

Raising capital for solar projects in emerging markets

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About myself

Markus Schwaninger, CFO

Dipl. Wi.-Ing.

Certified Expert in Climate & Renewables Finance

Certified Expert for Financial Products in Germany



- Lived in Kenya in 2010 and 2011
- 7 years market experience
- Advised 15 solar companies in entering Ghana, Kenya, Tanzania and Myanmar





ecoligo's vision is to accelerate the global use of
zero CO2 solutions to secure a sustainable
energy future.

About ecoligo

We raise capital to finance low cost solar energy to local businesses in emerging markets

Founded
in 2016

Offices in
Berlin,
Frankfurt
& Accra

8
employees

Focus on
Sub-
Saharan
Africa

Our approach

Step 1:

We raise the needed capital through crowdfinancing



Crowd-investors

investments ↓ ↑ returns



Crowd-investment platform

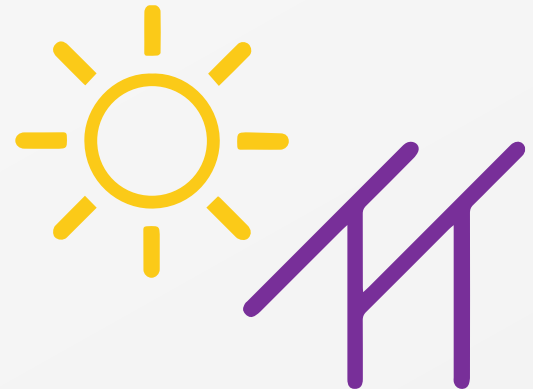
Step 2:

Our trusted local partners install the solar system

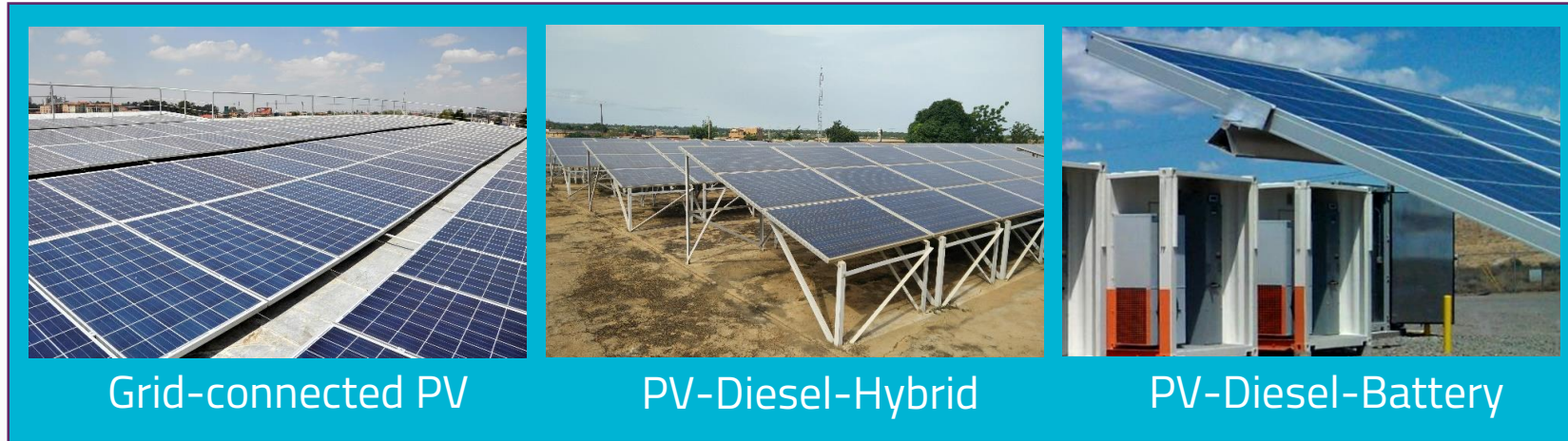


Step 3:

End customers receive clean, low-cost, hassle-free electricity and offset tonnes of CO₂



Type of projects



Energy off-takers



Our sweet spot



LOCAL FINANCE

< 50,000 €

Finance Gap

50,000 € – 2,500,000 €



DEVELOPMENT FINANCE

> 2,500,000 €

Two options to work with us

Own projects

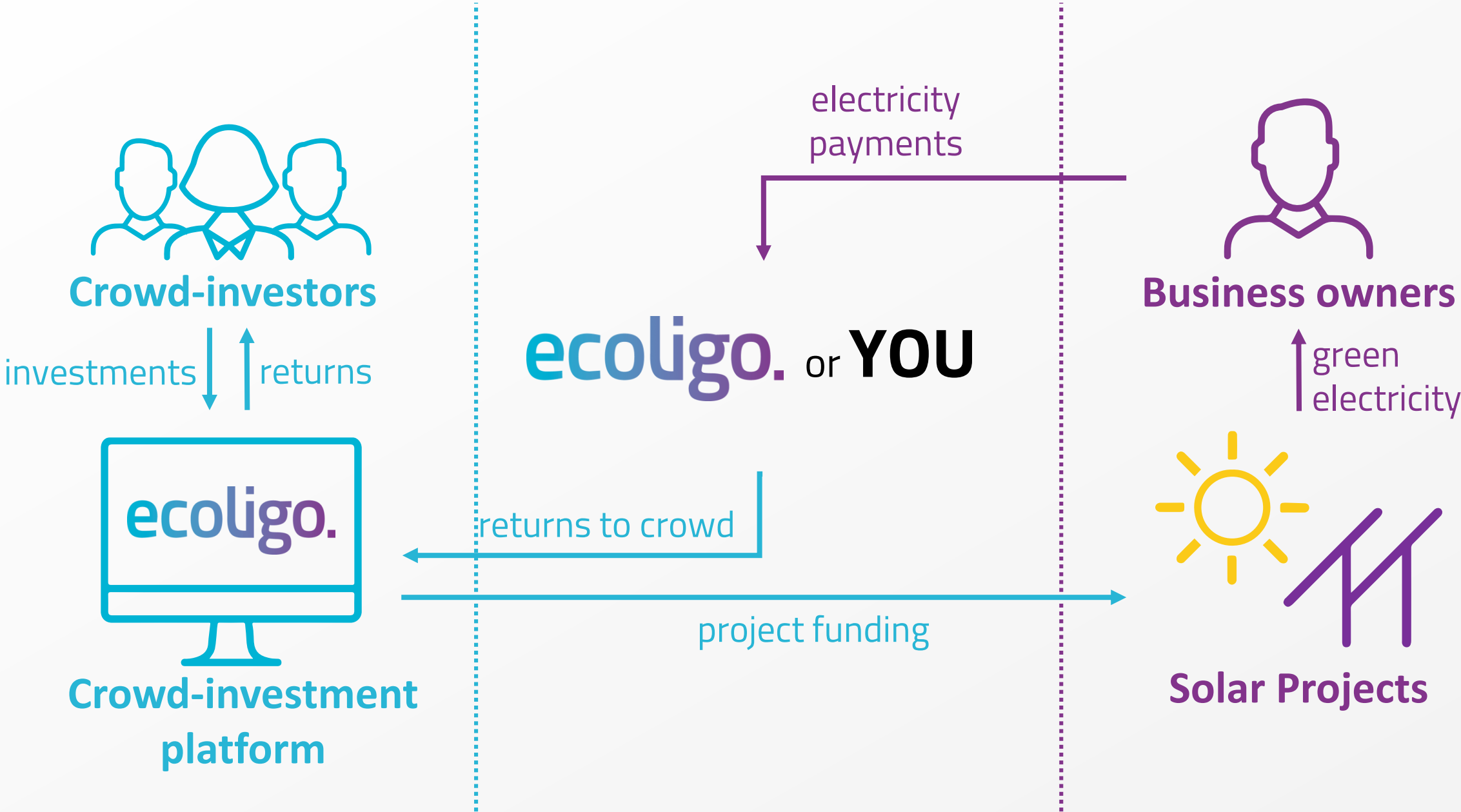
ecoligo owns and operates the solar projects



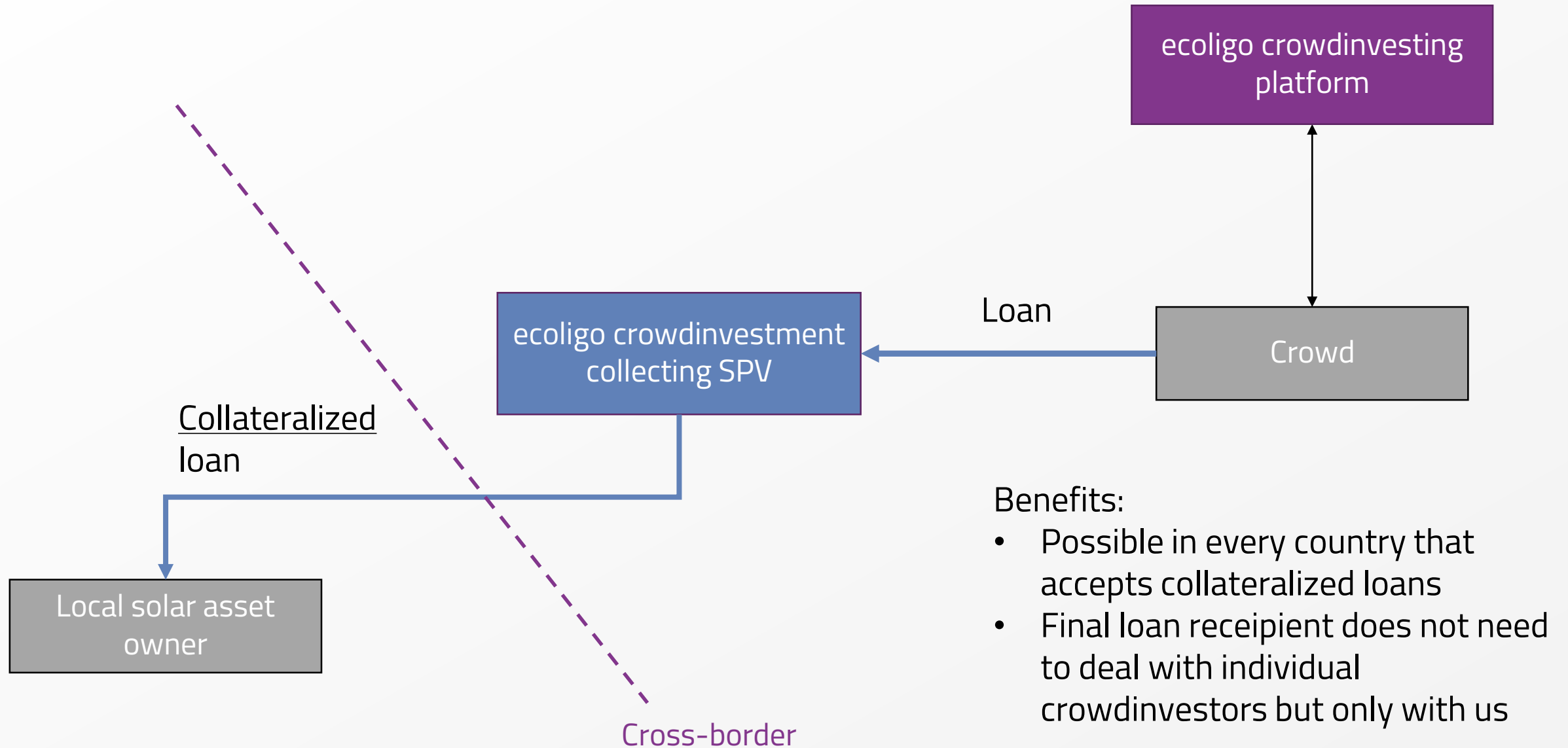
Third party projects

Provision based on the project volume

ecoligo's two-sided business model

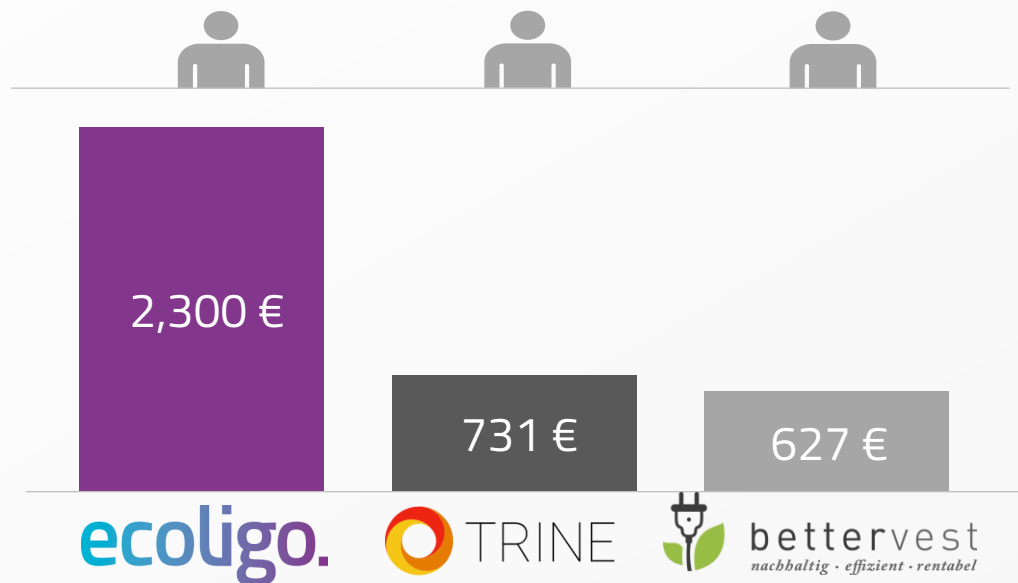


Legal structure

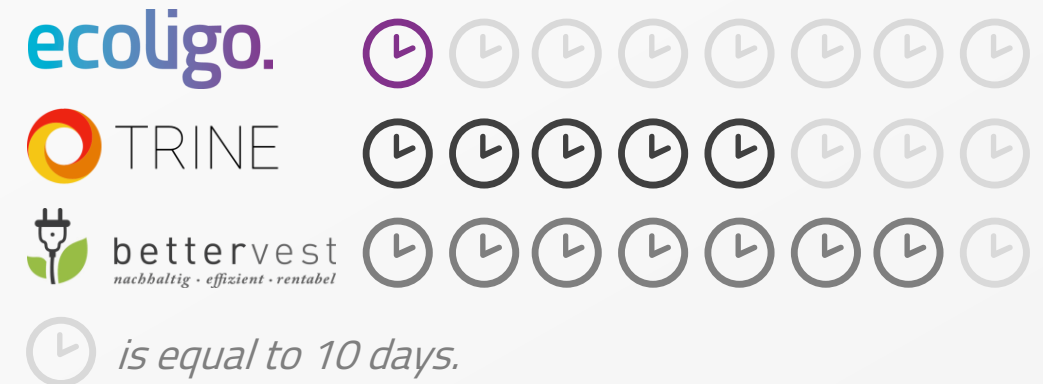


Comparison of different crowdfinancing platforms

Average investment per crowdfinancing investor




Average campaign time



The average project investment per crowdfinancing investor and the average time needed to fund the projects depends on the platform.

Case study: main success factors

✓ Erfolgreich finanziert




66 kWp Solaranlage Penta Flowers
Kenia

Volumen:	107.000 Euro	
Laufzeit:	5 J	5 J
Zins:	5,50 %	5,00 %
Bonus:	0,50 % bis 10.04.2017	
Tilgung:	jährlich	

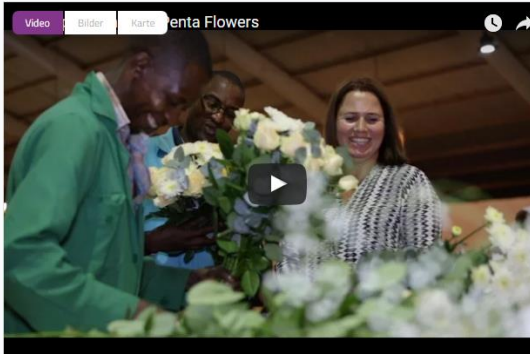
Finanzierung nach 6 Tagen abgeschlossen

- **Short loan tenor:** 5 years (matches the 5-year lease-to-own business model)
- **No currency risk:** lease payments in EUR and off-taker revenue in EUR (exports roses to Europe)
- **Social impact:** Corporate social responsibility measures and certifications by the energy off-taker Penta Flowers
- **High-quality video:** tangibility through scenes from the farm, the managing director and employees (in German language is a plus)



FAIRTRADE MAX HAVELAAR MPS Sustainable Quality FAIRTRADE DEUTSCHLAND

Video Bilder Karte Penta Flowers



Feste Rendite Fairtrade zertifizierter Endkunde Unterstützt die lokale Wirtschaft

Case study: risk mitigation factors

Technical

- Simple technical set-up without batteries
- Tier 1 equipment suppliers (Canadian Solar, Schletter, SMA, Meteo Control)
- Experienced EPC with more than 10 MW installed capacity (mainly rooftop in Southern Africa)
- Experienced project owner & operator with strong financial equity capabilities
- Allianz Climate Solutions as technical Due Diligence partner



Business model

- PV system ownership with leasing company, not energy off-taker
- Leasing payments in EUR
- Fixed monthly payments independent of the energy production
- Business model was awarded by development organisations (reputation)



Energy off-taker

- Active in the market since 2004
- Strong financials (three years of audited annual reports)
- Stable annual revenue
- Run by a German managing director
- Supplies REWE super markets
- Fairtrade and MPS-certified (reputation)



A wide-angle photograph of a solar farm. In the foreground, rows of blue solar panels stretch towards the horizon, their white grid lines clearly visible. To the left of the panels is a metal guardrail. The background features a vast, arid desert landscape with sparse vegetation and a range of rugged, brown mountains under a clear blue sky with a few wispy clouds.

ecoligo.

make investments. make them matter.

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