

CLEAN ENERGY SOLUTIONS FOR COMMERCIAL & INDUSTRY IN AFRICA



GRIPS COMPANY PRESENTATION

February 2023

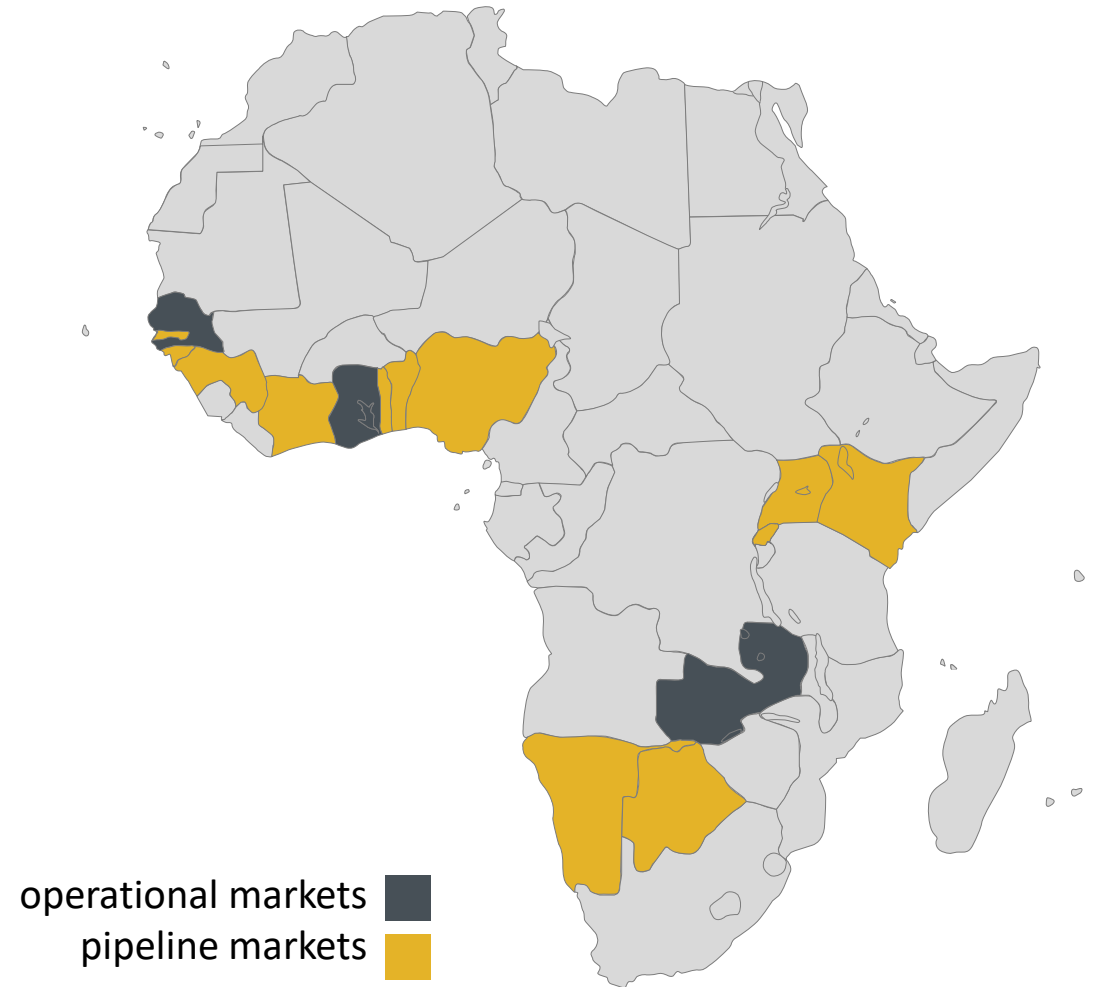
Senckenberg Gesellschaft - NeoCOLAM

GEOGRAPHICAL FOCUS

C&I CUSTOMERS IN AFRICA:

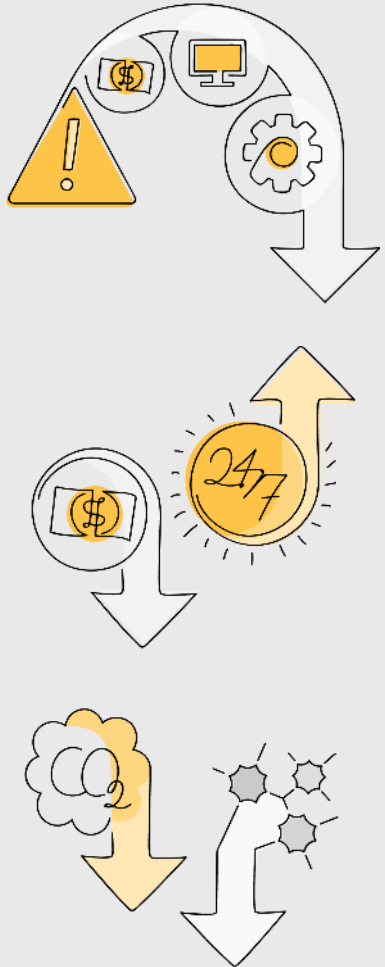
Focus on:

- **Sub-Saharan Africa** - branches in Zambia, Ghana, Senegal and recently Uganda



CUSTOMER BENEFITS

CAPEX-FREE CONTRACTING MODEL



MINIMIZED FINANCIAL, TECHNOLOGICAL AND OPERATIONAL RISK

Long-term competitive pricing and flexible payment options

INCREASED RELIABILITY AND REDUCED COST

Scalable solutions, independent from expensive fossil fuel or grid-based supply

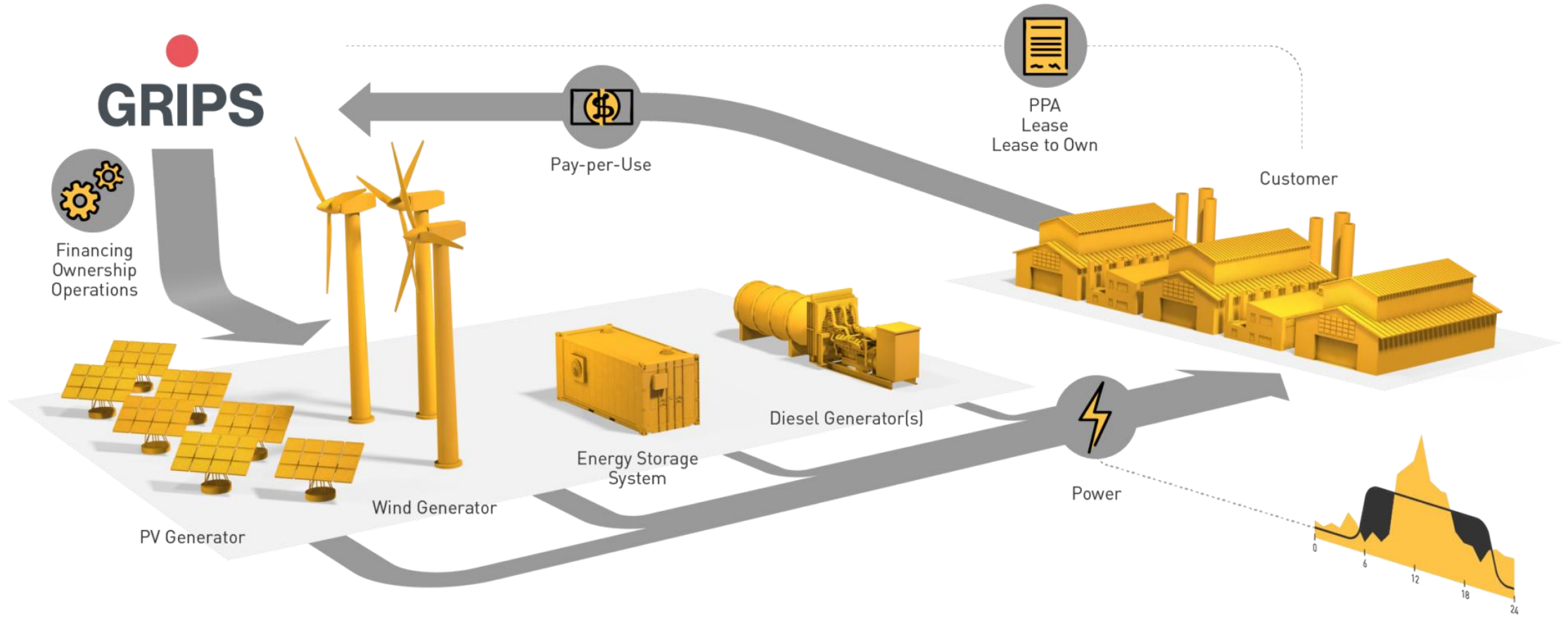
OPTIMIZED CO₂ FOOTPRINT AND LESS POLLUTION

We build and design power plants with a maximum renewable energy share



CONTRACTING STRUCTURE

PRE-FINANCED | RISK MINIMIZED | COST-EFFICIENT



POWER PURCHASE AGREEMENTS (PPA) | LEASING | RENTAL | LEASE TO OWN (BUY OUT OPTIONS)

PROJECT IMPLEMENTATION

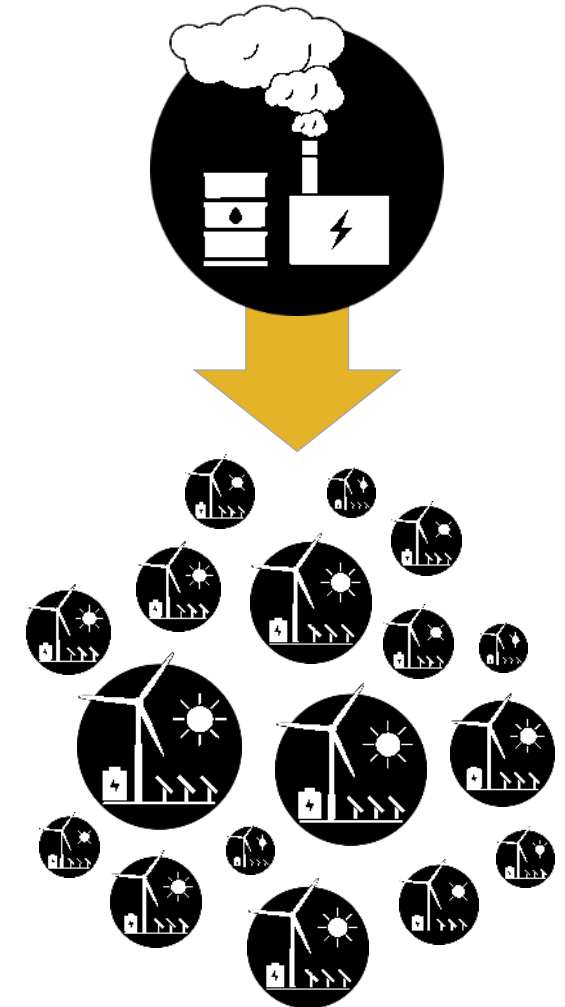
IMPLEMENTATION MODEL

ACTIVITY FOCUS:

- Project sourcing (initiation / identification)
- Project development
- Finance, own & operate

CONTRACTING /PARTNERING:

	GRIPS	Partners
Project Development / Sourcing	●	●
Project assessment (DD) & Financing	●	
Construction (EPC)		●
Technical Operation (O&M)		●
Contracting, Commercial Operation, Supervision, Support, Advisory	●	



EXAMPLE – RIVONIA

ZAMBIA - RIVONIA 99 KWP PV & 127 KWH LI-ION BATTERY

Technical Solution

- **99 kWp PV** Generator (Canadian Solar, SMA)
- **127 kWh Li-Ion** Battery System (Rolls-Royce)
- Implementation and Operation through **local EPC Partner**
- In operation **since 2018**



Project Background



- Rivonia Farm Products Ltd. is an independent Zambian SME, producing around 80 different types of food products for the Zambian market under its own brand Rivonia.
- Rivonia is using the hybrid system – owned by GRIPS – within a long-term leasing contract.
- The GRIPS solution has helped Rivonia to **reduce their electricity costs by ~20%** and reduce their carbon footprint.



EXAMPLE RIVONIA

I. CONSTRUCTION IMPRESSION



EXAMPLE RIVONIA

II. FACTORY IMPRESSION



RECENT EXEMPLARY PROJECTS

SENEGAL – SCL 600 KWP PV

Technical Solution

- **600 kWp PV** Generator (JI Solar, SMA)
- Efficient ground mounted east-west installation
- Implementation and Operation through **local EPC Partner**



Project Background



- Société de Cultures Légumières (SCL) is a large agri-Producer in the Sahel (Vegetables in the Sand).
- Products are exported to the UK, EU as well as sold in Senegal and include sweet corn, green beans, peppers, butternut squash, baby corn, onion, carrow, straw and silage.
- The GRIPS solution helps SCL to reduce their electricity costs by **~11%** and to stabilize the electricity supply



RECENT EXEMPLARY PROJECTS

ZAMBIA – KACHEMA 249 KWP PV & 800 KWH LI-ION BATTERY

Technical Solution

- **249 kWp PV** Generator (Jinko, Ates)
- **800 kWh Li-Ion** Battery System (Freedom Won)
- Implementation & Operation through **local EPC Partner**



Project Background



- Kachema Meat Supplies Ltd. Kachema is a leading meat processing and supply company based in Lusaka, Zambia. The company has a nationwide distribution network and is involved in every aspect of meat processing, including in its portfolio cattle, pork, lamb, goat, chicken and fish.
- The solution helps Kachema **reduce its electricity costs** from the grid and diesel by **~20%** and reduce their carbon footprint.





GRIPS

THANK YOU!

[GRIPS ENERGY GmbH](#)

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