

### Market Leader

Equator Energy is Kenya’s market leader in Commercial and Industrial (C&I) solar power. We operate over 100 solar plants totalling over 37 MW of solar capacity. Of these 6.1 MW are installed at 17 plastics factories in Kenya and Uganda.

### Risk Free

Our business model is simple and risk free: we design, build, operate, maintain and insure solar power plants at our own expense. This means, there is no investment required from our customers. We simply charge you an operation fee for the solar electricity that you use on a per kWh basis at a discount of 40 – 50 % on your KPLC rate.

### Plastics Industry

The electricity consumption of plastic factories is well suited to achieve significant energy cost savings with solar energy because of their stable and continuous electricity consumption. With 6.1 MWp capacity shared between our 17 customers in the plastics industry, we have a solid experience in implementing solar power plants ranging from 86 kWp at R&R Plastics to Danco Plastics and Afroplast with 842 kWp and 1,469 kWp solar capacity respectively.

### Solar Share

We can replace up to 30 % of your annual electricity consumption with cheaper, cleaner solar energy.

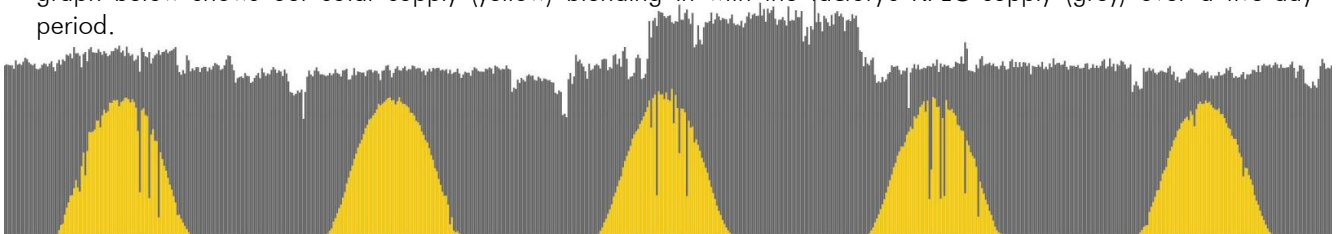
### Purchase Options

You get the option to buy the solar plant at any time if you wish and we offer market leading pricing.



### Case Study | Danco Plastics factory in Ruiru

The photos above show our solar power plant at Danco Plastics in Ruiru. The initial capacity of the solar power plant was 257kWp in 2018. Since then we have twice expanded the solar power plant to meet increased power demand at the factory. In 2019 we added 234kWp and in 2020 another 351kWp for a total of 842kWp. The graph below shows our solar supply (yellow) blending in with the factory’s KPLC supply (grey) over a five-day period.



### Key Figures

- >3 million shillings annual electricity cost savings
- zero investment by Danco Plastics
- 20 years operating, maintenance and monitoring by Equator Energy
- 842 kWp total installed solar capacity
- 2,412 mono-crystalline solar modules
- 14 days from delivery of equipment to commissioning by our 50+ member installation team
- Interconnection without interference with the customer’s operation
- Remote monitored and controlled by our operations centre 24/7/365
- Intelligent online energy dashboard access custom designed for the customer (see the load curve graph above)