECTIVES

UN-Energy is the principal mechanism within the UN system for interagency collaboration on energy. The CEO of SEforALL also serves as the Special Representative of the UN Secretary-General (SRSG) for Sustainable Energy for All and as Co-Chair of UN-Energy. In these roles, she engages and supports key partners at international and regional levels, and on behalf of the UN Secretary-General provides leadership and champions and drives commitments to achieve SDG7 and a global clean energy transition.

SEforALL, as a member of UN-Energy and in support of the CEO and SRSG in her role as Co-Chair of UN-Energy, leads and implements programmes and activities to facilitate engagement with the private sector and other partners to drive the achievement of SDG7 and energy transitions as critical inputs to global development and climate change.

The objective of this Results Offer is to accelerate UN-Energy-led efforts to support UN member states to achieve the 2030 goals and drive new commitments from countries and companies to the actions necessary to achieve SDG7 and energy transitions.

For the first time in four decades, the UN General Assembly has called for a High-Level Dialogue (HLD) on Energy during the General Assembly in 2021. The SRSG is the High-Level Champion for the HLD.

Gaps we will fill: This Results Offer addresses the gap of no single UN entity being responsible for energy. SEforALL will help drive UN efforts towards the 2021 High-Level Dialogue on Energy that will launch the

Energy Compacts and SDG7 Coalition and Annual Leadership Meeting to progress to 2030.

Partners we will engage: Critical to this Results Offer are relationships with the UN Secretariat, specialized Agencies, UN Member States and a number of key companies and institutions. Key relationships inside the UN include those with the offices of the Secretary-General (SG) and the Deputy Secretary-General (DSG), Department of Economic and Social Affairs (DESA), the Head of UNDP and their Energy team, and the institutional leads in UN-Energy. Outside of the UN, key relationships are with Member States, including in the Friends of Sustainable Energy (in particular the four co-chairs: Denmark, Ethiopia, Pakistan and Norway) and other states with a leading interest in energy and climate-related issues in New York. This will also include Member States that emerge as leaders of the High-Level Dialogue, Annual Leadership Meeting and SDG7 Coalition. Private sector partners will include companies critical to progress on energy access and transition issues, including those targeted to undertake commitments to the Energy Compacts. Similarly, non-UN institutions critical to success of the High-Level Dialogue will include those with a substantial influence on energy, including partners such as IRENA, IEA and many others.

Why SEforALL?: SEforALL will leverage its position to accelerate UN-Energy-led efforts to support UN Member States to achieve the 2030 goals and drive bold action on energy. Supporting and staffing the SRSG, SEforALL is uniquely positioned to use its leadership and influence to leverage the UN's significant convening power and global voice, along with its own specialized energy partnerships, analysis and on-the-ground experience, and act as a key force multiplier for SDG7 and the Paris Agreement.

How we will achieve our objective

- **High-Level Dialogue on Energy 2021:** The first high-level summit on energy mandated by the General Assembly since 1981 will be led by the SRSG with the Head of UNDP; its aim is to make significant, real impact on Member States' achievement of SDG7, efforts to recover better from COVID-19 and the COP process.
- **Energy Compacts and tracking:** Agree on data-driven and ambitious publicly trackable commitments with lead countries, companies, and organizations committed to achieving SDG7.
- **SDG7 Coalition and Annual Leadership Meeting:** Launch the SDG7 Coalition by 2022, which will comprise of champions from governments, international organizations, business and civil society across 70 countries, and will spearhead the energy narrative, drive commitment and advocate for strong ambition. The Annual Leadership Meeting with over 50 countries will ensure public dialogue, commitment mobilization and results monitoring and will release an annual flagship tracking mechanism. These activities are designed to sustain momentum to 2030.
- **Representing and supporting the UN:** Magnify the leadership role of the SRSG to expand global advocacy for SDG7 while advising the Secretary-General and Deputy Secretary-General and representing the UN system.

KPI TRACKING

| KPIs | BASELINE | TARGET ⁴ | | | |
|--|----------|---------------------|------|------|------|
| | | 2020 | 2021 | 2022 | 2023 |
| % High Impact Countries on Access sign Energy Compacts | 0 | - | 50% | 60% | 70% |
| % global emissions represented by Energy Compacts signatories | 0 | - | 30% | 40% | 50% |
| % of countries identified as major funders of energy access (according to Energizing Finance research series) ⁵ signing Energy Compacts | 0 | - | 40% | 50% | 60% |
| No. of countries signed up for Energy Compacts | 0 | - | 20 | 35 | 50 |
| No. of companies signed up for Energy Compacts | 0 | - | 50 | 80 | 100 |

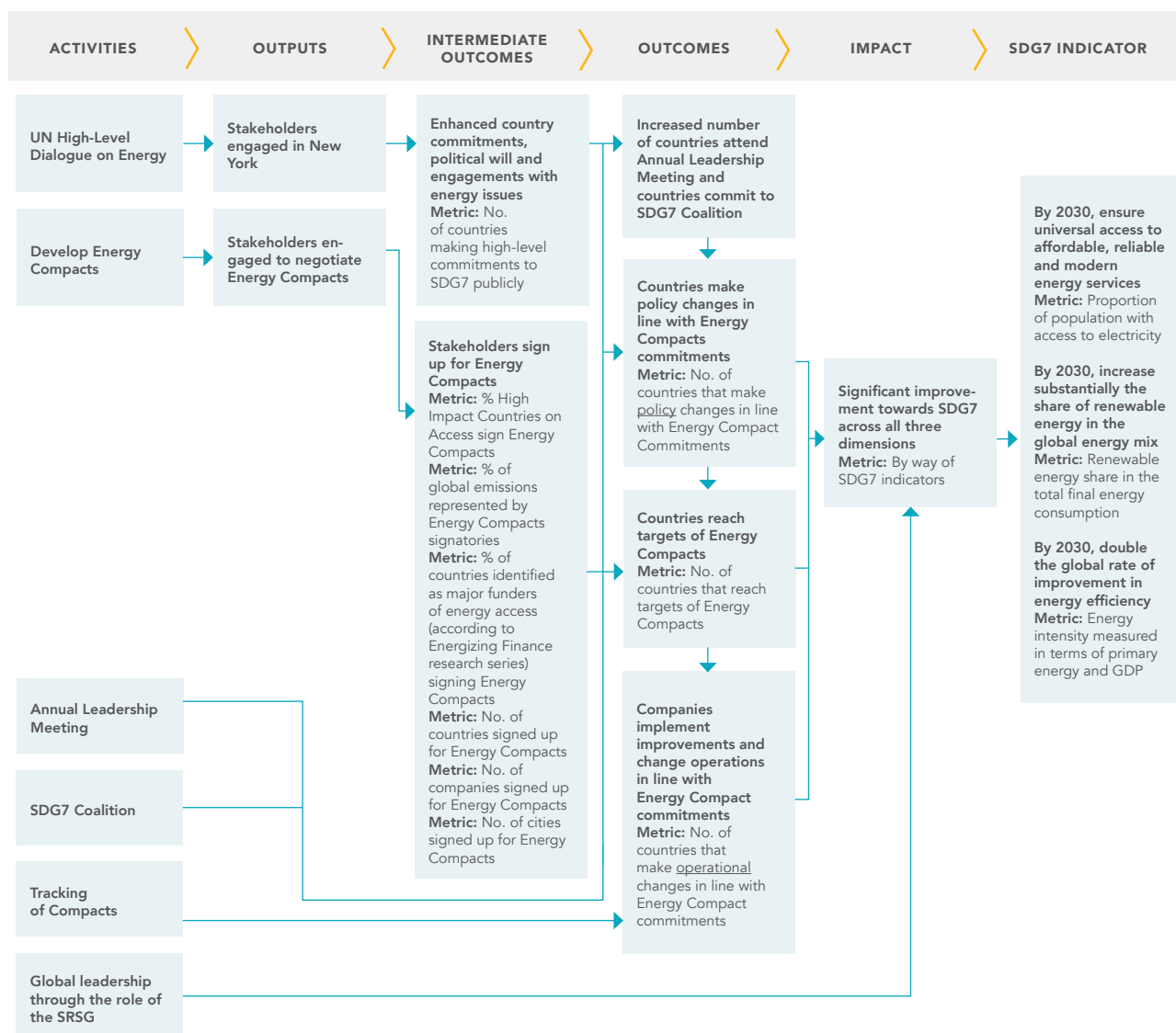
These key performance indicators (KPIs) are part of a larger Logframe which outlines the critical paths to reach outcomes and impacts, as outlined in Figure 5 below. While further KPIs are tracked internally, the external-facing KPIs are highlighted herein. This approach with KPIs and Logframes is also applicable to all the Results Offers that follow.

⁴ Targets from herein represent cumulative totals; the exception being annual percentages as appropriate

⁵ UK, Germany, Sweden, Netherlands, Denmark, US, Japan, Norway, Australia, France, Canada and South Korea

FIGURE 5

UN-ENERGY LOGFRAME



Expected results

- Develop and convene an impactful **2021 High-Level Dialogue on Energy** with over 70 heads of state.
- Agree, launch and track ambitious multi-stakeholder **Energy Compacts** signed by over 40 percent of key influencer countries across energy access and transition.
- Launch the **SDG7 Coalition** with over 70 countries and the **Annual Leadership Meeting** with over 50 countries.
- Drive bold **UN action on energy** by supporting the Secretary-General and Deputy Secretary-General.
- Build global momentum and political will within the UN system and with Member States for the goal of achieving sustainable energy for all.

2.1.2 International Relations and Special Projects

Context and objectives

The significance of international relations in SEforALL's work cannot be undervalued. Close and engaged cooperation is needed with global players (bilaterally and through global fora) and in countries that need to make faster progress towards SDG7 targets and Paris Agreement goals.

The objective of this Results Offer is to enhance momentum to achieve SDG7 and the Paris Agreement by providing analytical support to targeted global and regional leaders, getting closer to stakeholders on the ground in our target countries to translate their needs to the right solutions.

This Results Offer underpins, coordinates and collaborates across all of SEforALL's Results Offers, connecting in-country stakeholders and their specific needs to the solutions SEforALL is implementing with partners.

Gaps we will fill: Now in the final decade to achieve SDG7, and needing to halve greenhouse gas emissions by 2030 to be on track for net-zero emissions by 2050, it is imperative that SEforALL drive momentum towards SDG7 and energy transitions. More high-level commitments are needed as are more innovative projects responding to evolving needs on the ground. The coordination provided by this Results Offer will address the gaps present through the complex global system of stakeholders and competing agendas.

Partners we will engage: Partnerships and relationships are core to this Results Offer. The success for SEforALL's contributions will be the result of a broad range of action-oriented partnerships with key global stakeholders, governments, DFIs, development partners, and the private sector, as well as through linking these partnerships to all of SEforALL's Results Offers.

Why SEforALL?: SEforALL maintains and manages numerous relations with important SDG7 and energy transition stakeholders. SEforALL uses its neutrality and independence to provide objective recommendations to international partners, and key messaging in international fora to drive the SDG7 agenda. SEforALL's strength in partnership building and reputation as an *honest broker* with governments, development partners, public and private sectors is what brings us to the table to inform SDG7-related decisions. A few examples are as follows:

- SEforALL co-organized with Denmark and Ethiopia the Energy Track of the Climate Action Summit in 2019.
- SEforALL was requested to support the UK's COP26 Unit Energy Transition Campaign targeting 7-10 countries for identifying global support for more ambitious clean energy transitions.
- SEforALL has advised the G20 Presidency on how to provide a framework for energy access leadership by the G20 Energy Sustainability Working Group.
- SEforALL continues to work with Asian Development Bank to address cooling for all and energy efficiency through the Asia Clean Energy Forum.
- SEforALL collaborates closely with the Clean Energy Ministerial and Mission Innovation on innovations for more ambitious energy transition by member countries.



How we will achieve our objective:

International Relations and Special Projects is organized around four work areas:

- **Engage and support global players** through a broad range of action-oriented partnerships with partner country governments, development finance institutions, development partners, international organizations, NGOs, CSOs and the private sector. With global and regional leaders and international fora (e.g., India, China, Brazil, South Africa, African Union Commission, European Union, Association of Southeast Asian Nations (ASEAN) Centre for Energy, IEA, IRENA and Clean Energy Ministerial (CEM)), we will aim to provide advisory and analytical support towards achieving SDG7 and Paris Agreement goals. By 2023 we aim to build support among global players in 12–15 partner countries.
- **Influence global fora** by providing strategic inputs to workshops, technical papers and the convenings of high-level partners and fora, such as G20, UNFCCC Conference of the Parties (COP), Asia Clean Energy Forum (ACEF), EU Development Days, UN General Assembly, and others to progress faster towards SDG7 and Paris Agreement goals by targeting key countries and bringing together international coalitions to support greater clean energy transition ambition.
- **Develop and support in-country engagements** by creating partnerships with country governments (e.g., Nigeria, Pakistan, Rwanda, Sierra Leone and Vietnam) to support immediate actions to achieve SDG7; implement SEforALL in-country staff presence in 3-5 target countries.
- **Conduct special projects** to develop future workstreams that build on emerging innovations. Through this work, SEforALL will be agile and responsive to opportunities from partners and other stakeholders to incubate new SDG7 solutions and/or approaches. As one example, SEforALL is working on a special project with DFID and UNOPS in Sierra Leone to assess and provide policy and regulatory tariff options as well as mini-grid and other energy access solutions with productive uses.

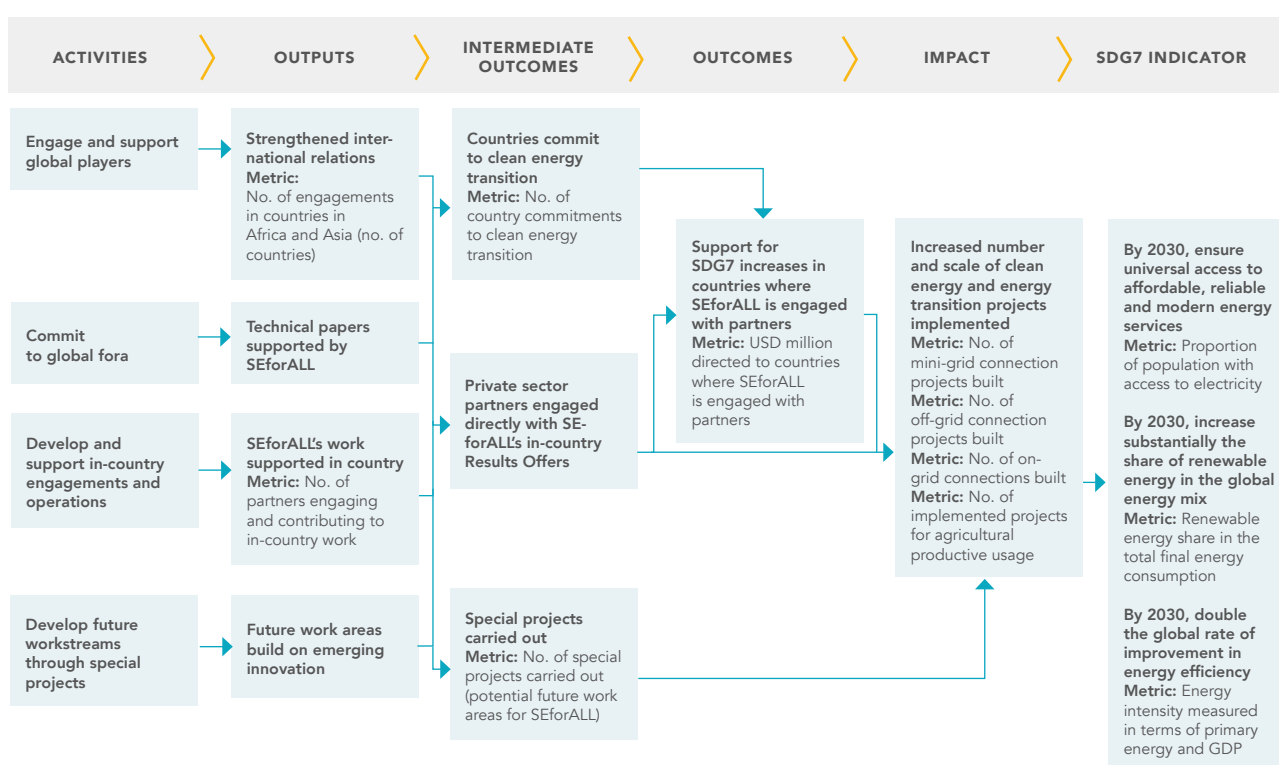


KPI TRACKING

| KPIs | BASELINE | TARGET | | | |
|--|----------|--------|------|------|------|
| | | 2020 | 2021 | 2022 | 2023 |
| No. of partners engaging and contributing to in-country work | 10 | 20 | 25 | 30 | 30 |
| No. of country commitments to clean energy transition | 0 | 0 | 3 | 6 | 9 |
| No. of engagements in countries in Africa and Asia (no. of countries) | 2 | 4 | 8 | 10 | 12 |
| No. of special projects carried out (potential future work areas for SEforALL) | 0 | 1 | 2 | 2 | 3 |

FIGURE 6

INTERNATIONAL RELATIONS AND SPECIAL PROJECTS LOGFRAME



Expected results:

- **Strong, action-oriented country partnerships** formed across Africa and Asia, including establishing staff presence in 3-5 countries.
- **Further strengthened convening power of SEforALL** through direct lines of communication and access to high-level stakeholders on the ground.
- Other stakeholders are influenced to take action on SDG7.

2.1.3 Energy Finance

Context and Objectives

According to *Tracking SDG7: The Energy Progress Report 2020*, achieving universal energy access will require an investment of at least USD 45 billion annually until 2030.⁶ Deploying this volume of finance requires an understanding of the amount and type of finance currently committed to countries with large energy access deficits (deemed High Impact Countries (HICs)), how quickly and effectively it is disbursed and absorbed, the types of energy access solutions that receive finance, and the financing needs of enterprises delivering those solutions. We must accelerate the deployment of innovative financing instruments to close the gap between demand and supply of appropriate finance for energy access and – by extension – the energy access gap itself.

SEforALL's *Energizing Finance* research series is the first and only systematic analysis of finance commitments, disbursements and needs in countries with the largest energy access gaps. Through peer-reviewed methodologies and findings, this research leverages proprietary data to identify financing trends, gaps and innovations that will inform achievement of SDG7. We will continue to produce innovative analysis in three reports:

- **Understanding the Landscape** tracks year-on-year finance commitments for energy access in HICs. Its analysis supports assessment of the effectiveness of policies and regulations in catalyzing finance flows.
- **Missing the Mark** presents development partners and governments with information on the efficiency with which finance is disbursed for energy access projects, and the barriers that need to be addressed to accelerate disbursements.
- **Taking the Pulse** informs governments of the volume and type of capital required to meet SDG7 through off-grid energy solutions via country studies.

Gaps we will fill: This research identifies financing gaps, trends and innovations that will inform achievement of

SDG7. It fills a distinct data gap identified by SEforALL.

Partners we will engage: SEforALL has structured and implemented strong partnerships with the Climate Policy Initiative, the World Bank, the Organisation for Economic Co-operation and Development (OECD), IEA and multiple public and private financial institutions (including the Africa Development Bank (AfDB), Asia Development Bank (ADB), Acumen and others) to produce the peer-reviewed *Energizing Finance* analysis. SEforALL's expertise in this area further strengthens the global dialogue and partner understanding of the financing gaps to meet SDG7. We strengthen our partners' understanding of these gaps by participating in, and contributing expertise to, relevant international fora. We also identify and map energy finance stakeholders and design-targeted communication strategies to disseminate *Energizing Finance's* findings and provide tailored recommendations to key stakeholder groups.

The objective of this Results Offer is to consolidate and build on *Energizing Finance's* strong foundation to provide strategic advice on energy finance to policymakers, the finance sector, industry and civil society, and to convene parties to advocate for and influence policy reform.

Why SEforALL?: SEforALL's independent role as a steward of SDG7 enables us to effectively communicate research findings and recommendations to the finance community, development partners, national governments, civil society and industry, and to credibly issue a call to action to address the gaps, barriers and opportunities identified through the research.

⁶ International Energy Agency (IEA), International Renewable Energy Agency (IRENA), United Nations Statistics Division (UNSD), World Bank, World Health Organization (WHO) *SDG 7: The Energy Progress Report* (2020)

How we will achieve our objective

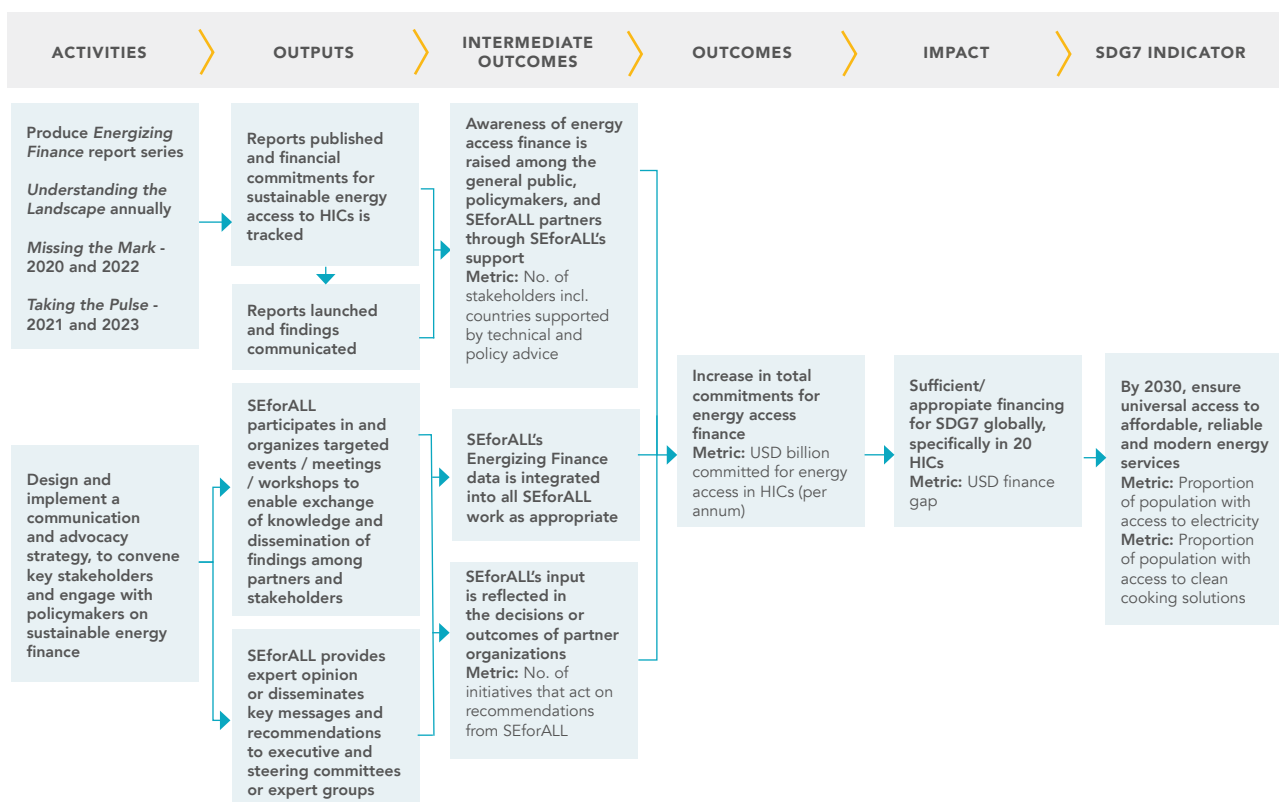
- Grow the **Energizing Finance** research series by producing an annual update to the **Understanding the Landscape** report and biennial updates to the **Missing the Mark** and **Taking the Pulse reports**;
- Expand the communication and advocacy strategy to increase *Energizing Finance's* impact;
- Influence decision-makers through increased participation in external organizations' energy finance-related executive and steering committees, working groups and other initiatives.

KPI TRACKING

| KPIs | BASELINE | TARGET | | | |
|--|----------|--------|-------|-------|-------|
| | | 2020 | 2021 | 2022 | 2023 |
| No. of stakeholders incl. countries supported by technical and policy advice | 0 | 2 | 4 | 7 | 12 |
| No. of initiatives that act on recommendations from SEforALL | 2 | 4 | 6 | 8 | 10 |
| USD billion committed for energy access in HICs (per annum) | 36.32 | 39.95 | 43.94 | 48.33 | 53.16 |

FIGURE 7

ENERGY FINANCE LOGFRAME



Expected results

- Increase the deployment of inclusive and appropriate finance by a broad range of investors to support faster delivery of SDG7 globally.

2.1.4 SEforALL Forum

Context and Objectives

The SEforALL Forum is a landmark global gathering bringing people together to take stock of progress, showcase success and identify solutions to achieve faster, broader gains towards sustainable energy for all. It serves as a platform to broker new partnerships, spur investment, address challenges and drive action towards realizing SDG7. The Forum highlights SEforALL's role as the *hub* for SDG7 and energy access for development.

The objective of this Results Offer is to provide a global platform for focusing the energy access community on implementation and creating a renewed commitment to the actions necessary to achieve SDG7 by 2030.

The SEforALL 2018 Forum took place in Lisbon, Portugal under the theme of "Leaving No One Behind." The event shined a spotlight on the urgency for bringing affordable, reliable, sustainable and modern energy to under-served populations, communities and regions that are at risk of being left behind in the global clean energy transition. Over 800 participants from nearly 100 countries attended the Forum, with 10 ministerial-level speakers joined by CEOs, investors and civil society leaders.

The 2021 Forum will be co-hosted by the Government of Rwanda. It will reflect SEforALL's new strategic direction, bridging global agenda-setting and a focus on country-level implementation. As the first major event post-COVID-19, the Forum will shine a spotlight on the critical role energy plays in combatting the pandemic and catalyzing economic recovery.

Gaps we will fill: Many energy conferences or forums in the energy space either attract very similar stakeholders, are narrowly focused in their content scope or do not bring together a truly diverse group of participants from across the globe. There are few global conferences that have highly dynamic, engaging and informative formats that leave participants inspired and motivated for action.

Partners we will engage: The Government of Rwanda will be our key partner for convening the 2021 Forum. A wide range of diverse stakeholders — from government, the UN, business, finance, civil society, international organizations, academia, media, local entrepreneurs and grassroots, women and youth organizations — are part of the sustainable energy for all movement and critical partners for a successful Forum.

Why SEforALL?: SEforALL is uniquely positioned to achieve the Forum objective. We are recognized for our convening power and ability to bring diverse stakeholders together, to foster dialogue and get consensus across competing interests and provide a bridge to partnership and collaboration. The SEforALL team has the breadth and depth of knowledge to curate compelling and impactful sessions and design a marketplace to allow our partners to showcase the great work they're doing and create opportunities to network and broker new partnerships.



How we will achieve our objective

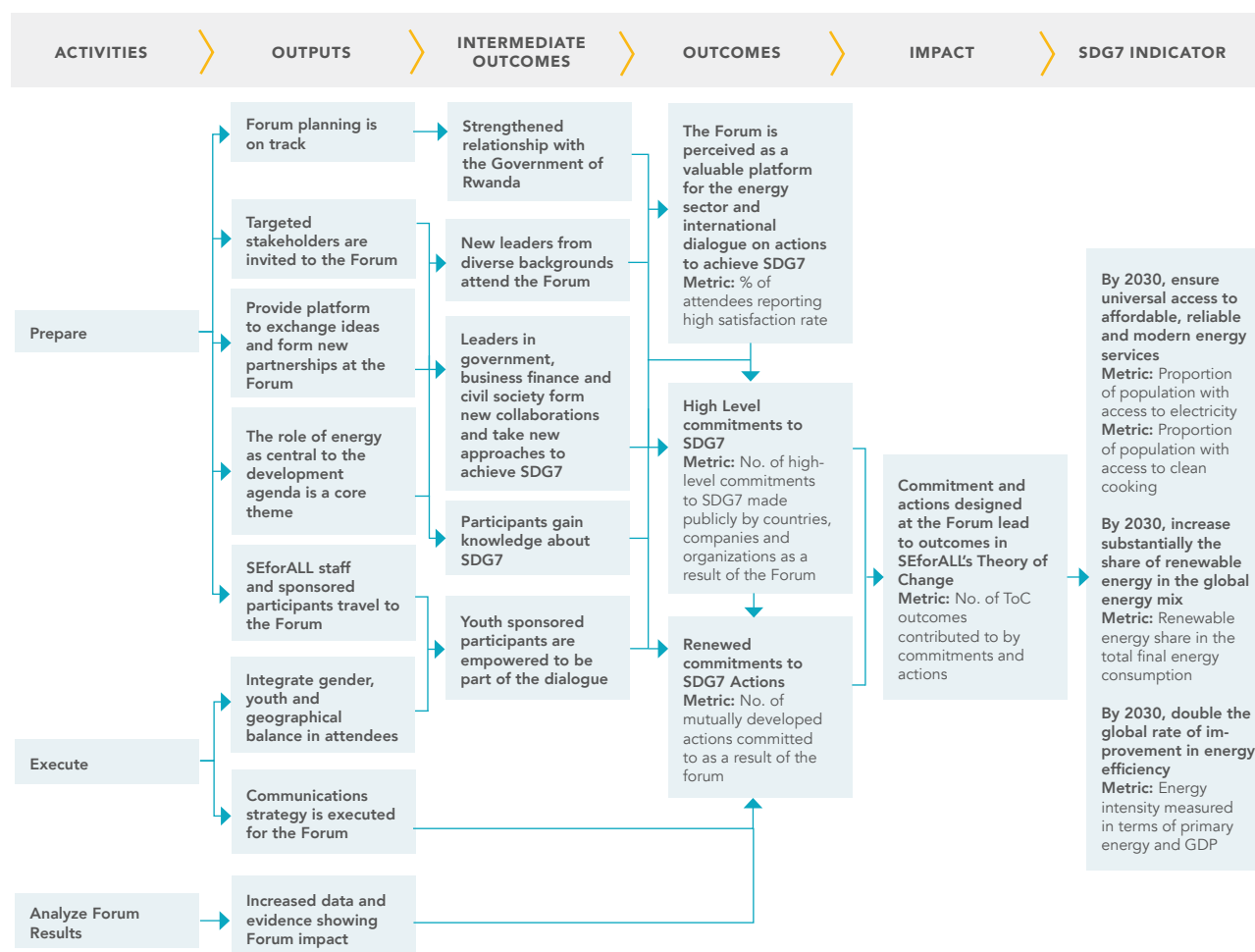
- Convene energy leaders in government, business, finance, and civil society for an inclusive, structured and curated Forum to address challenges and identify areas of collaboration and actions for the global community to achieve SDG7.
- Implement the more than 50 actions identified in the 2021 Forum to accelerate the journey to SDG7.
- Sponsor over 150 participants active in gender, youth, job creation and educational topics to attend the Forum.
- Highlight the role of women as agents of change, collaborators and innovators in the global energy transition.

KPI TRACKING

| KPIs | BASELINE ⁷ | TARGET | | | |
|---|-----------------------|--------|------|------|------|
| | | 2020 | 2021 | 2022 | 2023 |
| No. of high-level commitments to SDG7 made publicly by countries, companies and organizations | 4 | - | 9 | - | 15 |
| No. mutually developed actions created and committed to | 6 | - | 11 | - | 19 |

FIGURE 8

SEforALL FORUM LOGFRAME



⁷ Baseline numbers based on commitments and actions tracked for the 2018 SEforALL Forum, which are outlined here: <https://www.seforall.org/news/seforall-forum-day-two-wrap-up> and available upon request.

Expected results

- Inspire and focus a broad and diverse set of energy access stakeholders on country-level implementation, highlighting the central role of energy in the development agenda.
- Ensure that at least half of the participants at the 2021 Forum are women; and that at least half of all speakers are women.
- Provide stakeholders with the knowledge and resources they need to accelerate and scale action.
- Create a platform to exchanges ideas, form partnerships and unlock finance to deliver SDG7.

2.2 ENERGY ACCESS AND CLOSING THE GAP

2.2.1 Investment Grade Policy and Regulatory Frameworks

Context and Objectives

The World Bank's Regulatory Indicators for Sustainable Energy (RISE) suggest that the world is only about halfway towards adopting the advanced policy and regulatory frameworks for sustainable energy. Strong policy and regulatory frameworks are proven to de-risk and unlock finance, to enable energy access and energy transition projects.

While some countries are making progress in adopting policy and regulatory frameworks, many others lack the capacity and access to adequate support to adopt such frameworks in timeframes consistent with achieving SDG7.

Gaps we will fill: While there are technical assistance (TA) facilities dedicated to energy sector development, SEforALL's Policy and Regulatory Frameworks support is one of the few that is both a) open to work with any government where an opportunity to address SDG7 exists, and b) that is technology agnostic, with the only objective to support countries to achieve SDG7. SEforALL's support and solutions will be driven by nothing other than a collaborative assessment of the turnkey policy or regulatory improvements that will unlock finance flows to the energy sector aligned with the national strategy to achieve SDG7.

The objective of this Results Offer is to accelerate the adoption of best-in-class policy and regulatory frameworks to unlock investments to achieve SDG7. SEforALL will provide policymakers with a suite of policy and regulatory tools, templates and relevant decision-trees – a virtual knowledge hub – along with customized support to accelerate adoption.



Partners we will engage: The priority partners we will engage in this work are first and foremost the government ministries and agencies that oversee the relevant energy sub-sector and who will be ultimately responsible for prioritizing the improved policy or regulation through the political process to adoption and implementation. Beyond working with the governments, SEforALL will partner with experts and thought leaders (i.e. Clean Cooking Alliance, Rocky Mountain Institute (RMI), IEA, IRENA, Energy Sector Management Assistance Program (ESMAP), etc.) to develop and collect policy and regulatory assets for the virtual hub. We will develop and leverage strong relationships with TA providers (i.e. World Bank, GIZ, DFID, USAID, SNV) to support longer-term efforts on implementation of the policy and regulatory frameworks.

Why SEforALL?: SEforALL will use its extensive network and experience in energy access to ensure the right partners are brought together for dedicated training, capacity-building and advice on effective policy development and implementation. In addition, SEforALL will leverage its network to facilitate exchange with other countries that have already implemented comparable policies. The strength in connections SEforALL can make amongst these stakeholders brings value to the governments implementing these policies and provides a platform for exchange of knowledge and lessons learnt with those who have recently gone through similar processes.

How we will achieve our objective

- Develop and host a **virtual knowledge hub** to provide policymakers with easy access to a suite of policy and regulatory tools and templates identified through best-in-class peer group examples and accompanied by relevant decision-trees for policymakers.
- Provide **country customization support** for policymakers to design, adapt and adopt best-in-class policies and regulations, develop comprehensive strategies and facilitate country-level learning and capacity-building.
- Pilot an innovative approach to leverage economies of scale in the solar value chain to dramatically accelerate distribution and improve the affordability of high-quality solar components for off-grid (mini-grid and solar home system (SHS)) electricity access in target regions.
- Support and utilize the **Mini-grid Partnership (MGP)**, a consortium of over 300 mini-grid stakeholders, to accelerate the deployment and development of clean energy mini-grids through information sharing, partnerships and direct input into policy and regulation design in the target countries.
- Establish **partnerships with longer term TA providers** to ensure sustained support through to implementation of the policy and regulatory frameworks.

KPI TRACKING

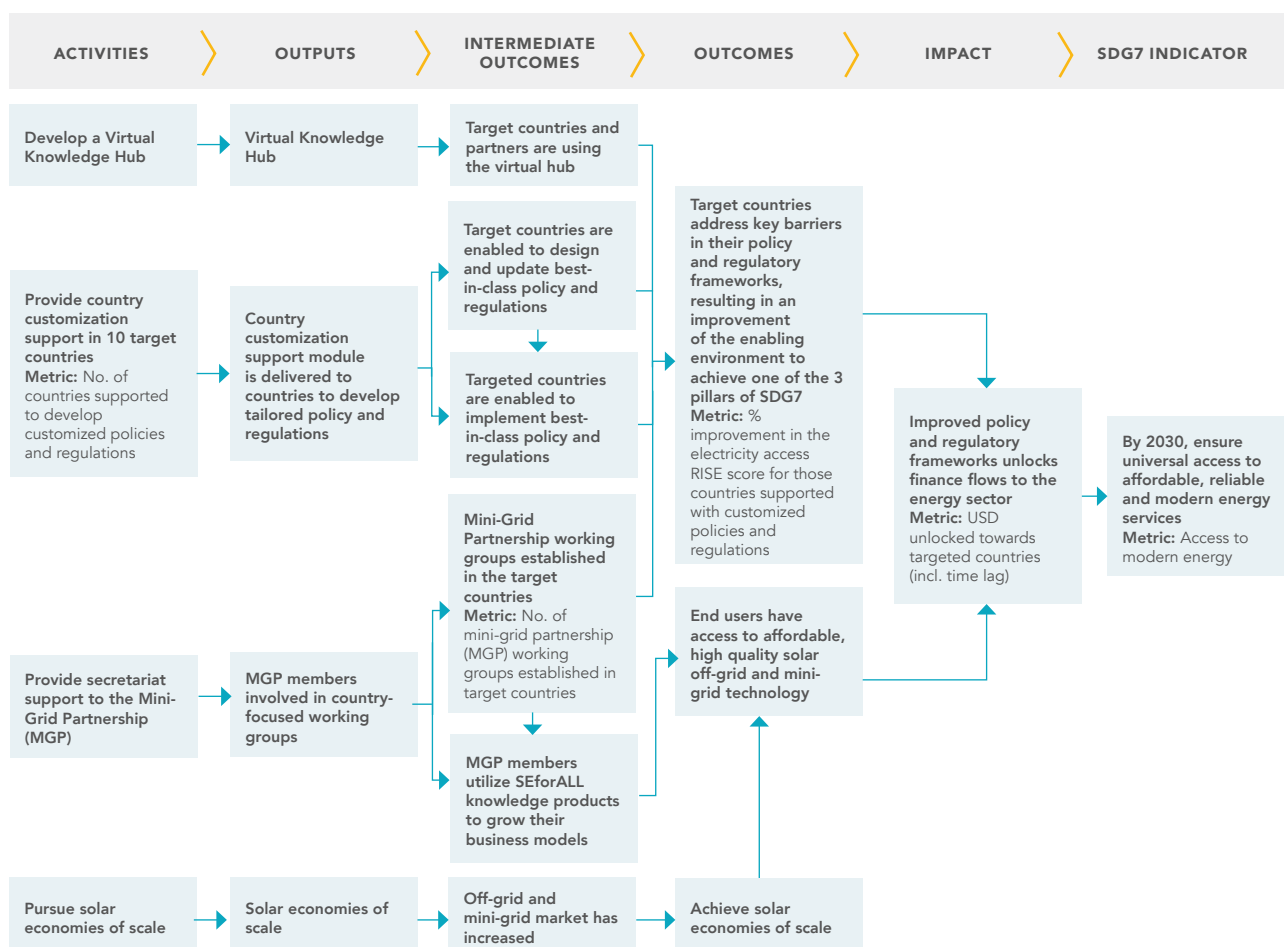
| KPIs | BASELINE | TARGET | | | |
|---|-----------------|--------|------|------|------|
| | | 2020 | 2021 | 2022 | 2023 |
| No. of countries supported to develop customized policies and regulations | 0 | 2 | 5 | 8 | 10 |
| % improvement in the electricity access RISE score for those countries supported with customized policies and regulations * | 0% ⁸ | 0% | 0% | 10% | 20% |
| No. of MGP working groups established in target countries | 0 | 1 | 2 | 3 | 4 |

* This figure is subject to the RISE Score being updated by the World Bank publicly once approved

⁸ The baseline for the sub-indicator for RISE score will be determined specific to the policy and regulatory solutions developed under this Results Offer and will be captured in the associated MEL Framework and tracked internally, as we do not wish to restrict solutions to a specific sub-indicator at this time, the baseline remains at 0 for the time being – this is the case for all Results Offers with a RISE score indicator

FIGURE 9

INVESTMENT GRADE POLICY AND REGULATORY FRAMEWORKS LOGFRAME



Expected results

- Governments will attract much-needed private investment through the establishment of supportive energy ecosystems that de-risk investment.
- Funding partners and investors will have greater confidence and less risk aversion to enter the market to make positive impact.
- Energy access stakeholders will gain access to new business opportunities and lower cost capital.
- Consumers will gain access to better quality and more affordable energy services.

2.2.2 Universal Integrated Energy Planning

Context and Objective

With only 10 years left to achieve SDG7.1, governments need to know where to focus, funders need to know which solutions to support, and solution providers need to understand which communities to target. Universal integrated energy planning is a *power tool* that helps direct resources effectively and efficiently to where they are needed the most.

Energy planners do not always employ all the tools in their toolbox when it comes to developing energy access strategies. For example, planners tend to rely heavily on grid extension when designing electrification strategies and fail to take alternative options into consideration because of poor coordination between, and data about, all of the solutions/technologies available. Integrated energy planning makes use of data and digital tools to help policymakers rapidly identify the optimal mix of technologies to achieve universal energy access. Unfortunately, not all countries have an integrated energy plan (IEP) or one that is actionable and underpinned with accurate data.

The objective of this Results Offer is to accelerate the adoption of best-in-class integrated energy plans among high energy access-deficit countries. SEforALL will set the standard for what a best-in-class IEP should be and will advocate for the widespread adoption of IEPs to guide universal energy access efforts. We also want to turn our words into action by working with governments to showcase, learn from, and commission, best-in-class IEPs.

Gaps we will fill: A number of countries have developed or will soon develop IEPs. Across these efforts, we have identified a need for more rapid planning, consistent data standards, more inclusive planning processes, and inclusion of clean cooking within planning efforts.

Partners we will engage: SEforALL will convene and partner with experts in energy data and is planning to learn from, build on and ultimately incorporate best practices in the design of IEPs. We will work with countries where an IEP either doesn't exist or may be outdated and based on unreliable data. We will help them develop best-in-class IEPs around which (policy) decisions can be made within a short timeframe. Donors can then use the IEPs to better direct funding and resources required, targeting their funding to high-impact solutions. We will coordinate and collaborate with organizations such as the World Bank, USAID and others to ensure our efforts are complementary.



Why SEforALL?: SEforALL will use its neutrality and independence to make sure that the IEPs we support represent an objective analysis and put the interests of our partner countries, and their populations, front and centre. SEforALL's strength in partnership building and reputation as an 'honest broker' with governments, public and private sectors will influence the trust in, and uptake of the IEPs. Development and implementation of these IEPs has direct synergies with the success of other Results Offers in our business plan. Enabling policies and regulations, financial instruments and sustainable models support the implementation of IEPs. Together, the IEPs are part of a holistic solution from SEforALL to achieve SDG7. Our solutions are complementary, as are the high-impact countries supported through these Results Offers.



How we will achieve our objective

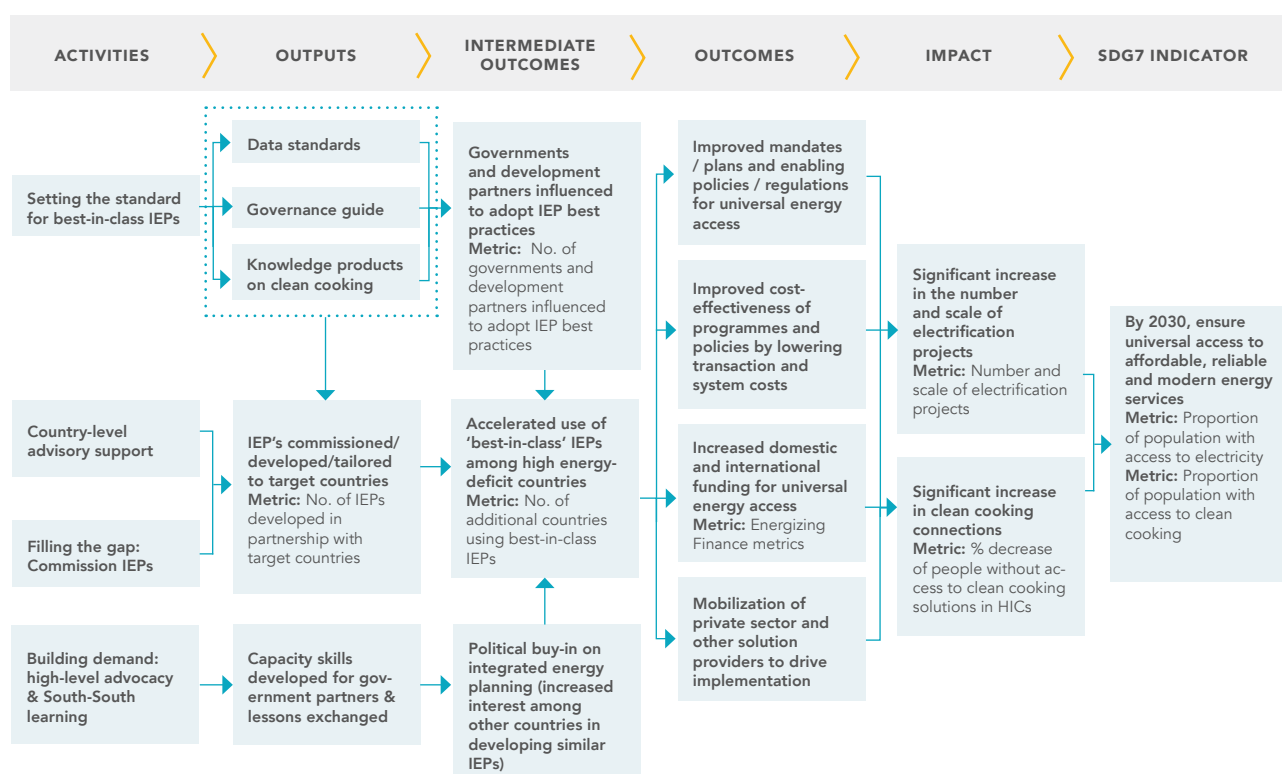
- **Setting the standard:** Create practical tools and knowledge products that help set the standard for best-in-class IEPs. These foundational activities will focus on, among other things:
 - **Data:** Improving the availability, quality and consistency of data used in geospatial, integrated energy access planning. This will involve defining key data standards and securing the buy-in of organizations involved in the development of IEPs in the use of high-quality data.
 - **Governance:** Promoting good governance practices in the development of IEPs (e.g. inclusive stakeholder consultations).
 - **Cooking:** Developing a new paradigm for energy access planning that incorporates cooking into integrated electrification planning and explores how geospatial, integrated energy planning tools could advance the clean cooking agenda.
- **Country-level advisory support:** Provide tailored advisory support to countries that have developed or are developing an IEP to help them better utilize their IEPs and translate them into policies, finance and action.
- **Filling the gap:** Commission IEPs in countries where IEPs may not exist or where they could be improved upon (including clean cooking).
- **Building demand:** Use high-level advocacy to secure political buy-in on integrated energy access planning and the role of distributed energy for meeting energy access goals. This will involve facilitating South-South learning.

KPI TRACKING

| KPIs | BASELINE | TARGET | | | |
|--|----------|--------|------|------|------|
| | | 2020 | 2021 | 2022 | 2023 |
| No. of IEPs developed in partnership with target countries | 0 | 0 | 1 | 3 | 4 |
| No. of governments and development partners influenced to adopt IEP best practices | 0 | 0 | 1 | 3 | 6 |
| No. of additional countries adopting the IEP best-in-class standards | 0 | 0 | 1 | 2 | 4 |

FIGURE 10

UNIVERSAL INTEGRATED ENERGY PLANNING LOGFRAME



Expected results

By accelerating the adoption of *best-in-class* integrated energy plans among high energy access deficit countries, we will help to:

- Establish mandates/plans and enabling policies and regulations for universal energy access - a result that will be further supported by our Investment Grade Policy and Regulatory Frameworks Results Offer.
- Improve the cost-effectiveness of energy access programmes and policies by lowering transaction and system costs.
- Increase domestic and international funding by informing funding partners and investors about comprehensive financing requirements for universal access.
- Mobilize the private sector and other solution providers (e.g., utilities, mini-grid developers and SHS and clean cooking providers) by providing access to better data.

2.2.3 Results-Based Financing

Context and Objectives

Achieving universal energy access by 2030 requires a funding mechanism that allows for scale, speed and efficiency. While substantial financing resources are dedicated to energy access, most financing continues to rely on traditional procurement mechanisms that entail the *up-front* financing of inputs. Results-based financing (RBF) offers a paradigm shift by enabling payment of specified sums for projects based on clear verification of a functional electricity connection. This payment also functions as a subsidy for the end user, reducing the barrier of ability to pay for the connection. By shifting delivery risk to the private sector, RBF allows governments and funding partners to aggregate financing and scale up support across multiple countries. The administrative-light approach (eliminating the need for private companies to fill in an application every time they request financing) scales up execution and takes a heavy operational burden away from off-grid companies.

In collaboration with partners, SEforALL is launching the Universal Energy Facility (UEF) to serve as a multi-donor RBF facility to significantly speed and scale delivery of energy connections in Africa. The UEF provides incentive payments to eligible organizations deploying energy solutions and providing verified end-user energy connections (including mini-grids and SHSs) and clean cooking solutions based on pre-determined standards.

The UEF builds on the feedback received from the private sector and industry; over 13 private sector mini-grid developers and industry associations supported its design through consensus that the UEF would address lack of speed and scale. Our approach is to support proven solutions and business models offered by experienced firms and organizations that are already operational on the ground.

The objective of this Results Offer is to provide a funding mechanism that allows for scale, speed and efficiency to achieve universal energy access by 2030.



Gaps we will fill: There are a number of RBF mechanisms that have been developed or implemented to advance access to energy, with varying structures and operational approaches. These include efforts from Energising Development (EnDev), the World Bank and others, as well as the Nigerian Electrification Project (NEP) that was established by SEforALL's CEO in her previous role, which is one of the largest RBF facilities established to date. Through these experiences, project developers unanimously point to lack of speed through the tendering process as a hinderance to their ability to scale. The UEF tackles this with a streamlined application process, providing payment to developers in direct relation to verified connections.

In addition, across these RBF efforts, we have identified a need for stronger coordination and collaboration amongst key agencies. In response to this need we have agreed with partners to convene a leadership group on RBF approaches in order to support an accelerated shift from traditional energy sector finance to RBF for energy access. This group is also envisaged to support the development of broader RBF efforts, greater co-ordination and potential convergence over time.

Partners we will engage: SEforALL was invited to serve as the Programme Manager for the UEF, working with Shell Foundation, The Rockefeller Foundation, AMDA, Power Africa, UK DFID (via Transforming Energy Access) and Good Energies as a consortium of partners driving this solution. This consortium will learn from and build on the collective success seen by RBF approaches to date, including our CEO's direct experience on RBF in Nigeria.

Why SEforALL?: As an international organization solely focused on achieving SDG7 coupled with SEforALL's CEO's deep experience in managing and delivering RBF initiatives through the NEP, SEforALL is uniquely positioned to deliver on this work. In addition, SEforALL uses its resources in a purposeful way to mobilize leaders and help them build effective coalitions and partnerships to fast track action and close the financing gap in an efficient and effective way. As the RBF approaches are more widely adopted, SEforALL has the agency to leverage its global relationships with public and private partners and champion for RBF advocacy and implementation.

How we will achieve our objective

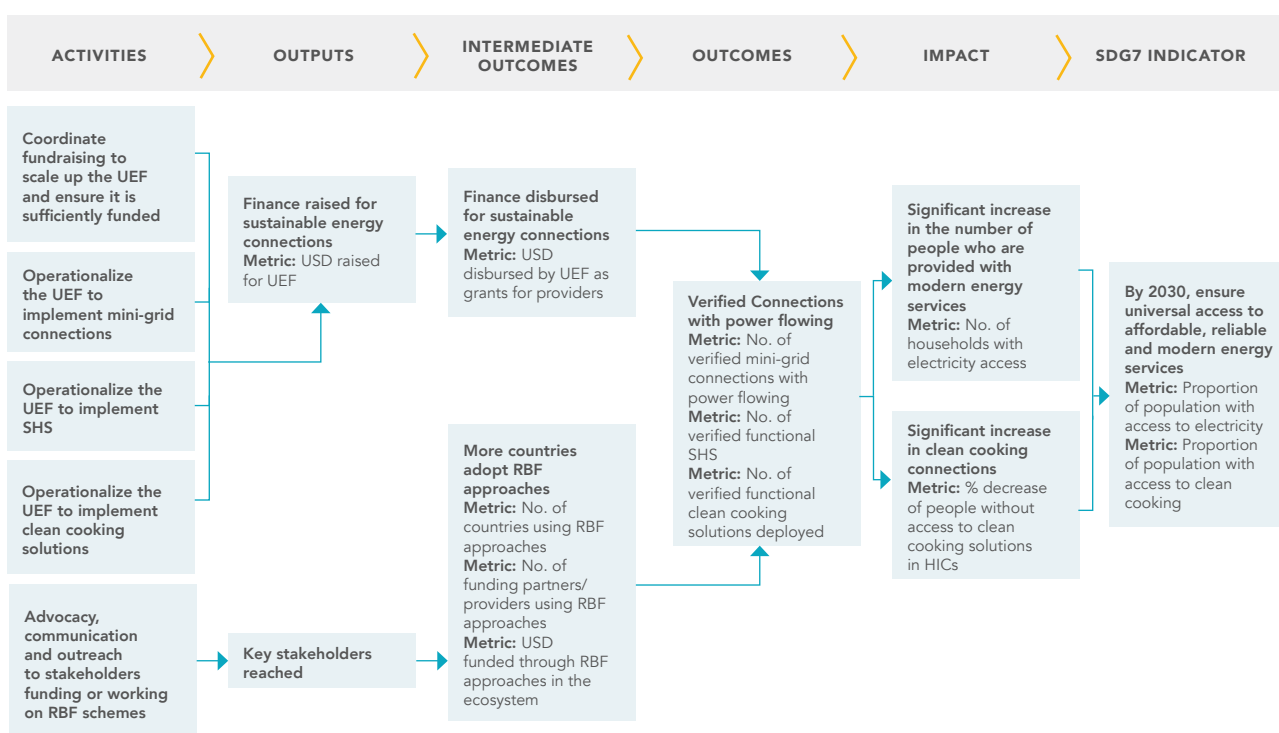
- Coordinate fundraising to scale up the UEF and ensure it is sufficiently funded.
- Operationalize the UEF to implement mini-grid connections.
- Operationalize the UEF to implement SHS.
- Operationalize the UEF to implement clean cooking solutions.
- Coordinate and convene stakeholders funding or working on RBF schemes to share lessons learned, enhance coordination and avoid overlaps.
- Provide advocacy and advisory services coupled with communications and outreach to promote and scale the transition to results-based approaches.

KPI TRACKING

| KPIs | BASELINE | TARGET | | | |
|---|----------|--------|---------|---------|-----------|
| | | 2020 | 2021 | 2022 | 2023 |
| Funds (USD million) raised for UEF | 0 | 4.2 | 100 | 250 | 500 |
| Funds (USD million) disbursed by UEF as grants to providers | 0 | 3 | 99 | 243 | 484 |
| No. of verified mini-grid connections with power flowing | 0 | 6,000 | 159,600 | 332,400 | 573,400 |
| No. of verified functional SHS installed | 0 | 0 | 192,000 | 624,000 | 1,347,000 |
| No. of verified functional clean cooking solutions deployed | 0 | 0 | 0 | 72,000 | 313,000 |
| No. of countries using RBF approaches | 3 | 4 | 8 | 12 | 16 |

FIGURE 11

RESULTS-BASED FINANCING LOGFRAME



Expected results

The UEF aspires to be a USD 500 million facility by 2023 (USD 100 million by 2021) and to deliver:

- Approximately 2 million electricity connections (for mini-grids and solar home systems).
- Approximately 300,000 clean cooking solutions.

2.2.4 Clean Cooking

Context and Objectives

According to the *Tracking SDG7: The Energy Progress Report 2020*, about 2.8 billion people — over a third of the world's population — lack access to clean cooking solutions, creating a wide range of adverse social, economic and climate challenges, including significant adverse health and safety outcomes for end users, predominantly women and children, and serious climate impacts through increased air pollution and depletion of finite biomass reserves.

SEforALL's *Energizing Finance* research series also reveals that finance for clean cooking solutions is far below the estimated USD 5 billion required annually to 2030 to ensure universal access. Lack of political urgency and sustained investment, the absence of market-enabling conditions, and poor institutional frameworks have hindered the development of the global clean cooking sector. The clean cooking sector is fragmented and dispersed, and more coordination and resources are required to achieve SDG7.1.2.

The objective of this Results Offer is to support and improve sector coordination efforts and develop agile solutions along the value chain to inform and influence decision-makers and accelerate sustainable deployment of clean cooking solutions.

Gaps we will fill: Seeking solutions to these challenges, the SEforALL Charrettes in 2019 convened expert sector stakeholders to identify the most significant barriers to increased deployment of clean cooking solutions and to generate new and potentially catalytic solutions. Experts noted:

- A fragmented and dispersed clean cooking sector.
- Lack of prioritization by governments.
- Consumer awareness and affordability gaps.
- Lack of reliable data to inform policymaking and investment decisions.
- Financing gaps at different stages of technology and market development.



Partners we will engage: SEforALL developed this Results Offer to address these challenges in a manner that is additional to existing sector efforts. Our programme builds on and responds to the views expressed at the Charrettes and is informed by further consultation and collaboration with stakeholders, including the Clean Cooking Alliance, the World Bank, the Modern Energy Cooking Services (MECS) programme and SNV.

Why SEforALL?: Our *Energizing Finance* research series is the global benchmark in analyzing finance commitments for clean cooking in developing countries with large access deficits. A commitment to continuous innovation saw the 2019 edition expanded to incorporate forecasts of the volume and type of finance required to deliver universal access to clean cooking solutions by 2030 in select high-impact countries.

Our leadership is also recognized by groups such as the G20, whose Presidency in 2020 we supported by convening partners to support the G20 Energy Sustainability Working Group. SEforALL is also a member of the World Health Organization (WHO) Health and Energy Platform of Action (HEPA) Steering Committee and the CEO is a member of the HEPA High-Level Coalition, ensuring SEforALL is uniquely placed to inform and influence discourse on clean cooking within the UN system and through inter-governmental fora such as the G20 and African Union Commission.

How we will achieve our objective

SEforALL will build on its leadership to support and improve sector coordination efforts, lead new initiatives in data collection and analysis, and fill continuing gaps in finance and research.

Specifically, the Clean Cooking Results Offer will undertake five strategic activities:

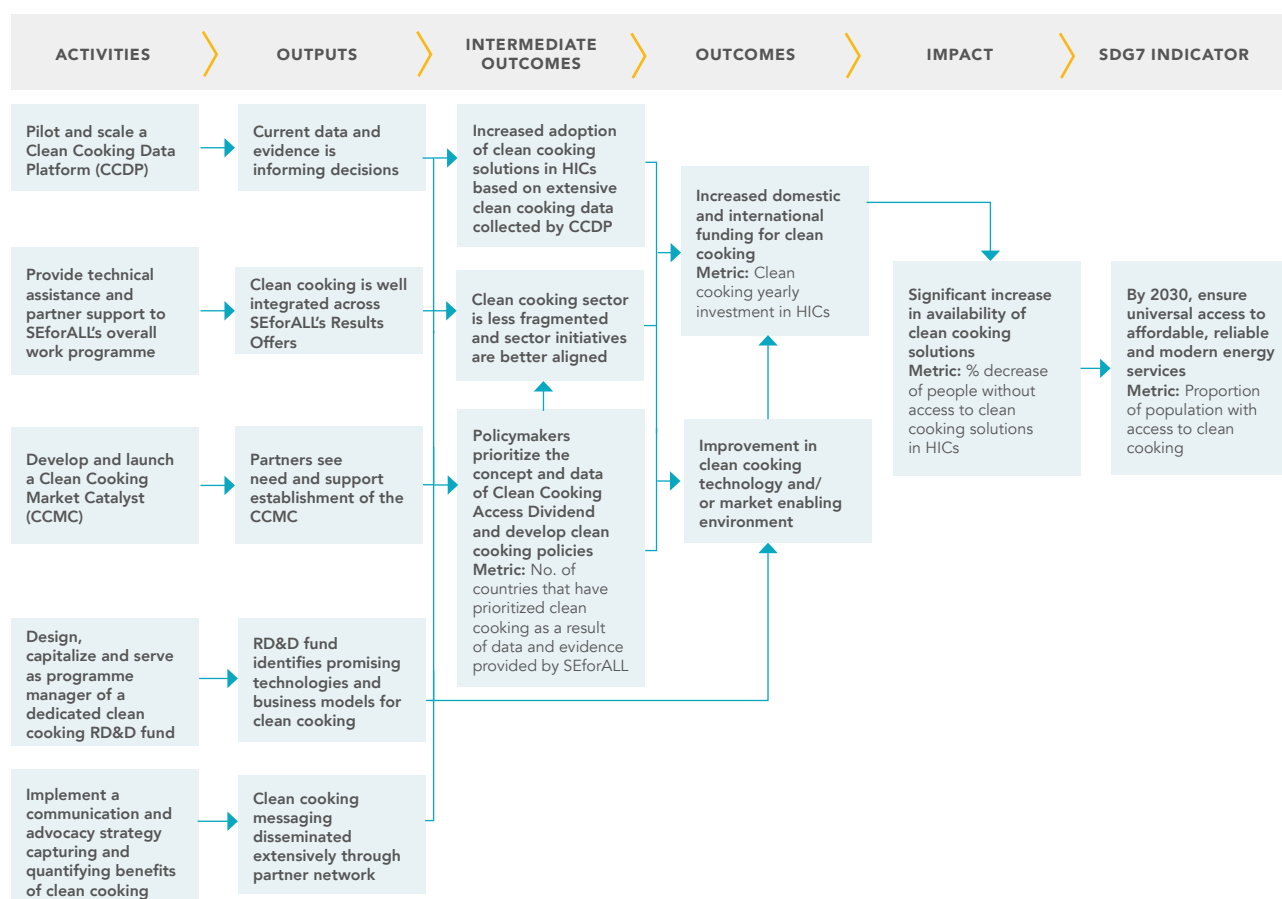
- **Clean Cooking Data Platform (CCDP):** Disseminate reliable data to catalyze action by market players and establish a common vision and approach to unlock finance; lead innovative approaches to data collection and analysis through a CCDP that collects and analyzes data from 10 high-impact countries by 2023.
- **RD&D fund:** Design, serve as programme manager, and promote financing solutions to fill market-funding gaps, specifically for early stage innovation.
- **Clean Cooking Market Catalyst (CCMC) platform:** Provide integrated and streamlined support to countries, funding partners, consumers and the private sector through a CCMC platform that functions as a one-stop-shop for information, technical and financial support for stakeholders.
- **Technical and partnership support:** Develop clean cooking country briefs, information dashboards and knowledge products to support partners and nurture stakeholder relationships, convening as necessary to support work programmes and gather intelligence on the latest developments.
- **Communication and advocacy:** Implement a communication and advocacy strategy that includes targeted knowledge products that quantify and clarify the social, economic and climate dividends of expanding clean cooking access.

KPI TRACKING

| KPIs | BASELINE | TARGET | | | |
|--|----------|--------|------|------|------|
| | | 2020 | 2021 | 2022 | 2023 |
| No. of countries that have prioritized clean cooking as a result of data and evidence provided by SEforALL | 0 | 0 | 2 | 5 | 10 |
| Clean cooking yearly investment in HICs (USD million) | 32 | 35 | 38 | 76 | 150 |

FIGURE 12

CLEAN COOKING LOGFRAME



Expected results

- USD 20 million is mobilized and disbursed to support early stage clean cooking solutions through a Research, Development and Demonstration (RD&D) Fund, with plans to disburse USD 5 million in 2021, USD 5 million in 2022 and USD 10 million in 2023.
- Governments are influenced with access to accurate data and implement clean cooking policies.
- The amount of finance flowing into the clean cooking sector in high-impact countries increases.
- The social, economic and climate dividends of access to clean cooking are articulated and inform a multi-sectoral approach to closing the clean cooking access gap.

2.3 ENERGY TRANSITIONS AND CLIMATE

2.3.1 Energy Efficiency for Sustainable Development

Context and Objectives

Energy efficiency is the cornerstone of the global sustainable energy transition and offers vast social and economic gains. Ambitious energy efficiency measures can allow governments facing severe energy access gaps, including electricity and clean cooking solutions, to make better use of their energy capacities, and deliver modern services to all.

However, the energy efficiency rate of improvement has declined three years in a row, leaving it well below the level needed to achieve the SDG 7.3 target. While the world is behind on this target, energy efficiency has the potential to cost-effectively contribute 40 percent of the emissions savings goals of the Paris Agreement, and it can accelerate energy access progress. Knowing this, SEforALL has prioritized work on energy efficiency to advance progress in the energy transition.

SEforALL led the launch of the Energy Efficiency Accelerators & Hubs in 2014 to provide sector-specific support to target countries and cities with common approaches for governance, commitment management, policies, metrics, reporting, resources and tools. SEforALL and the Energy Efficiency Accelerators & Hubs were instrumental in creating the **Three Percent Club on Energy Efficiency** that was launched during the UN Secretary-General's Climate Action Summit in 2019.

The objective of this Results Offer is to support coordinated progress on energy access and transition through the Three Percent Club and help member countries increase their rate of improvement and derive greater benefits from energy efficiency.

Gaps we will fill: Slow progress on energy efficiency is undermining efforts towards all SDG7 targets and the Paris Agreement. Since peaking at a 3 percent rate of improvement in 2015, each year since has shown a continuing decline in the pace of progress. As energy efficiency is not *visible*, it is often not given the policy and investment priority it needs to deliver sustainable development goals. Further, annual global investments in energy efficiency have remained largely unchanged since 2015.



Partners we will engage: The Energy Efficiency Accelerators & Hubs were launched by SEforALL to provide sector-specific support to target countries and cities with common approaches for governance, commitment management, policies, metrics, reporting, resources and tools. Energy Efficiency Accelerators represent the largest global network of energy efficiency organizations including more than 100 international and regional energy efficiency businesses and helping more than 70 countries around the world improve their efficiency. Ongoing engagement will take place through the partners in the Three Percent Club: <https://eeglobalalliance.org/current-supporters>

Why SEforALL?: SEforALL is positioned to deliver energy efficiency as a trusted intermediary with a strong partner network, global experience, and the ability to match solutions that will achieve the goals.

How we will achieve our objective

SEforALL will support coordinated progress through the Three Percent Club and support countries to **convene, commit, strategize, learn, implement and communicate** energy efficiency progress. Together with the Energy Efficiency Accelerators & Hubs, SEforALL will:

- Match energy-efficiency solutions to country and sector needs.
- Support and advocate for public sector energy efficiency commitments and Nationally Determined Contributions (NDCs) enhancements **in 20 countries.**
- Develop a clear narrative with **72 enhanced knowledge products.**
- Generate **evidence and training for 40 countries.**
- Drive the development of a central fund for technical assistance and implementation of energy efficiency solutions.

While much of the commitment needs are economy-wide, investment needs lie within each sector where SEforALL will partner through the Three Percent Club to deliver investment in:

- Sustainable buildings with the **Building Efficiency Accelerator** and the **Global Alliance for Buildings and Construction.**
- Sustainable cities with **C40 Cities, ICLEI - Local Governments for Sustainability.**
- Sustainable industry with the **Industrial Energy Accelerator.**
- Sustainable transport with **Sustainable Mobility for All** and the **Global Fuel Economy Initiative.**
- Sustainable products with **United for Efficiency** and **Efficiency for Access.**
- Sustainable services with the **Global ESCO Network** and the **EE Global Alliance.**

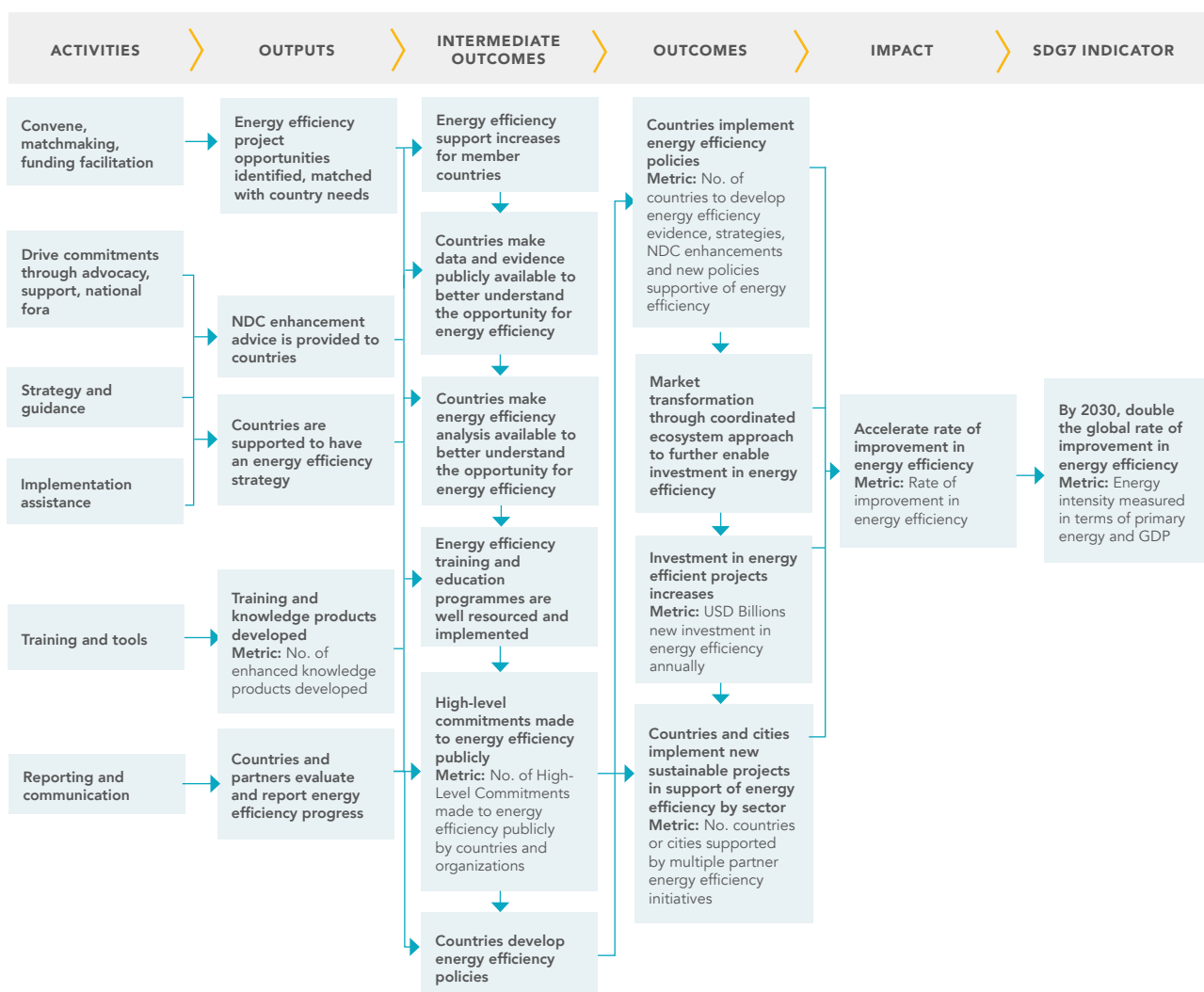
This investment will support sustainability in cross-sector activities, including cooking, cooling, education, food, gender equality, health, jobs and productivity that support Sustainable Development Goals.

KPI TRACKING

| KPIs | BASELINE | TARGET | | | |
|---|----------|--------|------|------|------|
| | | 2020 | 2021 | 2022 | 2023 |
| No. of High Level Commitments made to energy efficiency publicly by countries and organizations | 5 | 5 | 10 | 15 | 20 |
| No. of countries to develop energy efficiency evidence, strategies, NDC enhancements and new policies supportive of energy efficiency | 15 | 20 | 30 | 40 | 50 |
| USD Billions new investment in energy efficiency annually | 240 | 240 | 300 | 375 | 475 |
| No. countries or cities supported by multiple partner energy efficiency initiatives | 8 | 10 | 15 | 20 | 30 |
| % rate of improvement in energy efficiency | 1.7% | 3% | 3% | 3% | 3% |

FIGURE 13

ENERGY EFFICIENCY FOR SUSTAINABLE DEVELOPMENT LOGFRAME



Expected results

- Increase cost-effective energy efficiency investments to nearly **USD 600 billion per year of new investment** by 2025 (compared to over USD 240 billion in 2019) with partners.



2.3.2 Sustainable Cooling for All

Context and Objectives

Sustainable Cooling for All does not mean an air-conditioner or a refrigerator in every home; it means providing affordable and sustainable solutions to address the needs of the vulnerable, such as access to nutritious food, safe medicines and vaccinations, and protection from a warming climate.

Over 1 billion people lack access to sustainable cooling, and a further 2.2 billion have inefficient cooling. In a warming world, access to sustainable cooling is not a luxury. It is an issue of equity and a service that must be delivered to all to achieve SDG7. Accelerating the delivery of these solutions to those at the base of the pyramid will enable the SDGs, the Kigali Amendment to the Montreal Protocol and the Paris Agreement.

The objective of this Results Offer is to generate the evidence, partnerships, policy and business solutions necessary to deliver a faster response to the critical sustainable development challenge of providing sustainable cooling for all, and to reduce the energy demand needed to achieve that commitment.

SEforALL's track record in sustainable cooling has shaped this Results Offer. In 2018, SEforALL Published *Chilling Prospects*, the first effort to quantify and track progress on cooling access gaps and provide action-oriented recommendations to address vulnerabilities. To shape these action-oriented recommendations, SEforALL developed the Cooling for All Needs Assessment to promote a needs-driven approach to measuring cooling demand aggregating policy, technology and finance solutions. SEforALL currently offers technical advice and communications support to Kigali Cooling Efficiency Program (K-CEP) Window 4 initiatives, the Cool Coalition, and other access to cooling initiatives. These experiences have provided SEforALL with an understanding of the pathways of change needed to achieve sustainable cooling for all.

Gaps we will fill: The issue of sustainable cooling has been recognized as a serious issue for climate change mitigation through K-CEP, UN Environment and RMI, among others. SEforALL works to ensure that access to affordable and sustainable cooling is also reflected as a global development priority for the public sector, private sector, development finance institutions (DFIs) and the UN system through national cooling plans, development finance and technological innovation.

Partners we will engage: Current funders include the K-CEP, the Swiss Agency for Development and Cooperation (SDC), the Children's Investment Fund Foundation. **Global Panel Members include** Governments of Marshall Islands and Rwanda (co-leads), UN Environment, RMI, Danfoss, K-CEP, World Resources Institute, Nexleaf Analytics, Global Cold Chain Alliance, UNDP, the World Bank, European Partnership for Energy and the Environment (EPEE), the Global Food Cold Chain Council (GFCCC), Global Cool Cities Alliance, CLASP, Tsinghua University, CEPT University India, and Basel Agency of Sustainable Energy (BASE). **Contributors and Advisors include** CONUEE Mexico, GAVI, Natural Resources Defense Council (NRDC), ESMAP, United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP), Council on Energy, Environment and Water (CEEW), Alliance for an Energy Efficient Economy (AEEE), GIZ, University of Birmingham, International Finance Corporation (IFC), Building Energy Efficiency Project (BEEP) India, Engineers Without Borders - Chill Challenge, Ashden, UNESCAP and the Cool Coalition. **Country-related work** focuses on the high-impact countries for access to cooling. Support is currently focused on Bangladesh, Ghana, India, Nigeria, South Africa and Sri Lanka.

Why SEforALL?: SEforALL hosts the Cooling for All Secretariat and is recognized as a highly credible thought leader and data custodian on access to sustainable cooling. SEforALL's relationship with the UN, perception as a neutral convener, and ability to partner with a variety of actors ensures a coordinated approach to country support and global advocacy.

How we will achieve our objective

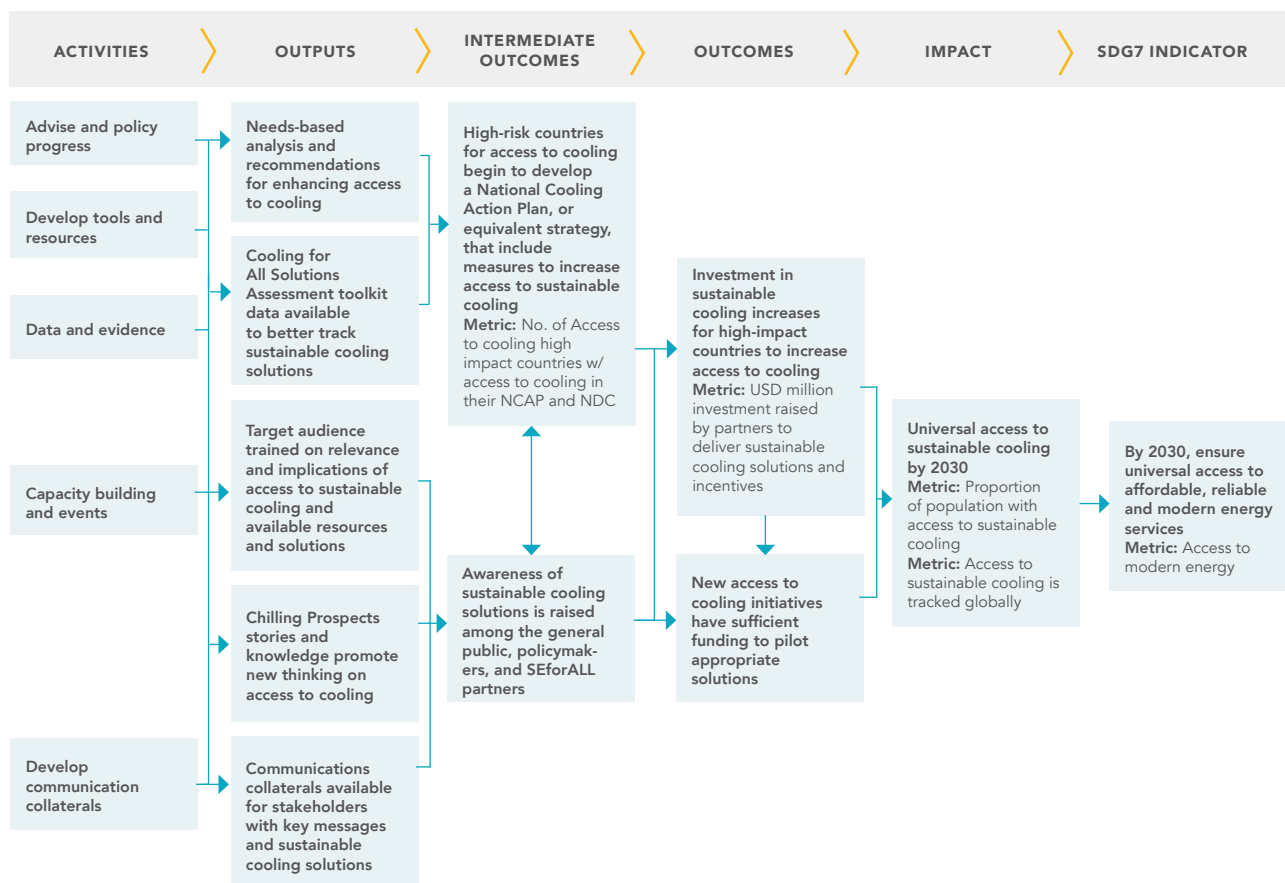
- **Advice and policy progress:** Support countries developing and enhancing national cooling action plans (NCAP) and strategies such as the development of cold chain strategies and National Sustainable Cooling Commitments.
- **Tools and resources:** Assess partners' sustainable cooling needs (Cooling for All Solutions Assessment toolkit) and offer potential solutions at country and city levels (urban and rural).
- **Capacity building and events:** Deliver access to sustainable cooling training to equip practitioners with new policy, planning and implementation skills and host the Global Panel on Access to Cooling.
- **Data and evidence:** Track access to cooling gaps annually and provide data, stories and knowledge, including finance for access to cooling and cold chains.
- **Communication:** Develop the #ThisisCool communication campaign and organize global meetings, workshops and webinars on access to cooling.

KPI TRACKING

| KPIs | BASELINE | TARGET | | | |
|---|----------|--------|------|------|------|
| | | 2020 | 2021 | 2022 | 2023 |
| USD million investment raised by partners to deliver sustainable cooling solutions and incentives | 13 | 30 | 45 | 70 | 140 |
| No. of Access to Cooling high impact countries w/ access to cooling in their NCAP and NDC | 2 | 11 | 16 | 21 | 27 |

FIGURE 14

COOLING FOR ALL LOGFRAME



Expected results

- Along with partners raise **USD 140 million of new investment** (over the USD 13 million raised as of today) to implement cooling solutions in high-risk countries.
- Countries implement or enhance national cooling strategies that result in an increase in access to sustainable cooling solutions for the most vulnerable.
- Sustainable solutions are available and accessible to meet the growing demand for cooling.

2.4 INTERSECTION WITH OTHER SDGS

2.4.1 Powering Healthcare

Context and objectives

COVID-19 has brought into sharp focus the inequalities and vulnerabilities of health systems across the world. Long before the pandemic made daily headlines, the lack of reliable power in healthcare facilities was undermining the quality of healthcare for millions of people in Sub-Saharan Africa and South Asia.

Heightened political commitment to achieving universal health coverage and strengthening health systems, coupled with recent advances in clean energy, present a timely opportunity to improve access to quality healthcare and make health facilities more resilient. Off-grid renewable energy solutions can provide clean, reliable and cost-effective electricity to hospitals and health centres – deployment will not happen on its own. Standing in its way are several barriers, including a lack of evidence/data, sectoral leadership/coordination, enabling policies and sustainability.

The objective of this Results Offer is to drive the powering healthcare agenda by equipping governments and their development partners with the evidence and solutions to achieve universal electrification of health facilities by 2030.

Gaps we will fill: Interest in electrifying healthcare facilities is growing — in large part because of COVID-19 — yet the development community still lacks a coherent response to this challenge. SEforALL's Powering Healthcare is designed to be the engine room for the powering healthcare agenda, providing a centralized source of knowledge, innovation and policy coordination for governments and their development partners to drive investment and action in the electrification of healthcare facilities.

Partners we will engage: SEforALL will use its unique convening power and network to build a coalition of partners to support and complement this initiative, leveraging over five years of experience advancing the powering healthcare agenda. SEforALL is building a coalition of partners to support and complement our Powering Healthcare initiative. We are collaborating, for example, with the World Bank, a variety of UN agencies (e.g. WHO, UNDP, IRENA) and several energy and health NGOs, to collectively build the evidence base for powering healthcare and develop practical tools and innovative solutions for scaling up access to energy in healthcare facilities.

Why SEforALL?: SEforALL is uniquely positioned to lead this initiative given our track record in and deep understanding of the energy and health nexus, our strong convening power, which allows us to bring together a diverse set of partners, and our unique relationship and influence with the UN.

How we will achieve our objective

Powering Healthcare acts as an *engine room*, providing the impetus and solutions needed by governments and their partners to increase investment in and the sustainability of health facility electrification efforts. We will do this by:

- Building an investment case for powering healthcare to ensure access to adequate and reliable power in healthcare facilities is prioritized as a necessary input to achieving public health and energy/climate goals.
- Creating the core *building blocks* to deliver distributed clean energy solutions to healthcare facilities at scale and in a sustainable manner.

To advance the objective, we will focus on:

- **Data and research:** Build the evidence base for powering healthcare facilities, particularly in the areas of sector intelligence/mapping and impact research.
- **Thought leadership:** Develop the new ideas and tools (related to, e.g., business models, policy and quality assurance) needed to facilitate wide-scale and sustainable adoption of distributed clean energy solutions in healthcare facilities.

- **Finance:** Provide finance to de-risk investments and spur innovation in electrifying healthcare facilities; indicative activities include a UEF window on health facility electrification and a small-grant innovation challenge fund to stimulate innovative technologies and delivery models.
- **Collaboration and coordination:** Strengthen political and technical cooperation and knowledge exchange among health and energy players.
- **Advocacy and communications:** Raise awareness and educate stakeholders on the need and opportunity to provide better health services by powering healthcare facilities.
- **Country-level support:** Provide strategic and technical advisory services to governments.

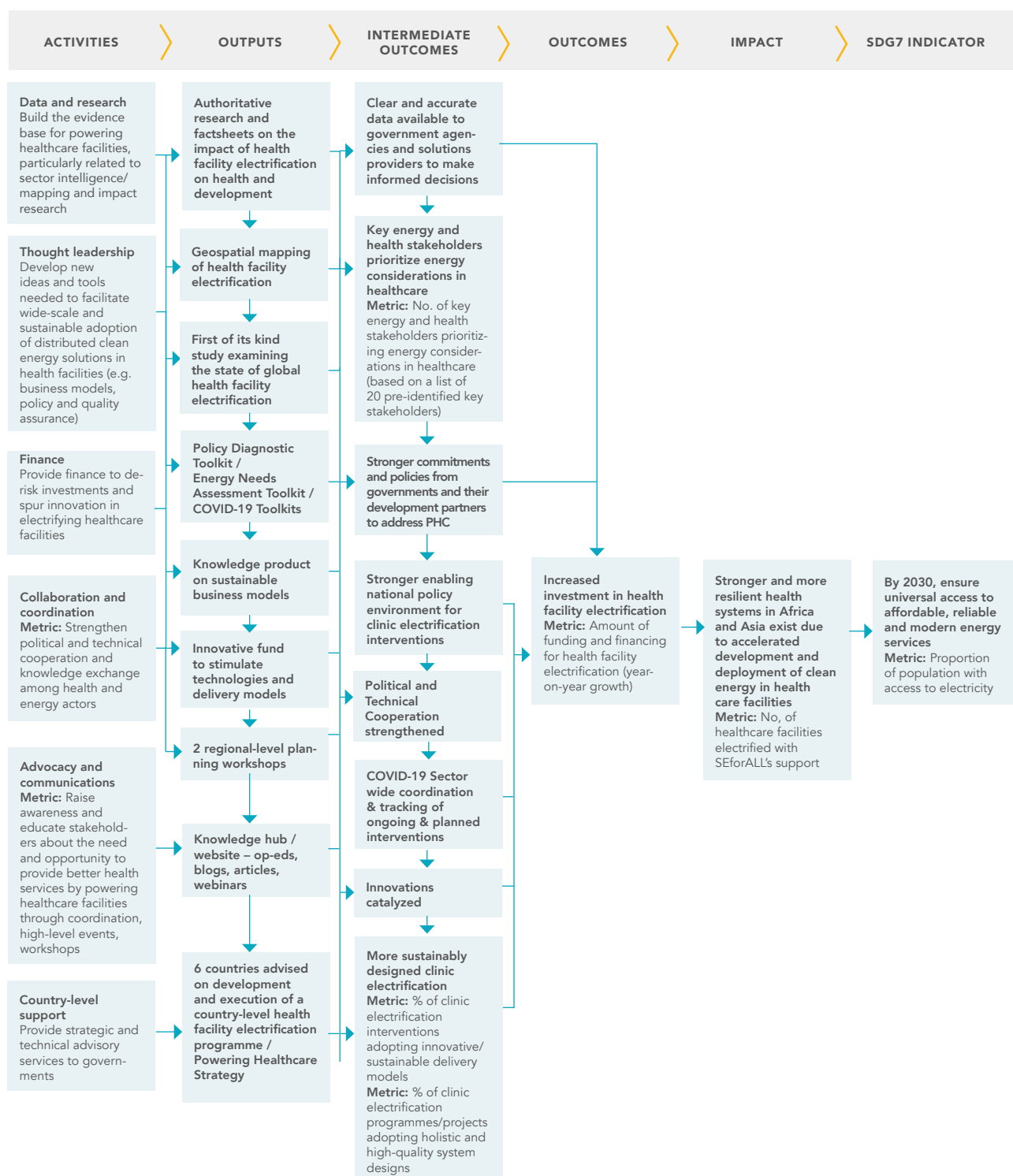


KPI TRACKING

| KPIs | BASELINE | TARGET | | | |
|---|----------|--------|------|-------|-------|
| | | 2020 | 2021 | 2022 | 2023 |
| No. of key energy and health stakeholders prioritizing energy considerations in healthcare (based on a list of 20 pre-identified key stakeholders) | 4 | 8 | 10 | 12 | 14 |
| % of clinic electrification programmes/projects adopting innovative/sustainable delivery models | 10% | 20% | 30% | 40% | 50% |
| % of clinic electrification programmes/projects adopting holistic and high-quality system designs | 60% | 70% | 80% | 90% | 100% |
| No. of health facilities electrified with SEforALL's support (includes 1,000 health facilities through country advisory, and 1,000 through proposed UEF window) | 0 | 250 | 725 | 1,425 | 2,000 |

FIGURE 15

POWERING HEALTHCARE LOGFRAME





Expected results

Over the next three years, SEforALL will drive the powering healthcare agenda by equipping governments and their development partners with the evidence and solutions to achieve universal electrification of healthcare facilities by 2030. This will also:

- **Spur stronger commitments and policies** from governments and their development partners to address the lack of reliable power in healthcare facilities by equipping decision-makers with the evidence and data to make informed policy decisions and take action.
- **Increase public and private investments** in healthcare facility electrification by cultivating new and innovative business models and financing mechanisms.
- **Improve the sustainability of interventions** through technical assistance and business model innovations.
- **Establish successful country-level healthcare facility electrification programmes** that can act as a source of knowledge and inspiration for other countries.

The ultimate result will be stronger and more resilient health systems in Africa and Asia due to accelerated development and deployment of clean energy in healthcare facilities.

2.4.2 Women at the Forefront

Context and objectives

The energy sector is behind others in terms of a gender-balanced workforce. A recent IRENA survey of the renewable energy workforce highlighted that only 32 percent of employees are women. Women in the energy sector tend to lack access to support networks, role models and champions to help advance their career, as well as public and company policies to help them realize their goals. Equal gender representation in the workforce increases GDP and improves corporate performance and innovation. In other sectors, companies with top quartile gender balance perform an average of 21 percent above their peers. We cannot hope to meet our SDG7 goals without women's professional contribution to the sustainable energy transition.

With supportive platforms and sponsored career development frameworks, more women will be equipped to enter the energy workforce and rise to leadership positions, bringing unique experiences to their decision-making roles; sustainable energy companies and organizations will diversify their staff, management and C-suite; and women will occupy more leadership roles in the energy access sector, leading to accelerated, inclusive and gender-sensitive action on SDG7.

The objective of this Results Offer is to challenge current barriers to workforce participation and identify, support, and champion the next generation of female energy leaders to close the access gap and ensure that no one is left behind.

Gaps we will fill: There are a number of programmes that seek to support and train women working in the energy sector. However, these initiatives are often confined by region, such as Caribbean island nations, or by sector, such as women working in energy utilities. These include similarly motivated programmes such as Women in Renewable Energy (WIRE) led by the Clinton Foundation and USAID's Engendering Utilities Program. These institutions are limited in their capacity to offer a coordinated platform of opportunities for the entire spectrum of sustainable energy employees and leaders. SEforALL seeks to broaden this scope of support offerings and address challenges faced by all women, whether they are students beginning a career journey or leaders amplifying their voices on the international stage.

Partners we will engage: Women at the Forefront will tackle a number of current barriers to women's participation and leadership in the SDG7 movement and broader sustainable energy sector. To achieve our goals, we will drive progress with a broad set of partners in the private sector, academia, civil society, training institutions, and international organizations. We will build on existing relationships with organizations such as the Strathmore Energy Research Centre (SERC) to offer technical training for women energy professionals and the Global Women's Network for the Energy Transition (GWNET) to provide mentorship opportunities and capacity building. As we scale our programmes each year to provide more women with the skills they need to achieve SDG7, we will also build partnerships with top universities in Sub-Saharan Africa and Asia and engage national governments where appropriate. Women at the Forefront will also support the efforts and workplan of the People-Centered Accelerator, a coalition of 50+ organizations committed to social inclusion, gender equality and women's empowerment.

Why SEforALL?: As the global ambassador for SDG7, SEforALL sees how imperative it is that women are at the forefront of the energy access and transition dialogue. For example, access to energy including healthier cooking solutions and cooling has a direct impact on the day-to-day lives and health of women in high-impact countries. The solutions to reach SDG7 must be designed and implemented with the needs of women in mind. Women at the forefront of those solutions can give a voice to those who do not currently have one. SEforALL will bring together our partnerships with some of the most effective programmes to train and mentor women, as well as our new CEO's experience training women, to create a global push for gender equality within SDG7.



How we will achieve our objective

The Women at the Forefront Results Offer will consist of:

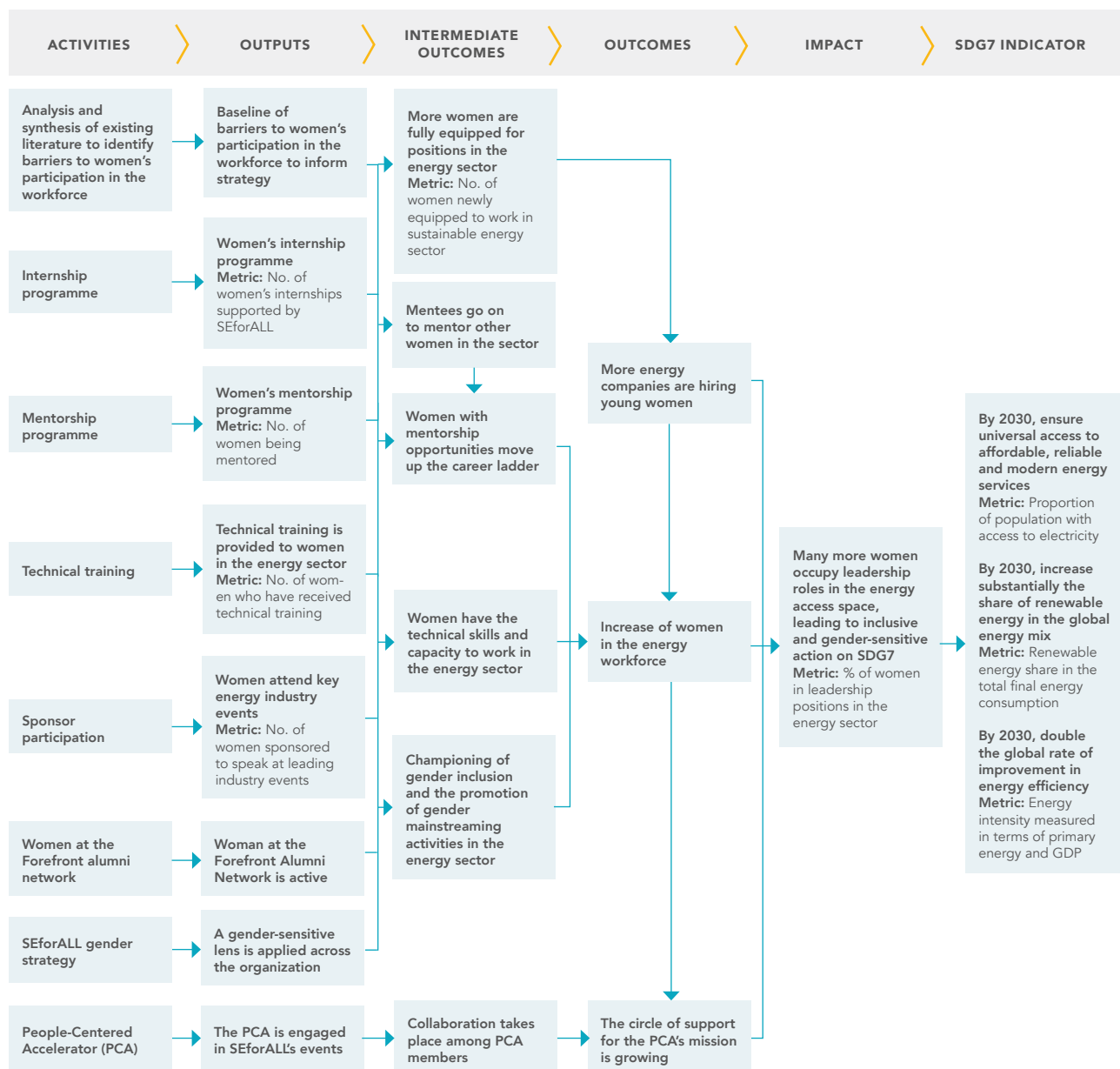
- **Internship programme:** to establish an internship-to-employment programme to train 1,750 young women and prepare them for careers in the sustainable energy sector.
- **Mentorship programme:** to expand and tailor a series of programmes matching 650 energy access professionals with mentors to foster personal capacity-building, increase sector knowledge and build personal networks.
- **Technical training:** to support certification, customized training and capacity development for 1,775 women in the sustainable energy workforce to advance their energy sector careers and expand equal representation in the workforce.
- **Sponsored participation:** elevate women as visible leaders of SDG7 through sponsored funding for 325 women to attend and speak at key industry events.
- Establish participation in the Women at the Forefront programme as a **respected professional brand/identity** within the sustainable energy sector; create a supportive network of female mentors and alumni.

KPI TRACKING

| KPIs | BASELINE | TARGET | | | |
|--|----------|--------|------|-------|-------|
| | | 2020 | 2021 | 2022 | 2023 |
| No. of women's internships supported by SEforALL | 0 | 0 | 250 | 750 | 1,750 |
| No. of women being mentored | 15 | 65 | 165 | 365 | 665 |
| No. of women who have received technical training | 0 | 75 | 275 | 775 | 1,775 |
| No. of women sponsored to speak at leading industry events | 0 | 0 | 75 | 175 | 325 |
| No. of women newly equipped to work in sustainable energy sector | 0 | 140 | 765 | 2,065 | 4,515 |

FIGURE 16

WOMEN AT THE FOREFRONT LOGFRAME



Expected results

- More women are equipped to enter the energy workforce and rise to leadership positions, bringing unique experiences to their decision-making roles.
- Sustainable energy companies and organizations have more diverse staff, management and C-suite.
- Women occupy more leadership roles in the energy access sector, leading to accelerated, inclusive and gender-sensitive action on SDG7.



3

**MOBILIZING RESOURCES
AND BUILDING ENABLING
FACTORS**

3.1 MOBILIZING THE RESOURCES TO DELIVER SEforALL 3.0

SEforALL's work depends on establishing multi-year support from leading government donors and philanthropies with additional event sponsorship, staff secondments, office space and project funding from a broad base of supporters across sectors. We are also grateful to donors that have committed significant resources to partner organizations to advance key elements of our agenda.

Figure 17 details the required resources for each Results Offer in the next three years. The total resource requirement to underpin work undertaken by SEforALL is USD 58.9 million, representing significant growth in the organization's operating budget and capacity proportionate to the challenge of bringing global progress towards SDG7 back on track for success. This is in the context of the estimated **USD 45 billion** required annually to achieve universal access to energy (USD 40 billion for electrification and USD 5 billion for clean cooking).

We believe these Results Offers will provide a significant social return on investment to donors choosing to support SEforALL's efforts and those of our partners. Nonetheless we recognize the need to continue to build trust and support from our network of donors if we are to deliver these results at the pace required. Funding committed directly to SEforALL has grown by an average of USD 1.2 million per annum since 2012. We are now undertaking a concerted resource mobilization effort to match the needs of this plan and its ambitious Results Offers.



FIGURE 17

BUDGET PER RESULT RESOURCES

2021-2023 budget per results offer

in 000 USD

Budget per results offer and year

in 000 USD

| | | 2021 | 2022 | 2023 |
|-------------------------|---|--------|-----------|-----------|
| EXTERNAL RESULTS OFFERS | Results-Based Financing | 3,756 | 1,401 37% | 1,401 37% |
| | Sustainable Cooling for All | 3,799 | 1,401 37% | 1,401 37% |
| | SEforALL Forum | 3,309 | 1,401 37% | 1,401 37% |
| | Clean Cooking | 2,504 | 1,401 37% | 1,401 37% |
| | Investment Grade Policy and Regulatory Frameworks | 3,721 | 1,401 37% | 1,401 37% |
| | Universal Integrated Energy Planning | 5,188 | 1,401 37% | 1,401 37% |
| | Energy Efficiency for Sustainable Development | 2,435 | 1,401 37% | 1,401 37% |
| | Powering Healthcare | 1,754 | 1,401 37% | 1,401 37% |
| | Women at the Forefront | 4,903 | 1,401 37% | 1,401 37% |
| | International Relations and Special Projects | 4,008 | 1,401 37% | 1,401 37% |
| | Energy Finance | 3,549 | 1,401 37% | 1,401 37% |
| | UN – Energy | 2,573 | 1,401 37% | 1,401 37% |
| INTERNAL PROGRAMMES | Operations | 4,523 | 1,401 37% | 1,401 37% |
| | Human Resources | 1,997 | 1,401 37% | 1,401 37% |
| | Resource Mobilization | 3,777 | 1,401 37% | 1,401 37% |
| | Communications | 3,110 | 1,401 37% | 1,401 37% |
| | Monitoring, Evaluation & Learning | 1,740 | 1,401 37% | 1,401 37% |
| | Executive Office and Governance | 2,255 | 1,401 37% | 1,401 37% |
| TOTAL | | 58,898 | 1,401 37% | 1,401 37% |

■ % share of total 2021-2023 Results Offer budget



While the COVID-19 crisis has amplified the importance of access to energy, it has also raised uncertainty around efforts to mobilize resources for direct action on SDG7. During this period we will focus on our current funding partnerships and on cultivating a wider and longer-term funding base that reflects the priorities of the immediate response to the pandemic, and the post-COVID world.

Our resource mobilization strategy aims to:

- Ensure SEforALL continues to respond to current societal and donor priorities for **a sustainable and equitable recovery from COVID-19**, and an **energy transition** that leaves no one behind.
- Capitalize on our **relationship with the United Nations, its leadership and agencies** to build new momentum for sovereign donor support.
- Strengthen and foster long-term collaboration with our network of funding partners through **multi-year funding commitments**.
- Expand and diversify our engagement with new partners, including developing opportunities for new philanthropic and **public support for action** through specialized partners.
- Develop a **network of advisors and ambassadors** that can assist in resource mobilization and work with our **Administrative Board** to further develop our network.

We believe there remain significant opportunities to establish new funding partnerships with government donors and philanthropies to operationalize our new Results Offers. These include renewal or re-establishment of global partnerships with governments that have traditionally led the way in development funding, and developing nationally focused donor partnerships in key countries.

We continue to engage strategic funding partners closely in the development of our work, and to invite feedback and guidance from our Funders Council.

This work is underpinned by our efforts to achieve **excellence in relationship management, governance and monitoring, evaluation and learning** so that we remain a trusted partner to our funders. We make commitments to new staff hires, procurement contracts and offices in line with the availability of committed funding and will maintain a cautious approach to the implementation of our plans for growth as we navigate the inevitable uncertainty in the funding landscape in the coming months and years.



3.2 TRACKING AND MEASURING IMPACT AND PROGRESS

SEforALL prioritizes monitoring, evaluation and learning (MEL) to ensure our planned activities lead to the desired impact. To meet the needs of the SEforALL 3.0 organization, a revised MEL strategy and framework has been developed. As part of this strategy, SEforALL has developed comprehensive Theories of Change for each Results Offer, which are directly linked to the overarching organizational Theory of Change. To operationalize this linked set of Theories of Change, key performance indicators (KPIs) have been mapped to the pathways of change and preconditions to achieve SDG7.

The MEL team tracks impact based on KPIs at the Results Offer level and provides aggregation at the organizational level. This includes tracking SDG7 indicators at a global level as well as SEforALL's specific contribution towards achieving these SDG7 targets. In addition, the MEL team provides technical and analytical support to aggregate country-level data across our Results Offers. This is part of a wider ambition to improve the quality and availability of data at the sector level.

SEforALL's revised MEL strategy and framework includes four steps as part of a continuous learning loop to ensure we are always course correcting to find the most efficient and effective pathways to meet our objectives:

Firstly, establish a Theory of Change in all that we do, linking Results Offers to our impact at an organizational level and continuously improving these Theories of Change as we learn.

Secondly, operationalize our Theory of Change by mapping logical frameworks (Logframes) and associated KPIs to show how the programme logic impacts on each

pathway of change anticipated to achieve SDG7. Our Logframes and associated KPIs are clear, measurable and meaningful, and include plans with metrics and targets that will be monitored and evaluated regularly in order to flag issues early in the process and course correct as we implement.

Thirdly, create transparency through regular reporting on these targets and lessons learned from data and evidence generated on the ground. We do this through regular internal and external evaluations of the effectiveness and efficiency of our work. After Action Reviews, for example, generate learnings to be shared within the organization, with our donors, the global learning community, partners and key stakeholders in the energy sector.

Fourth, act on what we are learning through formalized learning loops that continuously improve organizational processes, ongoing programmes and the design of new Results Offers, finally looping back to continuous evolution of our organizational Theory of Change.

3.3 ATTRACTING AND INSPIRING TALENT

SEforALL's new strategic direction calls for a new set of skills across a number of Results Offers, notably in the areas of integrated energy planning, results-based financing as well as project management and country-level experience. Human resources will pursue several pathways to fill skills gaps, including the establishment of a secondment/exchange programme with existing and potential partners to enhance organizational ability and knowledge sharing for mutual benefit. Opportunities like this allow us to tap into the energy ecosystem and will build SEforALL's capacity, skills and knowledge pool.

Additionally, SEforALL has rolled out a Job and Career Framework in order to create compelling career journeys at SEforALL, retain talent and support the next generation of leaders in the sector. Human resources will support bringing our work closer to the challenge through the establishment of country and regional offices. These efforts support the organization to

establish a strong employer brand to secure diverse talent with the required expertise to deliver our workplans and deepen commitment to SEforALL and the SDG7 targets. The approach to tapping into the energy ecosystem indirectly contributes to all three SDG7 goals by increasing the talent and capacity needed to deliver programmes and activities.





3.4 COMMUNICATING OUR STORY AND IMPACT

Compelling communications continues to be a critical component of SEforALL's new strategic direction and is at the heart of our Results Offers and activities. We will build on our track record as a key communicator and convener on SDG7, positioning SEforALL as a trusted hub for information, insight and inspiration on SDG7.

Action on SDG7 can be mobilized if decision-makers have the information they need and are inspired to act. They will implement policies, collaborate with others and invest their time and resources if they are empowered with information that is dependable, timely and motivating. As the organization evolves into SEforALL 3.0, our communications will evolve, ensuring we utilize innovative communications platforms and channels to reach the right people with the right messages at the right time.

Employing the power of social media, creative communications campaigns, targeted op-eds and a dynamic website, we will support and amplify the

activities and outcomes of each of the Results Offers and reinforce the brand of SEforALL.

Our communications will put a *face* to SDG7 and illuminate the essential role of energy in achieving the broader set of Sustainable Development Goals (SDGs), including those related to gender equality, health and education.

Above all, SEforALL's communications efforts will work to ensure energy for development is understood and recognized as a top priority for target countries and international institutions.

3.5 GOVERNANCE AND STRUCTURE

FIGURE 18

SEforALL GOVERNANCE AND GLOBAL PRESENCE

ABOUT SEforALL



SEforALL is an **independent** and **international** organization established under Austrian law.



The **Administrative Board** is SEforALL's principal governing body. Its Chair and members provide guidance on strategic direction and handle all policymaking decisions, including appointing the CEO and approving the annual work plan.



SEforALL relies on partner contributions to fund its operations. Our Funding Partners comprise the **Funder's Council**, a consultative group that provides advice and recommendations to the CEO and Administrative Board. They also nominate a **Council Chair** that also serves on the Administrative Board.



Our staff of passionate professionals are located in our headquarters in **Vienna**, Austria and our satellite office in **Washington, DC**. A small office has also been established in **New York City** in order to strengthen the relationship with the UN and drive more impactful work through UN- Energy

Staff presence is planned in **Africa** and **South Asia**



4

CONCLUSION

The three year business plan reflects the new strategy – SEforALL 3.0 – introduced by our CEO and developed and refined through extensive consultations with stakeholders, staff, funders and the Administrative Board. With the world not on track to achieve SDG7 by 2030, and with the COVID-19 pandemic further impacting momentum, the plan represents the ambition required in this final decade of action and reorients the organization to focus on both high-level advocacy and country-specific implementation. The plan emphasizes

the importance of government engagement and collaboration with partners to drive progress. The SEforALL global team is dedicated to fully realizing the vision of SEforALL as *“an international organization at the centre of a renewed global compact that recommits countries and companies to the actions necessary to achieve SDG7 by 2030”*. The successful execution of the activities outlined in this business plan will pave the way towards achieving this vision.



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