

Enhancing Reliable Electricity Access through Solar in Kenya

Webinar – April 2021



In partnership with



About Sydenham Power

3

Years

Founded in 2018; working across Kenya

3

Global Partners

Hyundai Heavy Commercial (Korea), Sunpal Power (Hong Kong) and Heshi Lighting (Taiwan)

5+

Industrial Sectors

Education, agriculture, financial services, manufacturing, oil and energy, government

25+

Professionals

Including engineers, solar technicians and project managers. Our team is growing daily.

Our Mission

To be a strategic partner to our clients and preferred provider of innovative alternative energy solutions that translate into financial and environmental savings.

Our Vision

A brighter and greener East Africa

Our Purpose

To drive the uptake of alternative energy solutions in Kenya

5

Solar Product Lines

Ranging from LED solar floodlights, LED solar streetlights, inverters, monocrystalline solar panels and solar pumps

Our Products



LED solar floodlights



LED solar streetlights



**Solar panels and
Inverters**



Solar Pumps

Poll Question

How many people in the world do not have access to electricity?

- a) Less than 100million
- b) 100million – 1 billion
- c) More than 1 billion

Statistics on Electrification Rates

1.3

Billion People

Globally do not have access to electricity. Roughly the entire population of India

95%

Of these are in Sub-Saharan Africa and developing Asia

25,000

-

30,000

Solar Modules

Traded annually in Kenya; according to GoK this increased tremendously by about 100% in 2018

4,000

Schools

Installed and commissioned in Kenya by the Rural Electrification Authority from 2015



Ref

*International Energy Agency, 2015
KCIC Report*

Why Solar Power

Among all the forms of renewable energy, solar power presents the most promise for the ordinary Kenyan. Why?

**>Ksh. 300,000
per Kw**

VS

**Ksh.
Sh170,000**

VS

**Ksh.
4,500**

Setup cost for
geothermal
powerplant
excludes
maintenance

For a basic wind
generator. More
sophisticated
systems will cost
in excess of Ksh.
1M

For the cheapest
solar panel available
in the market
(around 100W)

From 2000–10, solar photovoltaic (PV) technology continued to grow due to increasing demand.

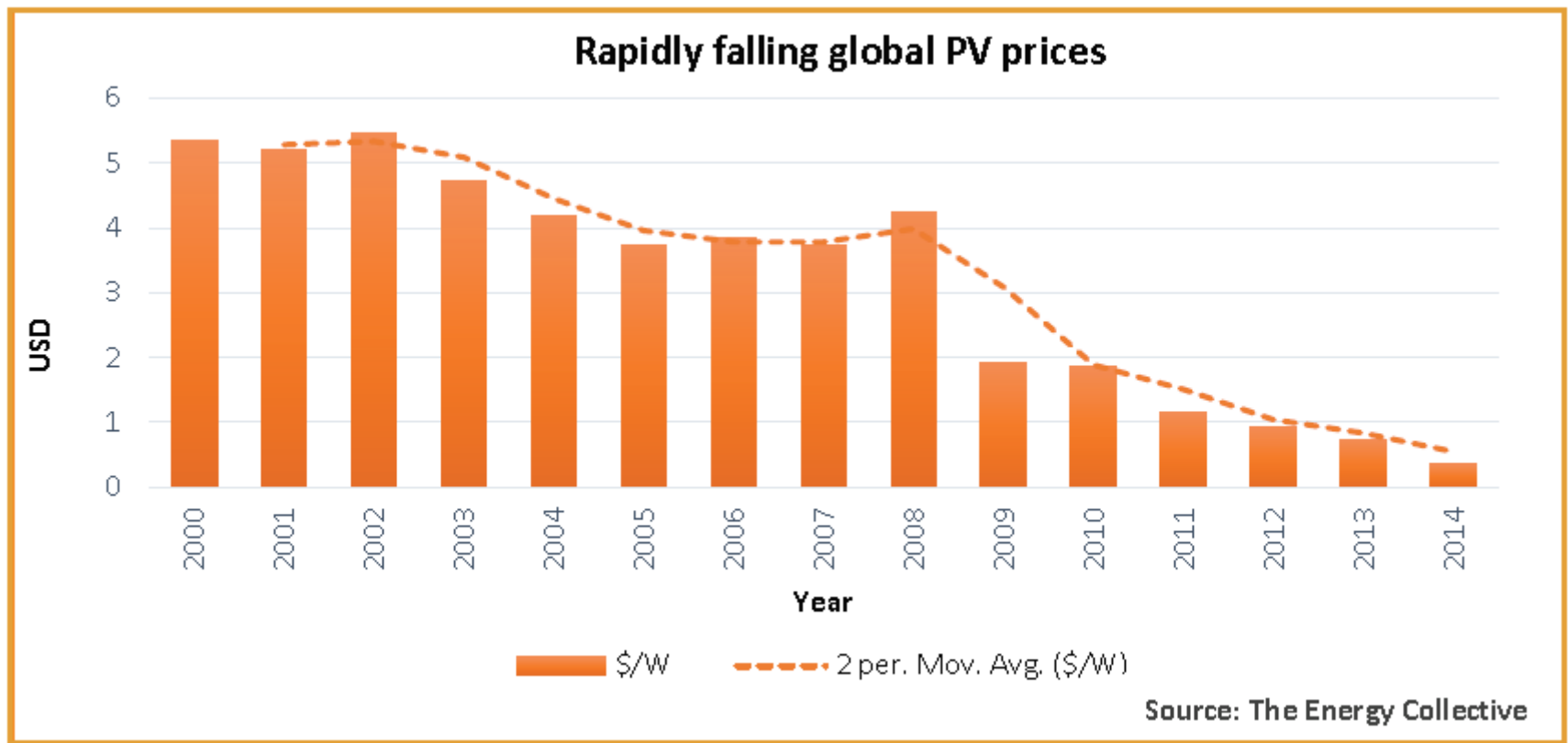


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Business Daily

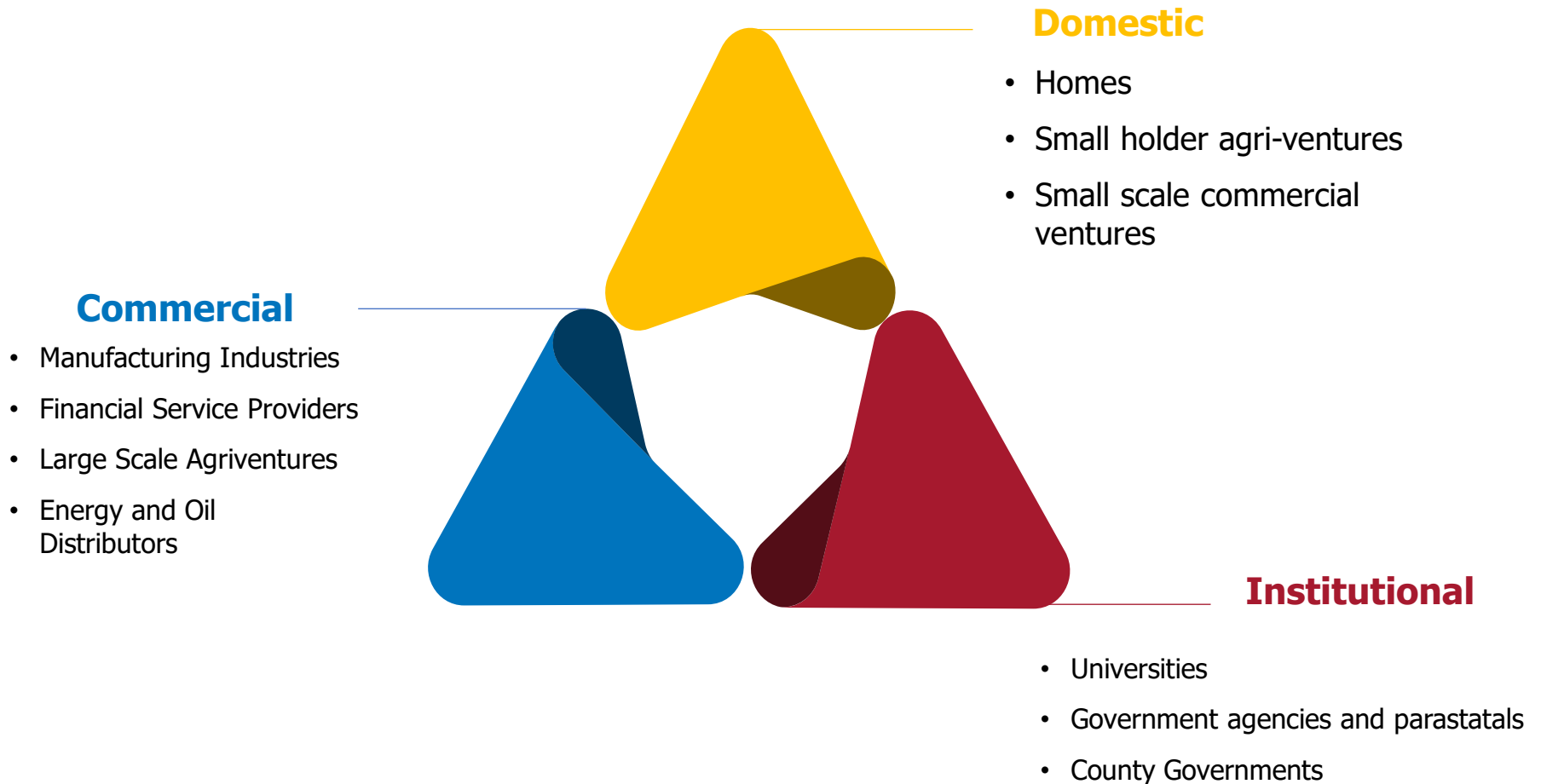
Solar Power – Costs

There has been a steady decline in the cost of solar power over the years with costs being steep at the beginning of the millennium

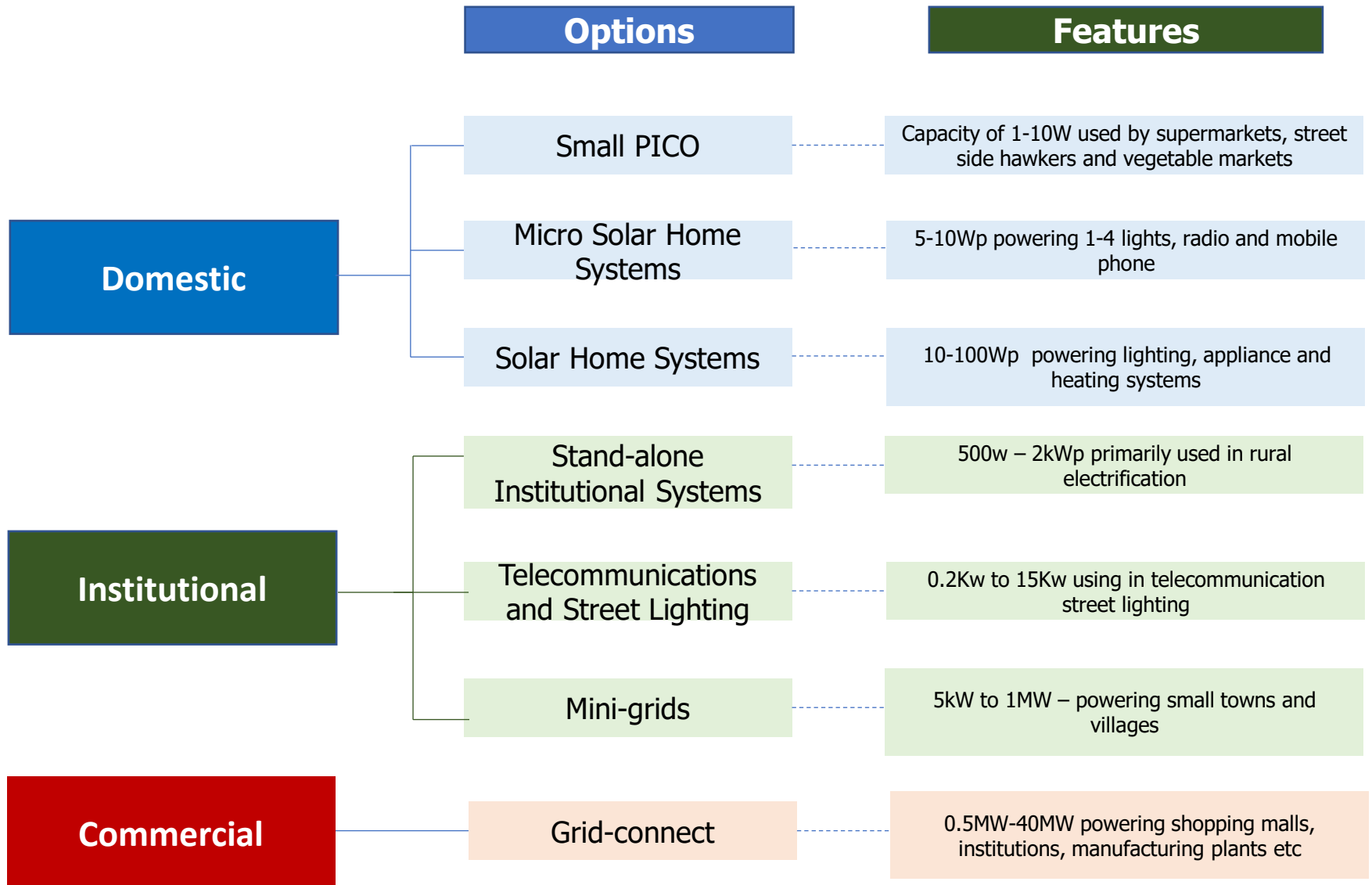


Solar Power Market in Kenya

The Solar Power Market in Kenya is divided into three broad segments

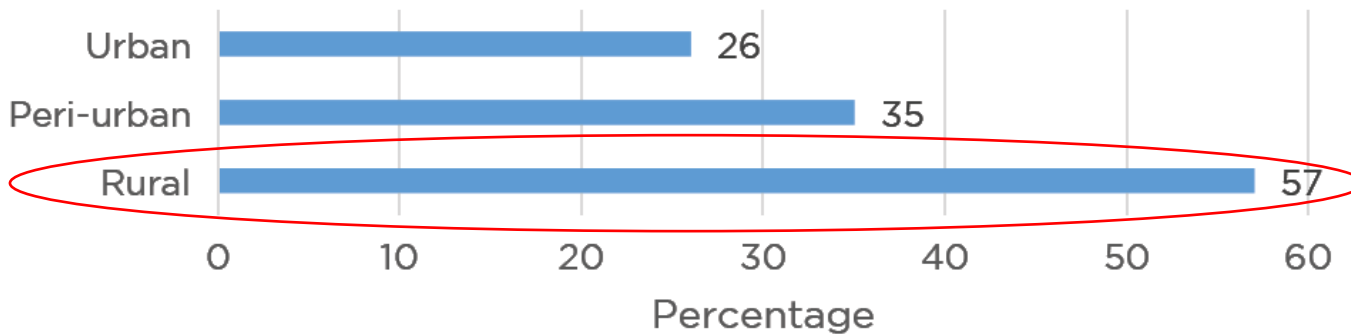


Solar Power Segmentation



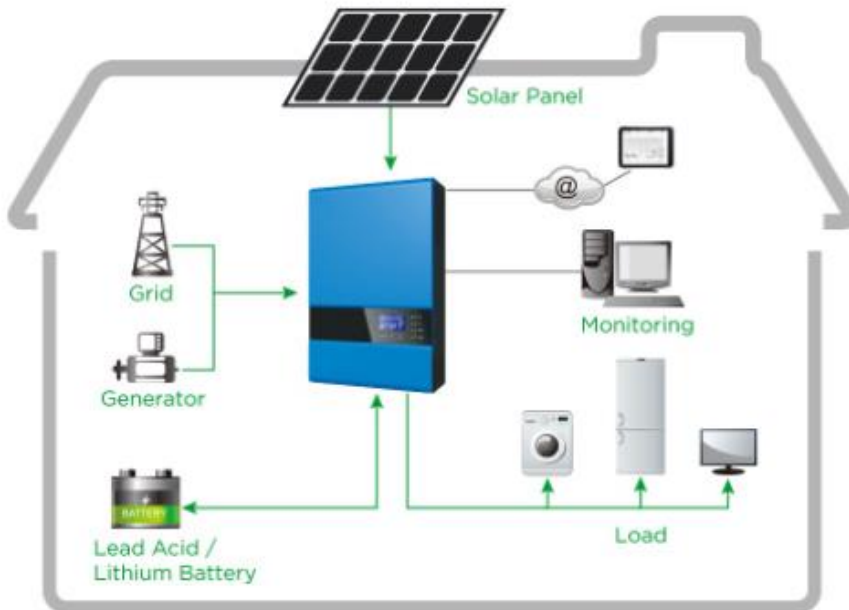
Solar Power Segmentation and Use

Target SLP Markets



Largest usage is in rural areas primarily because of:

- Need
- Marketing
- Accessibility



Primary Uses:

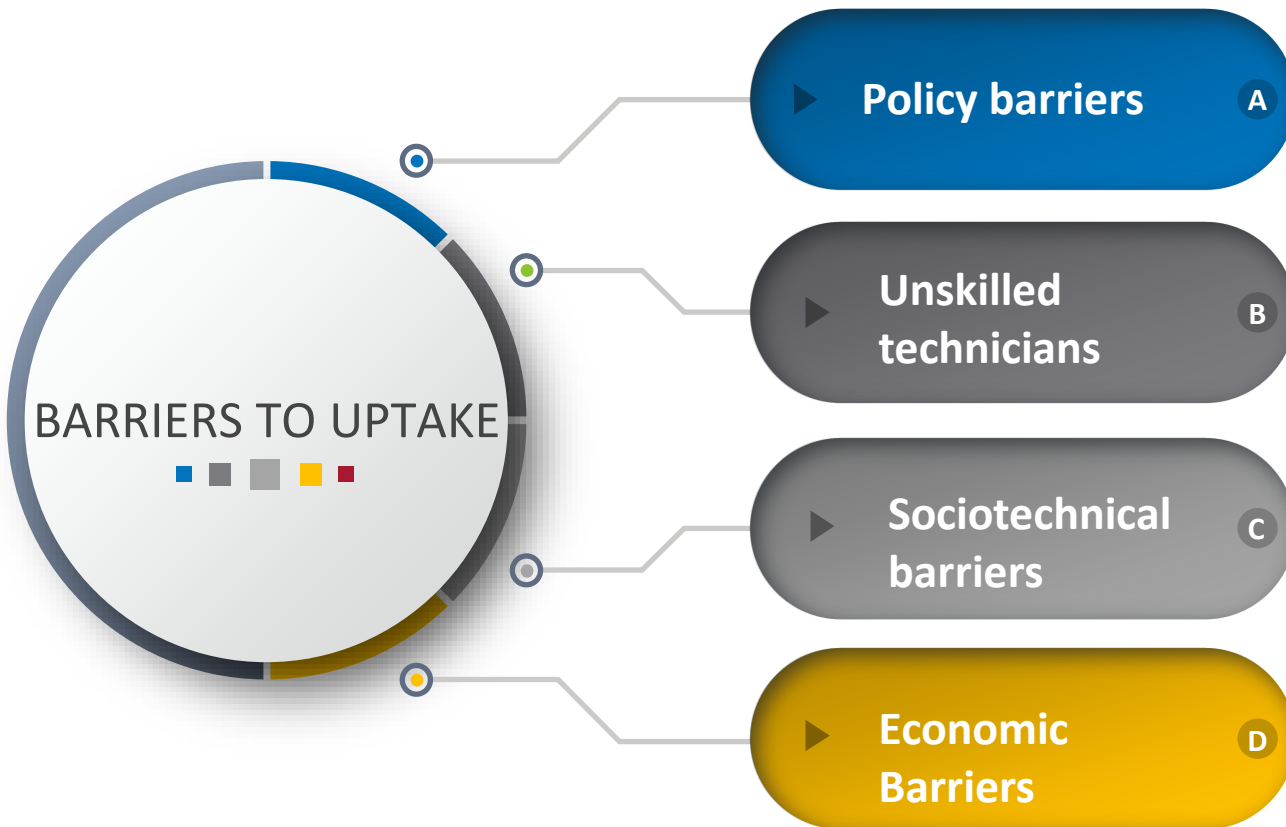
- Household lighting (94%)
- Mobile phone charging (24%)
- Powering basic appliances
- Pumping water
- Security Systems
- Heating

Poll Question

**What is your Biggest
Concern with Solar Power?**

- a) Quality of systems
- b) Cost
- c) Accessibility
- d) Lack of professional advice
- e) All of the above

Barriers to Uptake of Solar in Kenya



Bottom Line and Recommendations

A

The bottom line is that the market has a lot of potential. There is immense room for growth of solar in Kenya and Africa as a whole.

B

More forums to understand user and market challenges. This will promote a customer-centric culture and innovation in the sector.

C

Introduction of an off-grid policy that explores mini-and micro-grids providing investor protection.

D

Tighten quality control systems to reduce on flooding of counterfeit and low quality solar products in Kenya

E

Review fiscal policies i.e. VAT (16%) on solar products to promote their uptake



Thank you
Questions?