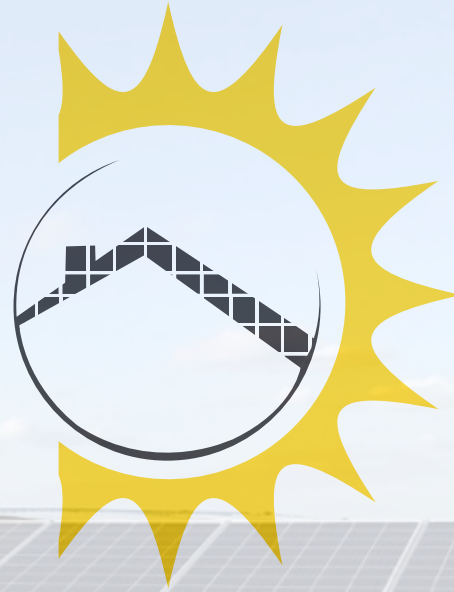


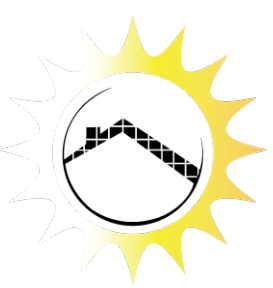
**ILLUMINA**  
THE POWER OF THE SUN



## Introduction to Illumina Africa's Solar Pumping Solutions

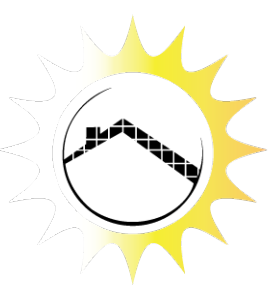
**ERC Solar PV Contractor, Vendor, Importer and Manufacturer licenses.**

**C1 – ERC/SPVC/00585; V1 -ERC/SPVC/00589; V2 – ERC/SPVC/00584**



# About Illumina Solar

- We are focused on **optimizing designs and installations of solar PV for agricultural pumping**. Our goal is to utilize the most efficient design that produces the **lowest possible levelised cost of electricity (LCOE)**
- Illumina is proud to position ourselves as a **technology agnostic** company with ties to every major solar equipment provider and Tier 1 solar panel manufacturing company. We source each and every component that is most optimal for your particular situation
- Illumina is proud to have the support from established companies for system integration, installation and financing for projects of all sizes. Because of Illumina's lean team and overheads, we can deliver projects at the lowest cost and highest quality for our clients. We innovate in the design of your system to deliver the best in class engineering.



# Why Go Solar?

There is an answer for all; **energy independence, reduce electricity costs and go green.**

## Own your energy

Be **energy independent** by producing your **own** electricity

Manage all your irrigation and pumping needs through solar

**Overcome** issues of Grid Instability, Diesel & price fluctuations

## Lower Electric costs

**Control your cost of electricity** (solar produces at 5-13 Kshs/KWh compared to 18-23 Kshs/KWh highly fluctuating grid, or 40 Kshs/KWh)

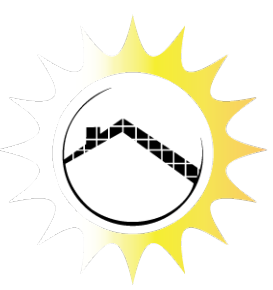
**Payback your initial investment** within 2- 6 years (off grid vs grid tied)

**Enjoy** 20 years of **free electricity** after payback

## Go Green

**Go Green** while **saving money**

When you use solar power, you reduce the demand of electricity from toxic power plants, and **help conserve the earth's natural resources and ecosystems and take a step forward in fight against global warming**



# Why Choose Illumina?

## Delivery

We are a **vertically integrated company**.  
You sign with us and we handle everything

**Safety** of your premises is our priority. We  
follow NEC 2017 (US PV electric standards)

**Efficient and timely install** is our strength

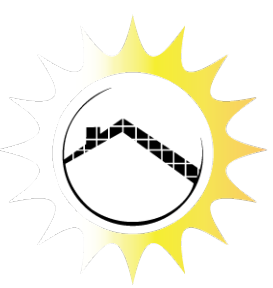
We take pride in our unmatched **customer  
service and customer satisfaction**

## Technology

We use a **genetic algorithm to optimize  
and customize** a solar solution just for your  
needs

We can provide customers with their own  
personalized **monitoring system** (at an  
extra cost)

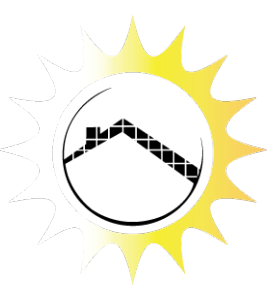
**Never compromise quality for cost.** Use  
Tier 1 Solar Panel companies and other  
respected companies. We are **Technology  
Agnostic**, we custom design each solution  
according to your needs



# We make Going Solar Easy

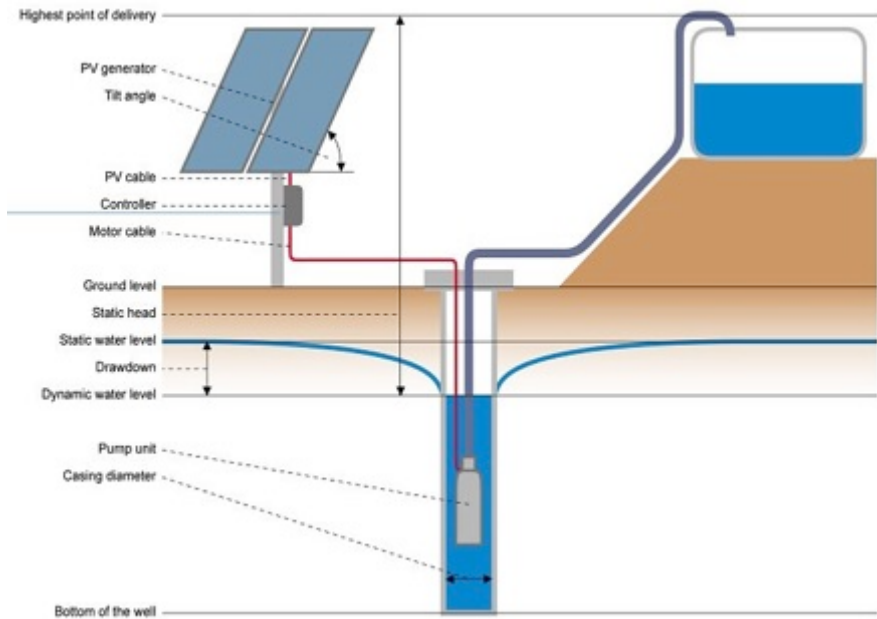
You Sign, You Enjoy, We take of the rest

- **Introductory presentation/ Information transfer**
- **We gather preliminary data** – Source of Water, If borehole then Depth of Borehole, diameter of borehole (if we are providing pump), or if you have a pump then details of the pump, pump setting depth, Static Water Level (SWL), Pumping water level (PWL), method of powering before solar (to assess savings), expected yield, water requirement and how much water storage is available. We also understand your expansion plans.
- **We design a system** – *Aim to maximize IRR of investment*
- **We can then provide a customized quotation for the system**
- **You sign the Agreement** – Know your cost for electricity will be for the next 25+ years! We also provide all the necessary warranties and guarantees, and financing options where available
- **We procure, install, test and commission** – not only do we oversee all the necessary documentation such as permits, but we aim to complete the installation as timely as possible
- **You can enjoy cleaner, more affordable energy for all your pumping requirements.**  
**Monitoring is an optional add on.**



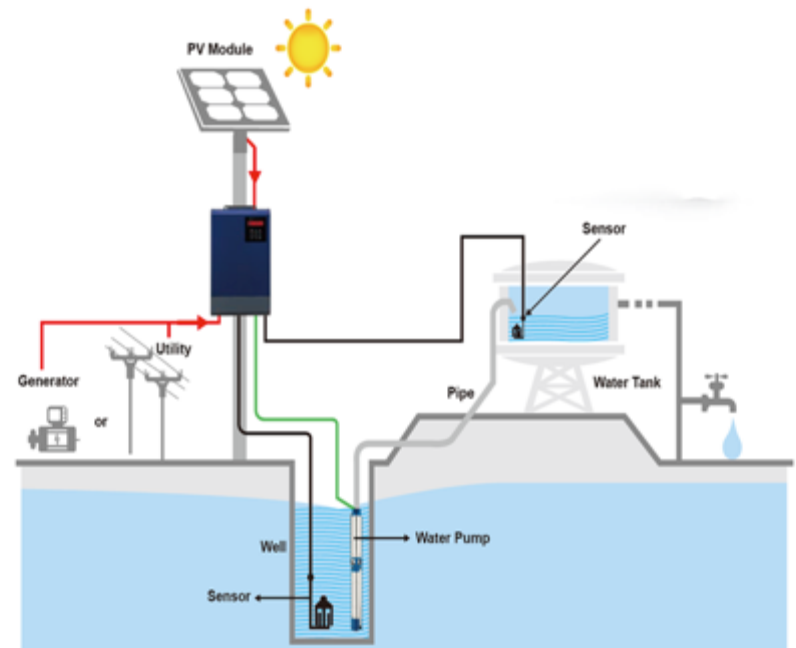
# We design a system

We consider all parameters, as well as tradeoffs between chemical and gravity storage

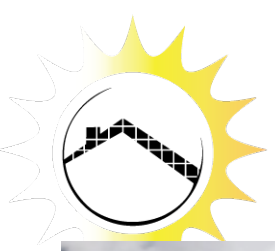


*Surface Pumping Solution*

## *Borehole Solution (Grid-Connected or Off Grid)*

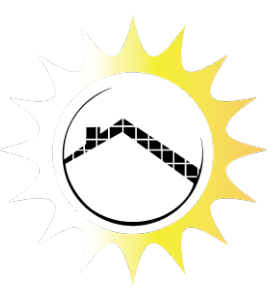






We procure, install, test and commission

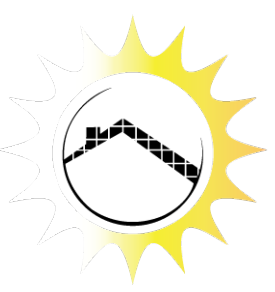




# Workmanship Warranty & O&M

- Regardless of financing option chosen, **we include a free 1 year workmanship warranty**
- The O&M contract included with Illumina includes **corrective and preventative maintenance**
- The included **O&M contract with Illumina will make it easier to enforce warranties** with solar manufacturers and to ensure best performance of the solar system





# Financing

- After design and customer acceptance of the system proposed, we will bring on a financing third party depending on the customer needs
- The choice of financing depends both on the client preference, credit scoring as well as financing availability in the market

# Our Partners

## EPC Partners

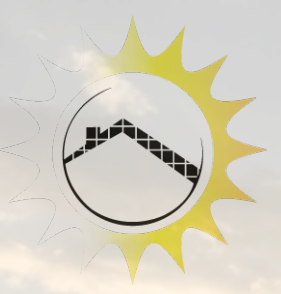


## Component Manufacturing Partners



## University Alumni





# Thank You