

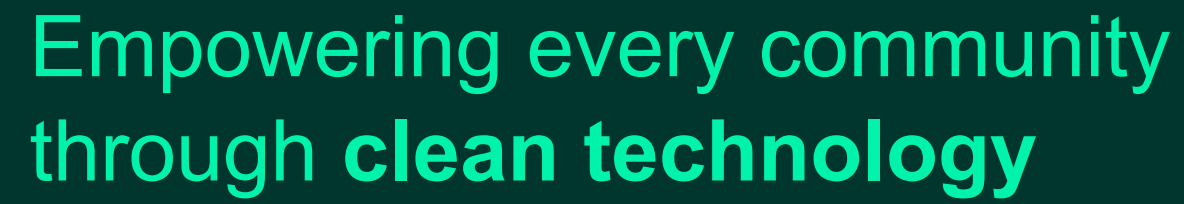


# namene

Commercial sales  
product range



Empowering every community  
through **clean technology**



Namene provides  
affordable, highly  
reliable everyday  
devices to those  
who need them  
the most





**“We can tell which children did their homework the night before: those who cough or have red eyes from the kerosene fumes.”**

**Teacher, Lourdes Pre-school in Mongu, Zambia**



**“Our Namene light has improved our life so much. I’ve seen improvements in my brother’s education, and he has just graduated.”**

**Namene customer and sales agent, Zambia**

**“When the solar lights are on at night, it feels like a town, not a village. Now we no longer need to spend on expensive candles and kerosene.”**

**Head Teacher at a rural school in Zinzongwe, Zambia**

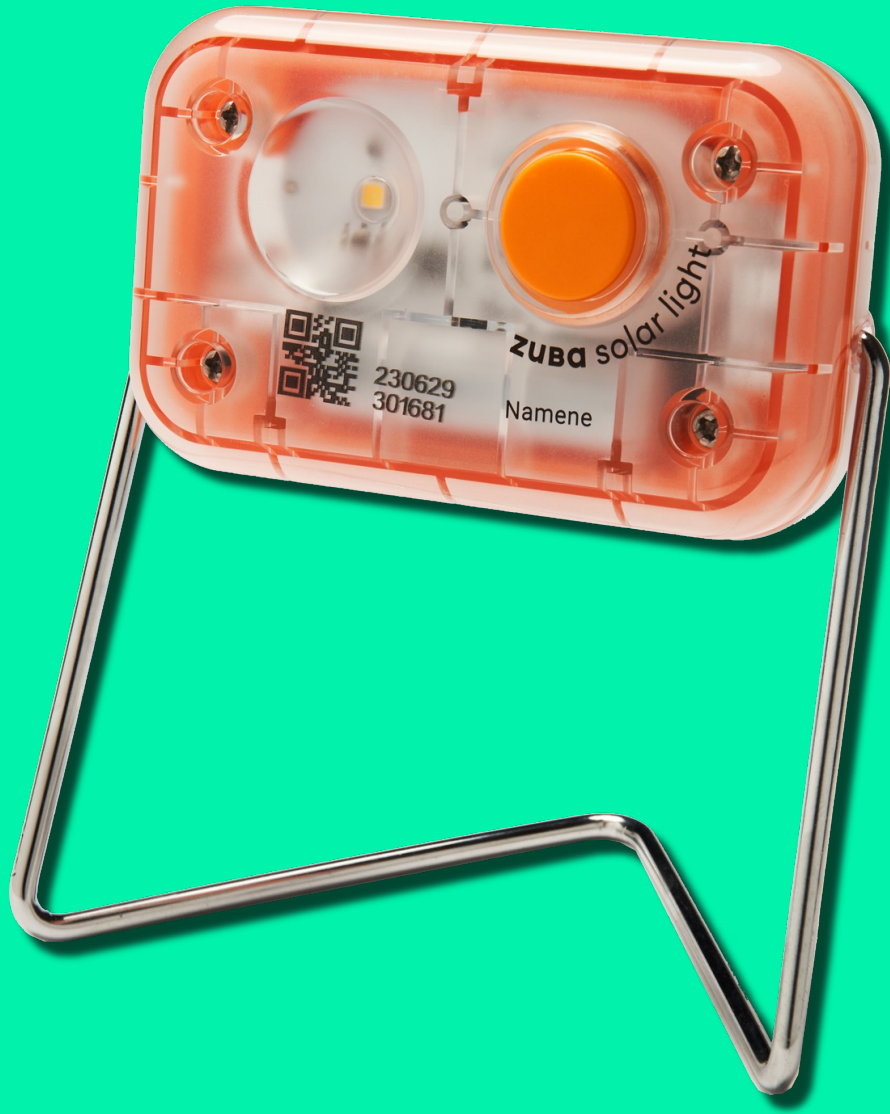




# Namene product range

▲ Namene





# Top View Zuba Solar Light

Solar power for you, for years

Our Zuba solar light is super durable, affordable and sustainable. Made of robust materials and repairable components, Zuba is built to provide you with free solar power for years.

Light and portable, waterproof and designed to withstand harsh environments, Zuba is the ultimate reliable source of light – wherever you are and whatever your needs.

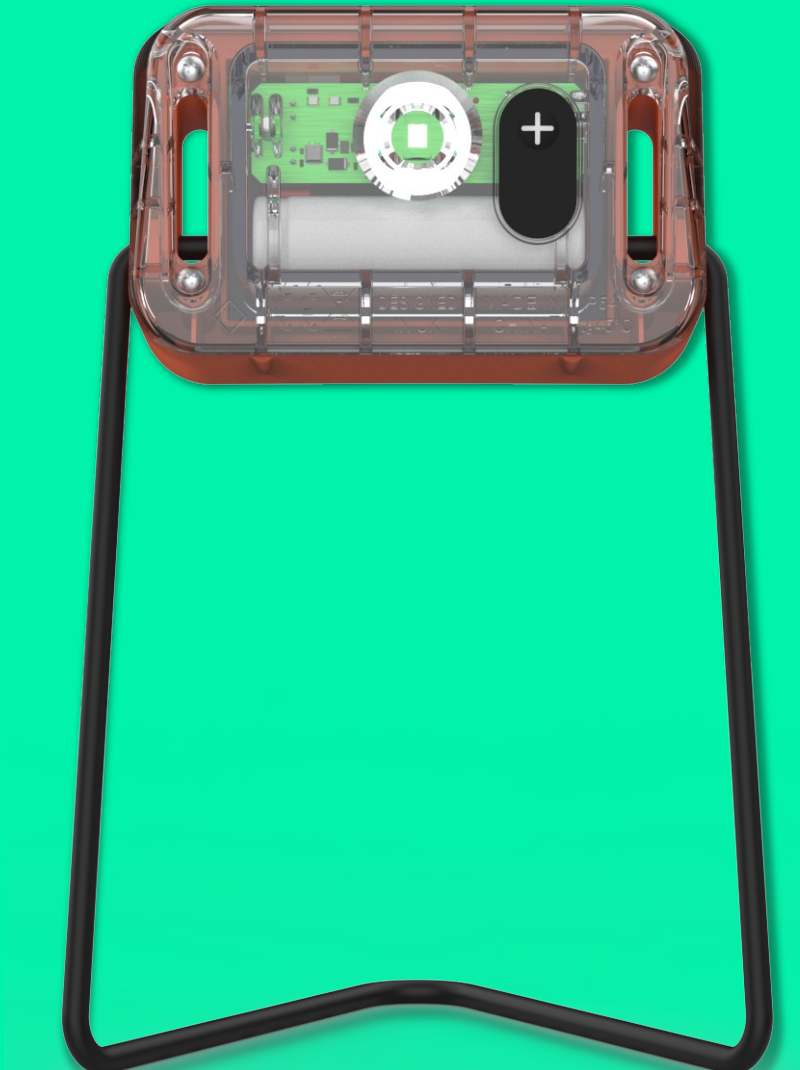
Waterproof

Ultra-durable

Repairable

2 year warranty





# Top View Watu Solar Light

The sun in your pocket

Our pocket-sized Watu light is super portable, durable and affordable. Rested on its stand, worn as a head torch, or strapped to a bike, with Watu you can work, study or travel safely and sustainably in any location.

With no subscription fees or contracts, Watu harnesses the boundless power of the sun to light up your life for up to 12 hours at a time – freeing you from fuels, batteries or recharging trips.

Convertible

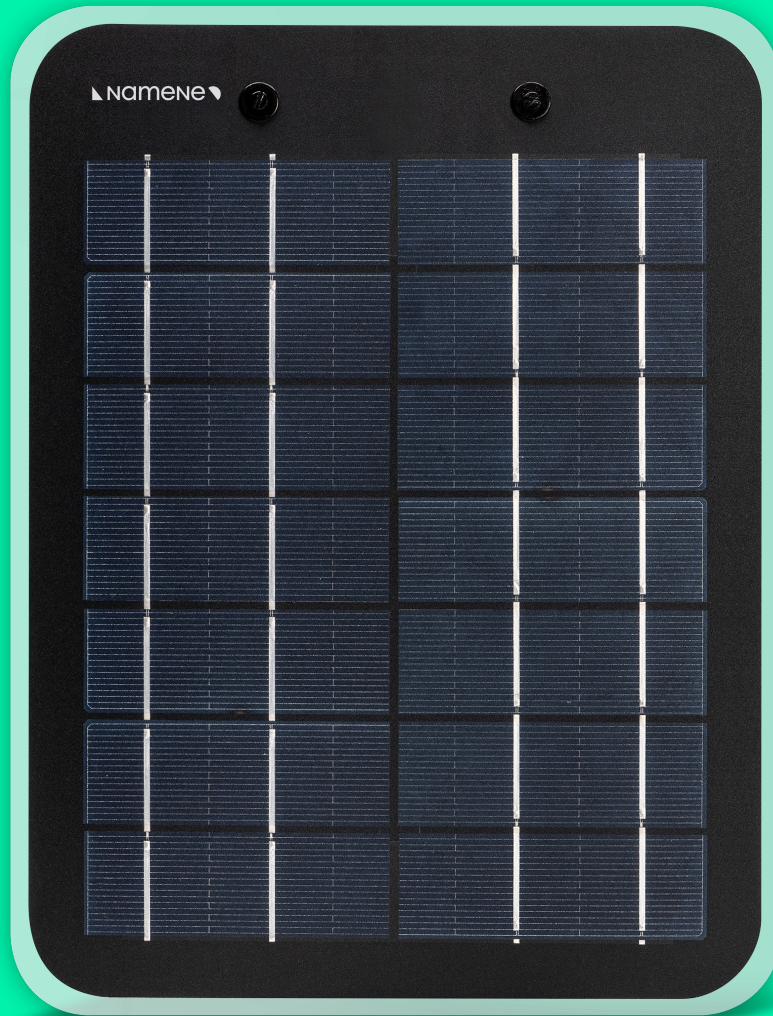
Multimode

Versatile

2 year warranty







# Top View

## Zafi Solar Charger

Sun-powered freedom wherever you are

Zafi uses solar power to charge all portable devices – from phone to fan - in any location.

Sustainable, affordable and durable, Zafi keeps people connected and powered up at all times.

In line with Namene's Buy as You Can approach, Zafi is offered as a one-off, low cost purchase with no subscription fees or contract. Zafi is made from high-quality materials and comes with a two-year warranty.

Affordable

Repairable

Keeps you connected

2 year warranty



# Customise your lights

name on  
headstrap



TIER 1  
MOQ = 1440

name on  
headstrap + the light



TIER 2  
MOQ = 15,000

name on  
headstrap  
+ the light  
+ colour  
coded light



TIER 3  
MOQ = 32,000



# Order details

## Shipping Qty & after sales

	pallet	20'	40'	Serviceability
<b>Zuba</b>	1,920	26,880	61,440	spares available
<b>Watu</b>	2,496	34,944	74,880	spares available
<b>Zafi</b>	1,440	14,400	30,240	spares available

## Lead times & MoQ

	mfg lead time	MoQ	customization	warranty
<b>Zuba</b>	40 days	1,920	yes	2 year
<b>Watu</b>	40 days	2,496	yes	2 year
<b>Zafi</b>	40 days	1,440	yes	2 year





# Marketing: distributor support

As a valued distributor we would like to offer you marketing support so that together we can drive visibility and awareness, educate the market and build the Namene brand. In so doing, we aim to increase demand and deliver on our sales objectives.

The minimum order quantity (MOQ) to qualify for the marketing support is > 1 x pallet of product



# Marketing support



The following marketing support will be made available to you as our distributor.

## Co-branded T-shirts

50 x co-branded T-shirts.  
Namene will provide you with the artwork files and T-shirt specs for production in-country (to minimize carbon footprint).  
Namene will cover the cost.

## Co-branded caps

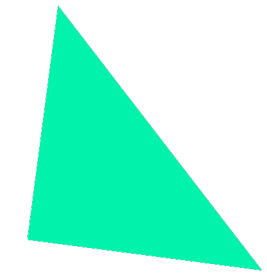
50 x co-branded T-shirts.  
Namene will provide you with the artwork files and T-shirt specs for production in-country (to minimize carbon footprint).  
Namene will cover the cost.

## Printed brochures

1 000 x co-branded product information brochures. Namene will provide the artwork files for production in-country (to minimize carbon footprint).  
Namene will cover the print cost.

## In-store branding

Namene will brand selected space in your outlet, if there is opportunity. Branding will depend on the outlet and the requirements. It could include: branded outdoor signage or a branded painted wall. A proposal based on the opportunity will be submitted.



# Marketing support

continued...

The following marketing support will be made available to you as our distributor.

## Website logo

Your business / company logo will appear on our distributors page on our website with a link through to your website.

## Website story

As a distributor making a social and/ or environmental impact, there is opportunity to craft a story about our partnership for publishing on our website.

## Social media

Namene will package 10 co-branded social media posts which can be used across your businesses social media channels to drive awareness of our partnership.

Namene will also announce our partnership on our social media pages.

## Testimonials

If the distributor is happy to collect quotes/ testimonials, Namene will post these on our social media channels.









**Carbon credits**

Our solar-powered lights eliminate carbon emissions and toxic fumes by replacing kerosene lamps and candles. The avoided emissions are certified as carbon credits, which we then sell to subsidise our solar lights and make them affordable for those who need them most, starting with low-income, off-grid families.

Our carbon credits are certified by Gold Standard for the Global Goals, a not-for-profit organisation that sets the highest requirements and standards currently available on the voluntary carbon market (VCM).

**Our Impact**

By providing safe and sustainable clean energy products to millions of people, we are proud to support a number of the UN's Sustainable Development Goals including:

<b>1</b> NO POVERTY	<b>3</b> GOOD HEALTH AND WELL-BEING	<b>4</b> QUALITY EDUCATION
<b>7</b> AFFORDABLE AND CLEAN ENERGY	<b>8</b> DECENT WORK AND ECONOMIC GROWTH	<b>13</b> CLIMATE ACTION

Our lights offer a safe, sustainable, and affordable source of light for those living without energy access. By avoiding the toxic fumes and carbon emissions from fossil-fuel based lighting, and eliminating the risk of house fires from open-flame lighting, our solar lights improve lives and livelihoods.

We work with partners, NGO's and corporates across 44 countries to deliver our award-winning solar lights to off-grid and remote communities, and people impacted by humanitarian crises.



**namene**

Empowering every community through clean technology

**NAMENE is a business that believes people and planet should come first. We provide affordable, highly reliable, everyday devices to those who need them the most. We harness clean technology to transform lives and livelihoods.**

Without ever compromising on quality, we make sure our products are always affordable and accessible to all by enabling our customers to buy what they need when they are able to, or by using their carbon-saving value to minimise prices through the sale of high-integrity carbon credits.


**Our Products**

All products distributed by Namene are specially designed to help low-income families and communities thrive, wherever they live, by meeting their daily utility needs while eliminating sources of combustion. We design our products to last as long as possible, and build long-term relationships with each of our customers based on trust and mutual benefits.

**Solar Lights**

Our portable solar lights are built to last and have won awards for their quality and accessibility. We have distributed over 1,000,000 lights in Southern Africa, and 600,000 in Zambia alone, since 2021. Our lights are currently distributed to rural households across seven provinces in Zambia (Southern, Northern, Copperbelt, North-Western, Central, Eastern, and Southern).

**North Western** – with work to extend to the last three (Muchinga, Northern and Luapula) in the coming months. Our lights are life-changing: providing clean and reliable lighting that supports work and education, safeguards health, and frees up precious income previously spent on fossil fuels.



**Zafi solar charger**

Our Zafi panel uses solar power to charge your portable devices in any location. Sustainable, affordable and durable, Zafi keeps people connected and powered.

**What our customers say**

"Our Namene light has improved our life so much. I've seen improvements in my brother's education, and he has just graduated."




**Pride Namwanga, Namene customer and sales agent, Zambia**

"When the solar lights are on at night, it feels like a town, not a village. Now we no longer need to spend on expensive candles and kerosene."

**Head Teacher at a rural school in Zanzigwe, Zambia**

"We can tell which children did their homework the night before those who cough or have red eyes from the kerosene fumes."

**Teacher, Lourdes Pre-school in Mungu, Zambia**



**NAMENE**

Empowering every community through clean technology

Namene Solar Light Ltd  
Plot 5489, Lusitania Road, Ndolo  
(Lusaka, Zambia)

@in



# Distributor: Additional support

## **Training programmes**

Namene will conduct training programmes for your team on the following: product knowledge, effective selling techniques, handling customer queries.

## **Aftersales support**

Namene will provide access to after sales support including: how to fix the lights, warranty information and instructions for maintenance.

## **Incentive programmes**

Namene will implement incentive programmes including bonuses and/or discount when certain targets are met. Preferential trading terms and consignment stock will be considered.

**Morgan Nalwendo**

Senior Commercial Sales Manager – Sub Saharan Africa

+260 966 220 303 / +260 773 002 959



Namene Solar Lights Ltd.  
51 Holland Street, London W8 7JB, UK  
[www.namenesolar.com](http://www.namenesolar.com)







Thank you!

