



## NEWS RELEASE

### M-KOPA Solar Powers Up 100,000th Home in East Africa

19 September 2014 – M-KOPA Solar is today announcing that it has powered up 100,000 homes in Kenya and Uganda within two years of its commercial launch. The 100,000th system has today been installed by Charles Lwanga, in his home in Masuliita, Uganda.

Charles says, “There is no power in my village, I have four children and my family spends so much money on kerosene lighting, charging phones and radio batteries. I heard about M-KOPA Solar yesterday and decided to buy it today because it's going to save me a lot of money, and because it's affordable paying daily by mobile money.”

M-KOPA Solar makes high quality solar systems available to low-income customers on a risk-free basis. Customers can take home a system for a deposit of just US \$35 and then continue to make 365 daily payments of 45 cents - less than the average daily spend on kerosene. All payments are made conveniently via mobile money. The US\$35 deposit is fully refundable at any time during the payment period, and products come standard with a 2-year warranty. After 365 daily payments are made, the device is unlocked with no further payments required.

Jesse Moore, Managing Director and Co-Founder, M-KOPA Solar, says, “I am delighted that Charles Lwanga has made the transition to solar. We estimate that customers like Charles will save \$750 over four years using an M-KOPA solar system. This means that our 100,000 customers will make combined savings of \$75 million, which they can invest in children's education, improving their farms, growing their businesses, and bettering their lives.”

M-KOPA is now selling 2,500 new systems each week across Kenya and Uganda. The 100,000th system was sold in Entebbe, Uganda by M-KOPA Solar agent Edward Mutebi, who says, “I am proud to have sold the 100,000th M-KOPA Solar system. This is my first week as an agent and I have already sold 8 systems. For me this is a good job opportunity, I am making money while helping customers save on kerosene.”

M-KOPA Solar sells products in both Kenya and Uganda via a local network of sales agents. There are nearly 1000 agents today and M-KOPA plans to add another 1000 agents within the next year.

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Notes to Editors:

About M-KOPA Solar

M-KOPA makes high quality solar affordable for everyone. By offering the mobile installment method of paying for solar energy, the company has pioneered a better way to supply safe power to millions of off-grid homes.

M-KOPA Solar sells solar home systems on an affordable mobile money payment plan, with an initial \$35 deposit, followed by 365 payments of 45 cents. After completing the payment package, customers own a world-class solar home system, with multiple lights, phone charging and a radio.

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