



EQUATOR
ENERGY

AFRICA'S LEADER IN
COMMERCIAL & INDUSTRIAL SOLAR



WHAT WE OFFER

Zero Investment & OPEX

We invest in the solar power plant and handle all ongoing operation and maintenance. You have no up-front cost and no ongoing operating expenses like insurance, cleaning and maintenance. That said, if you would prefer to purchase the solar power plant from us, you can do so at any time and at market leading prices.

As we invest in the solar power plant, you can be sure that we invest in the right quality of equipment and size of plant. It also means, that we always make sure the solar power plant is well maintained and performing optimally.

Risk Free

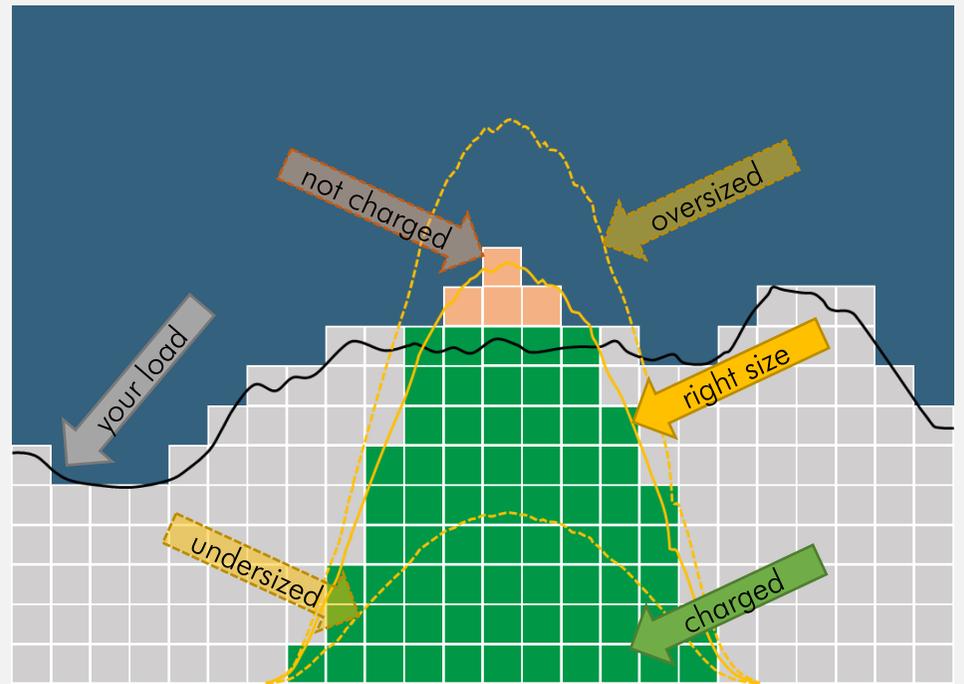
Our contracts have no fixed fees, no minimum charges and no take-or-pay, exchange rate or inflation clauses. This makes our solar solutions risk free for our customers.

Timeframes

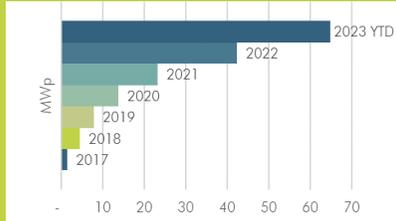
From contract signing to commissioning your solar power plant will take 3 to 4 months.

Guaranteed Savings

We offer simple, purely pay-per-use contracts at fixed discounts or fixed rates. This means that every kWh of solar energy generated by the solar power plant means direct, guaranteed savings for you.



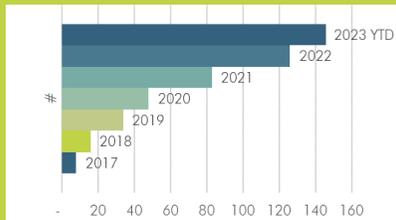
>66 MWp Capacity



Leading in Africa



>130 Projects



Market Leader

Equator Energy has installed, owns and operates more solar power plants and more solar capacity than any other commercial and industrial solar company in our home market of Kenya and in all of East Africa.

Risk Free

Our customers benefit from a simple, transparent, completely risk-free business model. You pay only based on actual usage, with no hidden fees, no floor prices, no fixed charges, no exchange rate clauses, no inflation indexing and no minimum off-take requirements.

Local

Our management and technical teams are headquartered in Nairobi. We have maintenance teams throughout Kenya and in all of our markets. We are on the ground where our projects are.

Fully Integrated

We are a turnkey solar company, not just a developer, installer (EPC) or financier. We finance, design, install, operate, monitor, and maintain our solar power plants in-house. We do not subcontract to third-party installers. Similarly, we do not crowdfund or put you in touch with a third-party bank. Instead, we self-fund each of our projects. This simplifies and streamlines the process for you as we are your single counterparty.

Aligned Interests

With our business model, we invest in the solar power plant ourselves, and therefore maintain ownership of the plant unless you decide to buy it from us. This ensures our interests are aligned with yours. You can trust that we will right-size the plant using the optimal equipment, and that we will operate and maintain the plant to ensure maximum productivity.

World Class Investors

Equator Energy is supported by a group of globally active, outstanding investors.

Our shareholders and lenders, with decades of experience in renewable energy and Africa, are leading in their field.

Our shareholders are invested in Equator Energy for the long term, just like we are in our projects. This allows us to deliver the best possible value to our customer and builds the foundation of our long-term business relationships.



IBL Energy is a subsidiary of IBL group, a 1 b\$ market cap public company. Over 150 years old, IBL is the largest Mauritian conglomerate with activities in 18 countries. www.iblgroup.com



STOA is a leading impact investor in energy and infrastructure. The 600 m€ fund was founded in 2017 by the French development agency and a state-owned bank. www.stoainfraenergy.com



Maris became Equator Energy's first investor in 2016. The 100 m\$ investment company is active in nine Sub-Saharan African countries in renewable energy, agriculture and other divisions. www.marisafrica.com



Nvision founded Equator Energy in 2015, when the European renewable energy company entered the Kenyan market. Nvision is managed by its founders Margita and Sebastian Noethlichs. www.nvisionenergy.com



Cygnum Capital manages the FEI Ongrid LP fund. The fund specialises in lending to the commercial and industrial renewable space in Africa. The fund's investors include AFDB, KfW, and the EU. www.feiafrica.com

TRACK RECORD

>66 MW

Tailored to customer needs, from 100 kW to 10 MW, on-grid, off-grid and hybrid

9 years

Founded in 2015, Kenya headquartered, industry leading experience

>130 installations

Designed, constructed, financed, operated, monitored and maintained by our team

9 countries

Kenya, Uganda, Somalia, South Sudan, Somaliland, Zimbabwe, Gambia, Ivory Coast, Senegal

>20 solar-diesel hybrid projects

300 kW – 4.4 MW automated solar-diesel integration in remote and frontier locations

104,400,000 kWh

Solar energy generated by our solar power plants every year

>90,000 t CO²

Reductions in greenhouse gas emissions realized by our solar power plants every year

>9.5 million USD

Savings generated for our customers every year with zero investment by them

25 flower farms

A world leading solar portfolio for flower farms with over 2.9 MW in operation

50 team members

Locally recruited, inhouse trained, market leading experience

2.4 billion litres

Less water used in power generation every year because of our solar power plants

5 offices

Offices where our projects and customers are ensured continuous support

TRACK RECORD

2017 | +1.5 MW



2019 | +3.5 MW



2020 | +6 MW



2018 | +3 MW



TRACK RECORD

2021 | +9.5 MW

2022 | +19 MW



TRACK RECORD

2022 | +19 MW



2023 | +20 MW



HISTORY

- East Africa's oldest C&I solar company
- Founded by industry leaders
- Backed by large, professional investors

2015 founded in Kenya by Margita & Sebastian Noethlichs

2016 Maris Africa, a 100m \$ fund invests in Equator Energy

Maris

2016 – 2018
1st solar power plants in Kenya, South Sudan and Zimbabwe

2019 1st projects in Somalia

2020 > 10 MWp
1st project in Somaliland

2021 Kampala office opened + first projects in Uganda

2021 > 20 MWp

2022 > 40 MWp

2023 IBL Group, a 1b \$ Mauritian conglomerate and STOA, a 600m € French DFI, invest in a majority shareholding

2023 Cygnum Capital provides 30m \$ in one of the largest C&I solar funding rounds to date

Cygnum Capital

IBL STOA ENERGY INFRA & ENERGY

70 MWp
60 MWp
50 MWp
40 MWp
30 MWp
20 MWp
10 MWp
0 MWp

2017

2018

2019

2020

2021

2022



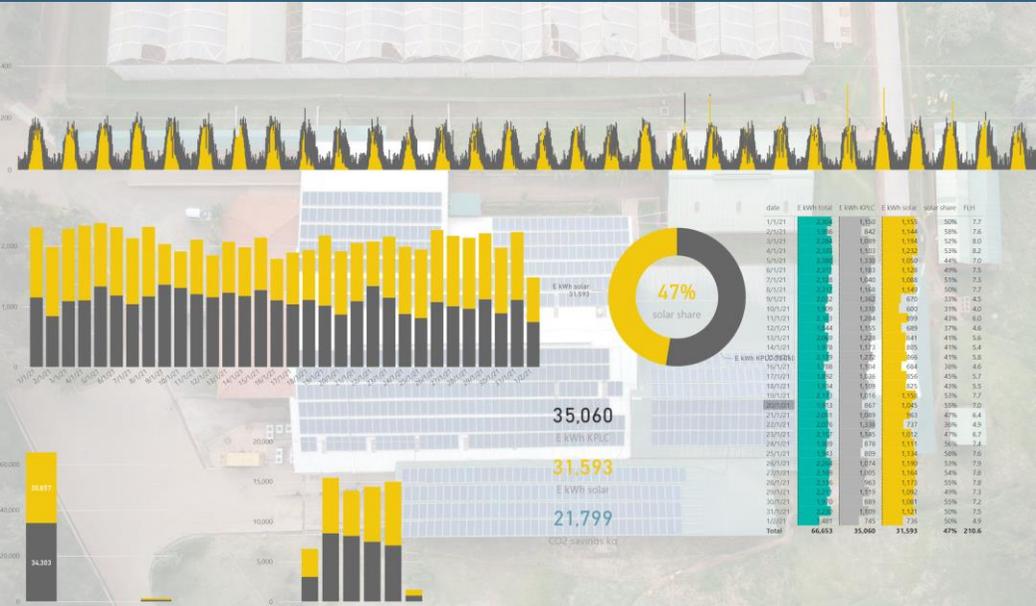
OUR CUSTOMERS

Kenya (104)	38,830 kWp	Halar Industries - Sagana	440 kWp	Sirikwa Quarry	259 kWp	Solai Nakuru	88 kWp	Muzizi Tea (McLeod Russel)	246 kWp
Burn Manufacturing	117 kWp	Halar Industries - Lunga L	616 kWp	Shalem Investments	176 kWp	Ecoline Energy 1	88 kWp	Oxygas	346 kWp
Spinners & Spinners 1 TX	211 kWp	Enkasiti	530 kWp	Kikwetu Flowers	65 kWp	Ecoline Energy 2	88 kWp	Blowplast	528 kWp
Spinners & Spinners 2	468 kWp	Sotik Arroket west	597 kWp	Shade Net	432 kWp	Vipingo Ridge	440 kWp	Cosmo Industries	86 kWp
Spinners & Spinners 3 TX	585 kWp	Sotik Arroket east	530 kWp	Addison Industries (Nairo)	264 kWp	Eldoret Hospital	88 kWp	Fabrication Systems	86 kWp
Spinners & Spinners 4	65 kWp	Sotik Mettarora	530 kWp	Addison Industries (Nairo)	264 kWp	RH Devani DMC	86 kWp	General Mouldings	616 kWp
Spinners & Spinners 5	130 kWp	Kapi Limited	86 kWp	Addison Industries (Juja)	352 kWp	NKG Coffee Mills	123 kWp	Makap	259 kWp
Groove Flowers	72 kWp	Sintel	176 kWp	Milly Glass Works Phase	968 kWp	SAJ Ceramics	704 kWp	Biyinzika Poultry	173 kWp
Tatu City	936 kWp	Pyramid Packaging	597 kWp	Milly Glass Works Phase 1	1,056 kWp	Diani Reef Hotel	440 kWp	Best Ever Paper Industries	704 kWp
Danco Plastics	491 kWp	Maua Agritech	199 kWp	Metro Poly	65 kWp	Lemotit Flower Farm	352 kWp	Dembe Enterprises - Muk	176 kWp
Danco Plastics	351 kWp	KIP Brands	66 kWp	Greenfield Tea 1	346 kWp	Mombasa Cement - Vipin	9,856 kWp	Dembe Enterprises - HQ	88 kWp
UEA Baraton	178 kWp	Heritage	66 kWp	Greenfield Tea 2	141 kWp	A Plus PVC Technology	246 kWp	Ankole Tea (McLeod Russel)	493 kWp
Eco Roses 1	176 kWp	Kenknit	403 kWp	Elgon Tea	259 kWp	General Printers	370 kWp	Zimbabwe (5)	6,647 kWp
Eco Roses 2	59 kWp	Rupa Mills 1	598 kWp	Shalimar Flowers	141 kWp	Simba Apparels Unit 1	370 kWp	Venice Mine 1	434 kWp
Eco Roses 3	119 kWp	Rupa Mills 2	123 kWp	Mau Tea	440 kWp	Simba Apparels Unit 2	123 kWp	Venice Mine 2	62 kWp
Sunfloritech	117 kWp	Brava Foods	691 kWp	Maisha Flour Mills	259 kWp	Somalia (5)	3,039 kWp	Venice Mine 3	238 kWp
Black Petals	176 kWp	Ndarawetta Tea Factory	528 kWp	KenSalt - Malindi refinery	778 kWp	Thorntree Lodge 1	178 kWp	New Dawn - Turk Mine	4,435 kWp
Golden Tulip 1	59 kWp	R&R Plastics	79 kWp	KenSalt - Malindi pumps	583 kWp	Thorntree Lodge 2	119 kWp	New Dawn - Golden Quc	1,478 kWp
Golden Tulip 2	88 kWp	Doshi Water	616 kWp	Advance Plastics	259 kWp	ENEE Bosaso	1,188 kWp	Gambia (1)	238 kWp
Laurel Flowers 1	117 kWp	Sagana Tanneries	53 kWp	Advance Plastics (Lunga L	172 kWp	ENEE Qardoh	356 kWp	Tropic Center	238 kWp
Laurel Flowers 2	59 kWp	Nyati Feeds	130 kWp	Eslon Plastics 1	264 kWp	NEC Hargeisa	1,198 kWp	Ivory Coast (1)	264 kWp
Utee Estate 1	59 kWp	Lakhir Plastics	86 kWp	Eslon Plastics 2	176 kWp	South Sudan (5)	1,236 kWp	Food's Co	264 kWp
Utee Estate 2	65 kWp	Buffalo Millers 1	86 kWp	Khetias New Kabernet	346 kWp	Acacia Village	144 kWp	Senegal (1)	123 kWp
Waridi Flowers	176 kWp	Buffalo Millers 2	86 kWp	Khetias supermarket Kital	123 kWp	WLC warehouse	287 kWp	EBI Senegal	123 kWp
Batian Flowers	234 kWp	Maisha Beverages	173 kWp	Khetias HQ Kitale	259 kWp	VSS Security	412 kWp	Mali (1)	8,008 kWp
Nellion Flowers	59 kWp	Kabianga Tea	432 kWp	RH Devani	86 kWp	ETC Teak Plantation	306 kWp	Segala Gold Mine	8,008 kWp
Tulaga Flowers	59 kWp	KenSalt - salt refinery	691 kWp	Interconsumer Products	352 kWp	Fire Tree Camp	86 kWp	Niger (1)	2,464 kWp
Kubali Herbs	59 kWp	KenSalt - film plant	115 kWp	Nandi Tea Estates	739 kWp	Uganda (14)	5,702 kWp	Liptako Mine SML	2,464 kWp
Evergreen Athi River	259 kWp	Panocal International Lim	238 kWp	Fortuna Industries	352 kWp	Afropplast	1,469 kWp	Total (138)	66,552 kWp
Evergreen Athi River	123 kWp	TAI Enterprises	86 kWp	Fortuna Industries	79 kWp	Kiko Tea (MR)	432 kWp		

O&M | ENERGY INTELLIGENCE



One of our installation and O&M teams customer main dashboard page



Dashboards

For each solar power plant, we provide our customers with a bespoke data portal, which is developed in-house and provides full visibility on solar-, grid-, and generator-electricity consumption.

Monitoring

Our team monitors the performance of all our projects 7 days a week, 365 days a year to ensure maximum uptime and performance.

Local teams

Our main O&M teams are based in Nairobi and throughout the region. The teams are managed by our monitoring team.

Business Tool

Our Energy Dashboards are a powerful business intelligence tool. They put our customers in control of their power usage and management.

Our monitoring team uses the same data to spot opportunities for project expansions.

Inventory

Our projects are standardized and we keep a matching inventory of spares in Nairobi.



Danco 1	+257 kWp	2018
Danco 2	+234 kWp	2019
Danco 3	+351 kWp	2020
Eco Roses 1	+176 kWp	2019
Eco Roses 2	+119 kWp	2020
Spinners & Spinners	+1,053 kWp	2021
Spinners & Spinners	+194 kWp	2021
Utee	+65 kWp	2021
Laurel	+59 kWp	2021
Buffalo Millers	+86 kWp	2022
KenSalt	+1,361 kWp	2022
Venice Mine	+238 kWp	2022



EXPANSIONS

Expandability

All of our solar power plants are designed with possible future expansions in mind.

Pro-Active

Our team pro-actively looks for opportunities to expand our existing solar power plants. This is good business for us and our customers.

Track Record

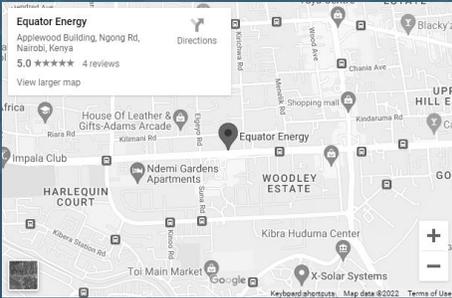
We have carried out over a dozen successful expansions across our portfolio.

Growing With You

With a lead time of as little as 3 months, we can expand our solar power plants to match increases in our customers' electricity consumption levels.

Modularity

We use a modular design approach in all of our solar power plants. This allows us to tailor future expansions precisely to our customers' increasing power demand.



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