

Press Release
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Mobisol provides reliable solar power for a quarter million beneficiaries in Africa

Leading German off-grid solar provider installs 50,000 smart solar home and business systems

Berlin, Germany. Mobisol, the leading provider of smart rent-to-own solar solutions in East Africa, has installed 50,000 solar systems for rural homes and businesses, thus reaching out to over 250,000 beneficiaries.

The Berlin-based company's solar systems are powerful enough to cover the entire electricity needs of average African households. The solar systems are paid off over three years in small instalments and are thus also affordable for low-income customers. Mobisol systems are designed specifically for the African market and come with extended warranty and comprehensive customer service - including remote maintenance via the well-developed East African mobile network. Having installed over 5MW of solar capacity, Mobisol currently compensates for approximately 25,000t of CO₂ per year by replacing fossil energy sources.

Reliable solar power raises the living standards of rural families who do not have access to the electrical grid. Using Mobisol solar energy 150,000 children can now do their homework at night without inhaling the noxious fumes of kerosene lamps. In addition, many Mobisol customers use their solar system commercially: Approximately 15,000 small businesses generate an additional household income of over 5 million Euros per year with their Mobisol system. Mobisol also creates new green jobs and training opportunities in the typically precarious labour markets of East Africa. The "Mobisol Akademie" provides a comprehensive education for the company's employees and so far, over 800 jobs have been created.

Mobisol's founder and CEO Thomas Gottschalk explains: *"When we commercially launched our products three years ago, our main vision was to mitigate climate change. Fifty thousand installed solar systems later, I am even more thrilled to see our customers' happiness when they turn on their lights, TV and fridge for the first time, or start up a small energy-based business. Access to clean, affordable and reliable energy literally empowers entire nations to live up to their potential – improving economic well-being and uplifting communities' quality of life."*

Thomas Dubeau, head of business development, adds: *"High-quality large off-grid solar systems for households and small businesses can substitute the grid. Stand-alone solar systems that cover 100% of the electricity needs of customers are the future of energy provision for emerging nations – they are logistically easy to implement, cheaper and more reliable than the grid. Today, Mobisol is already a major driver of rural development in East Africa. We are currently expanding our efficient appliances and products portfolio while expanding to Kenya and further new markets in Africa and Asia."*

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Please find some images from our current work here: <http://ow.ly/LStA301vGDa>.
For further information please refer to our website www.plugintheworld.com or contact:

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Note to the Editor

About Mobisol

Mobisol's vision is to provide clean, affordable and reliable electricity to millions of rural households in emerging nations – stimulating economic and social development while simultaneously contributing to global environmental protection.

Mobisol solar systems are available in three different sizes ranging from 80 to 200 Watt. The systems are capable to illuminate entire households with efficient LED bulbs as well as power radios, large flat-screen TVs, charge mobile phones and run consumer appliances such as a laptop, a DC fridge, a sound system, or power smaller businesses such as barbershops, phone charging stations, small restaurants or village cinemas. The product service offer comes with a microfinance option and comprehensive customer service including extended warranty and a free customer hotline, customer education, remote smart monitoring of each system, free installation and three year free maintenance.

The company's work and impact has been honoured by a number of prestigious recognitions, such as a "*Momentum for Change*" Award by the United Nations Framework Convention on Climate Change, the PV Magazine Award for "*Top Business Model 2015*", the "*Off-Grid Expert*" Award and the *Ecosummit* Award. Mobisol's work was elected by SUSTAINIA as one of the TOP10 sustainable solutions in the world and Mobisol's CEO has been named as "*Social Innovator of the Year 2015*" by the Technology Review.