



SUNKOFA
ENERGY

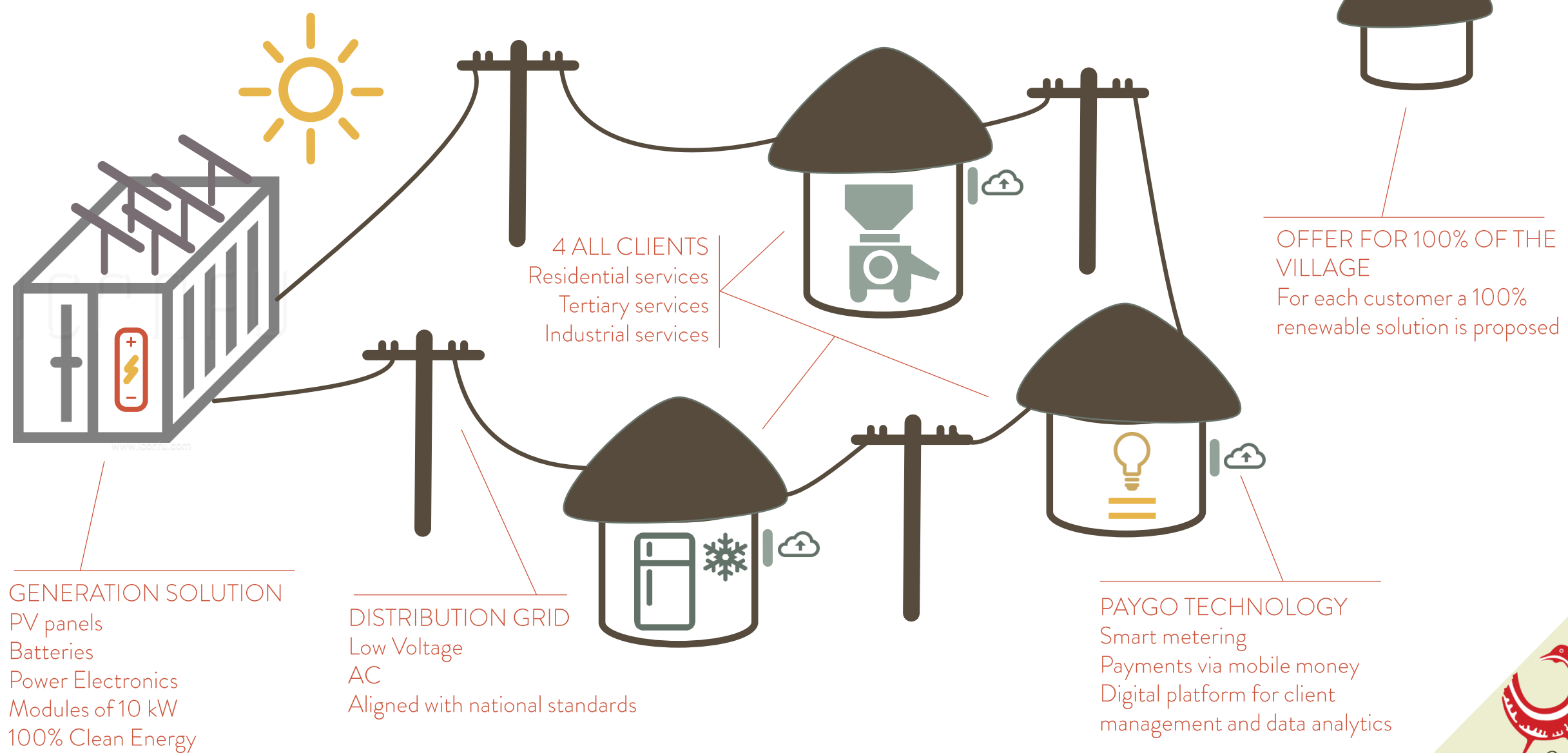
Club ER - Cotonou

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.



PROVIDING ENERGY SERVICES THANKS TO MINI-GRIDS



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.

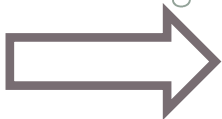


Adinkra symbol Owia Kokroko:
Greatness of the sun



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**



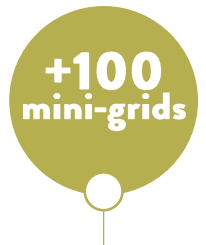
Total cumulated expertise in energy access



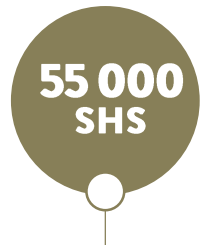
Covered in the African continent



Working together as a team



Installed/ deployed/ operated for the past 15 years in Africa



Deployed for the past 15 years in Africa



Developed for off-grid PAYGO client management



Raised in grants and 8 MUSD in equity

*Joining as from 2019



LESSONS LEARNT FROM OUR EXPERIENCE

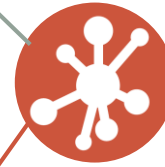
Regulatory frameworks are key, but **authorities' engagement** and willingness to develop mini-grids operated by private players is as important.



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



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



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



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

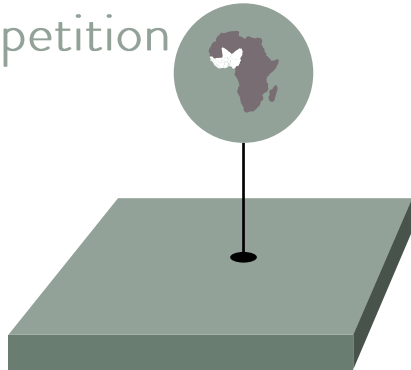


Mastering operational management, **optimizing customer portfolios** and adopting a price structure that makes **cash flows more resilient to demand risk.**

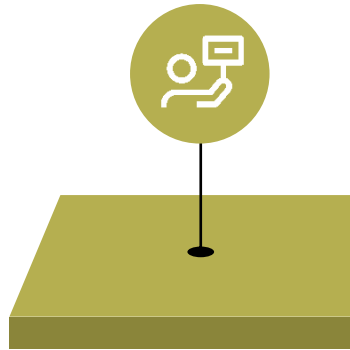


SUNKOFA'S UNIQUE POSITIONING IN THE MARKET AND STRATEGY

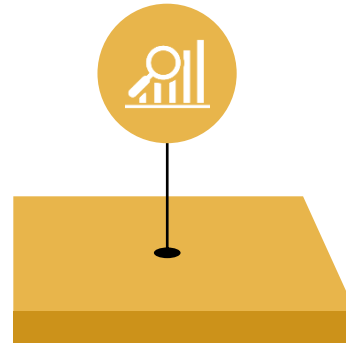
Deployment in West Africa (specially French speaking countries) and high market potential countries with low competition



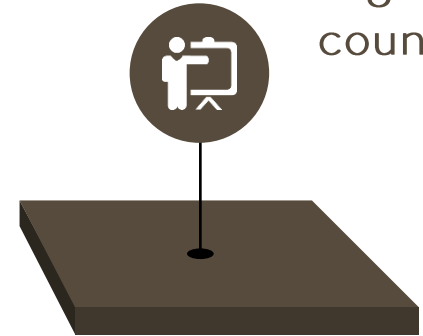
Focus on in house operations, customer management and demand stimulation



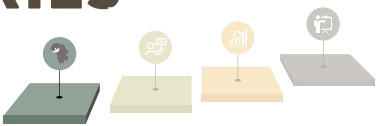
Tailored commercial offer for different type of clients integrating lessons learned from central grid and SHS



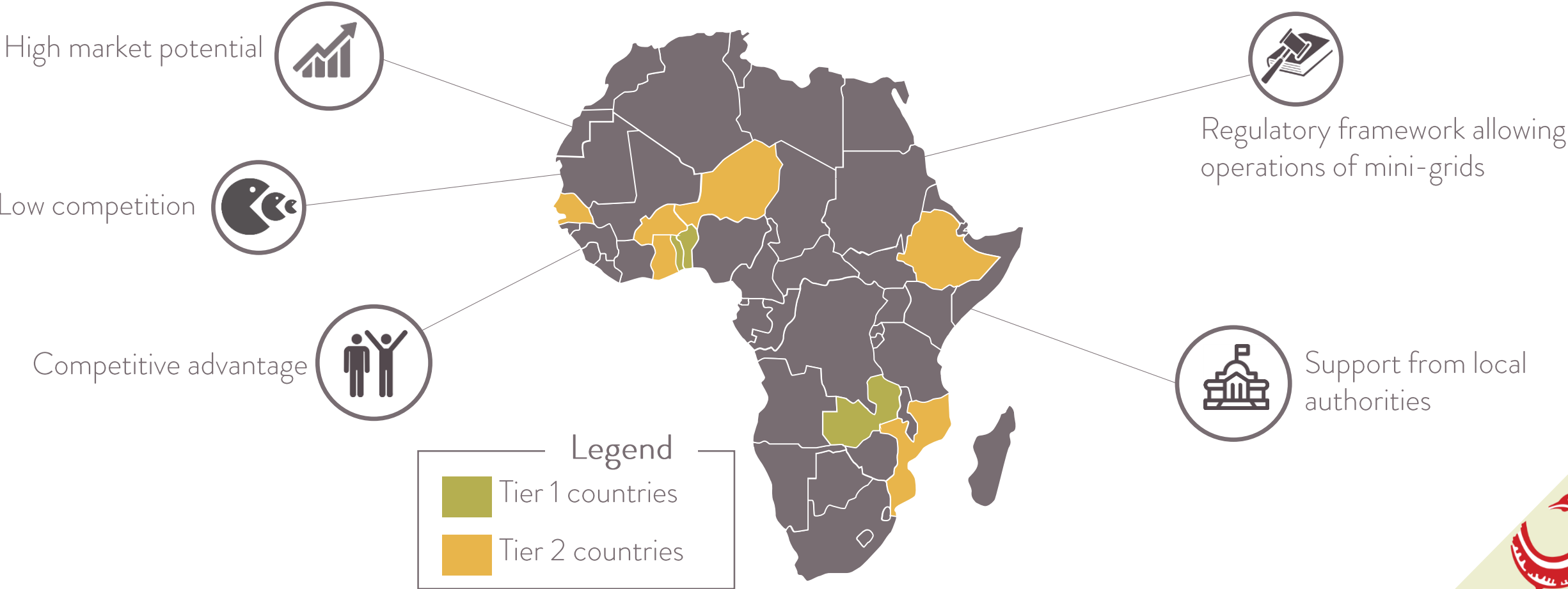
Proper training and staffing of local teams in each targeted country



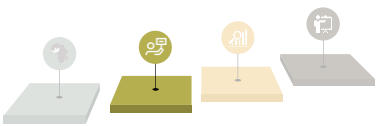
FOCUS ON WEST AFRICA AND HIGH MARKET POTENTIAL COUNTRIES WITH LOW COMPETITION



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



SUNKOFA'S POSITIONING: IN HOUSE OPERATIONS, CUSTOMER MANAGEMENT AND DEMAND STIMULATION



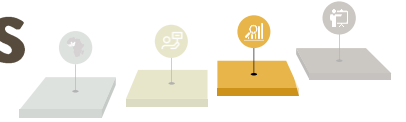
Budget dedicated to energy expenses is limited and an increase of electricity services usage will only be possible if the ability to pay of the clients increase.



*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

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

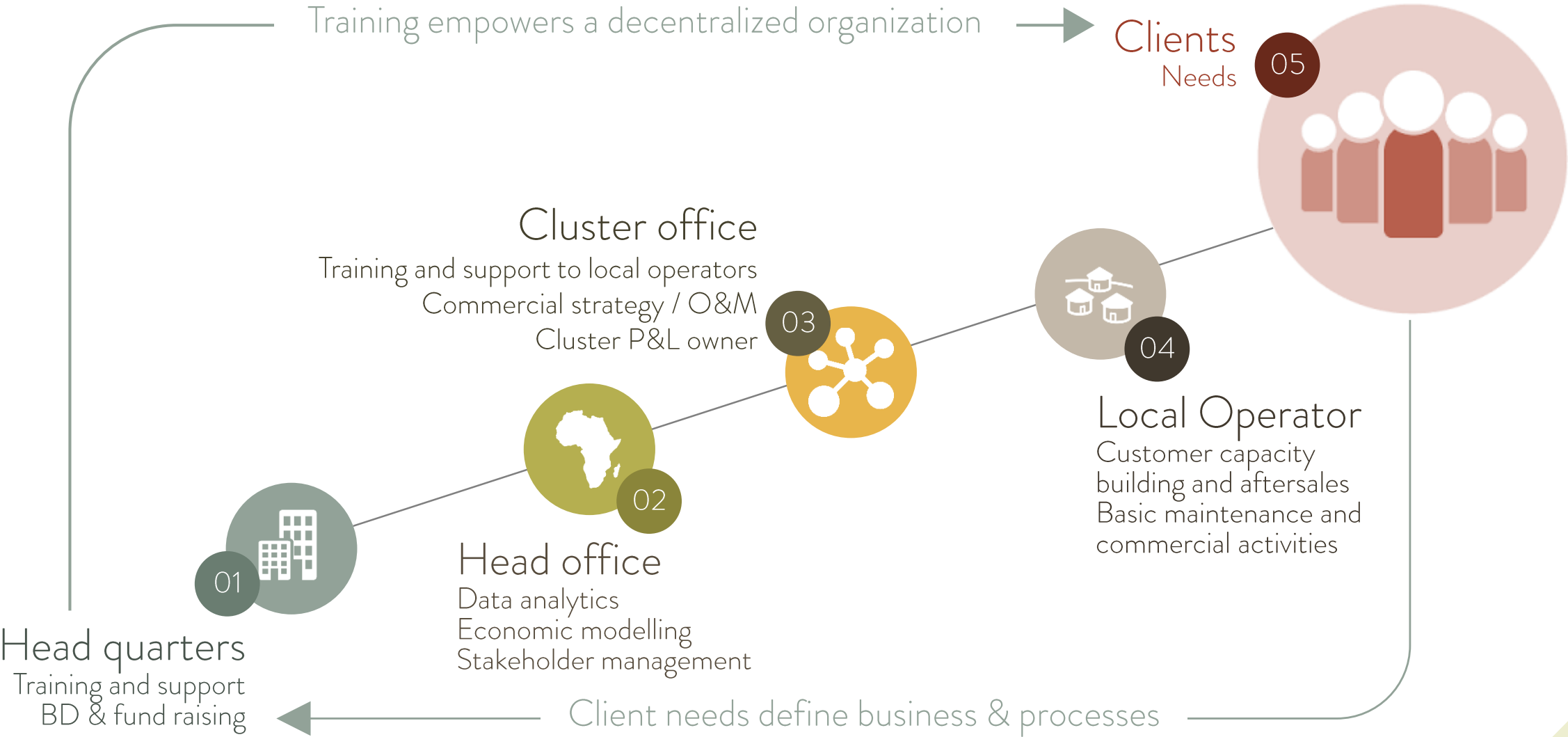
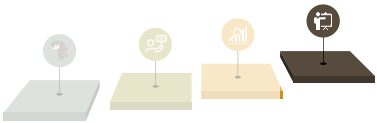
Industrial clients



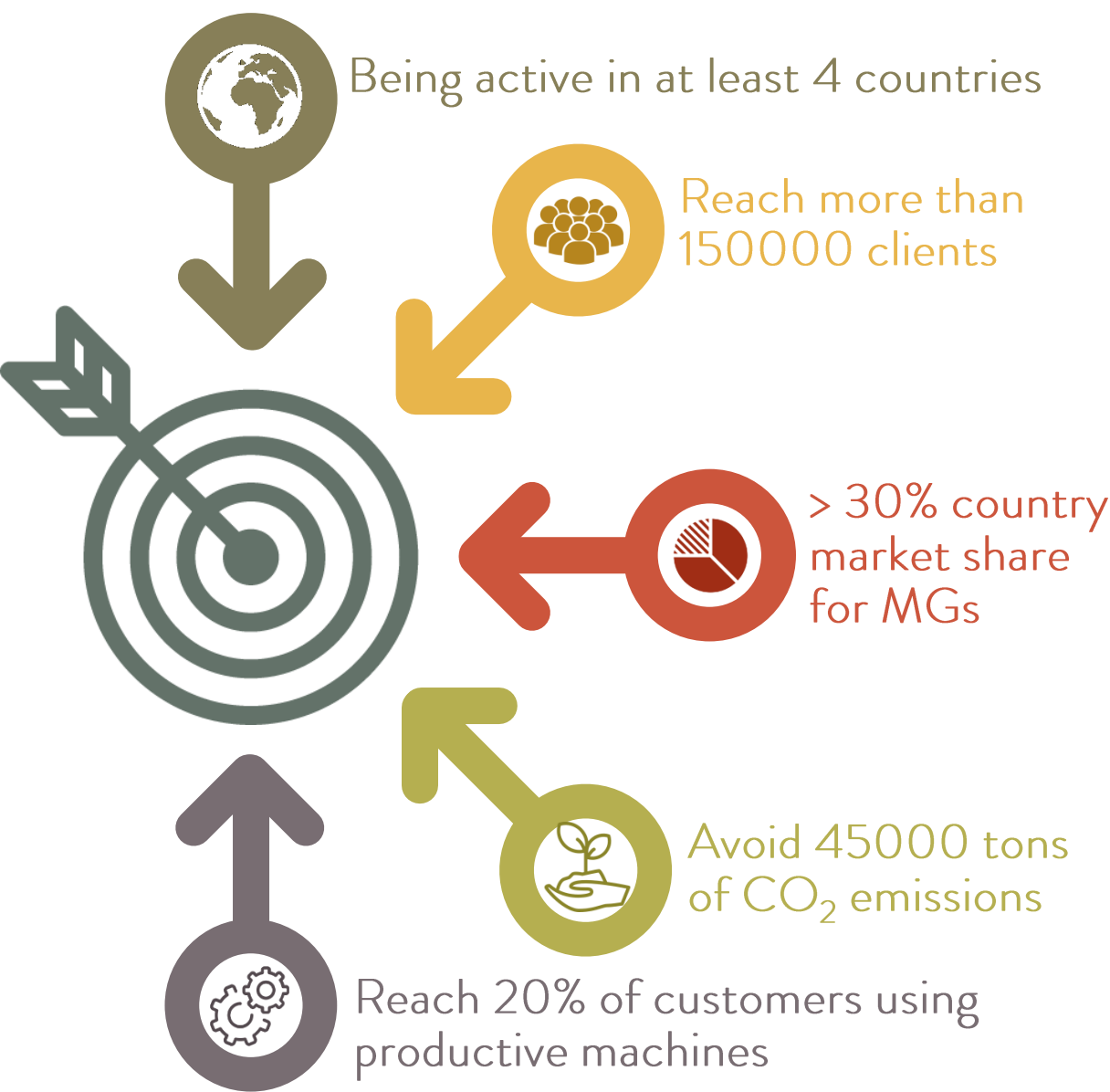
Using Mobile money and PAYGO technology



STAFFING & TRAINING OF LOCAL TEAMS IN EACH TARGETED COUNTRY TO REACH OPTIMAL DECENTRALIZED ORGANIZATION



OUR AMBITION FOR NEXT 5 YEARS



THANK YOU



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