

ENABLE.

EMPOWER.

Solarkiosk Solutions GmbH

# COMPANY PROFILE



# OUR COMPANY

Solarkiosk Solutions designs, develops, deploys and – together with our partners - operates turnkey solar projects & solutions for off-grid frontier growth markets worldwide.

Solarkiosk Solutions is the expert for productive use renewable energy solutions in frontier markets worldwide. Based on its experience in 20+ countries in Africa, Asia and Middle East, Solarkiosk has developed state-of-the-art product lines and energy solutions tailored for frontier markets.

Solarkiosk's key technology-design is the award-winning "E-HUBB": a multi-functional modular solar powered kiosk structure, hence the company name "Solarkiosk". The E-HUBB can host a retail shop ("kiosk"), a mini-clinic, a school, a bank, it can offer water purification and other solutions, products and services. Moreover, it can act as a B2B micro-grid, providing electricity and connectivity for productive use to local entrepreneurs, farmers and offices adjacent to the E-HUBB.

In 2021, Solarkiosk launched "THE PULSE": a holistic business concept that combines infrastructure for productive use and leisure as well as supply chain in a network of dynamic ("pulsating") solar rural centers.

Solarkiosk develops and implements solutions for the humanitarian sector, namely solar powered medical clinics and schools in refugee camps, partnering with GO's, NGO's as well as global consumer brands.

**Our goal is to enable and empower rural communities worldwide. Our success is based on our deep understanding of frontier markets, many years of experience, and our worldwide partner network.**





# MISSION VISION STRATEGIES VALUES



## OUR MISSION

Enable and empower frontier markets.

## OUR VISION

Develop, incubate, deploy and scale solar solutions and business models for underserved communities.

## OUR VALUES

- Sustainability – Whatever we do, it must be environmentally, socially and economically sustainable.
- Quality – We are devoted to the highest quality, because we want our solutions to last.
- Client-centric – Our clients determine the final solution.
- Integrity – We work on the basis of transparency and relationships at eye level, we strive for win-win-situations.

# OUR PEOPLE

Solarkiosk has a seasoned team of professionals with many years of experience in off-grid markets worldwide.



**Thomas Rieger**

*Co-Founder & CEO*

Thomas Rieger is a certified quality manager and banker. He has more than 15 years of experience in the photovoltaic industry, including 10 years as a consultant in PV module production industry in China. Thomas joined Solarkiosk in 2014 as Business Development Director, responsible for global strategic partnerships and special projects.

“My passion is to identify amazing innovations, to create inclusive, sustainable business models around them and to bring those on the ground, fostering true change and improvement.”



**Boris Civieta**

*Partner & COO*

Boris Civieta is an experienced operations manager. He has started several microfinance banks from scratch throughout Latin America and Africa. In 2015, after working for a Swiss fund in Zurich, Boris joined Solarkiosk. He served as Head of Country Management at holding level and as Managing Director in several subsidiaries.

“I believe in operational excellence to create efficient and effective structures that assure long-term sustainability – also, and in particular, in adapted, rural business models.”



**Andreas Spiess**

*Co-Founder & Non-Exec. Chairman*

Andreas Spiess' life as a lawyer and entrepreneur has been dedicated to frontier markets. Andreas has co-founded and shaped pioneering companies in the field of rural electrification in Sub-Saharan Africa. He is also co-founder and senior partner of a Berlin based law firm, specialized in start-ups, corporate and intellectual property law.

Andreas was CEO of Solarkiosk from 2011 - 2019. His experience in rural electrification sector and last mile distribution in Africa was the basis for Solarkiosk.

# AWARDS AND RECOGNITIONS



## Zayed Sustainability Prize – Finalist 2021

The award recognised Solarkiosk as an impactful, innovative and inspiring sustainability solutions in the Energy, sector.



## Bloomberg New Energy Pioneer Award

Solarkiosk won the Bloomberg New Energy Pioneer Award 2016 and was recognized on stage at the Summit on 4<sup>th</sup> of April 2016. The Prize recognizes game-changing innovators revolutionizing the energy sector.



## Erasmus Energy Business Award

Solarkiosk was the winner of the 2015 Erasmus Energy Business Award. The annual Erasmus Energy Business Award honors and showcases the best and most innovative sustainable business ideas.



## ZEIT WISSEN Magazine Award

The award aims to recognize projects and initiatives in economics and science that contribute in a significant way to sustainable development.



## Connected World Magazine Award

GOLD in the category “Power Generation” in 2015 at a gala in Birmingham, Alabama, for having successfully leveraged IoT/M2M and connected devices to solve a critical pain point demonstrating quantifiable results.



## Alliance for Rural Electrification Forum

In 2017 Solarkiosk received special recognition from the Alliance for Rural Electrification forum that awarded companies and organizations which have made special contributions to advance the rural electrification sector.



## Carl-Duisberg-Society Prize

Solarkiosk was the first ever recipient of the biennial Carl-Duisberg-Society Prize for Entrepreneurship (“CDG - Carl Duisberg Gesellschaft Unternehmer Preis”) in the category “Development through Innovation”.



## Chicago Athenaeum Museum of Architecture and Design Award

In 2013, the prestigious Chicago Athenaeum Museum of Architecture and Design selected GRAFT Architects as one of the winners for their pioneering design of the E-HUBB.



# OUR APPROACH

SOLAR SOLUTIONS FOR PROSPERING COMMUNITIES WORLDWIDE

Energy access is an enabler, and productive use of energy is a game-changer.

Energy and connectivity are the main ingredients for transformation in rural “off-grid” communities.

We are off-grid solar experts. We have collected millions of validated data to understand the rural community in its socio-economic entirety. Our approach is holistic, we therefore connect energy with supply chain, trade, agriculture, health, education, communication and administration.

Our solar products as well as our infrastructure & business model solutions connect “remote” communities with the “centers” of our world – and thus creating prospering new marketplaces.



# WHAT WE DO

We trade solar products & components, develop off-grid infrastructure solutions, provide consultancy & management services for solar projects, and incubate & invest in new products and business models.



## Trading

- PV modules
- Inverters
- Solar Home Systems (SHS),
- Portable solar medical kit
- Thermal solar collectors
- Solar street lights
- Batteries & energy storage systems (ESS)
- Water pumps
- Healthcare (COVID) related products

...and many more (see below).

## E-HUBB Solutions

- Retail shops
- Agency banks,
- Telecom shops
- Telcom tower power station
- Agricultural service stations
- Health centers, clinics, laboratories
- Market centers
- Schools & education
- Entertainment & leisure
- Administration hub
- Cyber-Café

## Services & Consultancy

- Energy audits
- Technical & commercial feasibility studies
- Engineering, Procurement and Construction (EPC) services
- Project development
- Project sourcing
- Project finance
- Set-up and operations
- Energy Service Companies (ESCOs)

## Incubator



- Inhouse incubation of new technologies, products and business models
- Since 2020, developing & deploying solar powered COVID-19 solutions
- In 2021, we launched the “Solarkiosk African Start-Up Facilitator” (ASUF) to connect aspiring African Entrepreneurs with Impact Capital
- In 2021, we launched THE PULSE, Solarkiosk’s solar powered community center for business, trade, service & leisure.









# THE E-HUBB

The E-HUBB is Solarkiosk's flagship turnkey solution, an award-winning, modular, multi-functional, kit-of-parts design-technology, tailored to "off-grid" communities, to provide reliable 24/7 green power and integrated appliances for business, trade, leisure, health, education.










**The E-HUBB generates renewable energy with solar technology to power electrical appliances**

	
Energy available, independent from Grid	24/7 Energy supply thanks with our storage technology

**Internet and connectivity enable:**

		
WIFI	Internet	TV
		
Remote control and management	Metering	POS

**Examples of electrical (productive use) appliances that can work with the energy provided by the E-HUBB**

		
Telco Tower BTS	E-mobility chargers	Mobile charger
		
Grain mills	Irrigation	Water purification
		
Cold storage	Light	Office appliances

The E-HUBB is a flexible infrastructure solution for entrepreneurs, companies, NGOs and governments:

- Kit of parts, easy and fast to transport, assemble and disassemble
- Lightweight portable design
- High quality, sturdy, secure durable and low maintenance
- 24/7 reliable power supply
- Modular, expandable and versatile for multi-purpose use
- Validated technology since 10 years
- Quality made in Germany






# EVOLUTION – THE PULSE

THE NUCLEUS OF SOCIO-ECONOMIC PROSPERITY IN RURAL “OFF-GRID” COMMUNITIES WORLDWIDE

THE PULSE is a fully integrated & equipped solar mall, offering business plots, community space, infrastructure, energy, connectivity and appliances to local SME’s, NGO’s and global partners.

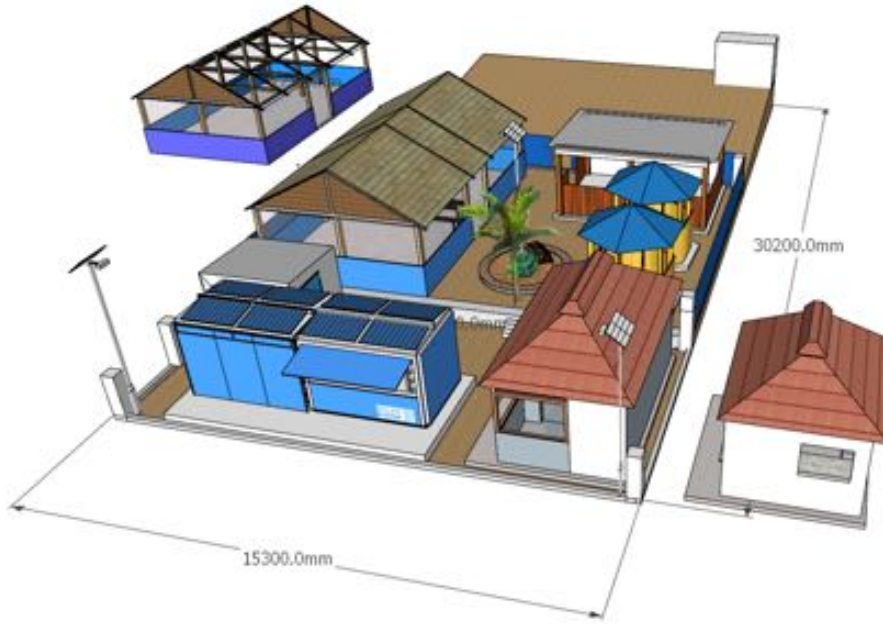
THE PULSE evolves out of the E-HUBB with a modular, expendable and opportunistic approach. With the E-HUBB we test the market in any rural off-grid community. With THE PULSE we then establish a commercially viable B2B microgrid for productive use.

THE PULSE brings more business, more jobs, more income, more spending power, more social life and overall socio-economic thriving on community level.



# THE PULSE

A BUSINESS, TRADING, LEISURE & SERVICE CENTER



THE PULSE CENTERS CONSIST OF:

- Solar power & connectivity for the whole mall which can host hundreds of people and several businesses
- A retail shop as the “anchor business”
- Fully equipped and powered business & office premises for various local businesses tailored to what the community needs: restaurant, viewing hall, barber, tailor, agri-processing, water purification etc.
- Infrastructure for social and leisure activities: light, shaded seating, WiFi, toilets, security, transport of people and goods
- Wholesale of essential goods to other retailers in the area
- Reliable supply chain



# COVID-19 SOLUTIONS

Solkiosk has launched a solar powered vaccination storage fridge, so that COVID-19 vaccines can be transported and stored in a temperature-controlled environment.

- Rapid Antigen CLINITEST COVID-19 Tests
- Siemens-Healthineers FTD™ SARS-CoV-2 PCR reagents and consumables
- Solar powered turnkey molecular virology testing laboratory
- Solar powered medical backpacks for mobile health care teams



SELECTED COVID-19 PARTNERSHIPS



- AVIFAVIR®, the first effective, registered drug for COVID-19 treatment
- Solar powered medical ventilators for the treatment of patients



# OTHER PRODUCTS

As a B2B trading platform, we offer a paramount range of selected quality products – ranging from thermic solar products, PV modules, solar inverters to batteries and more

## E-HUBB Eco

The E-HUBB Eco is a very cost effective solution & mobile business platform, powering integrated connectivity equipment and electrical appliances for productive use.



## Integrated Solar Systems

Our Solar Home Systems, Solar Business Power and Solar Professional Power Systems are revolutionizing this space through true modularity and mesh-network forming capabilities.



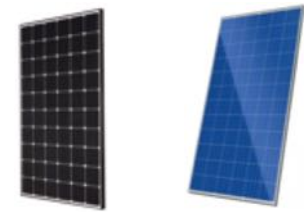
## Thermal Solar Collectors and Absorbers

Our solar water heaters are reliable, environmentally-friendly state-of-the-art solutions powered by solar and thus providing high-efficiency operation.



## Mono- and Poly Crystalline PV modules

Solkiosk has implemented more than 500 KW of solar powered capacity and produces its own range of European A-Grade quality Mono- and Polycrystalline solar panels with an unbeatable value proposition.



## Off-grid Sine Wave Hybrid Inverter

Our state of the art inverter can combine power generated by a solar system and other sources of AC power (e.g. from the grid or a generator), connecting the system to a battery bank and the inbuilt battery management system protects the batteries for a maximum lifetime.



## Solar Batteries

Our premium, high-quality solar batteries let you store and use energy created by solar panels, diesel generators or any other form of electricity whenever needed.



## Solar powered water pumps

Our high-quality solar solar water pumping systems let you pump water to irrigate your farm, lift drinking water from boreholes, etc.



## Solar powered street lights

Our solar powered street lights help lightening public spaces, streets and offer security and reliability at any time.

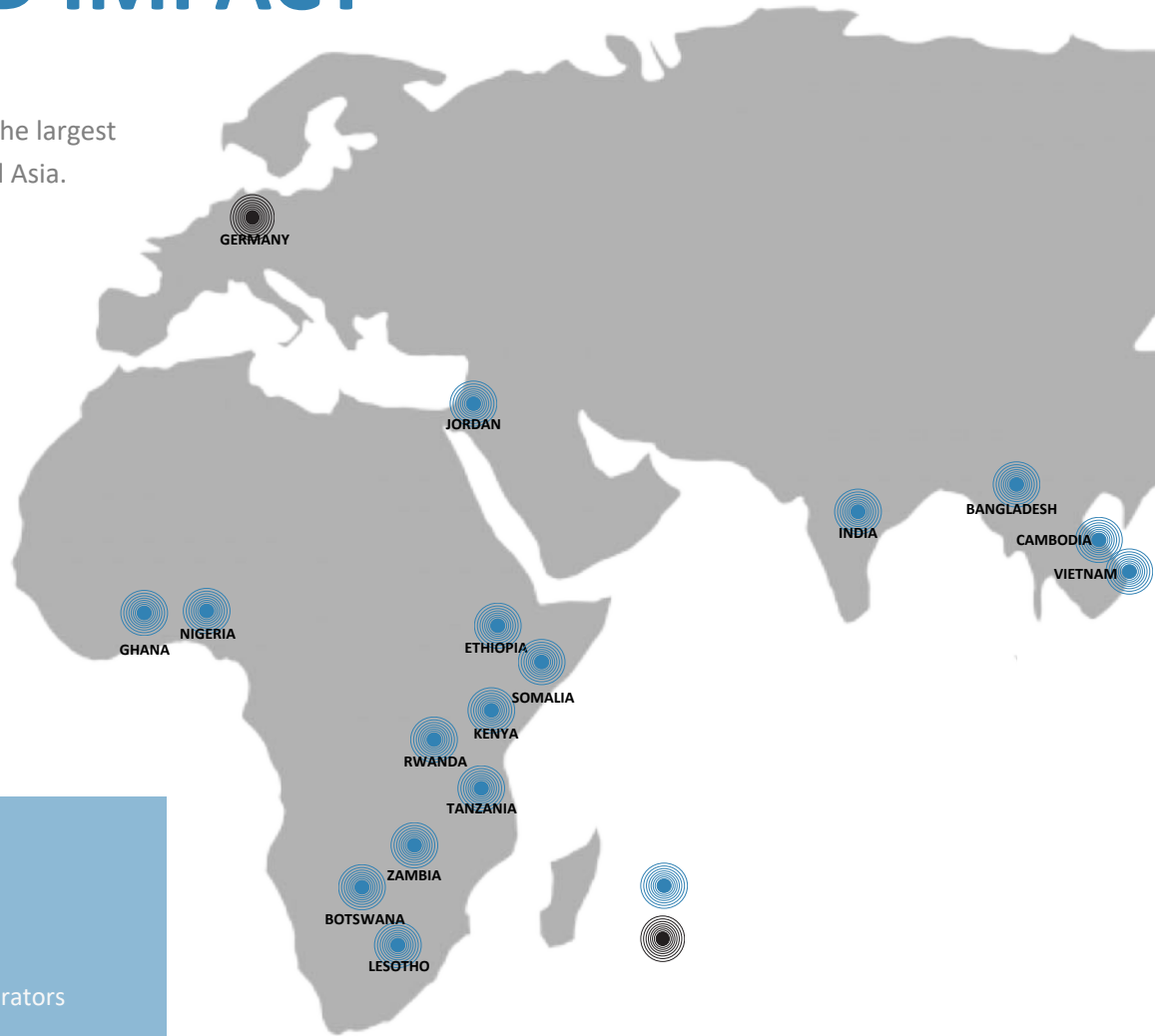




# EXPERIENCE AND IMPACT

From 2011 - 2019 Solarkiosk developed and operated the largest solar powered retail network in Sub-Saharan Africa and Asia.

Our experience at a glance:



- 9 years
- 16 countries in Africa, Asia & Middle East
- 250+ E-HUBBs implemented
- 1,000 of jobs created, predominately female E-HUBB operators
- 36,000 kg of CO2 saved per E-HUBB after 15 years
- 536,666 cumulative kWh of energy produced by all E-HUBBs per year
- 1,000,000 households impacted in all Solarkiosk communities

# SELECTED PARTNERS & PROJECTS



E-HUBB RETAIL NETWORK WITH  
WATER FILTRATION



SOLAR CLINIC



SOLAR SCHOOL



SOLAR TELCO TOWER



SOLAR SHOPS AT GAS STATIONS



SOLAR SHOPS & INTEGRATED  
WEATHER SENSORS



SOLAR SHOPS FOR FOOD &  
BEVERAGE



SOLAR HEALTH CENTERS &  
LABORATORIES



SOLAR CENTERS FOR COVID-19 TEST  
& VACCINATION



IN VITRO TESTING PRODUCTS



COVID-19 PUBLIC PRIVATE  
PARTNERSHIP



SOLAR POWERED SPORTS CENTERS  
IN REFUGEE CAMPS





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