



**Project Developer**  
SolarWorks!

SolarWorks! is an international company that develops, markets and sells solar home systems for rural households in Sub-Saharan Africa



**Total Project Budget**  
EUR 493 000

**EEP Africa Financing**  
EUR 310 590

**Project Partners**  
Solar Works Malawi,  
Solar Works Africa

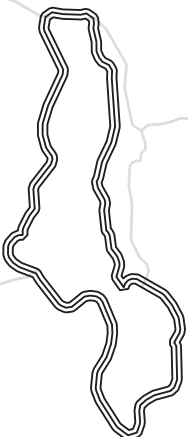
**Type**  
Replication project  
Stand-alone

**Project Code**  
MWI14404



**Sector**  
Solar PV

**Location**  
Malawi



## CONNECT MALAWI

This project will establish a distribution and sales network of solar home systems (SHS) in Malawi to serve rural, low and middle income households that currently lack access to a reliable source of electricity. SolarWorks! will recruit and train local sales agents and technicians in rural regions. The target is to sell 15,000 systems that can support lighting, mobile-phone charging, televisions, and refrigeration. By using proven PAYG technology and smart monitoring, low-income households can purchase the systems with a pay-back period of up to 36 months. EEP Africa financing will support last mile distribution, enabling the project to reach the most remote and financially constrained households.

### Outcome and Impact

The project aims to reach 15,000 households with Tier 2 systems that create a clean energy capacity of 260 kW. This carbon neutral electricity will mitigate 24,300 tons of CO<sub>2</sub>e and improve household health and productivity. The total household savings on energy-related expenditures will be close to EUR 450,000. The project will create almost 600 jobs, with sales agents earning a base salary and sales commission, as well as valuable training and experience.

