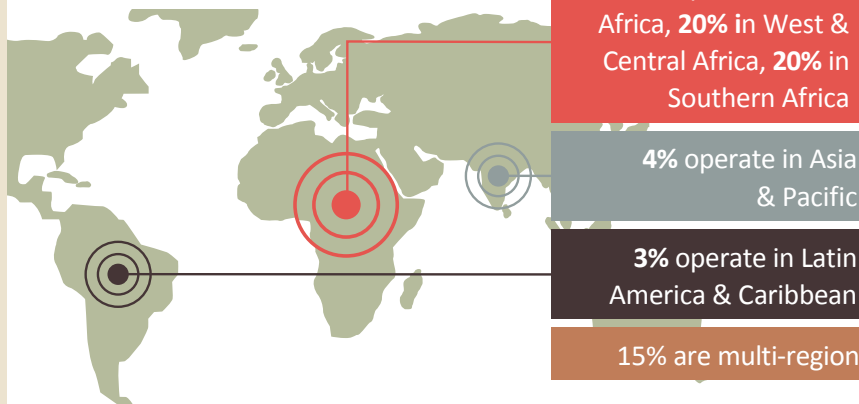


GDC membership overview

Survey conducted with 115 GDC members

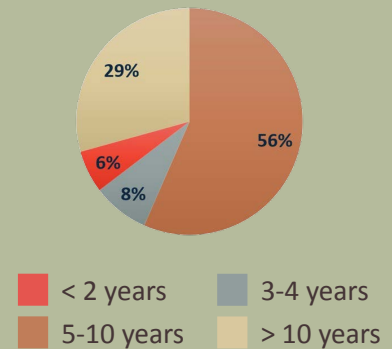
Geography

Members operate across 58 countries



Years of operation

On average, members have been operating for 8.5 years



Impact

215,000

is the average number of people reached to date by GDC members



67% of customers earn <US\$3.20 per day and 78% are rural

Products

89% of members sell more than one product category

Solar lights, home systems and consumer electronics **75%**

Productive use appliances **59%**

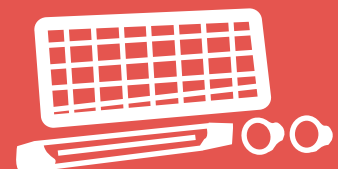
Clean cookstoves and cookers **51%**

WASH products **23%**

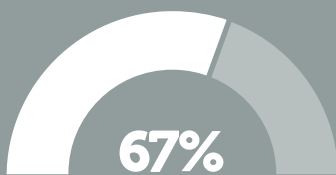
Agricultural inputs **22%**

Cooking fuels **20%**

Health and nutrition products **14%**



Distribution Channels



of members sell through more than one channel



- Direct to consumer and/or through sales agents – 88%
- Retail – 48%
- Partner organisations – 37%

Ownership

88%

of members are locally owned, with > 50% of shares are owned by citizens of the countries where products are distributed.

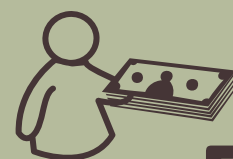
93%

of the members are locally led, with the CEO or MD a citizen of the countries of operations.

After-sales and consumer financing

86%

offer after-sales services



72%

offer consumer financing