

# mopo

Releasing energy for  
an Africa on the move



# Net-zero in Africa?

---

Africa has abundant sunshine and solar power is getting cheaper all the time.

So **why** is it increasingly dependant on petrol and diesel?

Because solar energy is not yet as distributable as liquid fuel.

**mopo** changes the equation...

**Almost 1 billion Africans have no grid or poor grid and are reliant on petrol and diesel for noisy and polluting generators.**

To beat fossil fuels, any solar solution must be **distributable**

Fossil Liquid fuels are:

1

## Versatile

From small generators for households or phone charging kiosks, to commercial generators and transport.

2

## Portable

Petrol packs a lot of energy relative to its weight and volume

3

## Pay-per-use

Buy as little or as much energy as you need, in cash, anywhere.



## Pay-per-use battery swap is one answer to **distribution**

**mopo** Batteries are:



### Versatile

A range of use cases, from low income households with MOPO<sup>50</sup> to e-mobility and generator replacement with MOPO<sup>Max</sup>



### Portable

50Wh of handheld energy with MOPO<sup>50</sup> and 1000Wh with MOPO<sup>Max</sup>



### Pay-per-use

No deposit, no long term commitment, just pay as and when required



mopo<sup>50</sup>

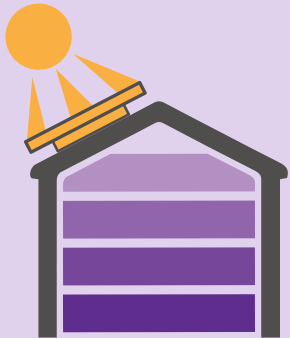
mopo<sup>Max</sup>

# mopo Hubs

mobile  
power



## CHARGE



### MOPO Hub

Hub can be installed on existing generation asset or new site with solar or grid

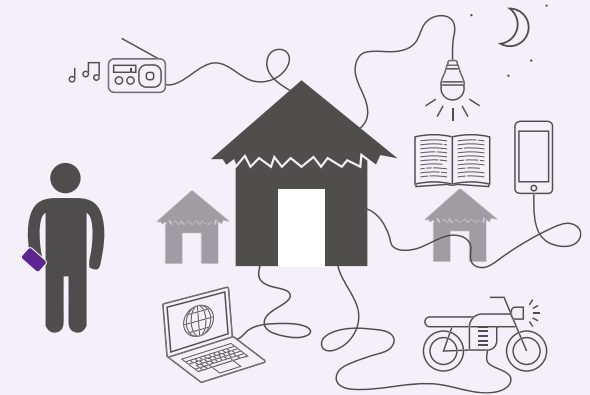
## DISTRIBUTE



### Agents & Riders

Agents buy activation credits from Mobile Power using Mobile Money

## USE



### Homes & Businesses

Customers pay the agent directly with cash and the agent uses their credits to activate the battery for the customer

# MOPO50 Battery 24-hr household energy access



The **fossil fuel** way  
Generator-powered  
phone charging kiosk

The **mopo** way  
Charged at solar hub,  
taken home and run  
multiple appliances



**mopo** 50



The fossil fuel way



# MOPOMax Battery:

Electric motorbikes and tuk-tuks

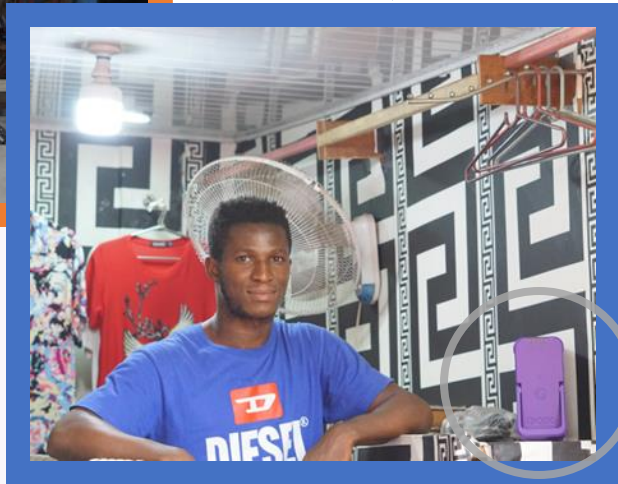


The **mopo** way

# MOPOMax Battery: Replacing petrol generators



The **fossil fuel** way  
Loud and polluting  
Generator-powered  
businesses & homes

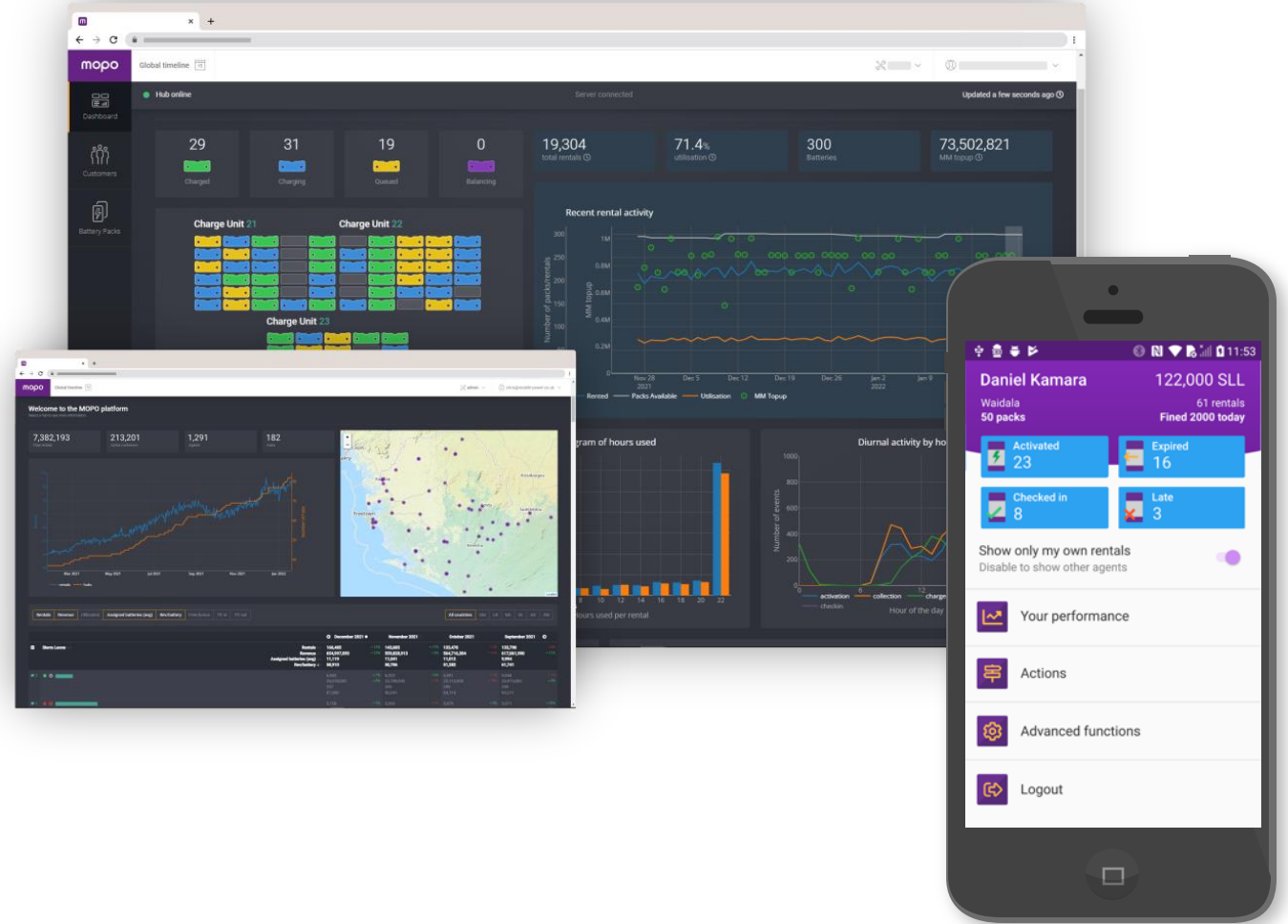
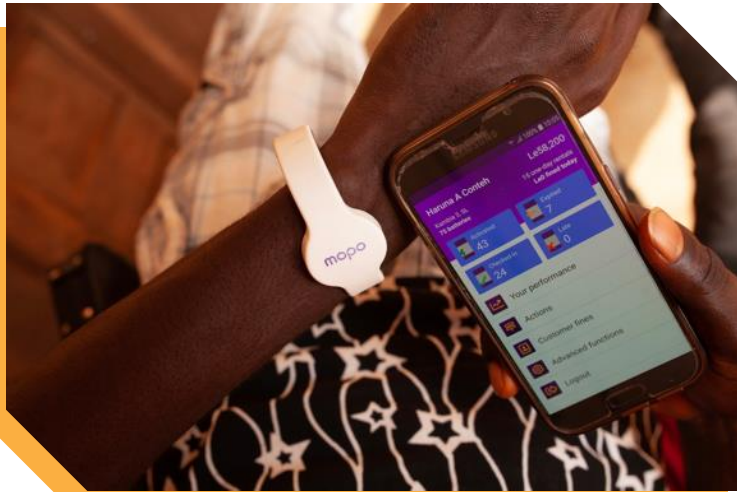


The **mopo** way  
Silent, net-zero and  
cheaper





# Innovative technology platform enables scale



The mopo platform provides a comprehensive view of rental operations. The desktop dashboard includes:

- Global timeline** and **Hub online** status.
- Customers** and **Battery packs** sections.
- Charge Unit** status: 29 Charged, 31 Charging, 19 Quashed, 0 Reloading.
- Recent rental activity** graph showing the number of packs over time.
- Map** showing the distribution of rental units across a geographical area.
- Diurnal activity by hour** and **Hours used per rental** charts.
- Summary table** for December 2021, showing metrics like Revenue, Packets Available, Utilization, and MM Topup.

The mobile app interface for **Daniel Kamara** displays:

- Balance:** 122,000 SLL
- Waidala:** 50 packs, 61 rentals, Fined 2000 today
- Activated:** 23
- Expired:** 16
- Checked in:** 8
- Late:** 3
- Options:** Show only my own rentals, Your performance, Actions, Advanced functions, Logout.

# Proven financial track record

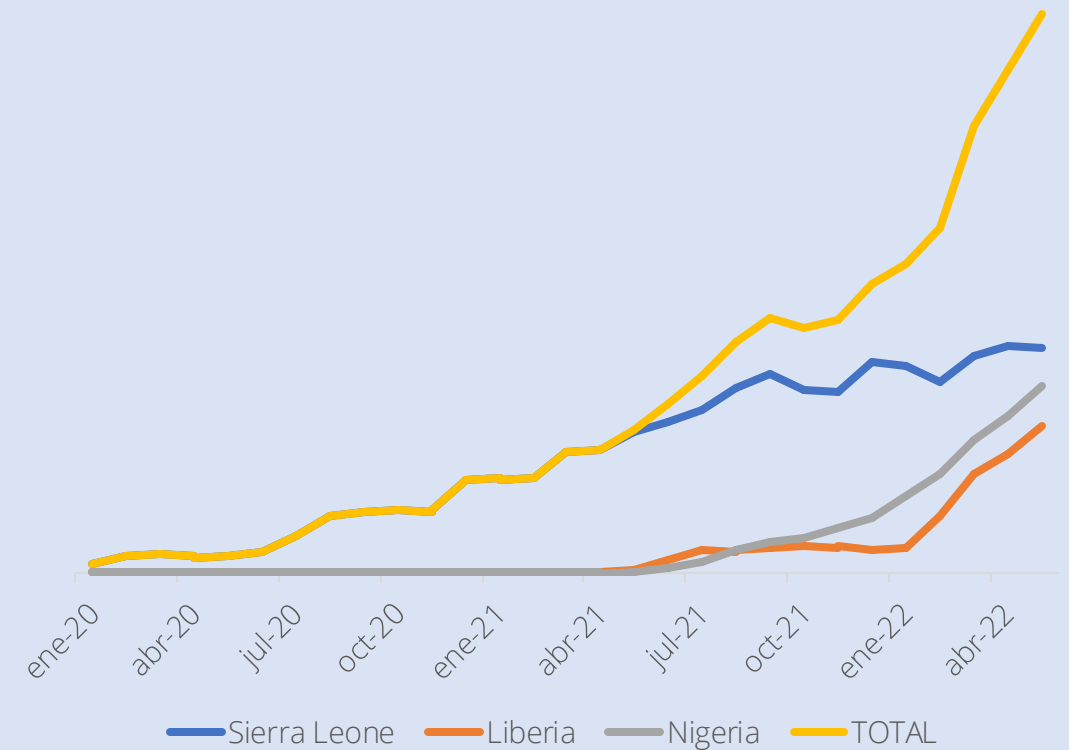
## MOPO Hub economics

- Installation time: 1 day
- Average payback: <12 months
- Asset life: 54 months before refit
- Jobs per hub: 4

Over 11 million rentals.  
Over 500,000 per month

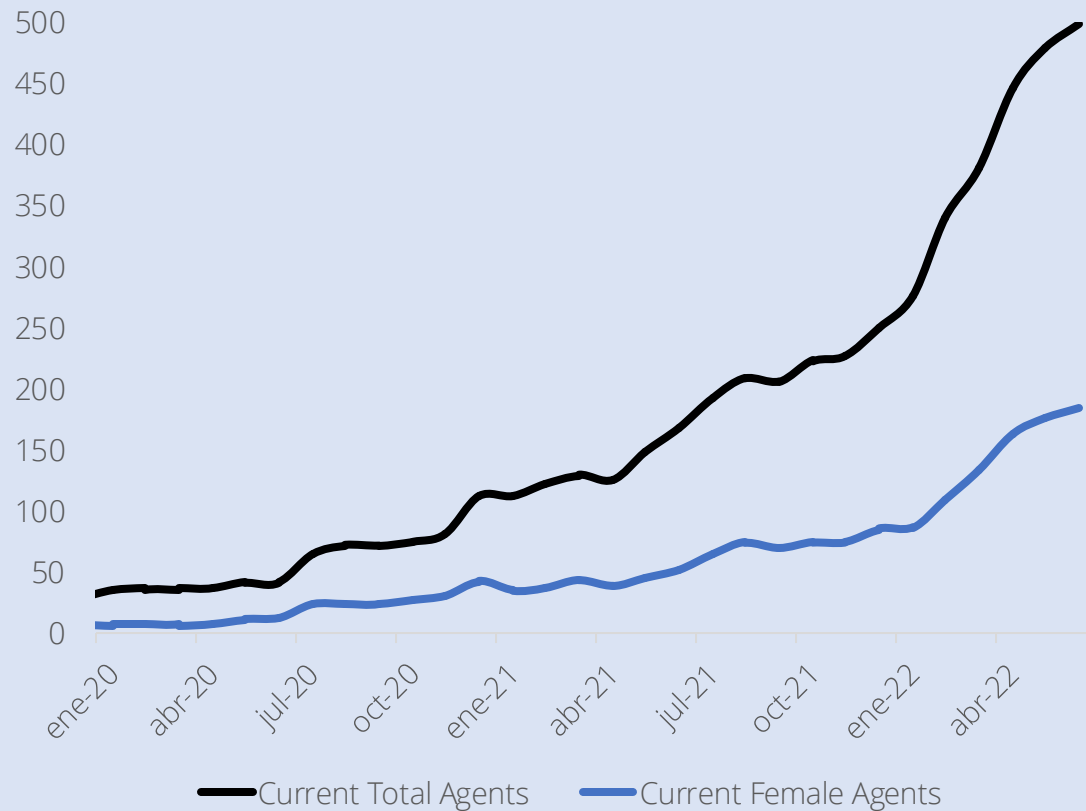
>65% EBITDA  
margin at  
established  
subsidiaries

Actual revenue growth

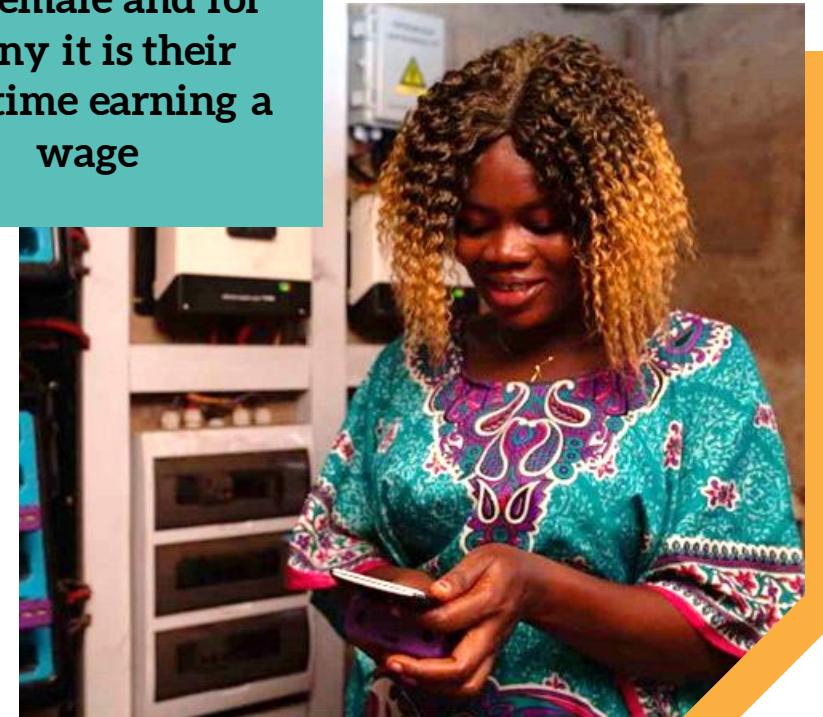


# Proven track record on job creation

MOPO Agent network growth



**37% of our agents are female and for many it is their first time earning a wage**



Thank you

mobile  
power

