



**SUNWORKS**  
**AFRICA**

Be Energy Independent



# INTRODUCTION

My personal journey and SunWorks Africa's mission are deeply rooted in catalyzing sustainable transformation across the continent, where we've already **lit up 560 homes with clean energy** and provided **safe water access to approximately 1,000 households**. Building on this tangible impact, our proven expertise now drives our focus on an even more ambitious and scalable model in Cameroon. Are you ready to join a change in energy production and monopolize energy production in Africa going forward?




# PROBLEMS

We're tackling **Cameroon's critical energy challenge**: widespread **unreliable and expensive electricity**, even for stable segments like civil servants. Daily blackouts and high costs burden households, while the national grid struggles to keep up. The core issue is a lack of **affordable, decentralized clean energy solutions** that can both empower individual homes and support the national grid. We're stepping in to transform this instability into energy independence and economic opportunity.



# SOLUTIONS

SunWorks Africa's solution is a strategic **Grid-Connect Home Solar Program** for over **300,000 civil servants in Cameroon**. We install **modular 5 kWh solar systems** allowing homes to generate clean power and **sell excess energy to ENEO at 70 XAF/kWh**. This is facilitated by bank financing and managed by our **MySun application**. Starting with a pilot, we aim for **75,000 installations by Year 3**, mitigating **87,600 tonnes of CO2e** and creating over **1,000 jobs**.





**300,000**

Civil Servants could be directly impacted

# MARKET OPPORTUNITY

**100 % ~ 300,000**

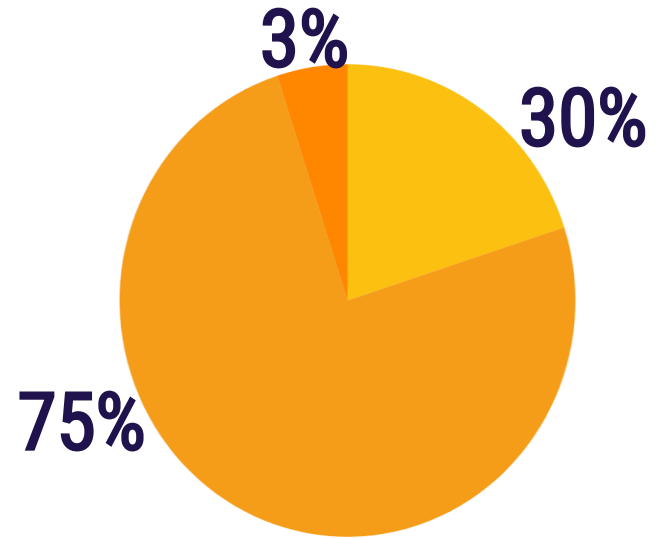
Represents our Total Addressable Market (TAM): Civil Servants in Cameroon

**30% - 90,000**

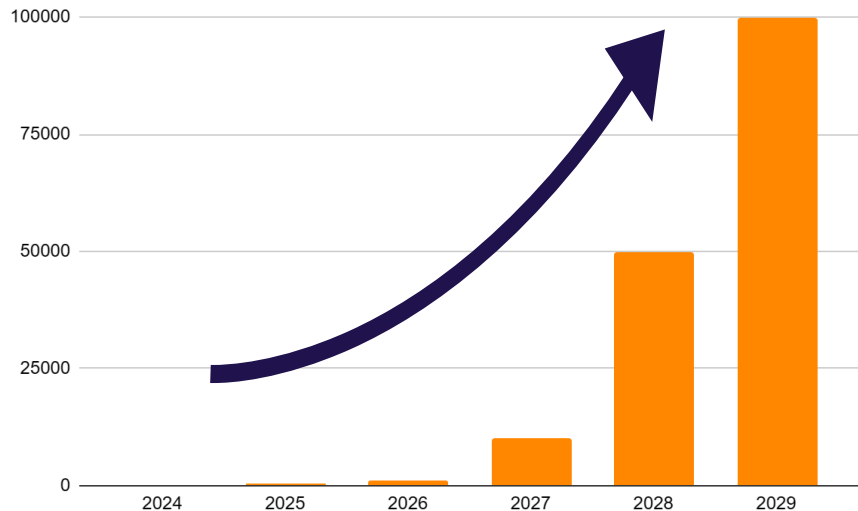
Represents our Serviceable Obtainable Market (SOM): Civil Servants Willing to Participate

**3% - 6,000**

Represents Untapped Potential: Those with Existing Off-Grid Solar & Willingness to Upgrade



# EXPECTED GROWTH



**87%**

**Expected  
88%  
customer  
growth YoY**

**95%**

**Customer  
retention &  
service  
offering**

**\$9M**

**Average  
expected  
income YoY  
for sales**

**\$3.9M**

**Service  
income by  
2027 YoY**

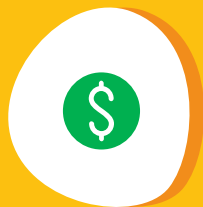


# BUSINESS MODEL



## ENERGY SOLUTION

Our core solution is providing **reliable, grid-connected solar power** directly to civil servant homes in Cameroon. We leverage robust 5 kWh systems with batteries and grid-tie inverters, empowering users to both consume and **sell excess energy to ENEO**. This innovative approach addresses daily power outages and high electricity costs, transforming households into active participants in a stable energy future.



## PAY AS YOU GO

While not a traditional PAYG for system ownership, our model incorporates a **"pay-as-you-benefit" financial structure**. Partner banks provide loans repaid via predictable payroll deductions, ensuring affordability and removing upfront cost barriers. This system effectively makes clean energy accessible, allowing civil servants to pay for the continuous benefits of reliable power and income generation.



## APPS & SALES

The **MySun application** serves as the **digital core of our sales and customer engagement strategy**, offering real-time monitoring of energy generation, consumption, and financial flows, including loan balances and ENEO credits. This transparency and control are key selling points for our civil servant target market, directly addressing their need for reliable and cost-effective power. Our sales approach leverages these app-driven benefits through direct engagement with civil servant associations, ensuring high conversion rates by demonstrating the immediate financial incentives and long-term value of our solution.



# STRATEGY



## ACQUISITION

Our strategy includes opportunistic acquisitions for rapid market share or specialized assets. We will target smaller, local solar companies to gain existing customer bases or skilled teams. This approach accelerates expansion, consolidates the market, and offers immediate operational footholds.



## PARTNERSHIP

Financial partnerships are crucial; we will formalize MOUs with banks like Afriland First Bank and Ecobank for de-risked loan financing. Equally vital are agreements with ENEO for grid interconnection and energy buy-back at 70 XAF/kWh, with a future aim for dynamic pricing. Lastly, we will forge strong supplier relationships to optimize costs and ensure a consistent supply chain.



## FRANCHISING

Franchising is a future growth model, considered after our full-scale national rollout. This strategy will enable rapid, decentralized expansion across diverse regions with reduced direct operational overhead for SunWorks. We envision providing certified brand, training, and MySun platform access, empowering local entrepreneurs while ensuring quality control.



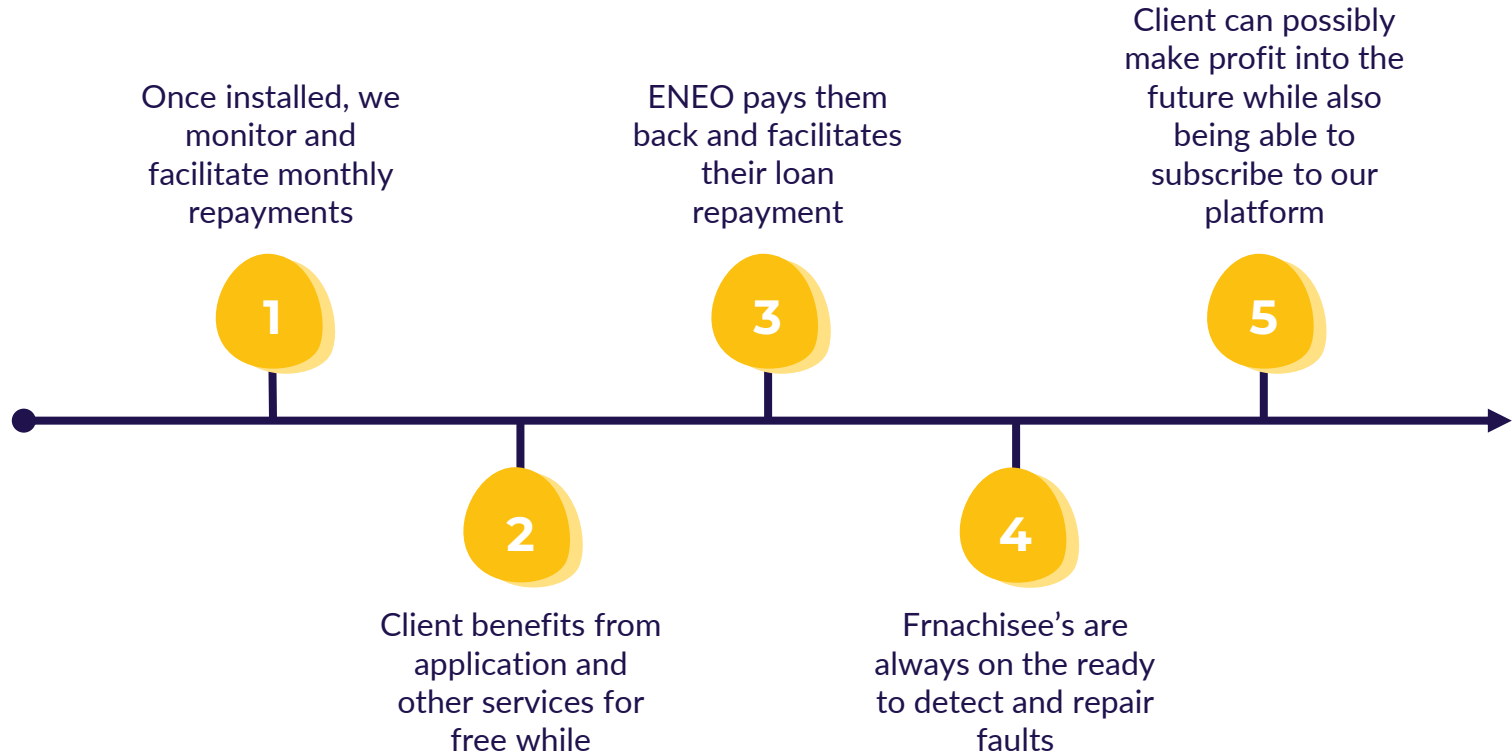
## MONITORING

Our MySun application forms the core of our monitoring efforts, collecting real-time data on solar generation, consumption, battery status, and financial flows. This provides immense value through enhanced customer experience, meticulous financial tracking, and proactive operations & maintenance. Ultimately, comprehensive monitoring ensures optimal system performance, extends lifespan, and facilitates accurate impact reporting.

# OPERATION 1



# OPERATION 2



# MySun APPLICATION

## MySun

The MySun application is the central digital platform for our program, offering users real-time monitoring of their solar generation, consumption, and battery status. Critically, it seamlessly tracks loan balances and accrues credits from energy sales to ENEO, providing complete financial transparency. This intuitive app empowers civil servants with control over their energy, ensures efficient system management, and is vital for our data-driven operations.



# MYSUN OVERVIEW

## ORDERS

Primarily to monitor client orders and manage repayment/payment for products and services

## MONITORING

Monitoring production/usage of energy as well as resale into the grid

## MAINTENANCE

Used to manage maintenance schedules as well as other after sales/service amenities

1

2

3



# OUR RESPONSIBILITY

## IMPACT

- Directly mitigates CO2 emissions; projects **87,600 tonnes CO2e avoided cumulatively by Year 3.**
- Generates income for households via energy sales; creates **over 1,000 direct installer jobs by Year 3.**
- Improves quality of life with reliable power; enhances education and health outcomes; boosts national energy security.

## PARTNERSHIP

- Critical MOUs with **Afriland First Bank and Ecobank** secure de-risked loan financing.
- Key agreements with **ENEO** facilitate grid interconnection and energy buy-back (initial **70 XAF/kWh**).
- Strategic alliances with international suppliers ensure competitive pricing and component availability.

## SUSTAINABILITY

- Multiple income streams (fees, margins, carbon credits) ensure robust financial health beyond initial sales.
- Phased rollout and franchised installer network enable rapid, cost-effective national expansion.
- MySun app fosters high customer retention; recurring service fees ensure continuous income and support.

The background image shows two workers in blue hard hats and orange safety vests installing solar panels on a wooden roof. The scene is slightly blurred, emphasizing the text overlay. Large, abstract yellow shapes with black diagonal line patterns are positioned in the top-left and bottom-right corners.

Being **energy**  
**independent** is the  
future that **saves our**  
**planet**



# FINANCIALS

## YEAR 3

By Year 3 of full rollout, we project achieving **36,000 new installations** annually, reaching a **cumulative total of 75,000 systems**, and mitigating **87,600 tonnes of CO<sub>2</sub>e** while creating **over 1,000 direct installer jobs**.

### Metrics

### Projections

### Profitability

## ACQUISITION

Our acquisition strategy focuses on gaining new customers with a target to achieve **75,000 cumulative installations by Year 3**, driven by a projected **>98% loan repayment rate** and **>80% customer satisfaction** from our pilot phase.

## HOW MUCH?

The program demonstrates substantial profitability from Year 1, with projected Net Profit before tax growing to **5,427,500,000 XAF (approximately \$9,769,500 USD)** by Year 3 of full rollout, driven by diversified revenue streams and scalable operations.

# WHY US?



**ASANGA  
JUSTICE**

C.E.O & Engineer,  
9+ years exp



**FURNWIE  
NELSON**

C.O.O & System  
Developer, 8+  
years exp



**NGWAN  
DORINE**

C.F.O & Expert  
Accountant, 10+  
years exp

# WE ALREADY ARE...

deeply committed to **catalyzing sustainable transformation** across Sub-Saharan Africa by providing essential renewable energy and water solutions. We've already made a tangible impact, having successfully **lit up 560 homes with clean energy** and provided **safe water access to approximately 1,000 households**. Beyond on-the-ground deployments, our expertise is recognized at a high level: we've participated as **industry experts at the Congo Basin Conclave**, seen our ideas preselected at **YALI**, and actively collaborate with various **Cameroonian ministries on energy policy**, contributing significantly to the **development of the nation's new energy mix**. Our team possesses deep technical proficiency in energy modeling tools like **OSeMOSYS** and **Flextool**, and we are dedicated to advocacy, regularly participating in pivotal events such as **RADA's Climate Change Symposium**. This extensive experience positions us as key players driving Africa's sustainable energy future.



# THE OPPORTUNITY

## PARTNER



SunWorks Africa offers an unparalleled opportunity to partner with a proven leader in Africa's sustainable energy transition. We bring a **track record of impactful deployments**, having already lit up hundreds of homes and provided water access to thousands. Our deep expertise is recognized by high-level participation in events like the **Congo Basin Conclave**, preselection by **YALI**, and direct collaboration with **Cameroonian ministries** in shaping the nation's energy future, including proficiency in **OSeMOSYS** and **Flextool**. This foundation ensures a high-impact, de-risked collaboration on a project poised for significant scale and influence.

## INVEST

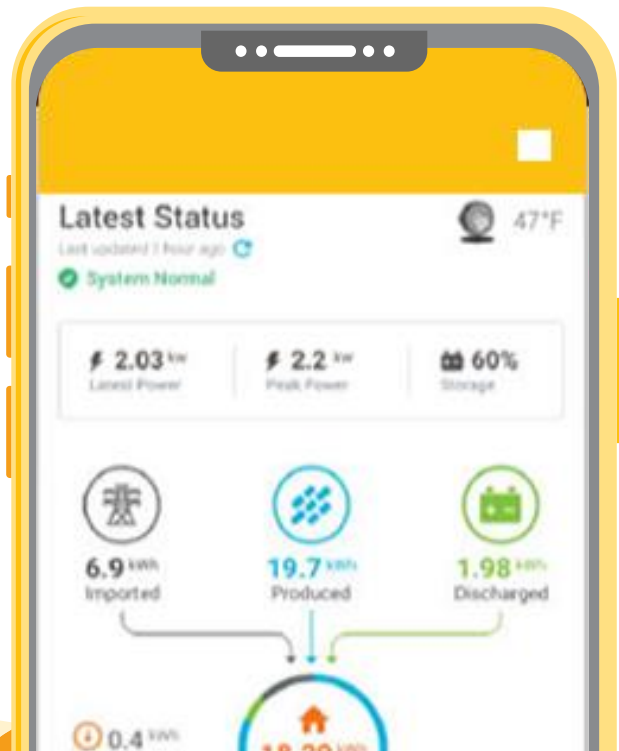


The SunWorks Grid-Connect Home Solar Program presents a compelling investment opportunity in a rapidly expanding, high-impact market. We're targeting **300,000 civil servants in Cameroon** with a unique model that offers **reliable, income-generating clean energy**, significantly de-risking adoption. Our projections show aggressive growth, aiming for **75,000 cumulative installations by Year 3**, which translates to substantial **CO2 mitigation (87,600 tonnes cumulatively)** and the creation of **over 1,000 direct jobs**. With a robust financial model, including predictable revenue streams and strong profitability, we are seeking **seed/initial funding of 320,000,000 XAF (approx. \$520,000 USD)** to launch our pilot, establish critical partnerships, and solidify our market leadership, setting the stage for monopolizing energy production in Africa.

# PARTNER

## WHAT DO YOU GAIN?

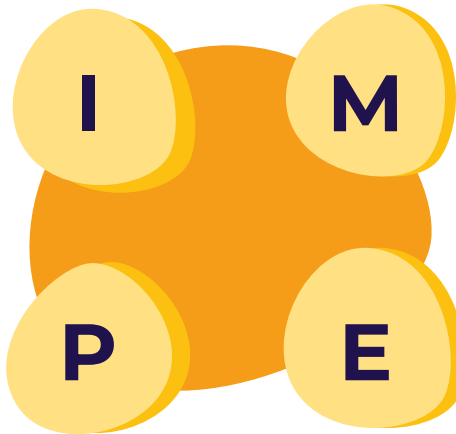
For SunWorks Africa, strategic partnerships are the **bedrock of our scalability and mutual success**, offering tangible gains for every stakeholder involved. **For banks** like Afriland First Bank and Ecobank, this means gaining access to a highly de-risked and extensive loan portfolio of over 300,000 civil servants, ensuring exceptional repayment rates and generating significant, low-risk interest income while enhancing their green financing credentials. **ENEO** stands to gain immensely by integrating distributed generation from thousands of homes, stabilizing the national grid, reducing reliance on expensive thermal plants, and efficiently managing network demand, all while meeting their mandate to expand energy access. **Technology and equipment suppliers** benefit from becoming a preferred vendor for a large-volume, consistent buyer, securing predictable revenue streams from our aggressive rollout plan and gaining a strategic foothold in Cameroon's burgeoning solar market. Lastly, **training and certification institutions** secure direct access to a continuous pipeline of individuals requiring specialized solar installation and maintenance training, allowing them to shape Cameroon's green economy workforce and validate their curriculum with real-world industry demands.



# INVEST


We are seeking **seed/initial funding of 320,000,000 XAF (approximately \$520,000 USD)** to launch our vital pilot program. This investment will enable us to establish critical banking and ENEO partnerships, validate our operational model, and solidify our initial market leadership.

Our model is designed for substantial profitability from Year 1, driven by diversified revenue streams including bank facilitation fees, ENEO grid management, user service fees, and supplier margins. We project Net Profit before tax to reach **5,427,500,000 XAF (approx. \$9,769,500 USD) by Year 3** of full rollout, reflecting healthy margins from a high-volume, de-risked market segment.



The investment will be meticulously managed to ensure efficient scaling and operational excellence. Our robust business model, combined with the real-time data and financial tracking capabilities of the MySun application, guarantees transparent oversight and optimized resource allocation for rapid, controlled growth.

We foresee attractive exit opportunities within 5-7 years, primarily through **acquisition by larger energy utilities or renewable energy funds** seeking to consolidate market share in the rapidly growing African decentralized energy sector. Alternatively, a **strategic IPO** on a regional stock exchange could be pursued as we achieve significant scale and market dominance, offering investors a clear pathway for substantial returns.

The background is a vibrant yellow-orange color. It features several large, organic, wavy shapes in a lighter shade of yellow. In the top right corner, there is a pattern of small dark blue dots. In the bottom right corner, there are several parallel white diagonal lines.

This is your chance to invest not  
just in a company, but in the  
definitive energy transformation  
of Africa, positioning yourselves  
as architects of a new,  
decentralized power era.

**—ASANGA JUSTICE**



# ALREADY WITH US



# THANKS!



Do you have any questions?

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