MPOWER VENTURES AG

Facilitating access to solar energy through high-quality products and financing across Africa

FACTS & FIGURES

Incorporation: December 2017
Presence: More 20 distributors in 7 countries in central and sub-saharan Africa.
Number of employees: 52
Development stage: Post-revenue (Growth)
Total funds raised: EUR 5.5M in equity, debt and grants since 2018, plus completion of a USD 4M working capital facility end of 2023
Sales of Individual units: > 40,000
Contact:

Manuel Seiffe (CEO)
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More than 500M people in Sub-Saharan Africa lack access to electricity

Several challenges inhibit growth of solar and off-grid solutions in the market:

- Lack of affordable financing solutions for end-customers
- Unavailability of quality solutions and efficient appliances
- Higher operations and sales costs for local distributors due to an unreliable supply chain

MPower is building a B2B platform and offers a 360° solution offering solar energy and a variety of cleantech and solar appliances at an affordable cost.

We partner with local distributors, microfinance institutions and banks to make our products accessible to end-customers.

We bulk source high quality products directly from vetted suppliers in China.

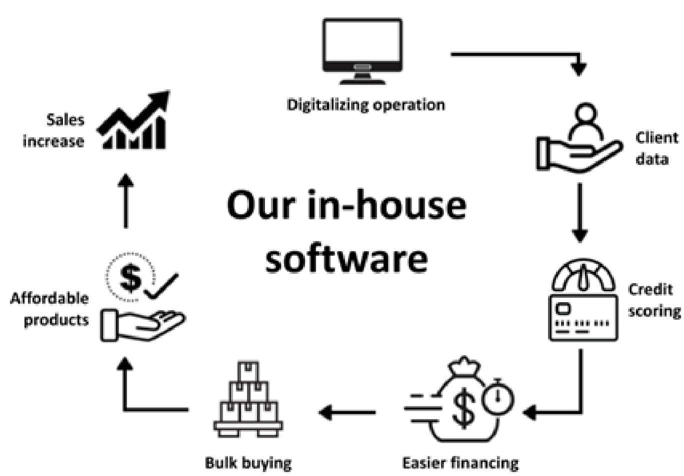
Our software fully digitizes operations increasing operational efficiency and reducing costs.

We offer our product to households, small and medium enterprises and farmers

We outsource manufacturing through a sourcing hub with local presence in Shenzhen, China and work with last-mile distributors and solar installers through our local teams in Africa; products are MPower branded and uniformly packaged to ensure product portfolio consistency.

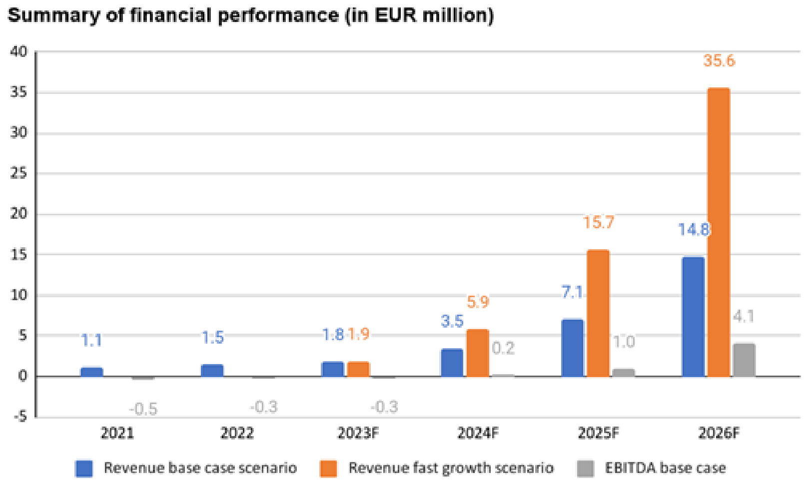
Our unique software and business model makes it possible to scale while improving affordability to end customer.

MPower digitizes operation increasing control over and insight into our partners’ operations, allowing us to extend inventory finance and increase sales throughout.



GROWTH

Focus on B2B partnerships, expansion of our product offering, and further development of our financing offer will lead to revenue growth at 68% (base case) / 100% (growth case) 6-year CAGR over the period 2021-2026.
We were EBITDA positive in Zambia in 2022 and expect to reach overall profitability in H1 2024



MANAGEMENT TEAM


Manuel Seiffe
Co-Founder & CEO

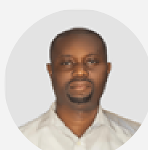

Michael Eschmann
Co-Founder & COO


Greg Nau
Co-Founder & CFO


Alejandro Jimenez
CTO

COUNTRY MANAGERS


Paul Nemga
Cameroon


Samuel Kwakye
Ghana


Paulus Fillepus
Namibia


Fiona Vohryzka
Togo


Johannes Hertlein
Zambia

BOARD MEMBERS


Dieter Schulze
Chairman of the Board


Ladé A. Araba
Member of the Board


Patty Karuaihe–Martin
Member of the Board


Renat Heuberger
Member of the Board

KEY CLIENTS

UNESCO, MTN, airtel, British American Tobacco, Barry Callebaut

STRATEGIC PARTNERS

responsAbility, Power Africa, Austrian Development Agency, Solar Impulse Foundation, SCBF Swiss Capacity Building Facility, zhaw School of Engineering

FINANCING PARTNERS

Technology Fund, south pole group, InnoEnergy, INOKS Capital, SIMA, Innosuisse, Alternative Bank Schweiz

WHY INVEST?

Experienced and diversified team across 7 African countries

557M serviceable addressable market with high traction on the ground

USD 4m working capital (debt) facility secured in 2023

Funds will be used to expand sales in existing and new markets, expand our product portfolio and invest in technology developments and financing offers