



## Africa GreenTec Series B

# Investment Opportunity

Modern successful investors want to invest in businesses that are scalable and shape the future they want to live in.

We have developed the perfect eco-system for rural areas, where smart and sustainable infrastructure solutions have the biggest impact worldwide – so investors can empower millions of people while benefiting from a market potential of \$ 50 bn.



**600 Mio. people**  
have no access to electricity



**40% of fruits & vegetables**  
spoil due to a lack of cooling



**54% of the population**  
has no access to drinking water sources



**75% of the population**  
has no access to reliable internet

## Our holistic solutions



**100% fossil-fuel free**  
Offering sustainable energy solutions



**Data-driven operating system**

- digital billing
- remote monitoring & maintenance
- data analytics & reporting

### ImpactSite®

Our ImpactSite includes electricity generation, cooling, water treatment and communication, which are intelligently combined to offer new opportunities for local residents and productive users to increase their efficiency and productivity. The heart of the system is the Solartainer® – a mobile power plant with a flexible electricity capacity of  $\varnothing$  50 kWp and 20-300 kWh lithium-ion storage. It provides electricity for up to 4,000 people which is distributed by a mini-grid.

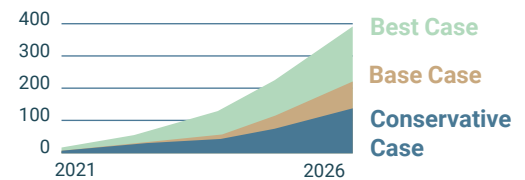


### ImpactProducts

With our ImpactProducts such as the Cooltainer®, CoolUP®, SolarUP® and PumpUP®, which are adapted to local conditions and operated by solar power, the use of electricity becomes much more efficient and we achieve a sustainable and holistic impact for our customers and the climate. For Africa GreenTec, ImpactProducts are an important factor for market penetration and revenue generation.

### Growth Plan in three scenarios

The World Bank predicts up to 210,000 mini-grids in the next decade (CAGR = 24%).



### Capital to be raised

Upcoming Series B: € 15+ m

### Use of funds

- Further market entries
- Set up headquarter and production and logistic hub in Dakar
- Pre-financing own project pipeline
- Expanding company structure: team, product portfolio, digitization
- Setting up new financial instruments

### Company Data

Founded in 2016  
Turnover: € 2,51 m (2021, preliminary)  
Funds raised: > € 8 m equity, > € 6 m debt, > € 4 m grant

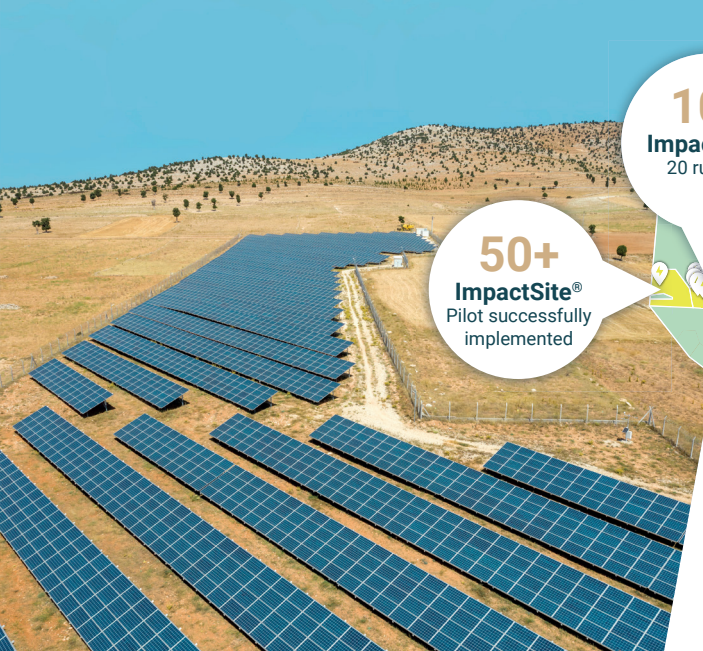
### Company Stage: Scale-up

80+ employees in Africa, 20+ in Germany

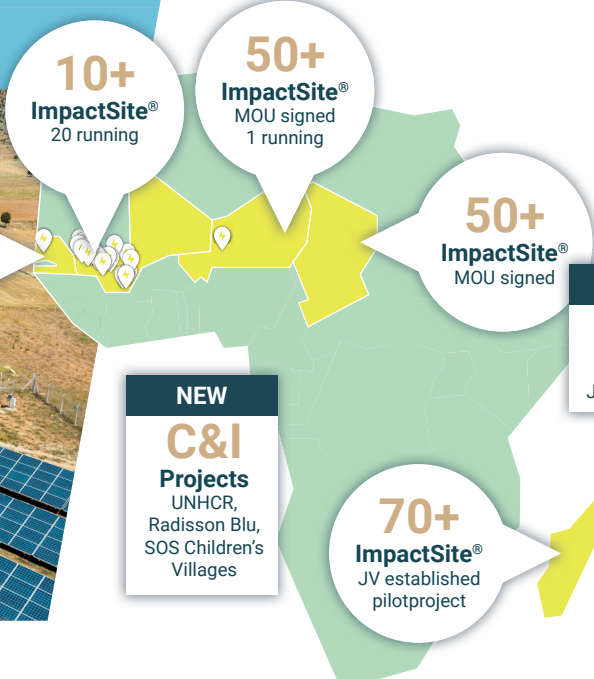
### Certificates

- ISO 9001:2015 (Quality management)
- ISO 14001:2015 (Environmental management)
- imug: sustainability impact very good
- GWÖ certified





# Project pipeline



## ImpactCities and C&I

With ImpactCities, we want to establish our holistic solutions in large cities. With ground-mounted solar parks and efficient battery storage systems, we can supply entire cities with clean electricity. For commercial and industrial (C&I) customers with high electricity demand, such as hospitals, hotels and factories we offer individually sized rooftop or ground-mounted solar plants. This reliable and clean power supply provides companies with the basis for sustainable economic growth.

## Traction & Impact

Delivered proof of concept through 20+ operating sites in 4 countries, creating tremendous impact:



## Business Model Africa GreenTec Group

### Africa GreenTec AG

System & project developer providing components, finance and project planning for:

- Africa GreenTec subsidiaries
- Local cooperatives (e.g. via CSR budgets or foundations)
- Other third parties

### Local Subsidiaries

Operator (e.g. AGT Niger) selling services in a subscription model:

- Electricity
- Cooling
- Internet
- Equipment (e.g. water pumps)

## Competitive Advantage

- Excellent market access in Africa, well connected to governments and end customers (~1 Mio. Facebook followers in Africa)
- Holistic approach: applications for cooling, water purification and communication on top of energy provision for productive use, create more value (income) to the people as well as for Africa GreenTec
- Impact: 100% PV- and battery-powered as well as comprehensive social impact measurement, monitoring and reporting

## Scalability

- The modular approach of the ImpactSite and our products adapts perfectly to any village demand in sub-Saharan Africa.
- Low maintenance costs through remote monitoring
- 80+ trained employees on the African continent
- Standardized processes for delivery, logistics & operations
- Direct access to end customers through on-site network

## Why should you invest now?

According to the World Bank, there is a potential of 210,000 mini-grids in Africa by 2030. As a mini-grid pioneer, Africa GreenTec is in the pole position with direct access to 10+ markets and more than 500 mini-grids in the pipeline. Together we contribute to the future you want to live in.

## More infos



# WE DO.

[africagreentec.com](http://africagreentec.com)