

## Market Leader

Equator Energy is Kenya's market leader in Commercial and Industrial (C&I) solar power. We operate over 120 solar plants totalling over 50 MW of solar capacity. Of these 4.2 MW are installed at 10 tea plantations in Kenya and Uganda.

## Risk Free

Our business model is simple and risk free: we design, build, operate, maintain and insure solar power plants at our own expense. This means, there is no investment required from our customers. We simply charge you an operation fee for the solar electricity that you use on a per kWh basis at a discount of 25 – 50 % on your grid rate.

## Tea Industry

The electricity consumption of tea factories varies significantly throughout the year. We accommodate this seasonality with our contracts, which have **no minimum off-take obligations or fixed monthly payments**. This means tea factories only pay based on the kWh that they have actually used. When you consume less power due to seasonality you will not have to pay for installed solar capacity which you are not using.

## Solar Share

We can replace over **30 %** of your annual electricity consumption with cheaper, cleaner solar energy.

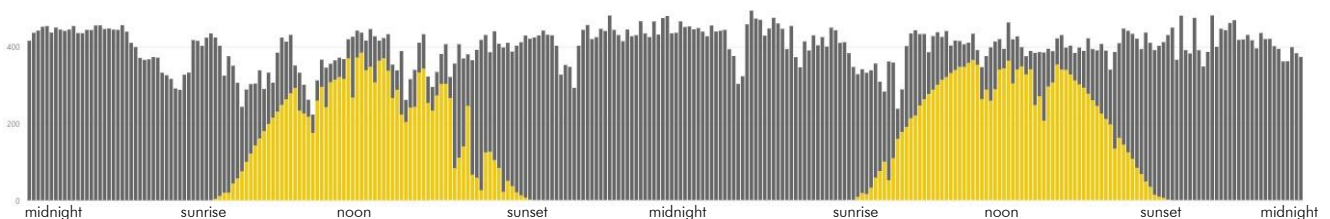
## Purchase Options

You get the option to buy the solar plant at any time if you wish and we offer market leading pricing.



## Case Study | Sotik Tea Arroket & Mettarora

The photos above show our solar power plants at Sotik Tea's Arroket and Mettarora tea factories. The solar power plants are a mix of roof and ground mounted solar power plants. Each factory receives over 30 % of its electricity supply from our solar power plants. The graph below shows our solar supply (yellow) blending in with the factories KPLC supply (grey) over the course of two recent days.



## Key Figures

- ~32 % annual solar supply share
- >12 million shillings annual electricity cost savings
- zero investment by Sotik Tea
- 20 years operating, maintenance and monitoring by Equator Energy
- 1,658 kWp total installed solar capacity
- 4,250 mono-crystalline solar modules
- 14 days from delivery of equipment to commissioning by our 50+ member installation team
- Diesel-hybrid integrated to run with generators during KPLC outages
- Remote monitored and controlled by our operations centre 24/7/365
- Intelligent online energy dashboard access custom designed for the customer (see the load curve graph above)