

# FAQ

Describe your business in one sentence

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MPower is a pan African climate fintech that is building a B2B platform to deliver green energy access to Africans living in rural and peri-urban areas

How do you deal with the different risks related to doing business in emerging markets (political, financial, legal)?

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Diversification: we have set up a model that can be replicated very quickly. As such we have successfully entered three markets and secured local partners in the first 24 months. The more we diversify demand, the more resilient we become.

Professionalism: we always set up local subsidiaries that we run ourselves. For local operations, we aim to only partner with the best.

Digitalization: we firmly believe that digitalization is the key ingredient to scale and excel in operations. Therefore, we have been developing our in-house software solution.

What is your competitive advantage?

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- MPower has a B2B model supports scale and strong unit economics
- Our broader product portfolio allows us to target various customer segments, including urban and peri-urban grid-connected consumers
- Our average system sizes is significantly larger than SHS and includes a 2.4kWh system (stackable 2.4 kWh batteries, 5 kVa inverter and 6 solar panels sold for an average sales price of EUR 4,224)
- We place a big emphasis on corporate partnerships that reduce distribution costs
- We outsource most consumer financing to specialized financing institutions, increasing cash flow-to-revenue ratio, and reducing potential for overburdening end-consumers

How do you make your revenues?

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MPower's main revenue stream at the moment is the margin on the hardware. However, we have started small financing pilots that we aim to grow as a second revenue stream. Our in-house software and data solution will support both revenue streams.