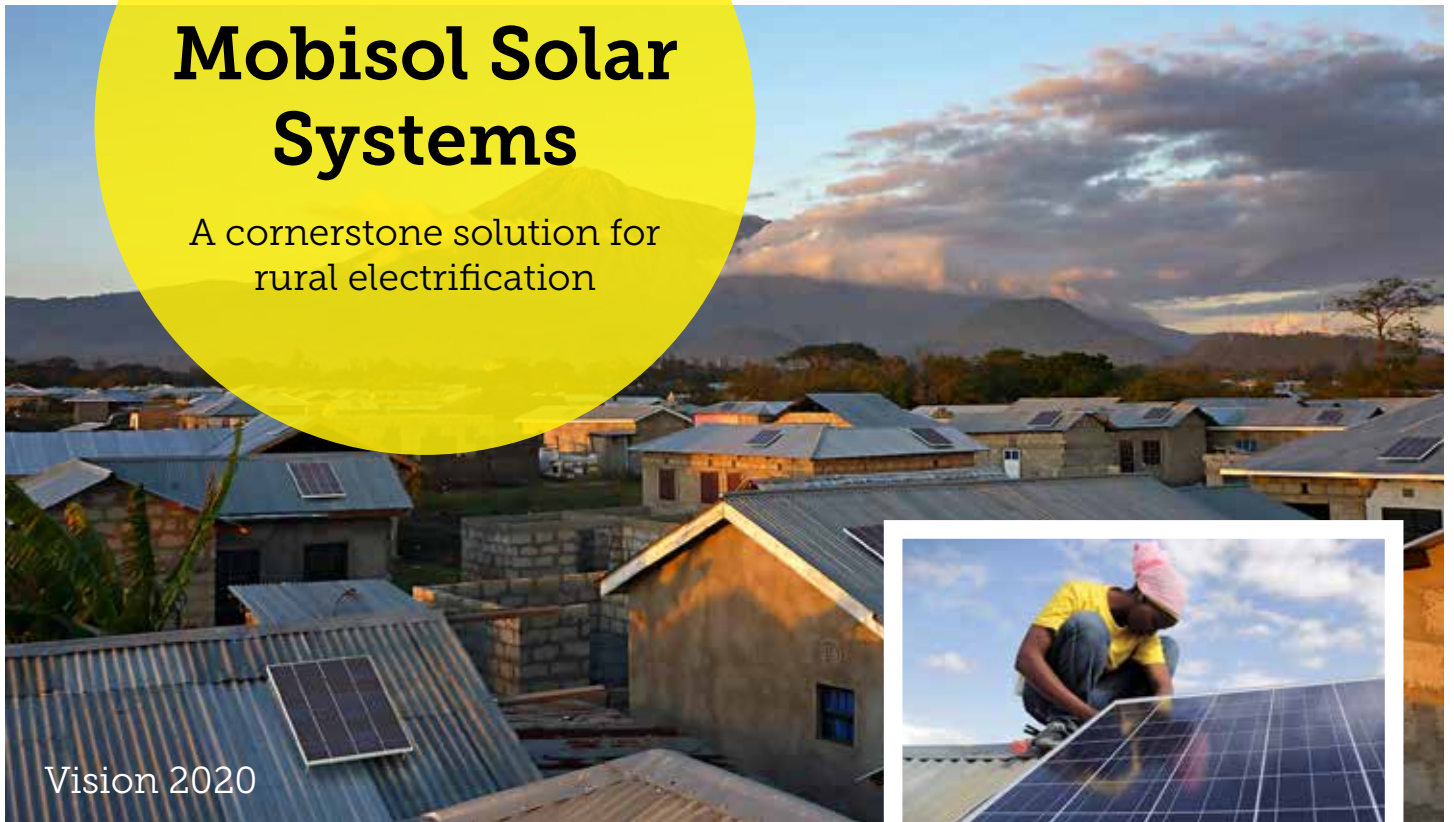


Mobisol Solar Systems

A cornerstone solution for rural electrification

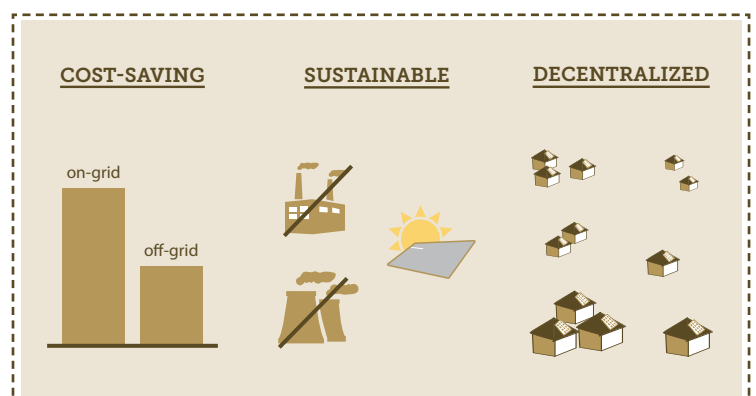


Vision 2020

Mobisol, a leading player in decentralized solar electrification, offers a clean and affordable alternative to fossil fuels for lower-income households and small businesses in rural Sub-Saharan Africa. Combining solar energy with mobile payment technology, Mobisol designs, procures, distributes and services large solar home systems. This way, the Germany-based company enables rural families and business owners to power a range of complementary appliances, such as TVs, stereos, fridges, and thereby improve their standard of living and earn incremental income by establishing solar-powered businesses. Mobisol provides a credible alternative to a grid connection that millions have been waiting for in vain, and ensures affordability through flexible payment plans.

DECENTRALIZED SOLAR ENERGY SHAPING AFRICA'S FUTURE

Approximately 2 billion people worldwide live without a reliable electricity source to meet their daily energy needs. Millions of households currently manage to subsist using kerosene lanterns, generators and other fossil sources that are unhealthy, harmful to the environment and very costly. While many Sub-Saharan African countries' electrification strategies still (almost) exclusively rely on on-grid options, electrification rates stagnate because deploying the grid is expensive, logistically complex and difficult to implement, and does not directly generate any actual power. Off-grid options such as solar stand-alone systems are cheaper, generate power from day one and are easy to install.





WHY REAL ELECTRIFICATION IS MORE THAN THREE LIGHTS

Our customers are convinced that real electrification is more than just three lights, which is why Mobisol offers large solar stand-alone systems in sizes between 80 and 200 Watts. The systems can illuminate entire households, power laptops, radios, TVs and other appliances and have enough capacity to run energy-based businesses. Despite being off-grid and stand-alone, Mobisol's larger products can provide real infrastructure substituting for the grid that will rarely reach rural populations in the coming years.

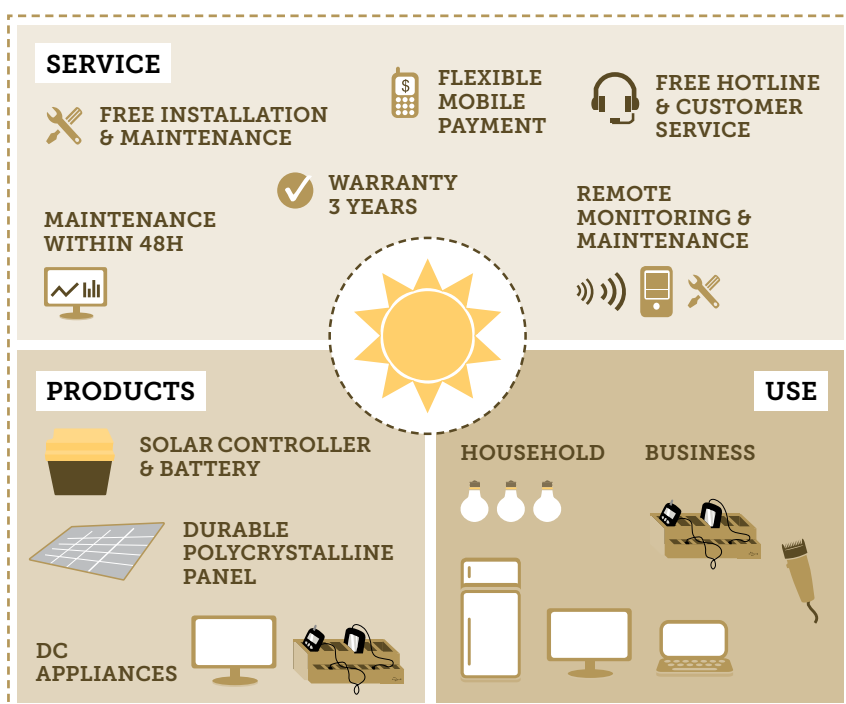
MAKING RURAL ELECTRIFICATION AFFORDABLE

Mobisol's pay-as-you-go system circumvents the initial investment hurdle for customers who previously could not afford high-quality solar home systems. By using mobile money services, the systems can be paid off conveniently via mobile phone on a 36-month instalment plan.

SCALABLE ELECTRIFICATION THROUGH EFFECTIVE AFTER-SALES SERVICE

Mobisol systems come complete with a full service package which includes free installation and maintenance, a toll-free hotline and a three-year warranty. All installation, service and maintenance staff is comprehensively prepared for their tasks in the "Mobisol Akademie" which is our in-house training institute providing education on solar technology and the Mobisol product and service offering.

Through our innovative remote monitoring technology, technical data regarding the panel, battery, energy consumption and payment patterns is tracked in a web-based interface which communicates with the solar system various times a day. This allows potential maintenance problems to be addressed swiftly and enables systems to be locked automatically in case of theft or overdue payment.



MOBISOL SOLAR SYSTEMS FOSTER SOCIO-ECONOMIC DEVELOPMENT



The quality of life in rural communities is improved by the readily available energy to power electrical appliances. Efficient, bright LED lights, mobile charging stations, and further productive-use devices increase productivity throughout the day. With 80,000 solar systems currently installed, about 250,000 children can now do their homework and play at night without inhaling the noxious fumes of kerosene lamps. Approximately one third of Mobisol customers earn incremental income with their system. Mobisol wants to reinforce this opportunity by enabling the establishment of small businesses. Economic activity and development are fostered and whole communities benefit from increased productivity and better service infrastructure. This can only be achieved with larger solar solutions, up from 80Wp.

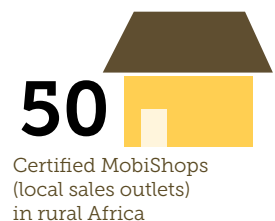
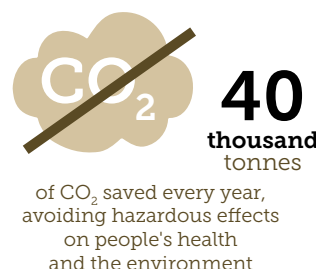
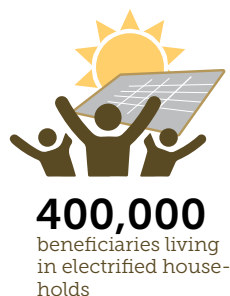
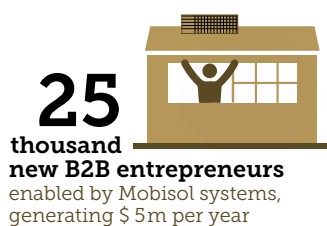
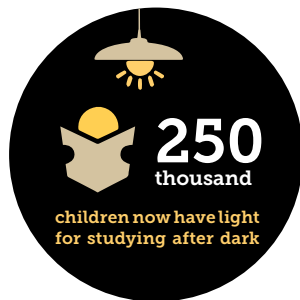


ABOUT MOBISOL

During the past five years, Mobisol has developed from a small startup in East Berlin to a scalable, international business with more than 80,000 customers, having installed over 8 MW of capacity in Tanzania, Rwanda and Kenya.

Mobisol aspires to provide clean, reliable electricity and high-quality appliances to millions of households in low-income communities – stimulating economic and social activity while simultaneously contributing to global environmental protection.

MOBISOL - KEY FACTS & FIGURES



HISTORY

- Founded in 2010, first prototype solar home system in 2011
- Pilot project in Tanzania and Kenya (200 systems) in 2012
- Commercial launch in 2013. Successful operations in Tanzania and Rwanda (landed 2014)
- Currently expanding business model into third market: Kenya (2016)

AWARDS & CERTIFICATIONS



United Nations
Framework Convention on
Climate Change



**Technology
Review**

SOCIAL INNOVATOR
OF THE YEAR 2015



Certified



Corporation

**pv magazine award
top business model
2015**

**THE OFF-GRID EXPERTS
AWARD
2013**

ECOSUMMIT AWARD
Fame and Fortune for the Best Smart Green Startups

World Economic Forum

Technology Pioneer



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