



1 Off-Grid energy is the future
of electricity in Africa

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Offgrid versus Ongrid

- Ongrid is very expensive (1.200 to 2.000 USD per household connected)
- **Offgrid is always cheaper than the grid (average cost below 1.000 USD per Mobisol Solar Home System)**
- Ongrid is a logistical nightmare and very slow to implement
- **Offgrid is fast and easy to implement**
- Ongrid is not adapted to low consumption of households (less than 1 kWh per day)
- **Offgrid is adapted to low consumption patterns**
- Ongrid does only provide the grid – but where is the power generated?
- **Offgrid brings power sources to the households (sun!)– at much lower cost**

**OFFGRID SOLAR HOME SYSTEMS
WILL BECOME PART OF THE SOLUTION
FOR EVERY RURAL ELECTRIFICATION
STRATEGY**



Mobisol: Where are we today?

- Financing: Over **USD50m** investment and customer receivables secured – **USD9,8m** revenue in 2014 – **USD 23m** in 2015
- Global Presence: Over **400 employees** in 4 countries (Tanzania 250, Rwanda 110, Germany 70, China 5)
- Growth: Strong and stable growth **CAGR 300%** since 3 years – long track record
- Reliability: More than **3 years field experience** with rent-to-own SolarHomeSystems - Stable and robust product requiring very limited maintenance and intervention in the field
- High customer satisfaction: **over 94%** of the **37.000** paying customers are “very satisfied”. Basis for further viral and local growth.
- Excellence in the last mile: Distribution, Installation, Maintenance, After Sales and Warranty (48hrs)
- Ready to scale: **Mobisol Blueprint copy paste model** for expansion to other countries.

2 Mobisol's customers

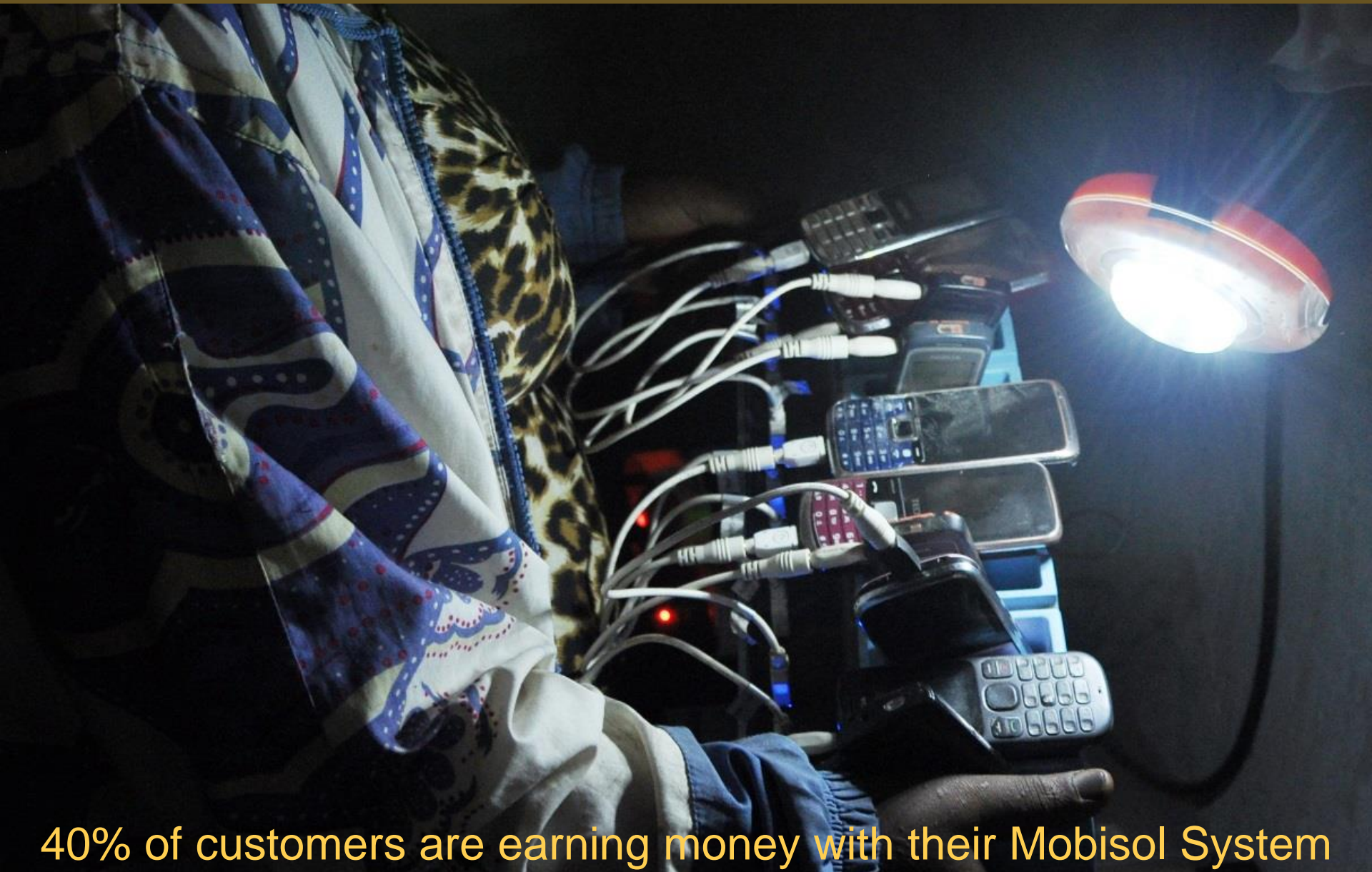
Mobisol's customers

Electrification is MORE than three lights



Mobisol's customers

Mobisol entrepreneurs are generating income



40% of customers are earning money with their Mobisol System

Mobisol's customers

Mobisol 200W System = 1 village cinema



3 Mobisol Solar Home Systems Part of the solution in Rwanda

Solar Home Systems: Part of the solution

EU Project in Rwanda – 50.000 households & 1000 schools in 4 years

Financing:

- 6 m EUR grant from EU
- 1,3 m EUR respectively from the Rwanda Government and Mobisol
- Overall project cost 22 m EUR

Mobisol System: real electrification, not only lights

- 100 Wp allowing for lights, radio, recharging 10 mobile phones, TV
- 3 year warranty
- 48 hour intervention guarantee

This project can be scaled to 100.000 or more customers in virtually every African country



4 Potential Impact of the Solar Revolution

Mobisol is creating real and measurable impact

For every 50.000 Systems installed (typical project size, see Rwanda)

- 300.000 people have access to clean and affordable renewable energy
- 200.000 kids will be able to study at night with *healthy* light
- About 15.000 customers become micro-entrepreneurs who will earn incremental income of **US\$ 18 m per year** with the of charging mobile phones and solar lanterns, barber salons or the operation of village cinemas
- 500 stable jobs in rural Africa created
- Mitigate over 24.000 tons of CO₂ per year



Vision 2020 – with the support of DEG and other financiers

10 million Mobisol customers by 2020

