



## Can M-kopa Solar provide cheap solar power to rural homes?

This article is more than 8 years old. Using the pay-as-you-go model popularised by mobile phones, a remarkable Kenyan company, M-Kopa Solar, is providing rent-to-own solar energy products that will help provide cheap solar power to rural homes.

#### What is M-kopa Solar?

In just under three years M-KOPA Solar has provided affordable energy to over 200,000 homes in Kenya, Tanzania and Uganda. They have been so successful that in some cases those who were previously off grid have been supplying power to people on the main electrical grid during the frequent power outages.

## Is M-Kopa launching a pilot operation in South Africa?

In a strategic expansion move,M-KOPA,renowned for pioneering the pay-as-you-go model for solar panels and smartphones in East Africa, is set to embark on its pilot operations in South Africa.

## What is included in the M-Kopa IV solar home system?

The M-Kopa IV Solar Home System includes a solar panel, control unit, three low-energy LED light bulbs (one of which is a portable, rechargeable torch) and a rechargeable radio. The control unit also has a USB port for charging cellphones.

#### What does M-Kopa do?

This significant step comes on the heels of securing over \$250 million in debt and equity, positioning M-KOPA for a comprehensive expansion across the African continent. M-KOPA's innovative approach revolves around a pay-as-you-go model, providing accessibility to smart products, including solar panels and smartphones, for low-income households.

## Where is M-Kopa based?

M-Kopa expanded from its east African base to Nigeriain 2021 and has more recently started operations in Ghana. It is testing the market in South Africa and also running pilot projects to finance electric motorbikes as part of a new e-mobility strategy.

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M-KOPA produces plug-and-play solar powered systems, designed to be used by millions of low-income households in Kenya, Tanzania and Uganda, who live off-grid. Customers are able to repay the capital costs of

# Finland mkopa solar



the systems over time and by mobile.

M-KOPA Solar is making a significant impact on energy access in Kenya, providing affordable solar solutions to households that have previously relied on costly and harmful kerosene lighting. With their innovative pay-as-you-go model, acquiring a solar home system has never been easier.

M-Kopa, which pioneered a pay-as-you-go-model for solar panels and smartphones in east Africa, has raised more than \$250mn in debt and equity in one of the largest fundraisings by an African techno...

smartphone or solar home system as collateral for small-scale loans lent by the Project. Environment and Social Assessment The Project has been reviewed against the DFC''s 2020 Environmental and Social Policies and Procedures manual ("ESPP") and has been determined to be categorically eligible.

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"I started working for M-KOPA when I left college. Through this job, I have had the advantage of learning the full assembly of a solar TV and how to repair and re-use smartphones so they don"t go to waste."

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