



NEWS RELEASE

200,000th Home Connects to M-KOPA

26 May 2015, Nairobi, Kenya... M-KOPA is today announcing that it has powered up 200,000 homes across East Africa – having doubled the number of homes connected to its solar home systems in the past eight months.

The average M-KOPA household has over five inhabitants. Accordingly, M-KOPA is now providing power to over a million people across East Africa.

Jesse Moore, Managing Director and Co-Founder, M-KOPA Solar, says, "It took us two years to connect our first 100,000 homes and just eight months to connect our second 100,000 homes. We are pushing hard to grow even faster and reach our goal of one million homes by the end of 2017."

M-KOPA is now selling 500 new systems each day across Kenya, Uganda and Tanzania. It has a network of over 1,000 direct sales agents and 85 customer service centres across East Africa.

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About M-KOPA

We have become the world's leading 'pay-as-you-go' energy provider to off grid homes. We've developed a better way to provide affordable, safe and clean energy to billions of people living off the grid.

Thanks to the sun's rays and mobile technology, our customers can light up their homes, charge their phones and tune into the radio. They can do all this at the flick of a switch and for less than they used to spend on Kerosene.

At M-KOPA, we give you a lot more light, for less, with our affordable annual payment plan. All you need is a deposit of \$35, followed by 365 daily payments of 43 cents - paid using your mobile money service. After completing the payment package, customers own their system outright.

Each battery-powered 8W system has three lights, a phone-charging facility and a chargeable radio. And it is backed up by a two year warranty and 24/7 customer care. We sell directly through a network of service centers and agents spanning the entire East African region. Check out www.m-kopa.com to connect with us.

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