

Supplementing Productivity and Growth with clean energy Tanzania

REDAVIA



About REDAVIA

REDAVIA was founded 2010,
backed by strong support partners

Provides cost-effective, reliable and clean
pay as you go solar power for businesses
& communities

Committed to use solar power as a key
driver to sustainable development

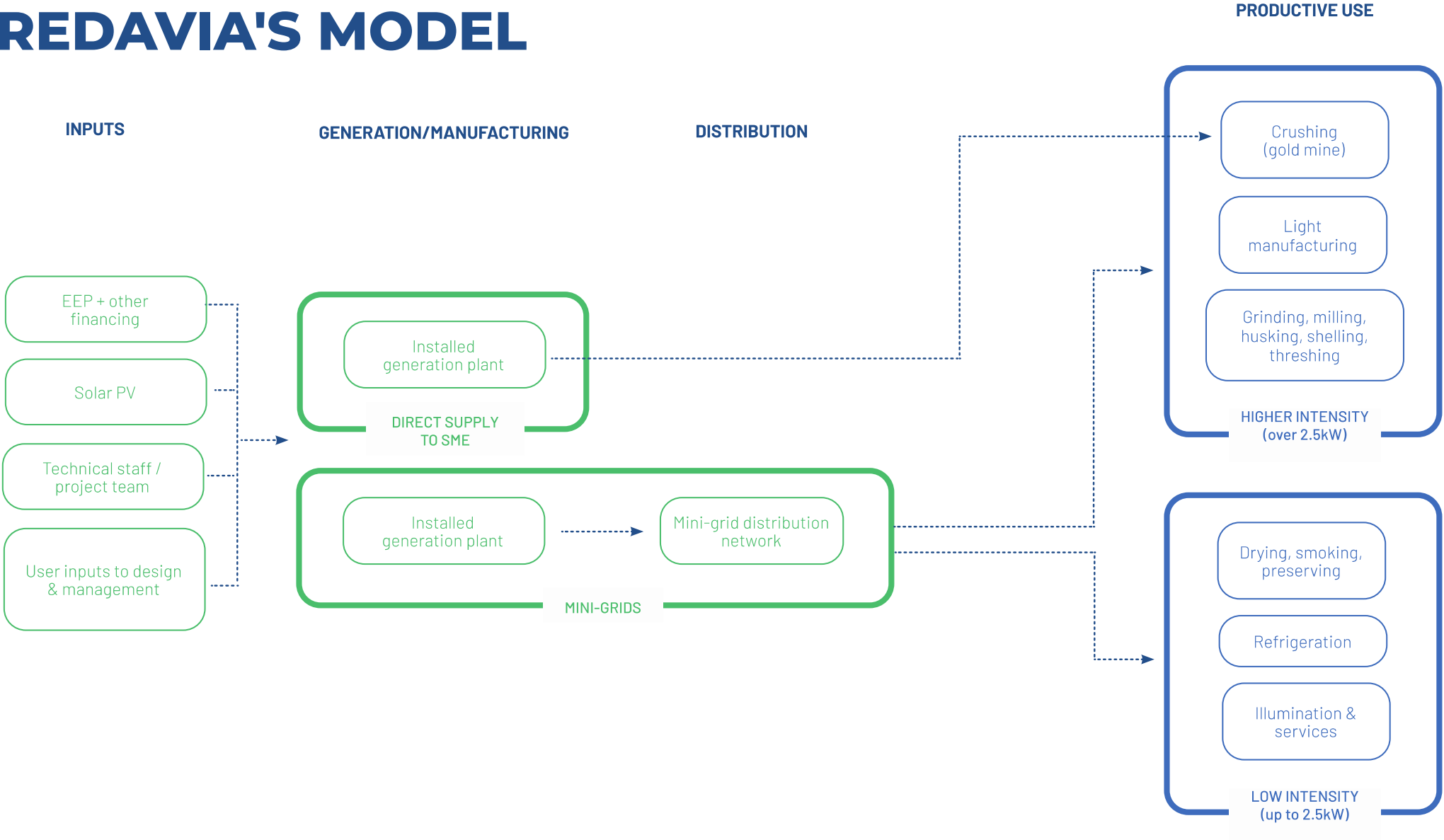
Market leader of solar plants for on-grid
as well as off-grid remote locations on
flexible rental terms with a focus on
Tanzania, Ghana, and Kenya



What does REDAVIA do?

- Provides solar farms in a **pre-configured containerized set**, including all high-performance solar modules & electrical components
- **Pre-finances solar farms**, so customers only pay monthly lease fees/pay as you use, allowing affordable access to clean electricity
- **Enables significant reduction of cost and carbon emissions**
- **Provides full-service package** including site survey, shipment, set-up, operation, maintenance, 24/7 monitoring & redeployment

REDAVIA'S MODEL



Shanta Gold New Luika Mine, Tanzania

Description:

- 8 solar farm containers with a growing capacity of 674 kWp to power their mining operations
- Established fully hybrid solar-diesel system replacing significant amounts of diesel
- Rental business model enables Shanta to pursue flexible investment strategy due to monthly lease payments

Benefits:

- 219k liters diesel saved p.a.
- 660 tonnes of CO₂ reduced p.a.
- 25% cost savings p.a.



Community – mini grids

- 2 mini-grids (89kWp each with a battery and genset back up)
- >500 users (households and businesses)
- Adopted an energy supply model long enough before introducing the business acceleration model (cross-subsidize with commercial user)
 - Observe, learn, accelerate
- Without interference – villagers began their own light manufacturing, agri-processing and service provision activities



LESSONS LEARNED & EXPECTATIONS

- **Surprises so far**
 - There are local key drivers of productivity and growth that are equally important and successful as external drivers
 - The rise of local monopolies
- **Anticipated challenges**
 - Identifying the right execution and implementation plan for PUA. (i.e. without disrupting the local market; supporting rise of monopolies; creating e-waste)
- **Expected results**
 - The gradual process can be painful financially

