Sunkofa Energy provides **ENERGY SERVICES THROUGH SMART MINI-GRIDS** powered by renewable energy. The focus of Sunkofa is **TO PROVIDE PEOPLE WITH THE MEANS TO CLIMB THE ENERGY LADDER** via innovative solutions related to electricity (refrigeration, milling, internet...).

Through its presence in Europe and roots in Africa, Sunkofa becomes a **BRIDGE BETWEEN INVESTORS AND LOCAL TALENT**, unlocking the potential of the continent.
SUNKOFA: THE STORY BEHIND THE NAME

Our name takes inspiration from the word “Sankofa”: from the Twi language of Ghana "Go back and get it"; we must look back to the past so that we may understand how we became what we are, and move forward to a better future.

It also refers to the Asante Adinkra symbol represented either with a stylized heart shape or by a bird with its head turned backwards while its feet face forward carrying a precious egg in its mouth.

It is our inspiration to capitalize on our previous experiences in energy access in order to provide the best value proposition for our customers.

Adinkra symbol Owia Kokroko: Greatness of the sun

Symbolizes vitality and renewal.

Past and present symbolized by left and right
THE TEAM: EXPERTISE IN ENERGY ACCESS, HIGH CAPACITY TO EXECUTE & DELIVER

JUAN GARCIA MONTES – Chief Executive Officer

GUILLAUME VAN DER SCHUEREN* - Chief Operations Officer

IRENE CALVÉ SABORIT – Chief Business Developpement Officer

ESTEBAN PEREZ GONZALEZ – Chief Technology Officer

35 years
Total cumulated expertise in energy access

25 countries
Covered in the African continent

3 years
Working together as a team

+100 mini-grids
Installed/deployed/operated for the past 15 years in Africa

55,000 SHS
Deployed for the past 15 years in Africa

3 platforms
Developed for off-grid PAYGO client management

3.5 MUSD
Raised in grants and 8 MUSD in equity

*Joining as from 2019
LESSONS LEARNT FROM OUR EXPERIENCE

Regulatory frameworks are key, but authorities’ engagement and willingness to develop mini-grids operated by private players is as important.

Software system design must be driven by processes. Well defined processes don’t require enormous digital investments.

Technical competences on the ground are mandatory for new connections, ensure the modularity of the solution & enable the connection and training of productive clients.

MG developers focus on cost reduction and connection and not enough on customer service & demand stimulation.

Talent identification, clear processes and proper training are essential to avoid overstaffed inefficient local teams.

Mastering operational management, optimizing customer portfolios and adopting a price structure that makes cash flows more resilient to demand risk.
SUNKOFA’S UNIQUE POSITIONING IN THE MARKET AND STRATEGY

Deployment in West Africa (specially French speaking countries) and high market potential countries with low competition

Focus on in house operations, customer management and demand stimulation

Tailored commercial offer for different type of clients integrating lessons learned from central grid and SHS

Proper training and staffing of local teams in each targeted country
FOCUS ON WEST AFRICA AND HIGH MARKET POTENTIAL COUNTRIES WITH LOW COMPETITION

Special focus on french speaking west african countries due to, the willingness to develop MGs, the appropriate specific existing regulation for MGs and the Sunkofa’s team french speaking competitive advantage

Legend

- Tier 1 countries
- Tier 2 countries

High market potential
Low competition
Competitive advantage
Regulatory framework allowing operations of mini-grids
Support from local authorities
SUNKOFA’S POSITIONING: IN HOUSE OPERATIONS, CUSTOMER MANAGEMENT AND DEMAND STIMULATION

**FOCUS**

- Village selection
- Technical design
- EPC
- Operations

A mini-grid is a long term investment
Value creation is driven by increase of ARPU* during the lifetime of the project

Budget dedicated to energy expenses is limited and an increase of electricity services usage will only be possible if the ability to pay of the clients increase.

Productive usages and trading bring new revenue streams in the village

New productive services
Ability to pay for electricity increased
The village becomes a development pole

*ARPU: Average revenue per user
TAILORED COMMERCIAL OFFER FOR DIFFERENT TYPE OF CLIENTS INTEGRATING LESSONS LEARNED FROM CENTRAL GRID AND SHS

Residential clients, communities & small businesses

**Daily allowance**
3 levels adapted to BoP clients, medium household and small business

**Appliances on DC**
On a lease to own basis and possibility of connecting AC appliances

**Energy service offer**
Including appliances and electricity

Industrial clients

**Capacity pricing**
Monthly fee based on contracted power

**Energy pricing**
Based on consumption

**Productive appliances**
On lease to own or lease basis via Sunkofa or partners

Using Mobile money and PAYGO technology
STAFFING & TRAINING OF LOCAL TEAMS IN EACH TARGETED COUNTRY TO REACH OPTIMAL DECENTRALIZED ORGANIZATION

Training empowers a decentralized organization

Cluster office
- Training and support to local operators
- Commercial strategy / O&M
- Cluster P&L owner

Local Operator
- Customer capacity
- Building and aftersales
- Basic maintenance and commercial activities

Head quarters
- Training and support
- BD & fund raising

Client needs define business & processes
OUR AMBITION FOR NEXT 5 YEARS

1. Being active in at least 4 countries
2. Reach more than 150,000 clients
3. > 30% country market share for MGs
4. Avoid 45,000 tons of CO₂ emissions
5. Reach 20% of customers using productive machines