



**ENGIE  
X  
Mobisol**

  
engie

# ENGIE x Mobisol

## The story of an acquisition

More than 600 million people or 60% of the population living in sub-Saharan Africa have no access to electricity. The stakes are huge : Africa's population is projected to double over the next 30 years to over 2 billion and 50% of Africans will potentially be living in cities by 2030. All this will have enormous implications for access to energy, to clean water, increased demand on sanitation and purification, irrigation for agriculture and agro-industry, etc.

We believe that universal access to electricity is possible in the foreseeable future thanks to a smart combination of national grid extension, mini-grids and Solar Home Systems, depending on the local characteristics of the energy demand.



**With the acquisition of Mobisol, ENGIE is now the leading Off-grid Solutions provider (SHS, mini and microgrids) in Africa.**

The acquisition of Mobisol, a pioneer of off-grid solar solutions will enable ENGIE to accelerate its growth in the off-grid solar market by complementing the current geographic coverage and product offering of Fenix, our SHS company which is already present in six countries (Uganda, Zambia, Benin, Nigeria, Côte d'Ivoire and Mozambique). Thanks to Mobisol, ENGIE will be offering solar home systems in 3 additional countries, namely Tanzania, Kenya and Rwanda.





## **The upside for our clients**

Mobisol's focus on productive use products, combined with Fenix's inclusive home solar power systems, will make it possible to offer an unparalleled range of energy products as well as reaching customers in both rural and urban areas.

With Power Corner (our mini-grid business) + Fenix, and now Mobisol we can offer customers a new generation of affordable energy services and other life-changing products for the people living off-grid across Africa.

## **ENGIE Africa : the preferred partner for off-grid energy solution**

We believe that a company such as ENGIE has a real role to play in industrializing and scaling up the off-grid solar business. ENGIE is an industrial investor, and will be a long term partner working to meet Africa's energy needs. Our focus will now be on structuring and professionalizing the organization in order to build a viable, profitable, and sustainable business, which is key to having a very significant impact.

## **Well-positioned to ensure customer loyalty, satisfaction and improved profitability with existing and future clients**

Mobisol directly employs around 500 people and indirectly employs more than 1200 sales agents and technicians across Tanzania, Kenya, Rwanda, Germany and China. ENGIE Africa intends to invest further into the development and expansion of Mobisol products, services and markets and Mobisol's employees will play a critical role contributing to the realization of ENGIE's vision in the African off-grid solar market. ENGIE will leverage the complementarities of Fenix and Mobisol e.g. in terms of product offering all to the benefit of our African customers.

## **Our Unique Selling Proposition for the region and the continent in general**

ENGIE is the only player able to offer solutions across the whole energy value chain, from grid to off-grid, and intent on offering innovative digital solutions that will shape the future of Africa's energy business

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## **We offer a whole range of off-grid solutions tailored to meet Africa's energy market**

With **ENGIE PowerCorner**, we electrify rural areas in Africa using solar mini-grids by providing clean and affordable electricity through smart grids, using digital solutions like mobile money and pay-as-you-go technologies. Electricity is produced via solar energy and battery storage offering 24/7 energy services. ENGIE is now present with PowerCorner in Tanzania and Zambia with 13 mini-grids in operation and construction.

Through **Fenix**, we offer solutions for off-grid power with expandable, lease-to-own solar home systems. To date, Fenix has sold over 500,000 solar home systems across Uganda, Zambia, Nigeria, Cote d'Ivoire, Benin and Mozambique changing the lives of more than 2.5 million people.

## Our Commitment towards our Stakeholders

We see a real potential of untapped opportunities on the continent. We will continue to develop new business models that respond to Africa's unique social and economic context and that will allow us to further develop a renewables portfolio, gas know-how and customer solutions offer. We will focus on the integrated zero carbon transition «as a service» through decentralized solutions that will make access to clean energy in Africa a reality. Today we have the technology, experience, and business models to dramatically accelerate energy access. Off-grid renewable energy solutions represent an electrification solution that is rapidly scalable, can be tailored to local conditions and has the potential to empower millions of people in communities across Africa.



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