

What we do

- Serve Rural Households and Small Businesses
- Our customers buy electricity and energy services
- Enable choice, reduce rural gap
- DC solar power + smart micro-grids
- Prepaid and for-profit approach



What we offer

- 24/7 energy access
- Energy services: electricity and appliances
- Start with lighting, phone charging
- Fans, Stereos, TVs, sewing machines, projectors, refrigerators, grain mills, etc

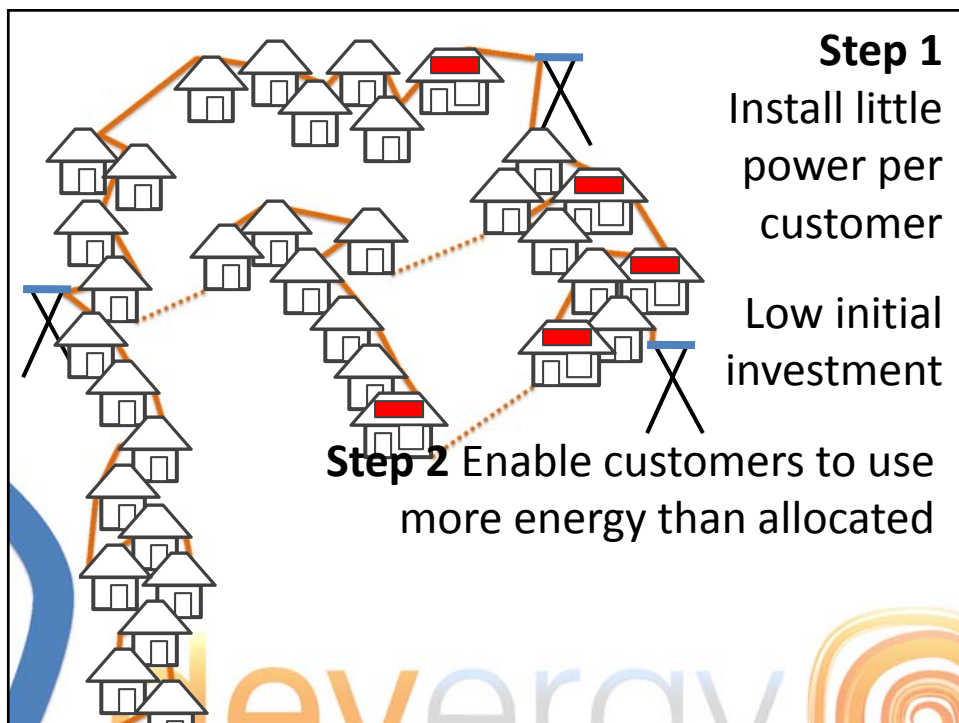
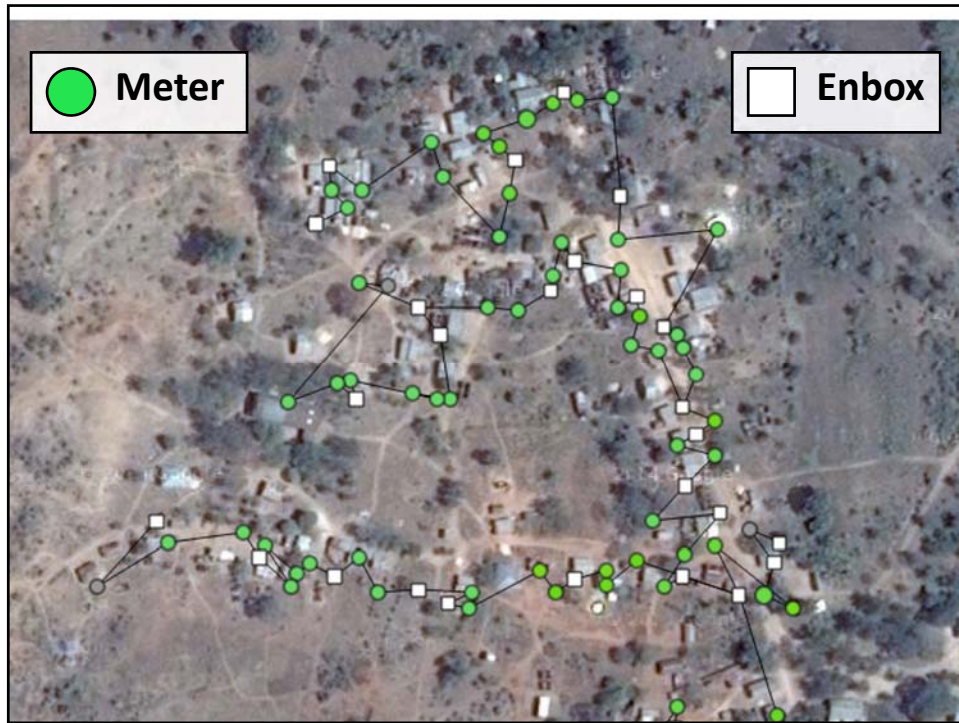


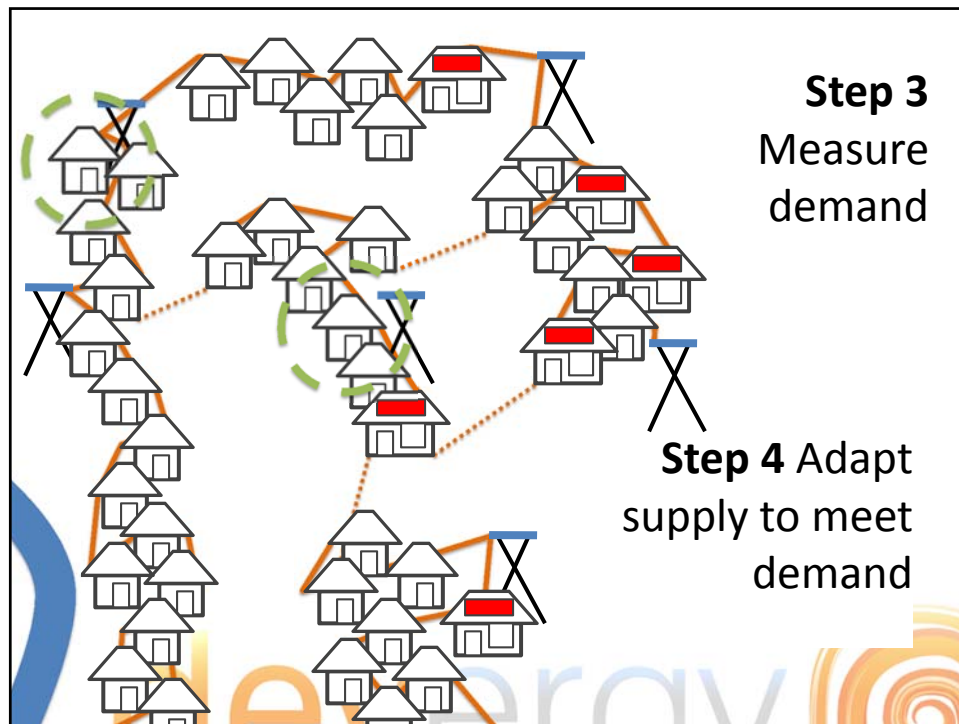
Customer's perspective

- \$20 connection fee – price basic phone
- Prepaid energy packages from \$0.20/day
- Mobile payments
- Start with lights - grow to more...
- Lease-to-own appliances









Great time to be in Africa

- Mobile money
- Data driven choices
- Workforce in Villages

Status

- 800 active customers +1000 in December
- 6 villages +5 in December
- Up to 250W per connection
- 20\$ connection fee
- 3 years operations in the field
- 30% saving on energy expenditure



Something to take home

- Rural communities can be served in a financially sustainable way
- Technical manpower can be sourced directly from these communities
- Off grid solutions are a real alternative to grid extension, today

