



CTCN forum
26 June 2015, Arusha

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

2 Mobisol's unique offering empowers customers

3 Our products are part of the solution

4 Our impact is real and measurable

5 There are many opportunities for collaboration

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

On-grid versus off-grid

- On-grid is very expensive (USD 1.200 to 2.000 per household connected)
- **Off-grid is much cheaper (average cost below USD 1.000 per Mobisol SHS)**
- On-grid is a logistical nightmare and very slow to implement
- **Off-grid is fast and easy to implement**
- On-grid is not adapted to low consumption of households (<1 kWh per day)
- **Off-grid is adapted to low consumption patterns**
- On-grid does only provide the grid – but where is the power generated?
- **Off-grid brings power sources to the households**
- On-grid is infrastructure
- **Off-grid is also infrastructure**



Off-grid energy is the future of electricity in Africa

Off-grid about to leapfrog on-grid energy

On-grid

Bank accounts

Fixed line phones

Off-grid solar

Mobile money

Mobile phones



2

Mobisol has a unique offering that empowers customers

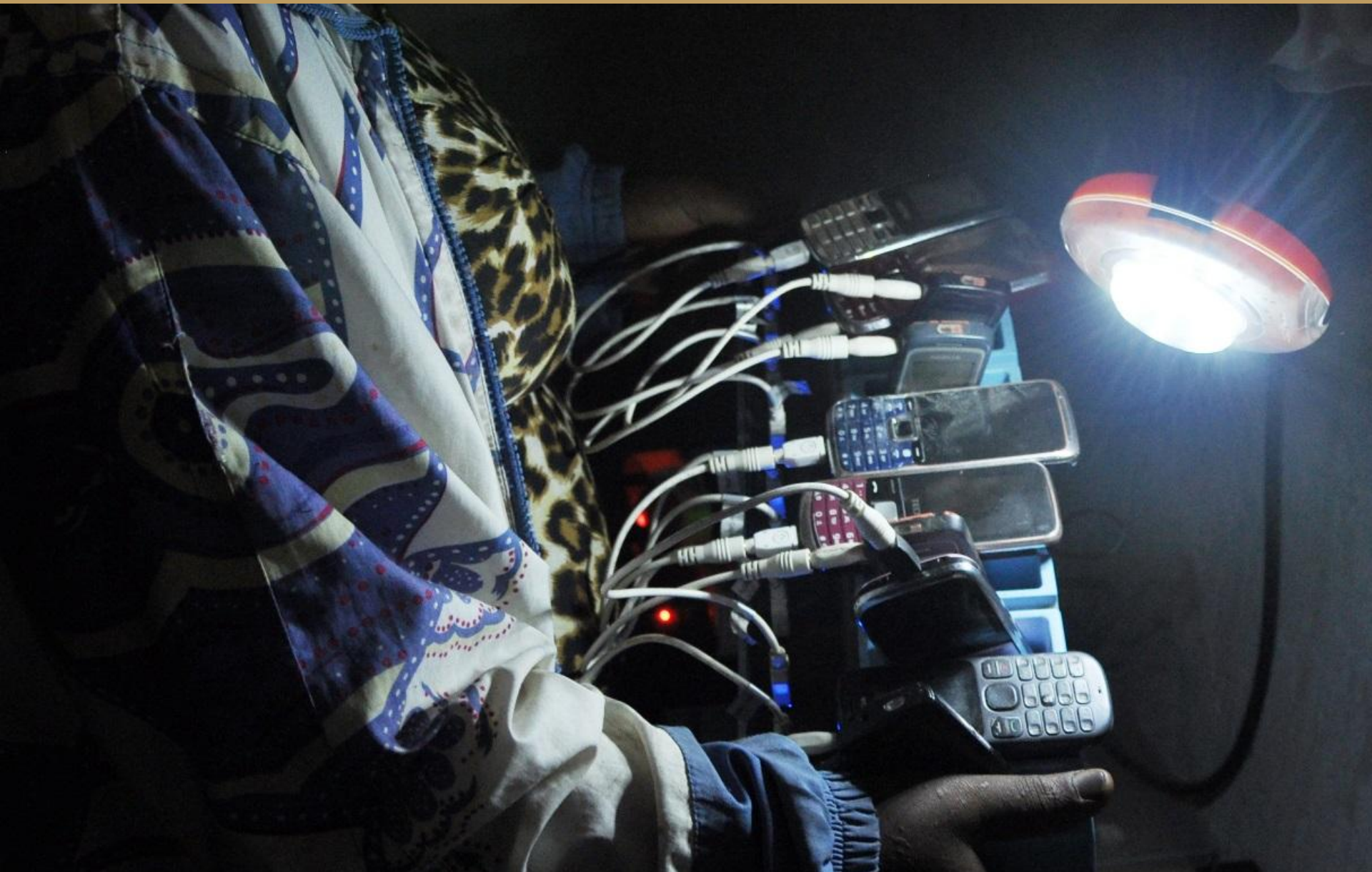
Mobisol has a unique offering that empowers customers

Electrification is more than just three lights



Mobisol has a unique offering that empowers customers

Mobisol entrepreneurs are generating income



Mobisol has a unique offering that empowers customers

Mobisol 200W system = 1 village cinema



3

Mobisol Solar Home
Systems are part of the
solution

Mobisol Solar Home Systems are part of the solution

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

Financing:

- EUR 6M grant from European Union
- EUR 1,3M from both the Rwandan government and Mobisol
- Overall project value of EUR 22M

Mobisol providing:

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



4

Our impact is real and
measurable

Our impact is real and measurable

Mobisol will install 25.000 systems in 2015

- ✓ Giving over 150.000 people in Tanzania and Rwanda access to clean and affordable renewable energy
- ✓ Enabling over 100.000 kids to study at night with **healthy** light
- ✓ Empowering over 8.000 entrepreneurs to earn an incremental income of **USD 9.6M per year** through charging mobile phones and solar lanterns, barber salons or the operation of village cinemas
- ✓ Creating over 250 stable jobs in rural Africa
- ✓ Mitigating over 12.000 tons of CO₂ per year



5 There are many opportunities
for collaboration

There are many opportunities for collaboration

Together we can achieve more

Awareness

**Information and
Contacts**

Regulation

Access to Finance



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Thank
you!

Our operational strategy: Rapid and replicable scaling

Mobisol history – scaling the business



2014 onwards

Phase 2: Scaling...



2013

Phase 1: Commercial launch



2012

Pilot phase



2010-2011

Founding idea and tech development