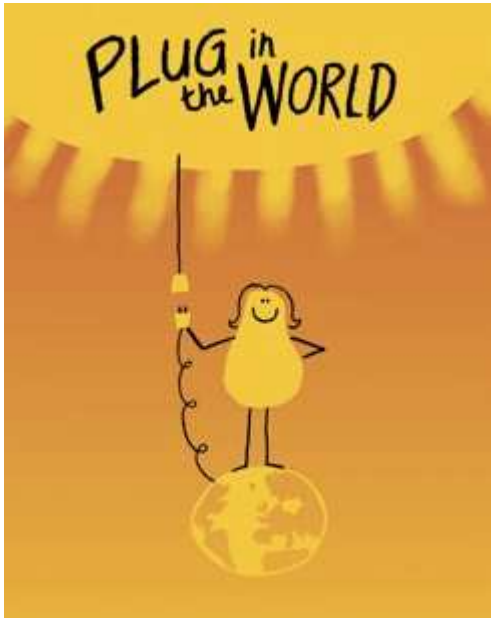


GSMA MEETING

ACCRA, 5TH NOVEMBER 2012

Roland Sprenger
Project Manager
Mobisol GmbH
Berlin

Africa at night – It's dark.

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1,6 billion people live off the grid

Solar PV is a solution, but:

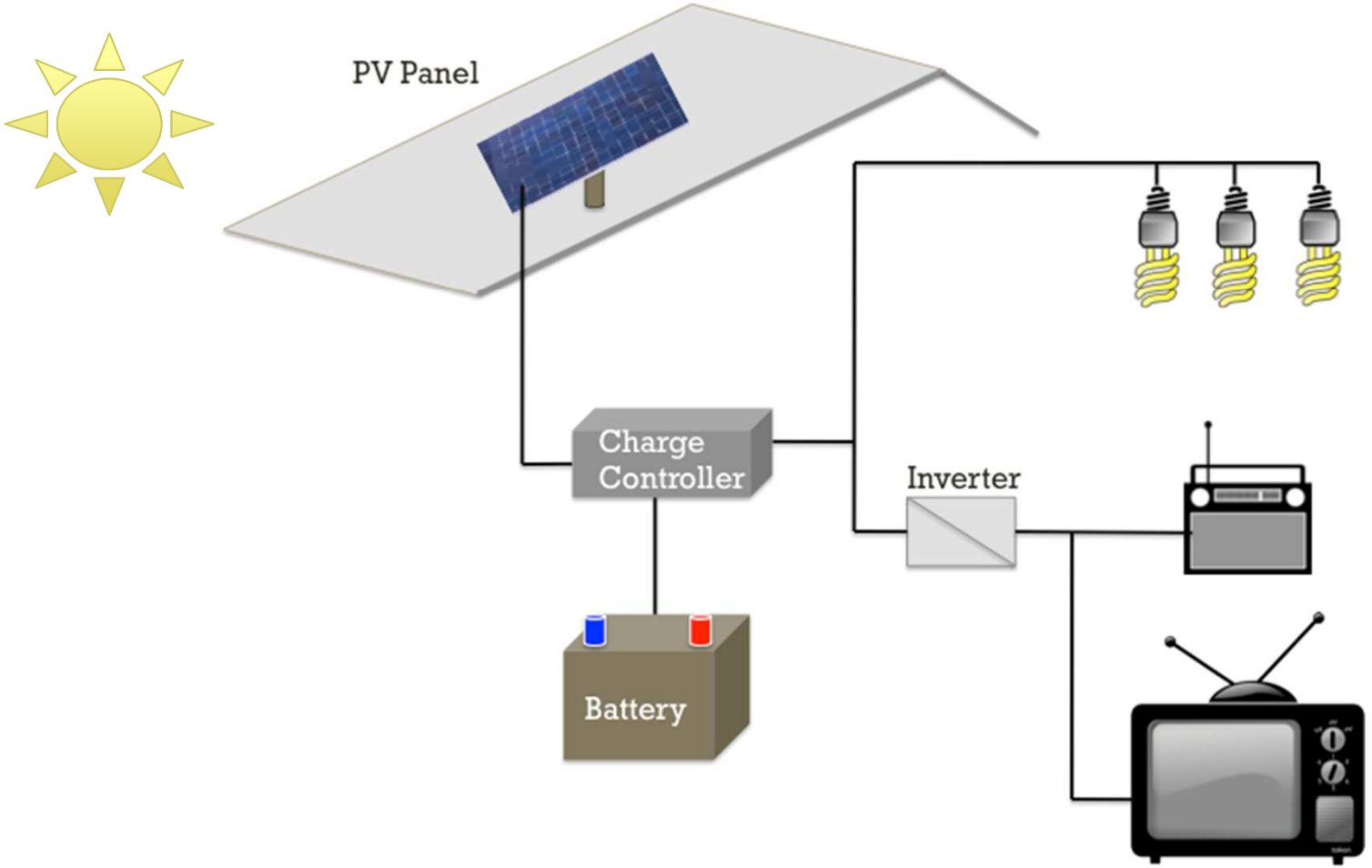
2 main bottlenecks:

- difficult maintenance
- high investment costs



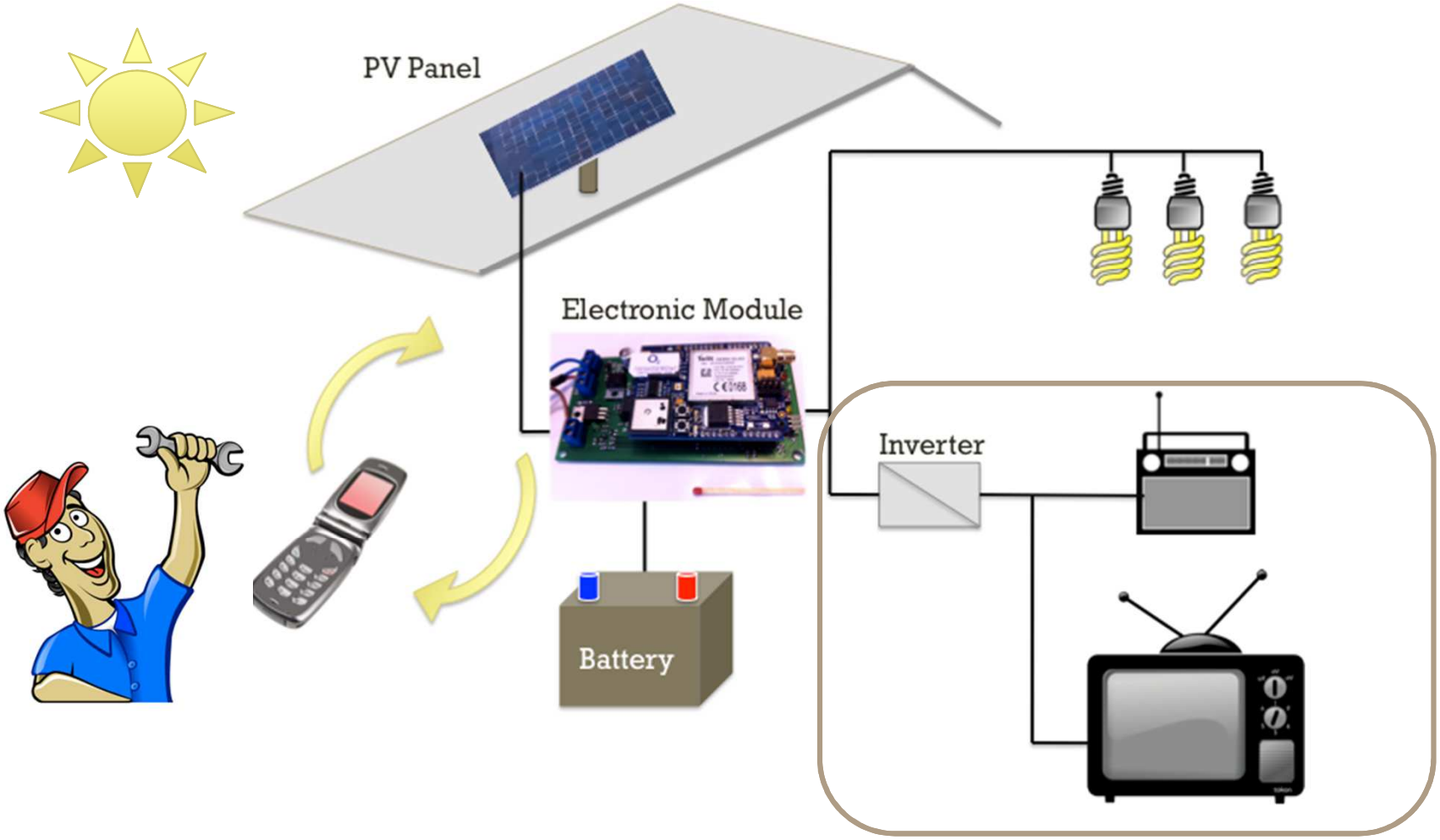
A REGULAR SOLAR HOME SYSTEM

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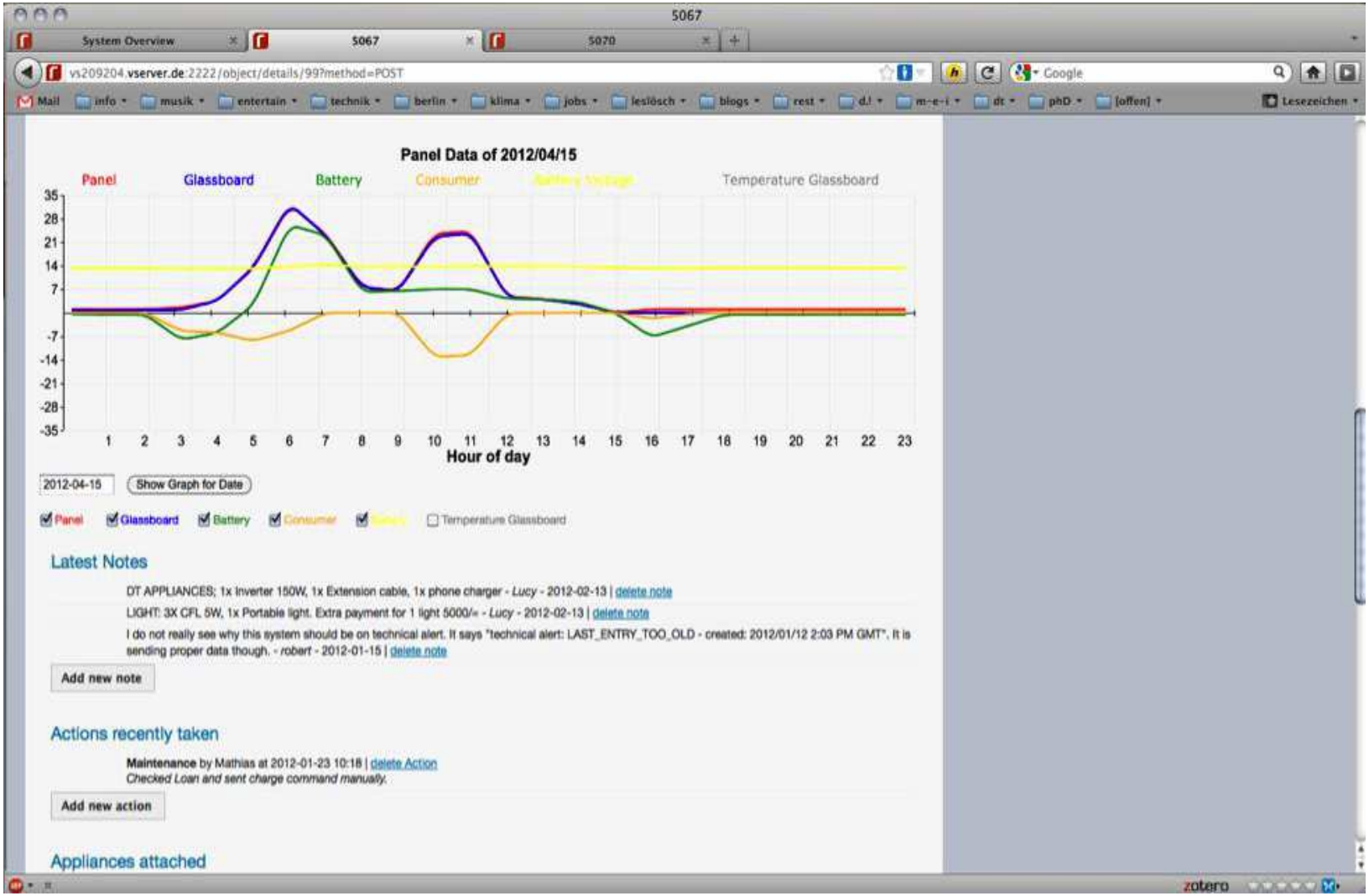
MOBISOL´S SOLAR HOME SYSTEM

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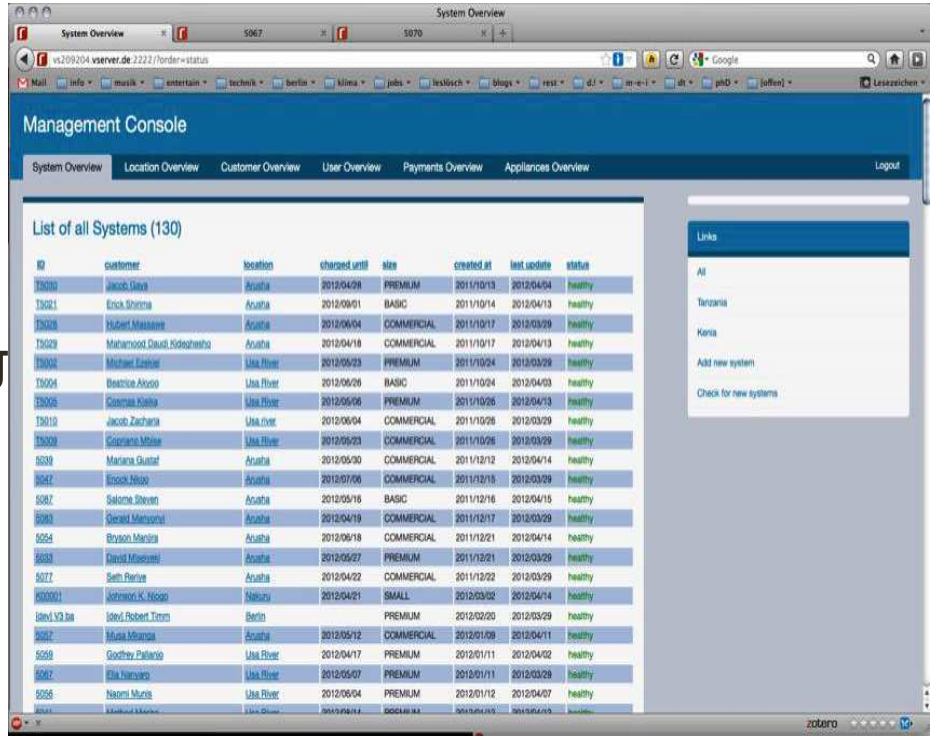
THE MOBISOL DATABASE

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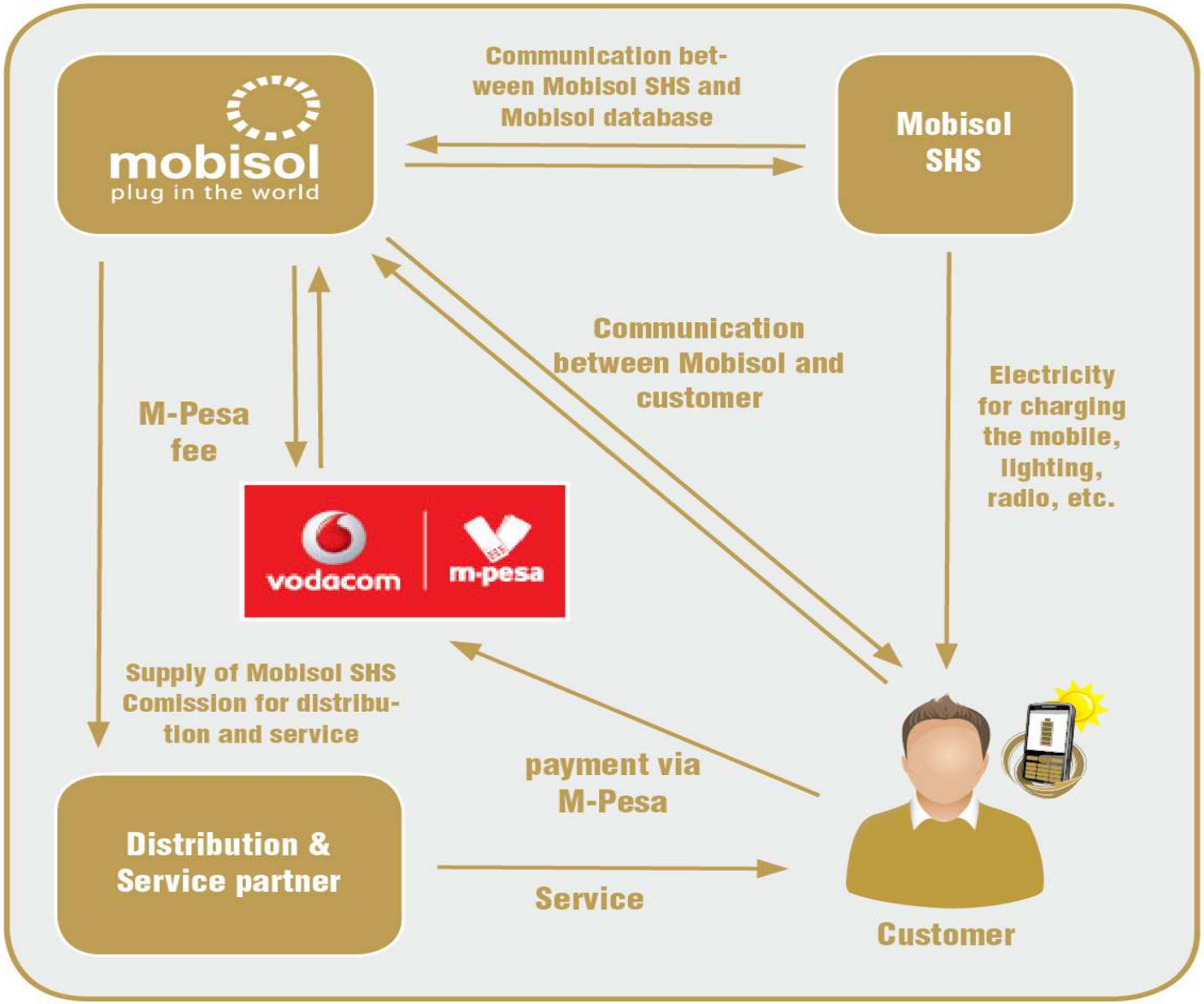


RESULTS

- Financial Monitoring
  - Accounting automatically
  - Non-payment system lock
- Technical Monitoring
  - System performance tracking
  - Maintenance facilitation
  - Theft protection
- Customer Interface
  - Sending notifications
  - Pieces of advice



OVERVIEW OF OPERATIONS



SOLAR HOME SYSTEMS

MOBILE SOLAR SYSTEM

- 20 WATT PANEL
- 15 AH BATTERY
- 1 ROOM LIGHT + 1 PORTABLE LIGHT
- MOBILE PHONE CHARGER

1,100 KSh a month*

+++ Enough electricity per day for +++

	AC appliance (Inverter needed)	DC appliance
Lights (240 Lumen)	3 for 1 hour	3 for 3 hours
Mobiles charged	1/day	2/day
Radio	3 hours	6 hours

** Finance plan: Down payment (3,000 Ksh) + 36 monthly installations (1,100 Ksh each)*

BASIC SOLAR SYSTEM

- 60 WATT PANEL
- 50 AH BATTERY
- 1 ROOM LIGHT + 1 PORTABLE LIGHT
- MOBILE PHONE CHARGER

1,950 KSh a month*

+++ Enough electricity per day for +++

	AC appliance (Inverter needed)	DC appliance
Lights (240 Lumen)	2 for 2 hours	2 for 15 hours
Mobiles charged	2/day	4/day
Radio	8 hours	14 hours
Fan	1.5 hours	3 hours
Battery charging	2/day	2/day

** Finance plan: Down payment (7,200 Ksh) + 36 monthly installations (1,950 Ksh each)*

PREMIUM SOLAR SYSTEM

- 120 WATT PANEL
- 95 AH BATTERY + INVERTER
- 2 ROOM LIGHTS + 1 PORTABLE LIGHT
- MOBILE PHONE CHARGER

2,950 KSh a month*

+++ Enough electricity per day for +++

	AC appliance (Inverter needed)	DC appliance
Lights (240 Lumen)	2 for 4 hours	2 for 15 hours
Mobiles charged	3/day	6/day
Radio	8 hours	14 hours
Fan	1.5 hours	3 hours
Battery charging	2/day	2/day
Stereo	3 hours	4 hours
LAPTOP / TV	3 hours	6 hours

** Finance plan: Down payment (12,500 Ksh) + 36 monthly installations (2,950 Ksh each)*

COMMERCIAL SOLAR SYSTEM

- 200 WATTS PANEL
- 175 AH BATTERY + INVERTER
- 3 ROOM LIGHTS + 1 PORTABLE LIGHT
- MOBILE PHONE CHARGER

4,400 KSh a month*

+++ Enough electricity per day for +++

	AC appliance (Inverer needed)	DC appliance
Lights (240 Lumen)	4 for 3 hours	4 for 8 hours
Mobiles charged	10/day	15/day
Radio	2 for 8 hours	2 for 14 hours
Fan	2 hours	4 hours
Battery charging	2/day	2/day
Stereo	4 hours	6 hours
LAPTOP / TV	3 hours	6 hours
Fridge	☒ (No)	☑ 24 hours

** Finance plan: Down payment (20,000 Ksh) + 36 monthly installations (4,400 Ksh each)*

INCLUDED SERVICE

Maintenance Service: automatic distant monitoring of system performance, maintenance and repair visit by technician when necessary, and toll-free service number to call for customer complaints

Installation: All the systems are self-installable. The installation by SCODE of the three larger systems is included in the price. The customers will get a discount of 4,000 Ksh if they install it themselves.

Warranty: 20 years on panel, 3 years on battery, electronic module and lights

EXTRAS OFFERED

Extra room lights, triple car plug extentions, cables for DC appliances, extra mobile phone chargers

dt power

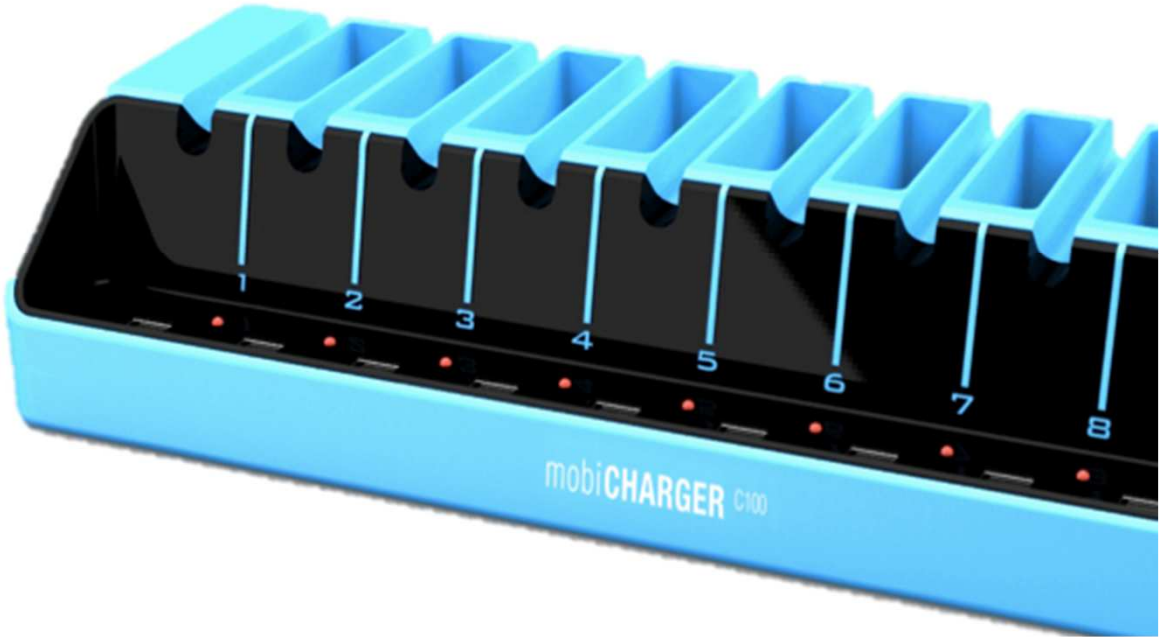
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business out of the box

mobiCHARGER C100

Charging Station for Mobile Phones



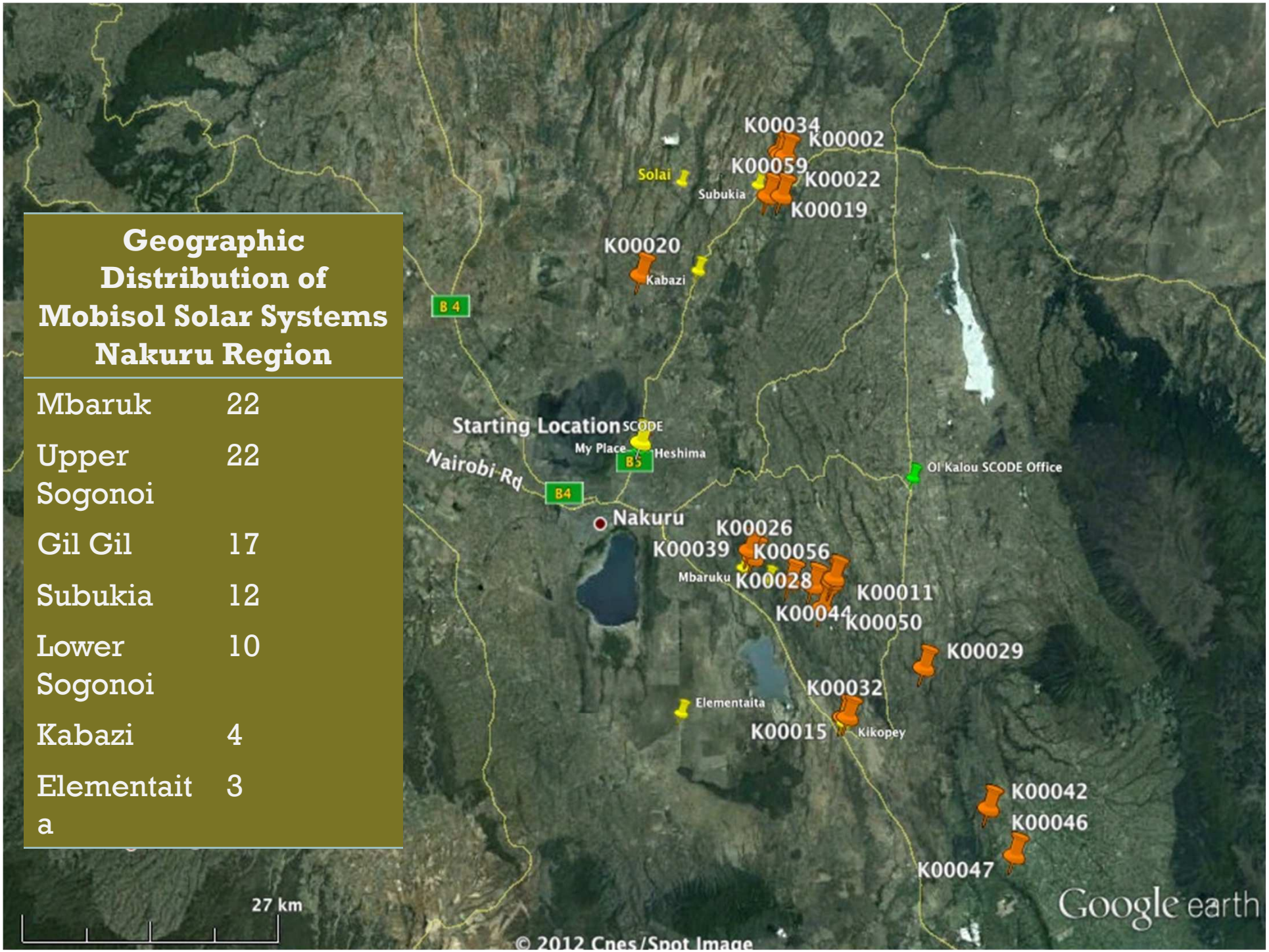


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ADVANTAGES OF MOBISOL FOR CUSTOMER

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- User-friendly
- No restrictive initial costs
- Flexible payment system
- Supports user independence from fossil fuels
- Low maintenance needs
- Environmental and health benefits
- Sustainable
- No or low operating cost, high savings
- Amortization within 1-3 years
- 70-90 % of energy cost are saved after amortization, that creates 20-30 % more disposable income


Geographic Distribution of Mobisol Solar Systems Nakuru Region
Mbaruk 22
Upper Sogonoi 22
Gil Gil 17
Subukia 12
Lower Sogonoi 10
Kabazi 4
Elementaita 3
K00034
K00002
K00059
K00022
K00019
Solai
Subukia
K00020
Kabazi
B 4
Starting Location
SCODE
My Place
Heshima
B5
Nairobi Rd
B4
Nakuru
Ol Kalou SCODE Office
K00026
K00039
K00056
Mbaruku
K00028
K00011
K00044
K00050
K00029
K00032
Elementaita
K00015
Kikopey
K00042
K00046
K00047
27 km
© 2012 Cnes/Spot Image
Google earth

LOCATION OF SERVICE HUBS IN TANZANIA



Service Hub	Region covered	Households*
Arusha	Arusha	300,397
	Moshi	320,883
	Kilimanjaro	320,883
	Manyara	241,067
Dar es Salaam	Dar es Salaam	580,347
	Morogoro	408,857
	Pwani	205,616
Mwanza	Mwanza	683,550
	Shinyanga	651,821
Dodoma	Dodoma	394,728
	Iringa	346,379
	Singida	252,484
Total		**4,707,012**

**Assuming Kenya ratio of pop. / households.*

Current Service Hub

Planned Service Hub


Thank you!!!
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Please contact:
Roland Sprenger
roland@plugintheworld.com