



Upscaling Local Content in Solar Inverters & Supply Chain

#Inverters #Solar Panels #Batteries #Charge Controllers.

Our Thought at Greenage

Local Content can reduce the cost of adoption of solar energy solution by 30%

Over 22 Million Households and Businesses in Nigeria resort to the use of fuel generators due to the high cost of acquiring a solar equipment, spending USD1.2bn annually.

Africa's Hardware Market

Nigeria alone spent over USD28b on the importation of electrical and electronic equipment in the last 10 years. The import of hardware electronics from China alone in 2020 was estimated to be about USD4.3bn according to [tradingeconomics.com](https://www.tradingeconomics.com) in 2021.

In 2020, Industry contributed 28.22% of Nigeria's GDP according to [statista.com](https://www.statista.com)

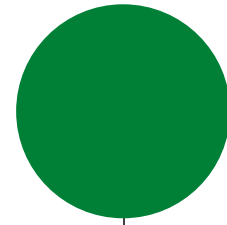
African countries have a large population which presents a huge workforce and low cost of labour. This makes manufacturing very profitable on a large scale.

65% of Nigerians representing income earners are willing to buy a made in Africa product according to Techpoint report in 2020.

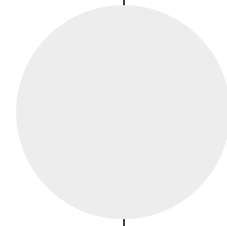


What Has been Happening?

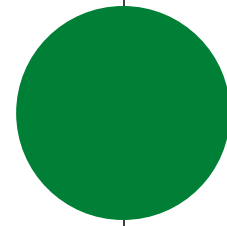
Headed to Failure?????



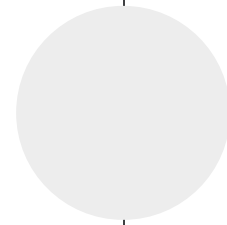
Over 95% of all solar deployments are on imports.



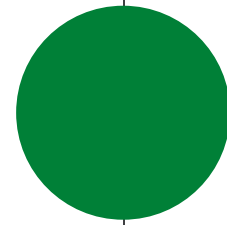
Imposed tariffs on solar components by the government causes increasing high cost.



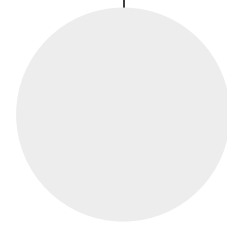
over 70% of all grants donations, equity funds and debt raised in the solar space are spent outside Nigeria.



Poor support by the government to grow local technologies. Including failed policies to trap escape of resources.

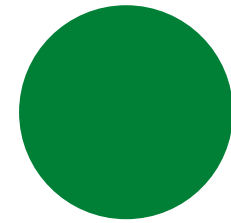


Local production has been crude with poor strategies and low funding to drive competitive growth.



Under-utilization of our existing cheap labour force.

What can be Done?

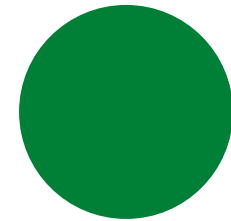


Policies for Local content promotions should be implemented

- REA, Tax Tariffs, etc



Research and production Labs should be funded to support re-engineering.



Personal rebranding for local patronage

WHAT WE HAVE BEEN DOING

Greenage Technologies power systems is solving this power problem by providing affordable solar energy equipment to solar developers through its local manufacturing plants in Nigeria.

By this, we build local technologies, utilize local Engineers, create more employment and manage after-sales service for our solar equipment across the continent with ease.



MEDIUM TERM

Establish a mega solar inverter, charge controller and other solar electronics production factory.

Target size is for 1,000 units per month production

LONG TERM

Replicate Facility model across major African cities to drive local content development and increase capacity of production.

Our Work at The Hardware Garage

Work with startups whose products are Hardware to enable them develop their initial products faster and better.

THE GARAGE & HUBS

Product design, Advisory or Product development.

Clean Energy, E-Mobility & Agric Tech.

We provide access to:
Machines, Engineers,
Product Design/Technology

Measurable Impacts

Local content support can do this

- ✔ potentially Reduce the cost of solar equipment by 15% by 2025.
- ✔ Offer 95 direct employment and 700 indirect employment.
- ✔ Substitute import by 30% by 2030.
- ✔ Drive market entry for other related products through multiplier effect of local technology
- ✔ Increase solar grid connection by 20% by 2030 as a result of lower cost of adoption.

The End

01

Implement and develop policies

02

Fund Startups in manufacturing

03

Fund research and production Labs in clean energy

04

Deliberate support by deliberate people.