

SUNPOWER AFRIQUE

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I. Mission & Objective

SunPower Afrique, Inc. aims to provide solar power, a reliable and renewable source of energy, to microfinance institutions and their clients, as well as other infrastructure in Africa. To facilitate its programs, SunPower Afrique will also connect these institutions and individuals to training and financing options.

II. Market, Customer & Product - The Current Opportunity

SunPower Afrique has chosen Togo, West Africa as the first nation in which to implement services. SunPower Afrique sees a strong market for solar energy in Togo, due to its proximity to the equator, relative political stability, and small geographical size.

Currently, Togo's energy infrastructure does not meet the demands of a growing population, and existing fuel shortages and underdeveloped infrastructure make solar power a competitive alternative to gasoline powered-generators. Togo is uniquely positioned to take advantage of solar power to solve its energy crisis.

SunPower Afrique will initiate a multi-phase program to promote the use of solar energy in Togo. In its pilot phase, SunPower Afrique will install solar energy systems on the roofs of microfinance institutions (MFIs) in Togo to enhance microfinance services and support economic development.

SunPower Afrique will collaborate with the National Microfinance Committee, the Professional Associate of Togolese Microfinance Institutions and individual MFIs to launch its pilot installations. SunPower Afrique has chosen to work with microfinance institutions because it believes that microfinance is one of the world's most effective strategies to fight poverty.

SunPower Afrique will also educate local populations about the economic and environmental benefits of solar energy through MFIs' existing outreach networks and will facilitate the installation of solar modules on local homes and businesses through MFIs' microcredit financing options and a new product: The Solar Loan Program.

Since national and regional structures for electricity generation (national suppliers and distributors, regional fuel pipelines, foreign investment, etc.) cannot meet the demands of growing populations, SunPower Afrique hopes that the solar power systems it provides will close the gap between the supply and demand of energy in a reliable, affordable, and environmentally sustainable way.

III. Business Model & Operations

SunPower Afrique's strategy works in 2 phases:

Phase One: Pilot Projects (1-3 years)

- SunPower Afrique will subsidize 50-100% of the Pilot Projects.
- Start-up capital is necessary to invest in pilot projects and cover fixed costs.
- If only 50% is subsidized, the remaining 50% of the solar power systems' costs will be loaned to MFIs at a favorable interest rate.
- As MFIs repay the loans, the proceeds and interest will allow additional installations. Donor risk will also be lowered so that patient capital will become available for future installations.

Phase Two: Independence (3-5 years)

- SunPower Afrique will loan 100% of the solar power systems' and Solar Loan Program costs to MFIs at low-interest rates.
- SunPower Afrique will assume the role of a facilitator by providing packaged systems (design and materials), training and financing options for MFIs, their clients and other institutions, which will then repay loans.

L'Avenir: The Future

- If SunPower Afrique decides to serve commercial businesses, it will form a for-profit subsidiary
- Dividends from the subsidiary would be used to fund future installations on microfinance institutions and infrastructure.

IV. The Company & SunPower Afrique Management

SunPower Afrique, Inc. was incorporated in 2008 and is currently raising funds to carry out its pilot projects.

Kira Costanza, SunPower Afrique's founder and Executive Director, maintains contacts in both the solar and microfinance communities. Having worked with an MFI in Togo in 2008, she has experience with local and national microfinance initiatives in Togo as well as daily MFI operations.

One of SunPower Afrique's strengths is the volunteer solar expertise provided to SunPower Afrique by SunPower Builders, a solar design-build firm in Pennsylvania. Jon Costanza, Chair of SunPower Afrique's Board and Solar Consultant, as well as founder and President of SunPower Builders, is committed to volunteering his technical and system design expertise, as well as provide contacts in the solar industry.

SunPower Afrique is advised by legal counsel on a pro bono basis, and has formed a dynamic Board of Directors.

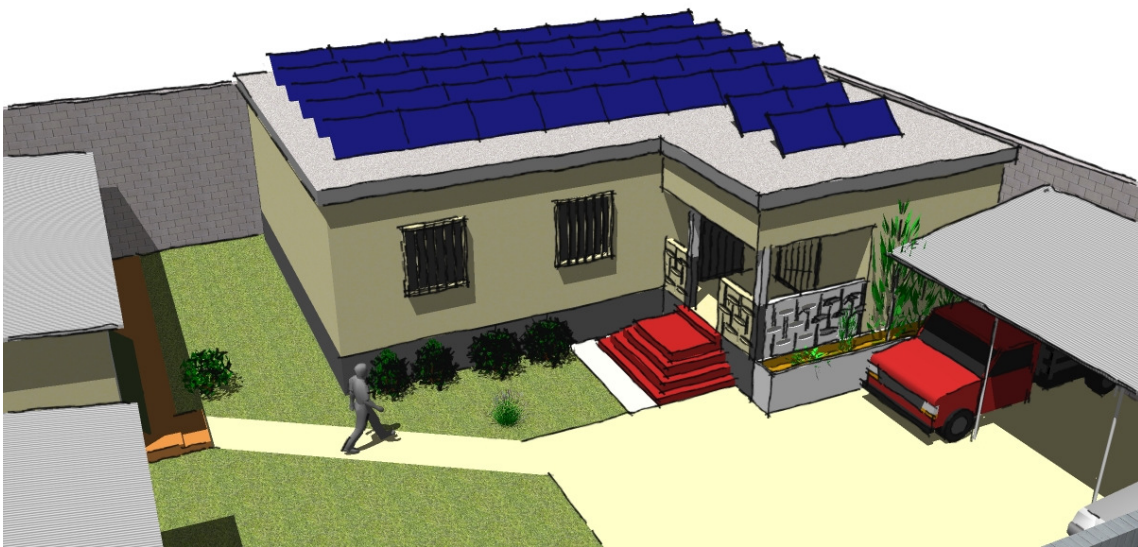
V. Funding Requirement/ Donor/Loan/Seed\$ Proposal

SunPower Afrique is currently targeting private donors, foundations, solar system manufacturers and financial institutions to make contributions to fund SunPower Afrique's pilot project. We seek to raise \$100,000 in funds (\$50,000 by Summer 2009 and another \$50,000 by Fall 2009) to cover costs for materials, transport, training and installation of an 8.8kW system for the MFI FECECAV, in Kpalimé, Togo in the Winter of 2009.

This \$100,000 may be allocated to SunPower Afrique in several ways: as a tax-deductible donation (501(c)(3) status pending), as a grant to SunPower Afrique, or as a loan to SunPower Afrique and/or its partner MFI.

For the first 1-3 years, SunPower Afrique's budget will grow to be no larger than \$500,000 to manage slow and sustainable growth. During this time, the budget will consist of loan repayments from partner MFIs, continued donations, grants, loans and patient capital investment. As loans to MFIs are repaid, funds will be reinvested in new projects.

All donated, loaned, and invested funds will be used to subsidize 50% of pilot installations and training programs for MFIs and eventually, to make low interest loans to MFIs to pay for solar energy systems.



VI. Financial projections and plans

In the first 1-3 years, SunPower Afrique will install solar electric systems on the headquarters and local branches of several MFIs in Togo.

The pilot projects are as follows:

Name of MFI Partner	System Size	Project Cost*	Project Description
1. CECAV Avenir (2009-2010)			Urban/Rural, Plateau Region
Kpalimé Headquarters	8.8kW PV System	\$100,000.00	Grid-tied, Large
Lavie Office	3kW PV System	\$30,000.00	Grid-tied, Small
Kouma Office	1.2kW PV System	\$17,000.00	Off-the-grid, Small
2. FECECAV - Other Offices (2010 - 2011)	TBD	TBD	Various
3. FUCEC (2010-2011)	TBD	TBD	Urban/Rural, Southern/Maritime Region
Lomé Headquarters	TBD	TBD	Grid-tied, Large
Rural Branch	TBD	TBD	Off-the-grid (large?)
4. URCLEC or USMEC (2011-2012)	TBD	TBD	Rural, Northern Region
Headquarters	TBD	TBD	TBD
Rural Branches	TBD	TBD	Off-the-grid, Small

* Includes shipping, training and all other project expenses

Each successful installation at the above MFIs will create further incentive and credibility for future loans, investments and installations.

As David Bornstein notes in his book, *How to Change the World*, “The notion that institutions can establish reliable, long-term credit relationships with poor people across the world is no longer radical. It has been proven. And if it works with houses and cell phones, it can work with solar panels, or any other productive assets.” It begins in Togo.

