

Can M-kopa Solar provide cheap solar power to rural homes?

This article is more than 8 years old. Using the pay-as-you-go model popularised by mobile phones, a remarkable Kenyan company, M-Kopa Solar, is providing rent-to-own solar energy products that will help provide cheap solar power to rural homes.

What is M-kopa Solar?

In just under three years M-KOPA Solar has provided affordable energy to over 200,000 homes in Kenya, Tanzania and Uganda. They have been so successful that in some cases those who were previously off grid have been supplying power to people on the main electrical grid during the frequent power outages.

What is included in the M-Kopa IV solar home system?

The M-Kopa IV Solar Home System includes a solar panel, control unit, three low-energy LED light bulbs (one of which is a portable, rechargeable torch) and a rechargeable radio. The control unit also has a USB port for charging cellphones.

Is M-Kopa a kerosene-free energy provider?

M-Kopa -- which calls itself "the world's leading pay-as-you-go energy provider to off-grid homes" -- estimates it has saved \$206-million for the 300,000 households and businesses that use its products, while giving them 34 million hours of kerosene-free lighting a month.

How does M-Kopa work?

The M-KOPA systems are bought for a small price, and customers purchase daily credit using M-Pesa's mobile money payment system. After a year each customer owns their system outright and they no longer have to pay for power.

Where is M-Kopa based?

M-Kopa expanded from its east African base to Nigeria in 2021 and has more recently started operations in Ghana. It is testing the market in South Africa and also running pilot projects to finance electric motorbikes as part of a new e-mobility strategy.

M-Kopa, which pioneered a pay-as-you-go model for solar panels and smartphones in east Africa, has raised more than \$250mn in debt and equity in one of the largest fundraisings by an African ...

M-KOPA produces plug-and-play solar powered systems, designed to be used by millions of low-income households in Kenya, Tanzania and Uganda, who live off-grid. Customers are able to repay the capital costs of the systems over time and by mobile.

M-KOPA is the market leader in developing and selling "solar home systems" (SHSs) (i.e. off-grid electricity)



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to rural consumers in East Africa on favorable credit terms. Once the SHS has been paid for it can be used as collateral for further credit sales from M-KOPA, for example water tanks, fuel-efficient cook stoves and other productive ...

M-KOPA offers solar-powered lighting and charging systems to off-grid communities in rural Kenya through a pay-as-you-go model that allows customers to make affordable payments toward use and final ownership.

Launched in East Africa, M-KOPA is an innovative pay-as-you-go solar system that provides reliable energy to low-income households. To serve these customers profitably, M-KOPA's solution relies on digital innovation and the integrated adaptation of every element business model, including a new profit model akin to the data-driven platform ...

M-Kopa Solar is a pay-as-you-go provider of solar home systems, catering to low-income, off-grid customers in East Africa. The company goes by the tagline, "Power for Everyone". Using mobile payments system and an innovative approach to energy delivery, M-Kopa succeeded in building a business which solved a grave problem for the poorest of ...

Using the pay-as-you-go model popularised by mobile phones, a remarkable Kenyan company, M-Kopa Solar, is providing rent-to-own solar energy products that will help provide cheap solar...

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