Renewable Off Grid Power
“Little Green”

Winafrique
Remote Off Grid Power Challenges;

- Reliable
- Economic
- Full Service
- Green
Winafrique Technologies Ltd is an End to End Off Grid Power System Integrator

**Site Sizing**
- Customized
  - Loads
  - Locations
  - Optimization

**Performance**
- Telcom SLA Guarantee 99.9% availability; 80 WSH, 3WH, 2PVH, 9fPE, 32mPE, 14VBR-ESS by end Nov 2010, 14PIUs
- Rural PV ICT; Centers 6
- R.E.A PV; 9 Schools, 8 Health Centers
Winafrique Sites In Kenya

KEY
- Blue: Wind/Solar/Diesel Hybrid
- Green: Wind Hybrid
- Red: Solar Hybrid
- Pink: Enhancer
- Diamond: Power Interface Units
- Gray: VRB-ESS
- Orange: Orange Telkom Sites

Wind/Solar/Diesel Hybrid
Winafrique Market

Telecoms
- New Sites
- Retrofitting

Tourism
- Hotels and Lodges
- Game Parks

Rural Energy Sector
- Clinics
- Schools/ICT
- B. o. P

Little Green
Decentralized Small
- Wind/Solar
- Head Hydro
- Fuel Cells
- Point-of-Use Water
Small Footprint

“Smaller can be Beautiful”
RURAL ENERGY SECTOR WINAFRIQUE APPROACH; VILLAGE ECONOMIC IMPROVEMENT THROUGH PHASED DEVELOPMENT OF INCOME PRODUCING ACTIVITIES USING A RENEWABLE ENERGY BASED POWER SYSTEM AND GRADUAL DOMESTIC ELECTRIFICATION
Winafrique Challenges

**Financial**
- Financing is unreasonably costly for RE technologies.
- High Interest Rates
- Lack of support for B. o. P projects and initiatives
- Lack of VC in little green

**Technical**
- Standards, Codes and Best Practices
- Counterfeits
- No local manufacturing base
- Trained Staff
- Lack of R&D
- Govt. support in internalization of externalities

**Corruption**
- Tribalism
- Racism *(Local and International)*
- Bribery
- Lack of strong IP Policy
Little Green
Market segment is poised for rapid growth and WTL has products. Scope to diversify into related market segments e.g. Milk Cooling, Fish Freezing, PV Rural Schools/ICT. Leverage; Saving foreign exchange by displacing fuel imports and promoting green chain produce.