

# PAS SOLAR



## Location

Nigeria's northern and southern regions

## PROJECT SUMMARY

A solar home system distributor that provides affordable and clean energy solutions to off-grid homes and businesses in northern Nigeria using a unique energy-as-a-service business model is expanding its customer base in the south of the country.

By offering energy-as-a-service, PAS Solar's customers do not buy the kits but rather pay a fixed monthly fee for use of electricity generated. This allows the company to sell power at a lower cost than if it sold the kits, since payments are spread over a much longer duration. Further, customers are assured of power as the company assumes responsibility for permanent working of the system, including full life cycle service of the equipment and batteries.

PAS Solar offers its customers a selection of kits to meet different needs. These kits include solar panels ranging from 50W to 150W with a 17Ah battery, rechargeable torch and radio as standard. Other options available include an LED bulb set, clippers, shades, television, fan and USB chargers, among others. Without them, most low-income families and micro-businesses across the regions have to rely on expensive diesel generation, kerosene lamps and dry cell torches for home lighting and other electrical appliances – or simply go without electricity altogether.

To date, PAS Solar has established over 6,000 connections for households and micro-enterprises, providing first time clean electricity access to in excess of 29,000 people. The company currently employs 75 staff and over 100 agents and has eight distribution centres – or "hubs" – in the north of the country and two in the south, with plans to open more hubs in the future.

PAS Solar is participating in the National Electrification Program (NEP) administered by Nigeria's Rural Electrification Agency (REA) funded by the World Bank. This programme serves to lower the cost of the connections to PAS Solar's customers.

REPP has provided a loan of USD 2.2 million and equity of USD 1.6 million to assist PAS Solar to solidify its position in the market.



### Country policy alignment

Supports Nigeria's Updated NDC (2021) conditional target to reduce GHG emissions by 47% by 2030 including by providing 13GW installed renewable energy capacity from off-grid solar PV to support rural areas. Project is strongly aligned with the Nigerian Government's 'new paradigm for rural electrification' – delivering energy access through a combination of centralised and decentralised approaches. The project is also contributing towards Nigeria's National Development Plan 2021-2025 target to increase electricity access to 75% by 2025.

## AT A GLANCE

### Technology:

Solar home systems

### Project type:

Off-grid



### Offtaker:

Micro-enterprises and households

## KPIs



GHG emissions avoided: 1,560 tCO<sub>2</sub>e per year / **Achieved: 1,728 tCO<sub>2</sub>e (cumulative)**



People with first-time access to clean energy: 52,000 / **Achieved: 28,673**



Planned capacity: 0.52MWp / **Achieved: 0.3MWp**

## FUNDING STRUCTURE

### LOAN

**Signed:** 4 April 2019

**Amount:** USD 2.24 million

### EQUITY

**Signed:** 2 December 2019

**Amount:** USD 1.6 million

## SDGs



"Since I installed a PAS solar kit in my restaurant, I now spend only N4000 as against the N6300 I used to spend monthly for power. Now I save more than N2000 monthly and make more profit."

Patience Emmanuel, restaurant owner