

NAMENE
SOLAR

POWER

namenesar.com

**COMMERCIAL
SOLAR PV**

Sub-Saharan Africa

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Namene Solar believes in solar power without limit.

“ Our mission is to enable access to affordable, clean, modern energy.

We connect people to the sun to power their lives and businesses!

#LightsPowerAction

Our story so far...

Namene Solar, previously known as Yingli Namene Solar, has operated in Ghana and Kenya since 2015 and was incorporated in October 2017.

Our experienced team brings years of expertise to **commercial and industrial operations of any scale** across Africa, wherever power is needed.

As full-service solar specialists, we deliver scalable solar installations by developing and financing systems that **combat climate change and make financial sense**. For the growing number of people choosing to power their lives and ventures with solar energy, NameneSolar enables their transition.



Namene Solar, Ghana

Solar-powered commercial business in Africa

Your business needs reliable, affordable power. Energy from the grid can be weak and often unreliable.

In many cases grid-supplied energy requires backup from expensive and polluting diesel generators.

Solar PV generates **cost-competitive, reliable energy** for commercial businesses. In the last decade, costs have fallen significantly, making solar **cheaper than grid energy** and fossil fuel alternatives.

Solar is not only cost-effective, it directly contributes to the United Nations Sustainable Development Goal 7, delivering clean, modern energy for all.



Did you know?

Sub-Saharan Africa has less solar PV infrastructure than the UK, despite having 88x the landmass and 1.5x average yield!

Why go solar?

1. Solar energy makes **financial sense** for businesses and commercial operations. The cost of solar power has fallen dramatically. Solar energy can now compete globally with fossil fuel generation without subsidy. Solar power is now the least expensive form of electricity generation per Watt.

2. Solar energy is **complementary** to the electrical load patterns of businesses. The profile of energy generation matches the operations of a businesses' typical daytime activities and the energy required.

3. You **only need sunlight** to make solar power! Unlike fossil fuels, no feedstock is required. A well-maintained solar system will generate consistent, reliable power for decades.

4. Solar energy **works in harmony** with grid supplied energy, other forms of generations and with batteries, to provide a reliable, uninterrupted energy service.

5. Africa has almost **endless potential** for solar energy. It benefits from significant sunlight hours and irradiation. In regions where the grid infrastructure is immature, intermittent and unreliable, the adoption of off-grid energy is the ideal solution.

6. The installation of solar systems allow businesses to reliably forecast their energy costs for a period of 20 years or more.

This **cuts out risk** of fluctuating energy prices within investment decisions. It's a hedge against energy prices, which can spike or dip with the impact of short term political decisions, whilst trends show average energy price increases in the long term.



AFFORDABLE **+ ACCESSIBLE**



We know there's no dependable one-size-fits-all solar arrangement.

We provide flexible financing to allow for circumstantial changes during the financing period.

With everything in one place, we uniquely offer a one-stop shop for your solar asset.



Namene Solar makes sense for **your** business

Namene Solar is a complete solar services provider. We **develop, finance, install** and operate commercial and industrial Solar PV projects in emerging solar markets around the world.

Namene Solar is committed to enabling quality, affordable solar energy. That's why we provide case-by-case financial structuring and funding for our systems.

Our team provides local market expertise to deliver the best energy service to our customers.

We have offices in **Accra** and **Nairobi**, with a team of solar and financing professionals based in Europe.

Financing solar solutions

The cost of energy from solar can be reliably forecast from the date of the investment decision, which can save money long-term as it is not affected by fluctuating fuel prices. Yet solar still requires an initial, upfront one-time investment which can be a cost barrier for customers.

Namene Solar provides financing solutions for customers that cover the capital and operating costs of the system over an agreed period.

Customers agree to a payment plan under a long term contract, either for the energy consumed or under a fixed price arrangement.



Flexible, personalised finance plans keep your business running smoothly.

Our customers want flexible, personalised finance plans to keep their businesses running smoothly and profitably.

With our financing solutions, customers can focus capital expenditure on core business costs and benefit from consistent energy bills and a solar system that is installed, operated and maintained by leading solar industry experts.

End-to-end solar solutions

1. Project Development

We provide bespoke solar solutions.

Through individual consultations, we can determine a unique model for your energy needs, from which we design and develop an optimal solar system to suit the scale of your demand.

2. Project Financing

Solar projects require significant up-front investment.

This investment funds an asset that delivers long-term, reliable energy supply. We provide financial structuring and funding to cover the cost of the entire system to overcome the financial barrier to installation.

3. Project Installation

We combine experienced solar PV professionals with local employees and sub-contractors to ensure construction meets international investment standards.

Our solar projects are installed using tier one, high-spec components and designs.

4. Project Operation

We use remote monitoring and regular site visits to operate and maintain solar PV assets. This ensures your system always performs at its optimal output.



DELIVERY FOCUSED



Unlike other companies that require huge upfront payments before they can install solar energy for clients, Namene Solar has put in place a seamless financial arrangement that makes it possible for companies to add solar to their energy mix without down payments.

RICHARD ADJEI,
MD Kasapreko Company

Kasapreko Bottling Facility, Accra

Kasapreko bottling facility's **rooftop installation** off Spintex Road was the first solar plant in Ghana financed with a power purchase agreement for a commercial customer.

Kasapreko only pays for solar power produced by the system. Under the agreement it receives a **single monthly bill** for its power, encompassing all installation, maintenance, monitoring, insurance and financing costs.

The 400 kWp Phase One of the solar plant, commissioned in October 2018, supplies **570,500 kWh annually** to support the needs of the bottling facility during the day.



Accra, Ghana
1.3 MWp Rooftop

15,000 tonnes CO₂
avoided over install
lifetime

Following Phase One's technical and financial successes, an additional 900 kWp will be installed, bringing a combined 1.3 MWp.

Solar will help to displace power from diesel generators and enables Kasapreko to **reduce its carbon emissions** by more than 15,000 tonnes over the lifetime of the plant!

United Selections, *Kenyan dual sites:* Nakuru & Eldoret

Namene Solar built a **dual-site, ground-mount** 230 kWp solar system for United Selections, a flower breeder and farmer, with sister ventures in Njoro, Nakuru County and Eldoret.

The system was built on marginal land and now provides United Selections about **390,000 kWh clean energy per year.**

Solar energy helps the company to maximise the potential of its land while helping it remain committed to its policies of innovation and environmental protection.

"Operating our farms with a solar system helps us to protect the business from future price uncertainties and protect the natural environment."

Dual-site, Kenya
230 kWp Ground

Repeat custom forged on shared results

We are proud to join a growing number of future-oriented Kenyan flower farms using solar energy. We hope to show others the way to change too!"

Phanuel Ochungu, Manager





Accra, Ghana
40 kWp Rooftop

One third of bank's
energy needs met by
our installation

Stanbic Bank, Accra

In 2018, three branches of Stanbic Bank in Ghana installed solar systems, reducing their carbon emissions and making the bank more **environmentally friendly**.

The three systems, which have a total capacity of 40 kWp, cover a third of the branches' power consumption and saves 27 tonnes of CO2 emissions per year.

The clean energy transition is in its infancy in Ghana, especially in the commercial and industrial sector.

By choosing solar electricity, Stanbic Bank is leading the way on the road to **sustainable, reliable and affordable energy** in the country.

Central University, Accra

Ghana's largest private university opted for a **401 kWp solar system** in 2019, marking an important milestone in Ghana's clean energy transition.

Namene Solar sourced, installed and continue to maintain the system. The project was enabled by a **fully financed** solar service agreement, which removes the financial and technical barriers for businesses to use solar energy.

Namene Solar takes great pride in **job creation** for the resident workforce, a key factor in the success of this installation.



Accra, Ghana
401 kWp Ground

Installation will also help support teaching of engineering

Managing Director Firmin Nkaleum Ngassam commented on the strong focus on employing and training local talent in Ghana:

"We train our engineers to work to the highest standards, ensuring effective and long-lasting solar systems; this paves the way for a stronger solar sector too."

Namene Solar and Braeburn International School inaugurated an **80 kWp solar PV** system for the renowned Braeburn School Group's Gitanga Road campus in January 2020.

Students will now experience, first-hand, the benefits of renewable energy, and the impact it has on their environment.

Braeburn School, Nairobi

Nairobi, Kenya

80 kWp Rooftop

25% of the campus' electricity supplied now from solar

The system is part-installed on the rooftops at their main reception, while another module is installed on their astro-turf roof. Together they seamlessly supply sustainable power throughout primary and secondary schools, providing Braeburn with a total **129,000 kWh solar energy**.



Pippa Fitness, Accra

Pippa Fitness Centre is one of the leading health and fitness clubs in Ghana.

The solar installation at their centre combines 66 kWp in photovoltaic panels with batteries and battery inverters for a fully functioning **off-grid system**.

After purchasing their system directly from Namene Solar under an EPC agreement, Pippa's health centre is **largely independent** from the electrical grid.

Accra, Ghana
66 kWp Rooftop

Max. independence,
minimum business
disruption

As a result, the centre benefits from **significant financial savings**.

With its move to solar energy, Pippa Fitness is bringing to life a green strategy that makes sound financial sense too!



Meet your team!



Ramin
Project Director

I have over 15 years' experience in the solar energy sector, and to date I've been involved in delivering over 350 MW of projects in the UK, ranging from schools and commercial businesses to utility scale developments.

My experience covers every aspect of projects, from developing financing to construction and operation. I also served for three years on the board of directors of the UK Solar Trade Association.



Njoroge
Head of Operations, Kenya

I have 8 years' experience developing and implementing solar energy solutions. I have worked with clients in both the commercial and industrial sector.

Before joining Namene Solar I was Operations Manager with Astonfield Ltd, a Solar EPC in Nairobi, and ran operations for Solimpexs Africa, a manufacturer of Solar Water heating systems based in Kenya. I hold a Bachelor of Engineering in Mechanical Engineering from Cardiff University.

Meet your team!



Monica Addo

Head of Project Sales

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Monica

Head of Project Sales, Ghana

I have 6 years' experience in sales in Ghana and great knowledge of the West African market.

I have sold over 5000 solar modules to customers from Togo, Liberia and here in Ghana, and look forward to further establishing the sector in West Africa.



Frank Atta-Poku

Head of Engineering

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Frank

Head of Engineering, Ghana

As one of Ghana's leading solar engineers, I have over a decade of experience in electrical engineering and installation of PV systems.

I have worked with Namene Solar in West Africa since 2017 and have the practical experience of installing PV systems and management experience to deliver solar projects.

Meet your team!



Leah

Operations and Supply Chain Manager, Kenya

I co-ordinate Namene Solar's supply operations, purchasing and logistics. I also oversee the distribution of Solar Lights in Africa.

I have 8 years' experience implementing sourcing plans and tactics which I apply to maximise our procurement performance and support our logistics activities.



Jason

Finance Director

I have worked with the Namene Solar team since 2016 and have 8 years' experience in the renewable energy sector.

I formerly worked at Deloitte before joining a UK solar developer as finance director, leading the business from entrepreneurial start-up to one of the UK's leading solar developer and EPC companies.

THANK YOU

Powered by the sun and inspired by human potential, we'll make sure your next step in solar is simple.

★

Contact any one of our team to discuss your interest in **clean power now!**

namen solar.com



Find out more by visiting:
namen solar.com

Or follow our social news and stories:

@namen solar

#LightsPowerAction



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