ENABLE.
EMPOWER.
Globally, 1.5 billion people at the Base-of-the-Pyramid (BoP) do not have access to electricity. However, the demand for energy services and quality products is growing as many BoP communities are located in some of the world’s fastest-growing economies within Africa, Asia, and Latin America. Many BoP households spend up to 40% of their income on unsustainable energy substitutes, resulting in a $30 billion annual market.
MISSION:
SOLARKIOSK enables and empowers the sustainable development of Base-of-the-Pyramid (BoP) communities through the provision of vital energy services and quality consumer goods with an inclusive business model of local entrepreneurship.

VISION:
SOLARKIOSK is the energy gateway to previously untapped markets worldwide, spurring sustainable economic and social development at the BoP.
The solar-powered SOLARKIOSK E-HUBB is an autonomous business unit that serves as the energy gateway for a sustainable development of BoP communities worldwide. The E-HUBB enables new business opportunities with solar energy and empowers BoP communities to become models for self-sustainable and thriving clean energy communities. Each unit provides multiple employment opportunities and ensures purchasing and consumer spending remain local.

The SOLARKIOSK E-HUBB was designed by the renowned GRAFT architects in Berlin, Germany. The kiosk integrates photovoltaic technology into a modular, yet robust, kit-of-parts design that is easy to assemble even on challenging terrain. Its battery pack allows for 24/7 operation and serves as a power back-up. The pre-fabricated kiosk frame and wall panels were designed to allow for local manufacturing worldwide.
provides BoP communities with

Energy Services
Phone charging
Battery charging
Water purification
Medication cooling/storage
Internet
Printing/scanning/copying
News & educational programs
Entertainment

Products
Solar lights
Solar modules
Energy-efficient stoves
Sanitary/personal hygiene items
Fast-moving consumer goods
Household items
Tech products

The Go-To-Place for
Creating awareness
Enabling communication
Community interaction
Education/knowledge transfer
Customer support
After-sales services
Technical support
The SOLARKIOSK E-HUBB technology and structure are designed to evolve along with the demands of its community. The E-HUBB can grow into a solar-powered market place and generate enough energy to serve as a decentralized mini-grid. It can meet various community and business needs, such as a clinic, school, police station, telecom tower, internet service provider, post office, among many others.
SOLARKIOSK has established 6 country subsidiaries in sub-Saharan Africa. All teams are staffed with local talent who are responsible for overseeing and supervising all business and technical aspects of day-to-day operations.

SOLARKIOSK values a very close relationship with its communities. To ensure a lasting partnership, the local community is involved from the get-go, starting with the initial market research, kiosk implementation, inauguration, and the continuous feedback on operations and on how to enhance the SOLARKIOSK services.

Each SOLARKIOSK operator is a local person from the host community. SOLARKIOSK particularly aims to work with local female candidates and provides all operators with continuous training sessions, which cover business, technical, and financial topics, among others. Enabling a successful operator is crucial to ensure long-term success.
Social & Environmental Impact

The SOLARKIOSK impact has a global reach. In addition to its energy and business capacities, each SOLARKIOSK E-HUBB enables access to information, education, medicine, clean water, female empowerment, training, as well as environmental and social awareness. The numbers on the left represent the impact of the 200 E-HUBBs that will be implemented by the end of 2015.

Local entrepreneurship, training & support
SOLARKIOSK is committed to enabling local entrepreneurship by providing continuous training and support, in order to ensure a positive long-term cooperation with local operators. All SOLARKIOSK operators receive extensive business and technological training, learning new skills that are shared with the community as well. Training workshops cover topics such as business management, solar products, computer skills, financial basics, point-of-sale systems, logistics, and energy management. Successful operators are able to have a significant impact in the local community by raising awareness about sustainability and the benefits of solar energy.

Environment
Many rural communities are located in regions that receive abundant sunshine. In spite of that, most off-grid households depend on dirty and unsustainable biofuels such as firewood, charcoal, kerosene, and diesel to meet their energy needs. Such fuels have adverse effects on personal health and the environment. SOLARKIOSK provides affordable and sustainable alternatives, which will significantly redefine the energy market in remote regions and, as a result, reverse the negative impact on the local environment.
EKOCENTER powered by SOLARKIOSK:

In 2014 The Coca Cola Company partnered with SOLARKIOSK to deploy 25 E-HUBBS in five African countries, branded as EKOCENTERS, operated by Solarkiosk. Building on the success of this pilot phase, 150 further E-HUBBS are implemented in three continents in 2015.

Energy Facility of the European Union Grant:

SOLARKIOSK had partnered with HERi Madagascar and ICCO for the successful ACP-EU Energy Facility grant proposal. The grant will support the implementation of 160 kiosks in three African countries.

KFW-DEG Cooperation:

With support from KFW-DEG, SOLARKIOSK AG is spearheading a project that aims to establish local manufacturing capacity in Ghana for the production and assembly of SOLARKIOSK E-HUBBs.

TOTAL Cooperation:

SOLARKIOSK AG and TOTAL are cooperating on a pilot project in 2015 that will kick off with the implementation of two SOLARKIOSK E-HUBBs in Kenya.

Cooperation with ERICSSON and TIGO RWANDA:

Telecom company ERICSSON and mobile service provider TIGO Rwanda will cooperate with the EKOCENTER powered by SOLARKIOSK project on a pilot effort to enable Internet and 3G mobile connectivity in rural Rwanda.
Andreas Spiess, co-founder of SOLARKIOSK, first had the idea of a solar-powered kiosk based on his previous experiences with other renewable energy ventures in rural off-grid markets. In 2008, Andreas Spiess and his Ethiopian partners established *Solar23 dev plc*, which is now one of the biggest solar system integrators in Ethiopia. In 2012 he was the founding partner of *Fosera Ethiopia*. He is also founding partner of the Berlin-based law firm *Spieß Schumacher Schmieg & Partners*, with a focus on corporate law and M&A in the field of renewable energy and developing markets ([www.spiess-schumacher.de](http://www.spiess-schumacher.de)).

Lars Krückeberg designed the SOLARKIOSK E-HUBB together with Wolfram Putz and Thomas Willemeit. They are co-founding partners of SOLARKIOSK as well as of the internationally renowned architecture firm GRAFT, established 1998 in Los Angeles, ([www.graftlab.com](http://www.graftlab.com)). GRAFT has been honoured with multiple awards for their groundbreaking projects in green and sustainable architecture. Based on this experience, Lars Krückeberg and his partners developed the E-HUBB according to their motto: “Good design is not a first world privilege”.
"SOLARKIOSK has helped me improve my business skills and gain more knowledge on solar products. As my main source of income, it has enabled me to plan ahead. My community is happy to have alternative energy."

- Teketi Simel, Solarkiosk operator in Kiserian, Kenya

"It feels great to be part of the solar energy revolution in our part of the world."

- Prince Kuwornu, Solarkiosk Ghana team member

"SOLARKIOSK is uplifting lives and being a part of this great organization for over a year, the training and the experience I have garnered has been immense."

- Ben Keitany, Solarkiosk Kenya team member

"I have been passing new skills and knowledge to the community about solar products. It has made solar energy successful in rural areas. It is helpful to the community by improving productivity and reducing time spent gathering fuel, which is a challenge to most. SOLARKIOSK has trained me professionally for a better life."

- Jacob Kasoe, Solarkiosk operator in Sekenani, Kenya

"Working for SOLARKIOSK has helped me support my family and has allowed me to learn about budgeting and business management."

- Turmi Tatenda, Solarkiosk operator in Segwagwe, Botswana

"I am proud of my business. SOLARKIOSK is very important in my community for producing light in darkness and reducing air pollution."

- Masresha Woldegebrel, Solarkiosk operator in Omorate, Ethiopia

"SOLARKIOSK has helped me a lot; one year down the line I was given a name by my community: “Mweshimiwa” (means ‘the respected one’ in Swahili). I have only one thing to say about SOLARKIOSK: it has started and no one can stop it. It’s like a train, which has started moving from the station."

- Joel Kanunga, Solarkiosk operator in Entasopia, Kenya
200 SOLARKIOSK units implemented by the end of 2015


Worldwide projects on 3 continents

Continuing scale-up of operations beyond 2015
Winner of the 2015 Erasmus Energy Business Award, which is meant to honor and showcase the best and most innovative sustainable business ideas.

Winner of the 2015 ZEIT-Wissen 'Encouraging Sustainability Award' in the category 'Action' which recognizes projects and initiatives from economy and science that contribute in a significant way to sustainable development.

Winner of the 2015 Connected Word Awards which honors companies that have successfully leveraged IoT/M2M tech and connected devices to solve a critical pain point within their businesses while demonstrating quantifiable results.

Silver prize winner at the 2014 German Federal Design Awards (category Product Design), which is the most prestigious German award in the design field.

Winner of the 2013 Ecodesign Award by the German Federal Environmental Ministry. The award was introduced by the Environmental Ministry in 2012 to recognize and support the market introduction of innovative projects which excel in terms of aesthetics and sustainability.

SOLARKIOSK was among the 23 final winners of the prestigious Empowering People Award by the Siemens Foundation in 2013. The award was launched to identify and to showcase appropriate technical solutions for the development context worldwide.

First-ever recipient of the biennial Carl-Duisberg-Society Prize for Entrepreneurship in 2013 for aiming to initiate development through the means of education and innovation.
in the media

Select publications about SOLARKIOSK can be viewed at the following link:

http://solarkiosk.eu/media-liste/

Video Catalogue:

www.youtube.com/watch?v=xcMi9HUNb5F
www.youtube.com/watch?v=xMsH9H2Nj0E
www.youtube.com/watch?v=hAeICeerDxE
www.youtube.com/watch?v=2yKIGO0kABU
www.youtube.com/watch?v=T_aaMbk2ix4
www.youtube.com/watch?v=XC1PP5QiyS
www.youtube.com/watch?v=T_gaMbk2ix4
www.youtube.com/watch?v=2yKIGO0kABU
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