

ENGIE Energy Access

An inclusive and sustainable business
to close the energy gap in Africa

www.engie-energyaccess.com


ENGIE



“With our business, we deliver an optimized design for the electrification of rural areas in Africa, using the massive potential of the solar off-grid electrification sector as a way to bridge the energy and affordability gaps across Africa.

As one of the first large private companies we are integrating modular SHS with mini-grids within a sustainable business model, breaking the cycle of energy poverty while boosting economic activity in rural communities”.

Gillian-Alexandre Huart,
CEO ENGIE Energy Access

Our guiding principles

Our Mission:

Deliver life-changing, affordable, reliable, and sustainable energy solutions with exceptional customer experience.

Our Purpose:

Improve quality of life and economic potential of grid-deficient communities.

Our Ambition:

Be a leading decentralized energy company that impacts 20 million lives by 2025.

Meeting Africa's Challenge

We set the benchmark for off-grid solar in Africa. With the broadest range of clean energy products and services available on the continent, we cover every customer need, while protecting the environment and accelerating the green energy transition. We are passionately inclusive so that our innovative solutions remain affordable - while performing to the highest level.

Our impact



Our Solutions

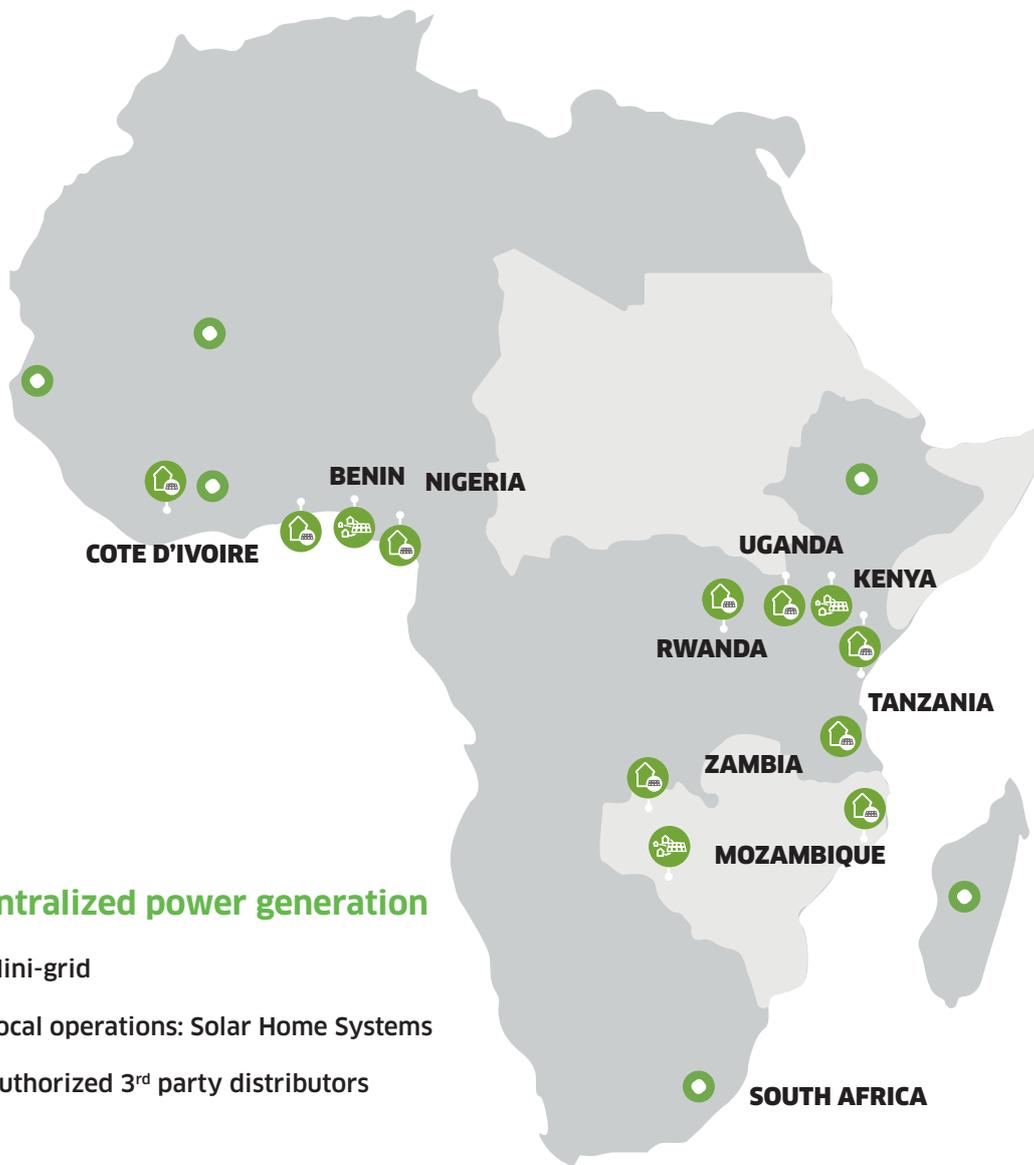
Creating long-lasting change for off-grid communities requires long-term investment. From basic solar lighting kits to mini-grids powering whole communities, we meet customers where they are and help them to climb the energy ladder through fair pricing plans paid in instalments via mobile money.

Solar Home Systems: our Paygo Solar Home System range - MySol - is built on customer-centric design and innovation, providing last-mile services for all of its products.

Mini-grids: our mini-grid solution PowerCorner is perfect for connecting thousands of customers in remote communities, fosters economic development by enabling electrical productive use and triggering business opportunities for entrepreneurs in rural areas.

Software: our innovative, inhouse-developed software suite Paygee, allows entrepreneurs to kickstart a Pay-As-You-Go (PAYGo) business and run last-mile distribution for any product worldwide, while giving true visibility on customer behavior.

Our off-grid presence



Decentralized power generation

-  Mini-grid
-  Local operations: Solar Home Systems
-  Authorized 3rd party distributors

We exist to change lives

We are a leading off-grid, Pay-As-You-Go (PAYGo) and mini-grid solutions provider in Africa. We strive towards meeting the UN's SDG7 goal of universal energy access by serving the remotest households on the world's fastest growing continent. We have already transformed 6.5 million lives in 9 countries, and we aim to impact 20 million by 2025

Our Solar Home Systems – MySol

ENGIE Energy Access offers the widest range of PAYGo solar home systems throughout Africa. Our high-quality energy solutions cover home and business needs from 10W to 200W. Our certified and quality assured kits have been proven in the field since 2011 and our warranties ensure long-term satisfaction.

Under the customer brand **MySol**, we distribute, finance and provide last-mile service for all of our products, across 9 countries.

Our product range & key benefits



Affordable and built to last

Long-term investment: our solar home systems are paid off in affordable instalments. At the end of the payment period, the customer owns the system. This is far more environmentally sustainable and cost-effective than the unlimited costs of carbon-based energy.

Premium quality: our innovative designs have been tried and tested in the field for homes and businesses.

Customer centric care

24/7 energy: our reliable systems come with free of charge and exceptional after-sales service as standard so that customers stay connected. The local touch: our call centers are located in customer regions and offer support in local languages.

Long-term guarantee: our warranty ensures peace of mind and customer satisfaction.

Increasing prosperity: our solar home systems offer clean energy for entrepreneurs on all levels to establish solar-powered business to boost their income.

Powering businesses

Increasing prosperity: our solar home systems offer clean energy for entrepreneurs on all levels to establish solar-powered business to boost their income.

Empowering communities: the system allows the business to run on clean energy, while our upgrades include hair clippers, fridges, stereos and TVs that can be used to offer more value.

Powering every off-grid energy need

From families lighting up for the first time with solar, to entrepreneurs running businesses of all sizes, and self-sufficient remote villages catering to every family and facility in their locality, we've got all ends of the off-grid spectrum covered.

I AT HOME

Families



Lighting

Our entry-level system meets basic lighting needs, while enabling customers to access useful upgrades. It is a clean, safe and economical alternative to kerosene and is the lowest cost possible without sacrificing on quality. It powers:

- Lights
- Phone charger
- Radio or Torch



Entertainment

For families ready to move up the energy ladder, our entry-level TV system covers basic lighting needs and introduces entertainment. It powers:

- Lights
- Phone charger
- MySol Pro with 24" TV



Ultimate experience

Enjoy a quality grid experience while off-grid. The biggest home system in our range offers enough power for a premium experience, covering lighting, fan and entertainment needs. It powers:

- 6 lights
- Stereo
- Fan
- 200 Watt System with 42" TV
- Radio or Torch

I AT WORK

Businesses & institutions



Basic business

Off-grid entrepreneurs use our appliances to improve their earning potential. Our most affordable PAYGo system for small businesses powers income-generating activities, including:

- 4 Lights
- 2 hair clippers
- Phone charging station
- 120W System with 24" TV



Advanced business

Our most powerful PAYGo system for small businesses is a productive investment as it has enough capacity to cool drinks, charge phones and provide TV entertainment. It includes:

- 6 lights
- 100 liter fridge
- 200W System with 42" TV



Custom offerings

Essential off-grid services require big capacity, high-quality systems with reliable after-sales service. Our custom offerings power large facilities and tools for productive use, such as:

- Schools
- Healthcare centers
- Offices
- Solar water pumps

Our mini-grid solution PowerCorner

Unlocking the economic potential of rural communities across Africa

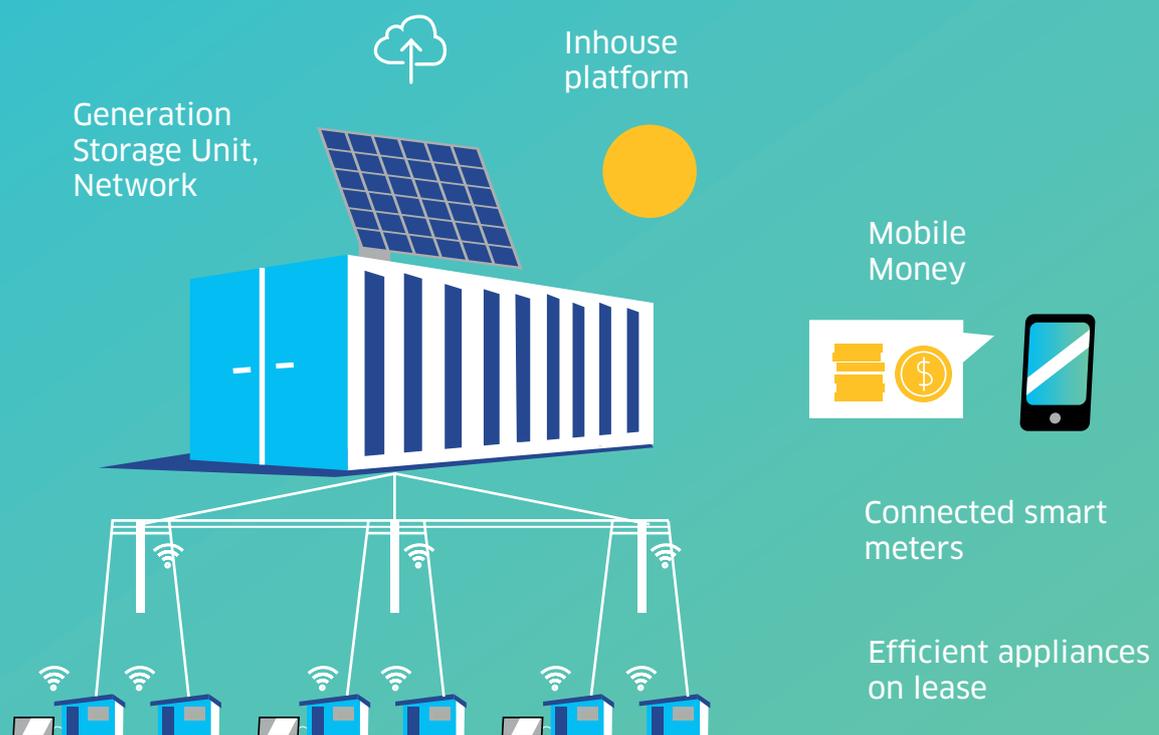
As one of the first large private companies we are integrating modular SHS with mini-grids within a sustainable business model reinforced by a powerful digital platform.

We are now at a stage that we provide a full range of complementary solutions: strong SHS offerings and a continuously expanding mini-grid business that is instrumental for reaching higher tier capacities and offer higher tier services.

With our PowerCorner solution, we provide electricity to off-grid rural businesses, public services and households and facilitate access to energy efficient appliances (mills, industrial tools, etc) via a lease-to-own model as well as offering energy services for electric mobility, clean cooking, water, digital connectivity, etc

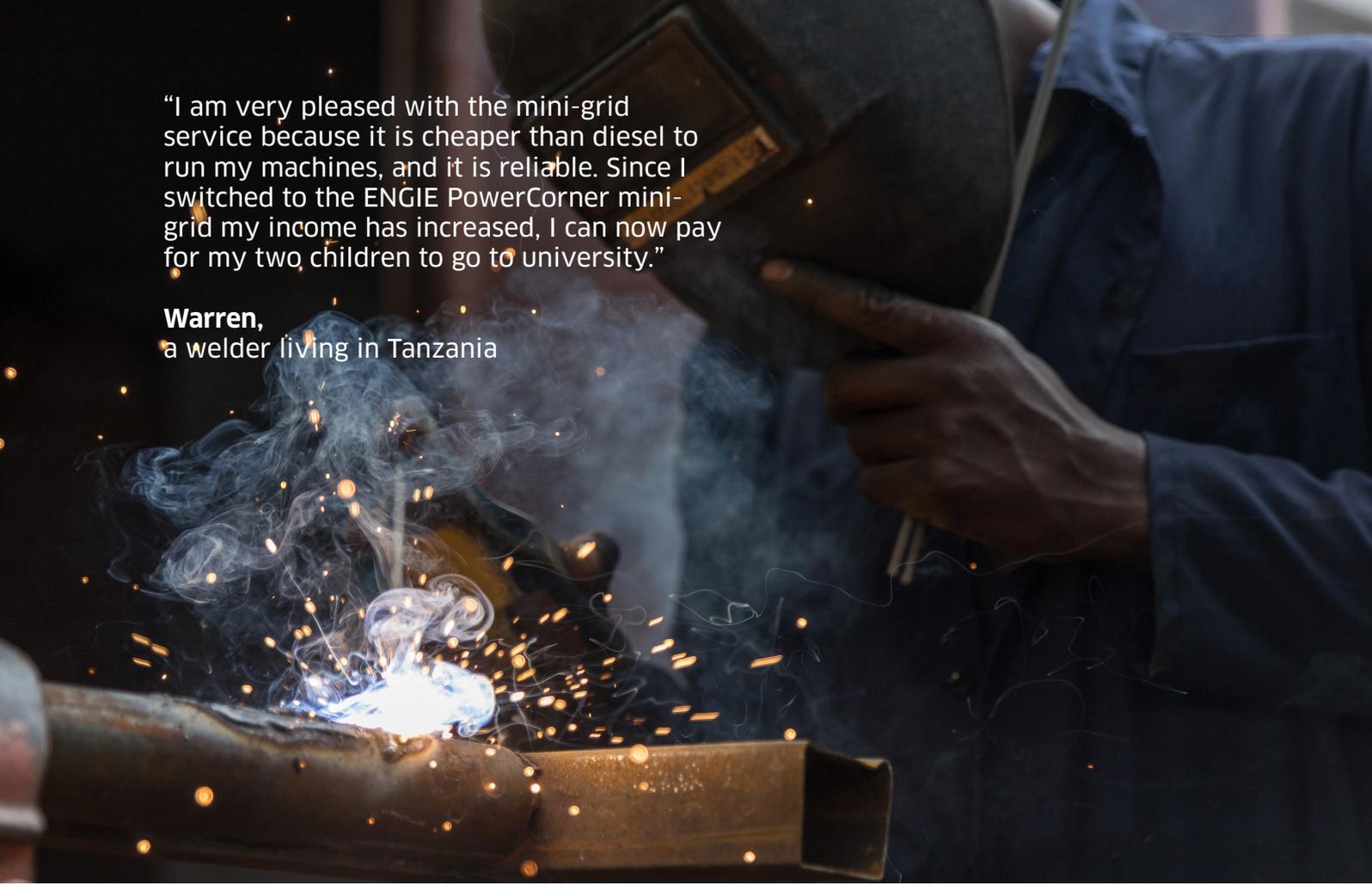
The primary focus of ENGIE PowerCorner is to support income generating activities, sustainably increasing economic welfare and improving the living conditions of its customers.

Technical set-up



“I am very pleased with the mini-grid service because it is cheaper than diesel to run my machines, and it is reliable. Since I switched to the ENGIE PowerCorner mini-grid my income has increased, I can now pay for my two children to go to university.”

Warren,
a welder living in Tanzania



Meeting community needs

From families lighting up for the first time with solar, to entrepreneurs running businesses of all sizes, and self-sufficient remote villages catering to every family and facility in their locality, we've got all ends of the off-grid spectrum covered. Check out some examples below of how our solutions support customers.

| COMMUNITY SOLUTIONS

Mini-grids



Clean energy for all

Our mini-grids serve all levels, from small homes to large organizations:

- Workshops and tradespeople
- Retail services (shops and restaurants)
- Public services (health centers and schools)
- Families and individuals



Access to appliances

We offer energy-efficient appliances for productive use that are available via cash purchase or lease-to-own loans.

- Fridges
- Welders
- Compressors
- Milling machine
- Water pumps & more



Premium support

Our after-sales service includes extensive support depending on the community's needs, such as:

- Trainings in safety and use of appliances
- Business incubation programs for entrepreneurs
- Dedicated support agent for each mini-grid
- Smooth aftercare thanks to our digital system



Get in Touch

ENGIE Energy Access

General enquiries: info.eea@engie.com

MySol

for country office locations and customer care lines of our SHS business, go to www.engie-energyaccess.com

PowerCorner

our mini-grid business can be reached via :
info@engiepowercorner.com
www.engie-powercorner.com

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