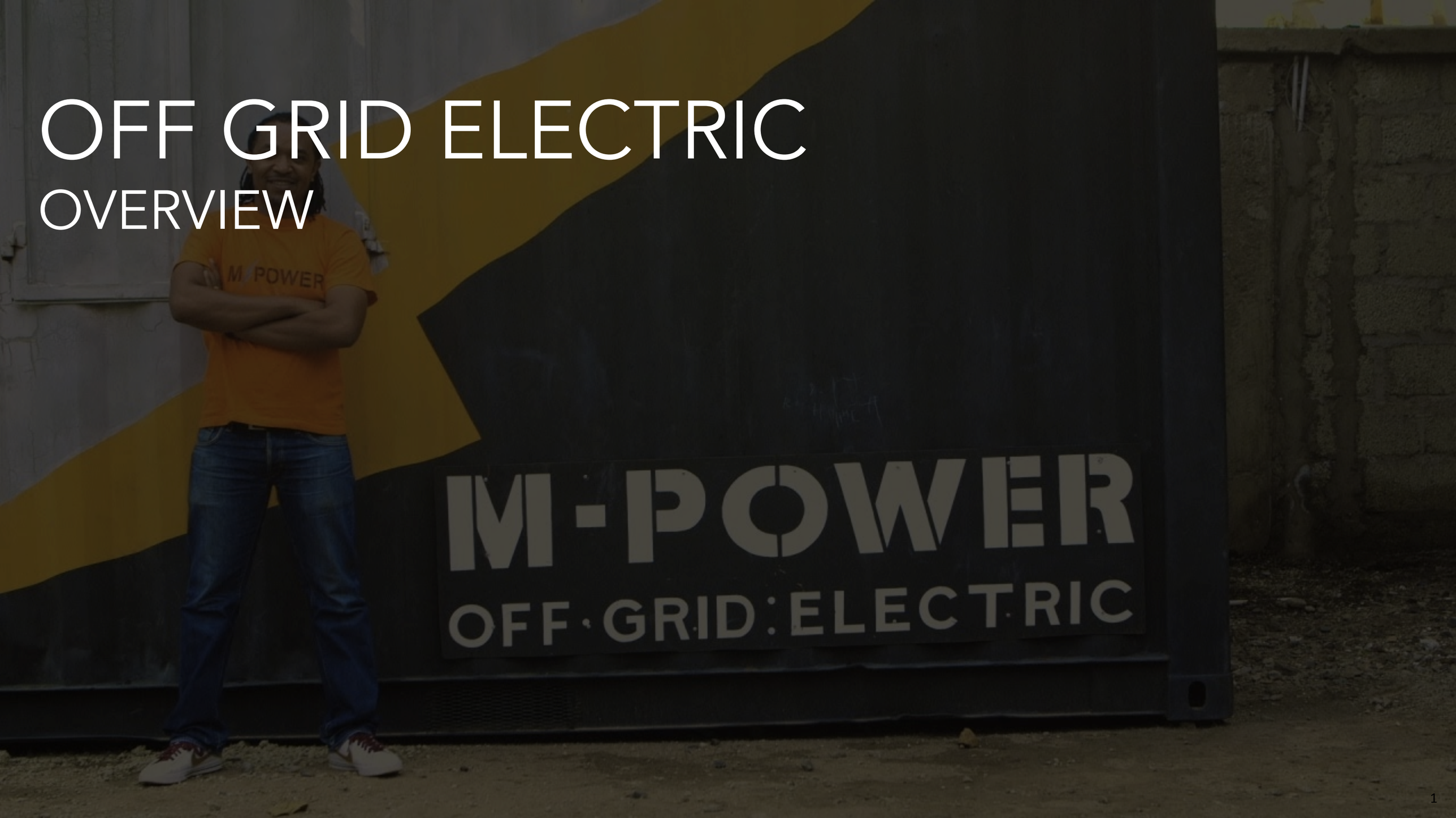
# OFF GRID ELECTRIC

## OVERVIEW



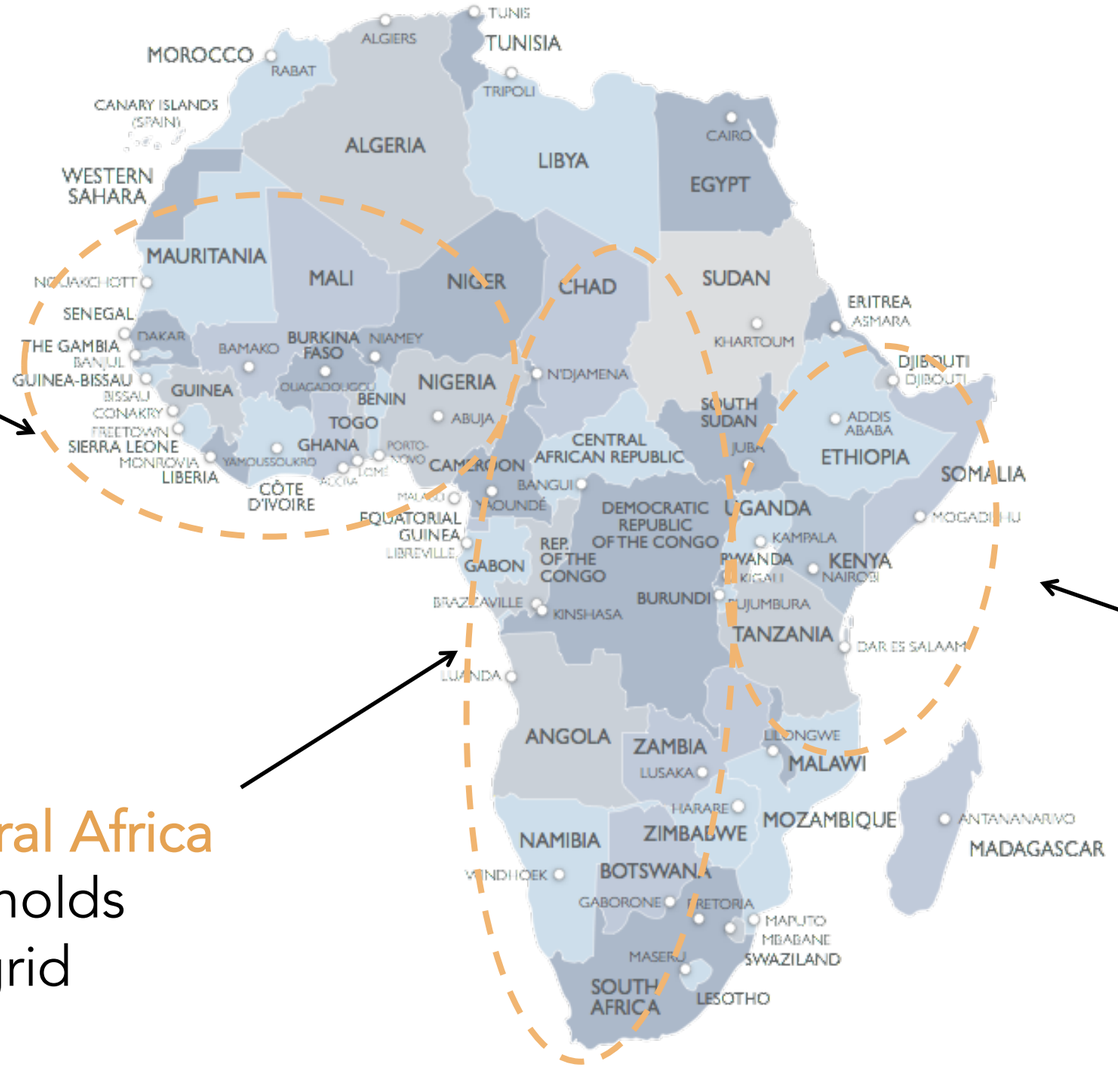
# Off Grid Electric plans to light Africa in the next decade



# Off-Grid Energy Market in Africa

## Over 600M people in Sub-Saharan Africa lack access to electricity

### West Africa
49.7M households
35.8% on-grid




### East Africa
26.4M households
12.1% on-grid

### Southern & Central Africa
44.4M households
25.9% on-grid

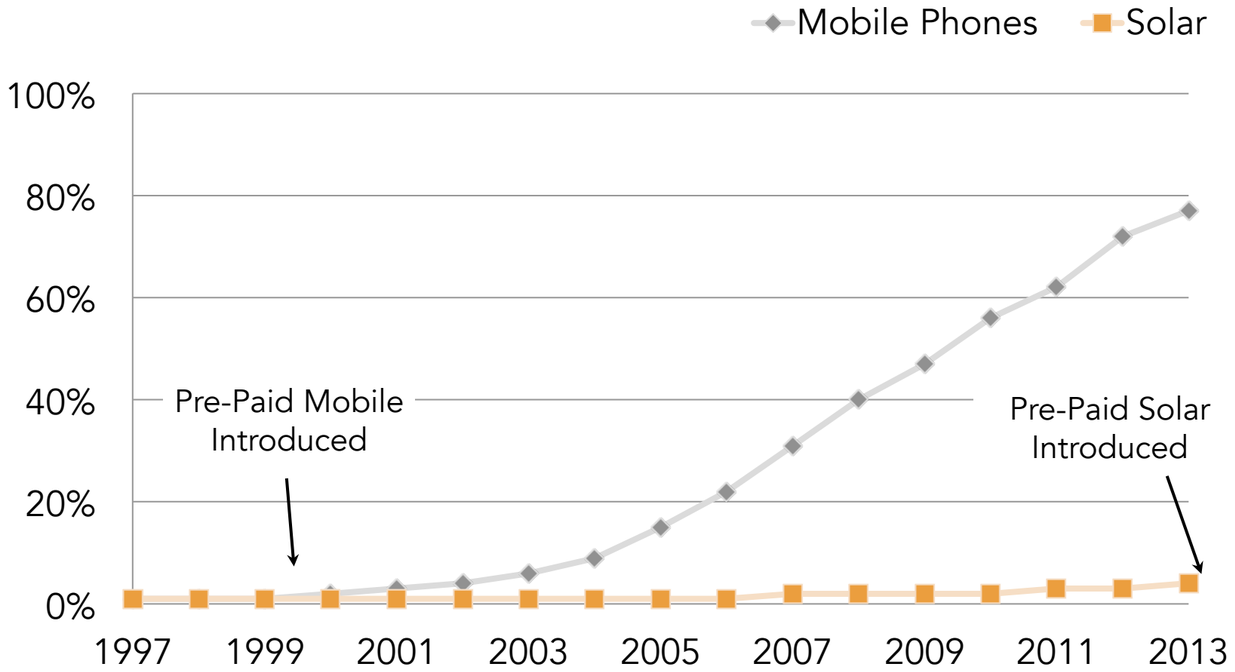
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# Solar may be even bigger than Mobile

## Fully realized, energy may represent a bigger opportunity than mobile

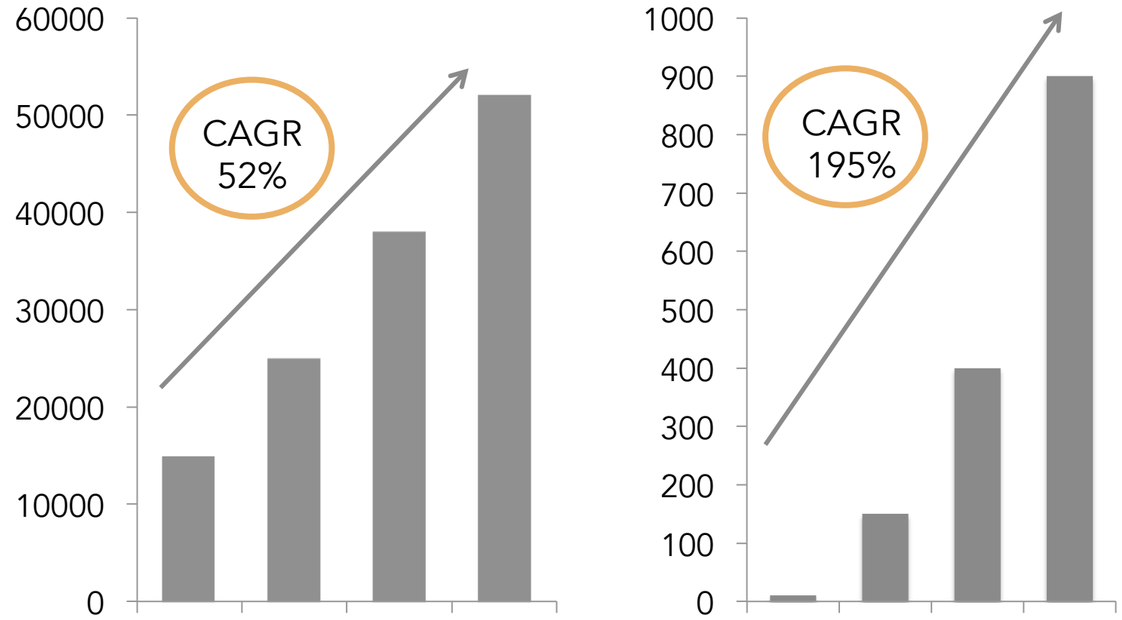
### Growth of mobile compared to solar

Market share




### Growth of mobile compared to solar

Compound Annual Growth Rate (CAGR) and units

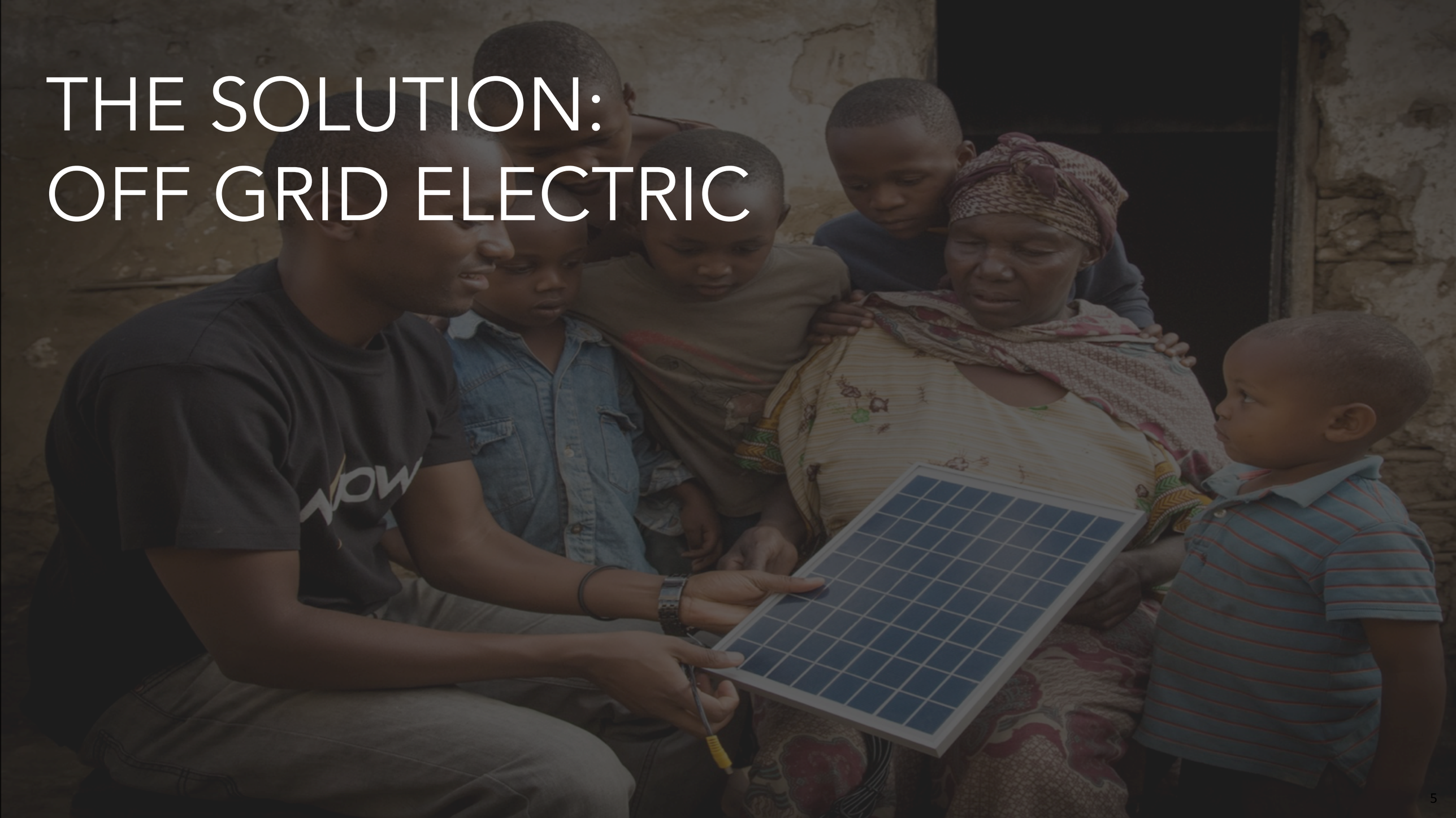



Over its first few years, the off-grid solar industry has grown

**3-4x faster** than the mobile industry during its early years

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# THE SOLUTION:
# OFF GRID ELECTRIC



# M-POWER offers customers an accessible, affordable and aspirational energy solution





# Core Competencies

## OGE has a fully integrated business model

| Hardware | Financing | Manufacturing | Sales | Service |
|---|---|---|---|---|
| • Product Development<br>• Value-added engineering | • Million Solar Homes Fund SPV<br>• Partnership with Tanzania's President | • In-house supply chain management<br>• Multiple CM partners | • Direct sales, distribution and installation ops footprint | • 24-hour Call Center<br>• Branded service fleet |

### SURGE Software

- Coordinate Distributed Workforce
- Inventory & Logistics Management
- Mobile Money Payment System
- Customer Service and Support

### Off Grid Academy

- Selecting and training work force
- Specific skill development

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M-POWER installed base has grown 5x over the last year

It is on pace to serve more than 1,000,000 households by 2017

# Skating to the puck on two-way comms

1. M2M has value, but the technology vehicle and cost structure matters.
2. GSM M2M may provide telcos leverage over a profitable business model.
3. GSM M2M doesn’t work in a significant % of customers homes.
4. GSM M2M is overbuilt and expensive for the energy access application.
5. We get 80% of the value of M2M at a fraction of the cost via NFC.
6. We need low energy consumption, low cost, low data throughput, long range and highly reliable M2M communication modalities.



# OFF GRID ELECTRIC LTD

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