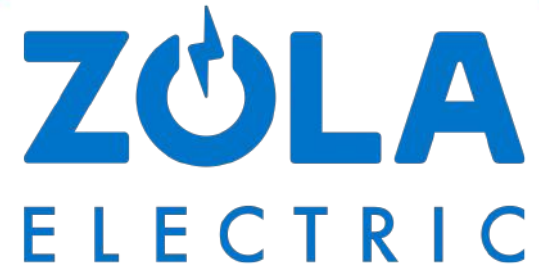


BSC International



ZOLA company overview & partnership considerations



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1

INTRODUCTION

ZOLA SOLUTIONS AND BURKINA FASO MARKET SUMMARY

: OUR MISSION - clean 24 hour power anywhere

Design, produce, and disseminate clean and reliable energy solutions for challenging environments

28%

of the world's
7.7 billion
people lack
access to
affordable &
reliable power.



*On a daily basis, over
1,000,000 lives are
directly transformed by
ZOLAs power solutions*

ZOLA FOOTPRINT COUNTRIES



#1 SOLAR ENERGY BRAND

in sub-saharan Africa

> 1M CUSTOMERS

in 5 countries

27M

Kilograms of CO2
emissions avoided

1,800+

Clean kilowatts
installed

11M

Liters of kerosene
displaced

91%

Feel safer

44%

Customers spend
more time at work

~22K

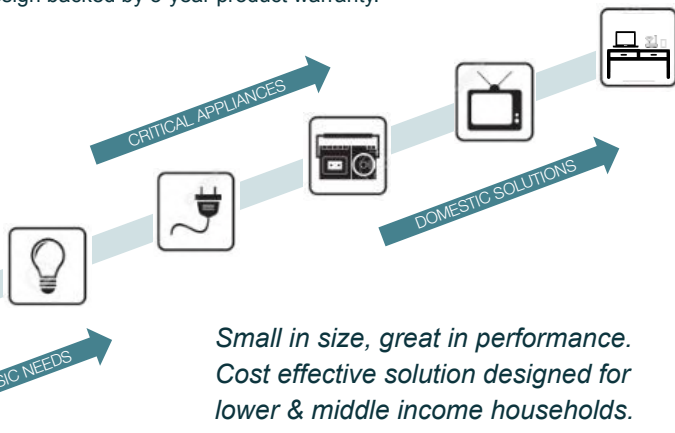
Customers started a
new business w/ our
systems

: TRANSFORMATIONAL POWER - ZOLAs full scope energy solutions

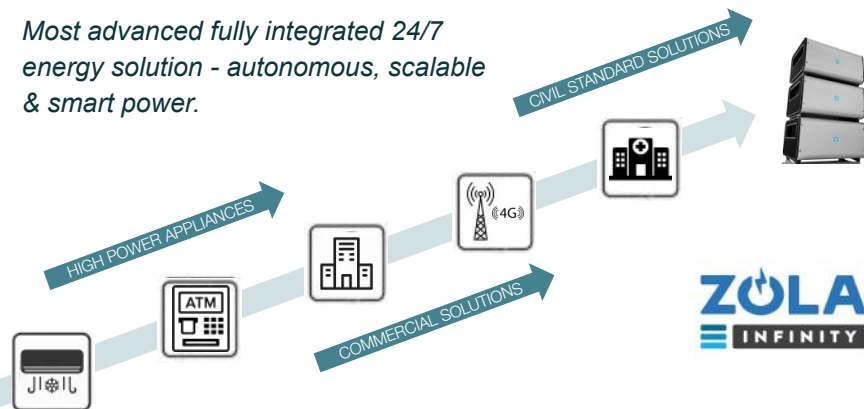
From DC solutions for rural off grid households to large solutions for institutional applications

#1 SOLAR HOME SOLUTION WORLD-WIDE

- ★ Easy to install and operational within an hour. Plug and play home solutions that don't require technical competencies to install.
- ★ OFF and ON -grid capabilities, DC and AC -enabled. Charge with panel or grid. Use ZOLA DC or own AC -appliances.
- ★ Powerful – ability to add up to 16 lights, large screen televisions, fans, many other accessories.
- ★ Tech enabled – mobile payments, remote diagnostics and control, data and analytics enabled.
- ★ Inspirational design backed by 5-year product warranty.

*Most advanced fully integrated 24/7
energy solution - autonomous, scalable
& smart power.*

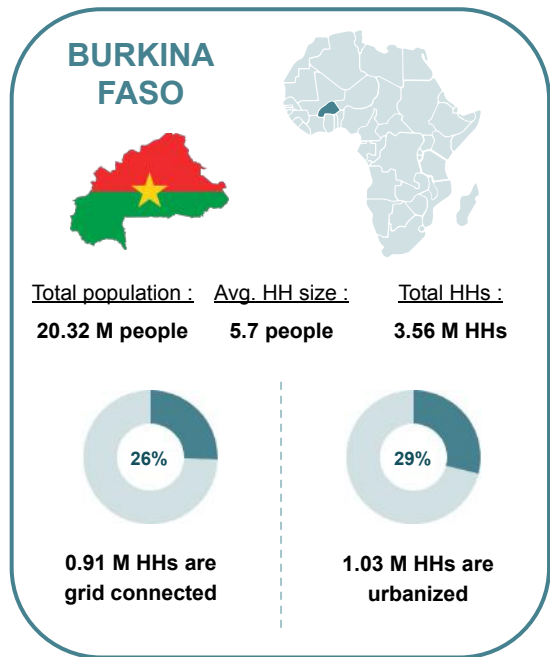


MOST ADVANCED POWER SOLUTION AVAILABLE

- ★ Design enables quick, clean, and safe installation. Modular blocks allow stacking, no open wires or components.
- ★ Stand alone with solar array OR fully integrated within existing energy infrastructure (e.g. solar, grid, generator, batteries).
- ★ Systems can be connected, both within and between homes and businesses. Optimized for grid integration & extension.
- ★ GSM connectivity enables remote monitoring and diagnostics. Smartphone app for client to manage power system.
- ★ Built in algorithm for optimal efficiency – cost, reliability & source. Always picks the most affordable power available.



: BURKINA FASO - evident opportunity to power off-grid households



	TIER 3 HOUSEHOLDS		TIER 2 HOUSEHOLDS		TIER 1 HOUSEHOLDS		
Income group :	population on <1.90\$ p/d		population on 1.90-3.20\$ p/d		population on 3.20-5.50\$ p/d		population on >5.50\$ p/d
Classification :	IN POVERTY		ESCAPED POVERTY		EMERGING CLASS		AFFLUENT
ZOLA solution :	N/A		FLEX 90/180 	FLEX 180/360 	ZOLA INFINITY 		ZOLA INFINITY
Segment size :	43.7%	1.56 M HHs	32.7%	1.16 M HHs	15.9%	0.57 M HHs	7.7% 0.27 M HHs

MOBILE market dynamics :

Mobile subscribers :	19.34 M
Mobile Money Users	7 M / 50% Active
Wireless penetration :	33%
Mobile geo coverage :	87%
Subscriber growth rate :	43%
Other mobile brands :	Telmob, Telecel

ENERGY market dynamics :

Price per kWh - grid :	\$ 0.229
Experience poor grid :	31%
# Outages per month :	9.8
Live off the grid :	74.5%
Adoption & competition :	Low
Other solar-batt brands :	Yeelen Ba (FRES)

OPPORTUNITY = 2 M HHs

Aspirational DC solutions with TVs and fans for off-grid HHs.

1.29 M off grid TIER 2 HHs
 estimated income of \$150 to \$650 p/m

AC solution for urban on-grid HHs to power important appliances.

0.44 M on grid TIER 2 HHs
 estimated income of \$150 to \$650 p/m

High quality solution for higher income (urban) HHs.

0.27 M TIER 1 HHs
 estimated income of \$650 to \$3,500 p/m



2

FLEX TECHNOLOGY PLATFORM

SUITABLE SOLUTIONS FOR BURKINA FASO HOUSEHOLDS

: ZOLA FLEX - cost effective energy solutions for off grid households



DC solar-energy solutions paired with high efficient lights & appliances for exceptional user experience



: PRODUCT - designed in America, manufactured in Asia, shipped to Africa

ZOLA is leading in the space : building high in demand hardware and designing next generation solutions

- **ZOLA LABS** in San Francisco design & engineer the solutions. A team of 15 hardware & software engineers work on next generation systems.
- **ZOLAs** Group Supply Chain team organizes clearing & forwarding to all global AIR and SEA -ports.
- Many of the components are manufactured in China, in Malaysia **ZOLA** assembles and kits the solutions prior to shipment
- **ZOLA** owns the IP to build next gen INFINITY solutions for Africa.

DESIGN PRINCIPLES



A+ QUALITY HARDWARE

Latest cell tech lithium batteries paired with A-class design and engineering.



REMOTE MANAGEMENT

Solutions are connected through GPS and/or GSM connectivity. Allowing remote asset management.



EXCEPTIONAL USER EXPR.

Monitor performance of solution & manage appliances with smartphone app.

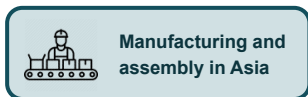


SMART POWER

Heart of household. Manage appliances & energy sources, auto triggers & AI functionality.



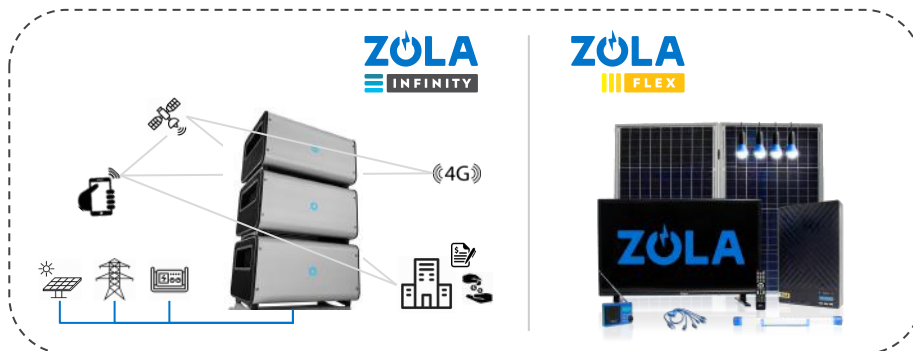
Product design & development in San Francisco @ ZOLA



Manufacturing and assembly in Asia



Transport & logistics to country ports



: FLEX - component specifications

LED Light BULB

Number of lumens per lamp	120
Input voltage	12.8
Color Rendering Index	White
Power Consumption (W)	1.4
Warranty Period	5



Solar PV modules

Cell type	Polycrystalline
Number of cells	72
Maximum Power Rating (Pmax)	40 Wp / 80 Wp
Open Circuit Voltage (Voc)	21.8
Short Circuit Current (Isc)	2.3
Voltage at Maximum Power Point (Vmp)	17.7
Current at Maximum Power Point (Imp)	2.17
Battery durability test result	3500 cycles to 80% capacity
Module efficiency	18.20%
Normal Operating Cell Temperature (NOCT)	45 ±2°C
Module number	2



Battery

Nominal Capacity (Ah)	9 Ah / 18 Ah
Nominal Voltage (V)	12.8
Float Voltage (V) specific to Lead Acid Batteries	NA
Self-discharge rate per month	3%
Charging Voltage (V)	18-24
Maximum Charge Current (A)	8
Depth of Discharge	78%



Charge Controller

High Voltage Disconnect (V)	15V
Low Voltage Reconnect (V)	12.45V
Nominal Voltage (V)	12.8V
Low Voltage disconnect (V)	12V
Self-Consumption (A)	Storage Consumption: 100 microamps Regular Consumption: 25 milliamps

LED Light TUBE

Number of lumens per lamp	300
Input voltage	12.8
Color Rendering Index	White
Power Consumption (W)	3.0
Warranty Period	5



Rechargeable radio

Battery Size	5Wh
Max Battery Life	6 Hrs
Supported Inputs	FM radio, USB, Micro SD, Aux
User interface	LCD screen, frequency dial



Phone charger

Zola Charger	5-in-1 USB charger
Charging Voltage	5V
Connectors	Micro/Mini USB, Samsung, Nokia Large/Small



Television(s)

TV size	19" / 24" / 32"
Max Power Consumption	12W / 13W / 17W
Max Brightness	76lux / 55 lux / 77 lux
Max Volume	90dB / 90dB / 95dB
Inputs	USB, HDMI, VGA, AV, Component



Fan

Power Consumption	8.5W
Rotation	90°
Speed	9
Fan Stand Height	120cm



: ZOLA FLEX - hardware compliance: EN and IEC certifications

PRODUCT COMPONENTS	CERTIFICATES / STANDARDS
FLEX POWER BOX (BATTERY)	<ul style="list-style-type: none"> • EN 301 489 (EMC) • EN 301 511 (RF test GSM Module) • EN 300 328 v2.1.1 (RF test Zigbee radio) • EN 300 220 v3.2.0 (RF test wireless microcontroller radio) • EN 62311 (RF Exposure) • IEC 62509:2010-12 • IEC 62133 (Lithium battery)
PANELS	<ul style="list-style-type: none"> • IEC 61730-2:2004
LIGHTS	<ul style="list-style-type: none"> • IEC 60598-2-1 • EN 60598-1
PHONE CHARGER	<ul style="list-style-type: none"> • IEC 60065:2001 • A1:2005 • A2:2010
RADIO	<ul style="list-style-type: none"> • IEC 60950-1
TV	<ul style="list-style-type: none"> • EN 60065:2014



: TECHNOLOGY PLATFORM - ZOLAs software solutions

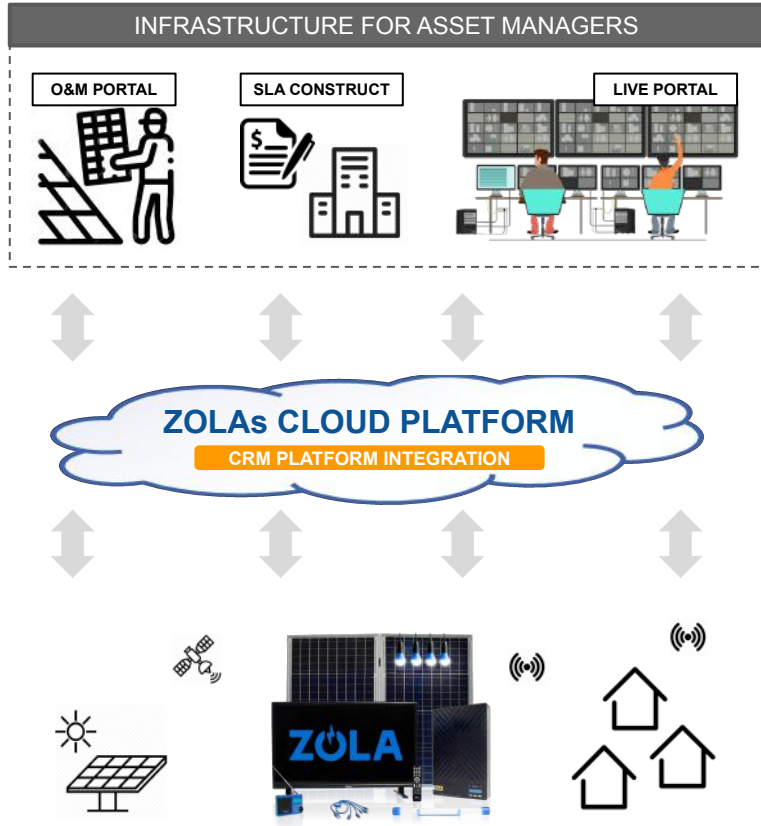
ZOLAs NETWORK SOLUTION

GSM CONNECTED
All solutions are GSM enabled and online 24/7 for real-time updates

ASSET MANAGEMENT
Manage all solutions and contracts from a fleet management dashboard

CLOUD BASED
Data & information is safely stored online and accessible through online platform

MULTI-USER PLATFORM
Environment & settings for end users, O&M partners, and asset managers



BENEFITS

- **Reduce maintenance costs.**
Remote management capability limits the number of site visits.
- **Proactive asset management.**
Early detection of issues through remote diagnostics & resolutions.
- **Enhance communication.**
Automate actions & notifications; streamline communication between user and asset manager.
 - Store and share essential information: from payment terms to SLA construct and performance data.
 - Log all actions and interventions: from last payment, to low battery, to last visit, and much more...



: POSSIBLE (ANGAZA) CRM PLATFORM - API integrations possible



Strengthen Sales & Client Relations

Register new sales even when offline, process client payments, and send payment reminders



Optimize Agent Performance

Track sales agent activity in the field, and manage payment collection and remittance



Make Data-Driven Decisions

Drive decisions with robust business intelligence data and analytics



Accept Cash or Mobile Money Payments

Offer multiple payment options, and manage and track transactions



Manage Stock

Manage and track inventory movement across your distributed sales operation, and mitigate fraud



Customize Your Settings

Configure sales, device, and communication options, and integrate with other tools



ZOLA solutions can be (API) integrated with a range of customer relationship management (CRM) and pay-as-you-go (PAYGo) platforms.

EXAMPLE : Angaza solutions offer a full-featured platform designed for PAYGo companies. Their tool includes the ability to manage customers and provide various dashboards views.



3

BUSINESS PLANNING

HIGH LEVEL ACTIVITY PLANNING

: PARTNERSHIP MATRIX - journey throughout

CUSTOMER JOURNEY	VALUE CHAIN PERSPECTIVE	OPERATIONAL PERSPECTIVE	WHOLESALE EXW ASIA
PRODUCT	Manufacturing	Product Build :	ZOLA
	Freight Forwarding	Shipping :	BSC
	Stock & Inventory	Warehousing :	BSC
MARKETING	Brand Messaging	Materials Development :	BSC & ZOLA
		Local Communication :	BSC
SALES	Source to Lead	Lead Generation :	BSC
	Lead to Order	Customer Sale :	BSC
		Identity KYC :	BSC
FINANCE	Order to Fulfillment	Credit KYC :	BSC
		Financing :	BSC
INSTALLATION	Order to Fulfillment	Delivery :	BSC
		Installation :	BSC
AFTER SERVICE	Post-Sale Service	Remote Monitoring :	BSC
		Asset management :	BSC
		Technical Support :	BSC
	Post-Sale Escalation	Technical Escalation :	BSC & ZOLA
Manufacturer's Warranty :		ZOLA	

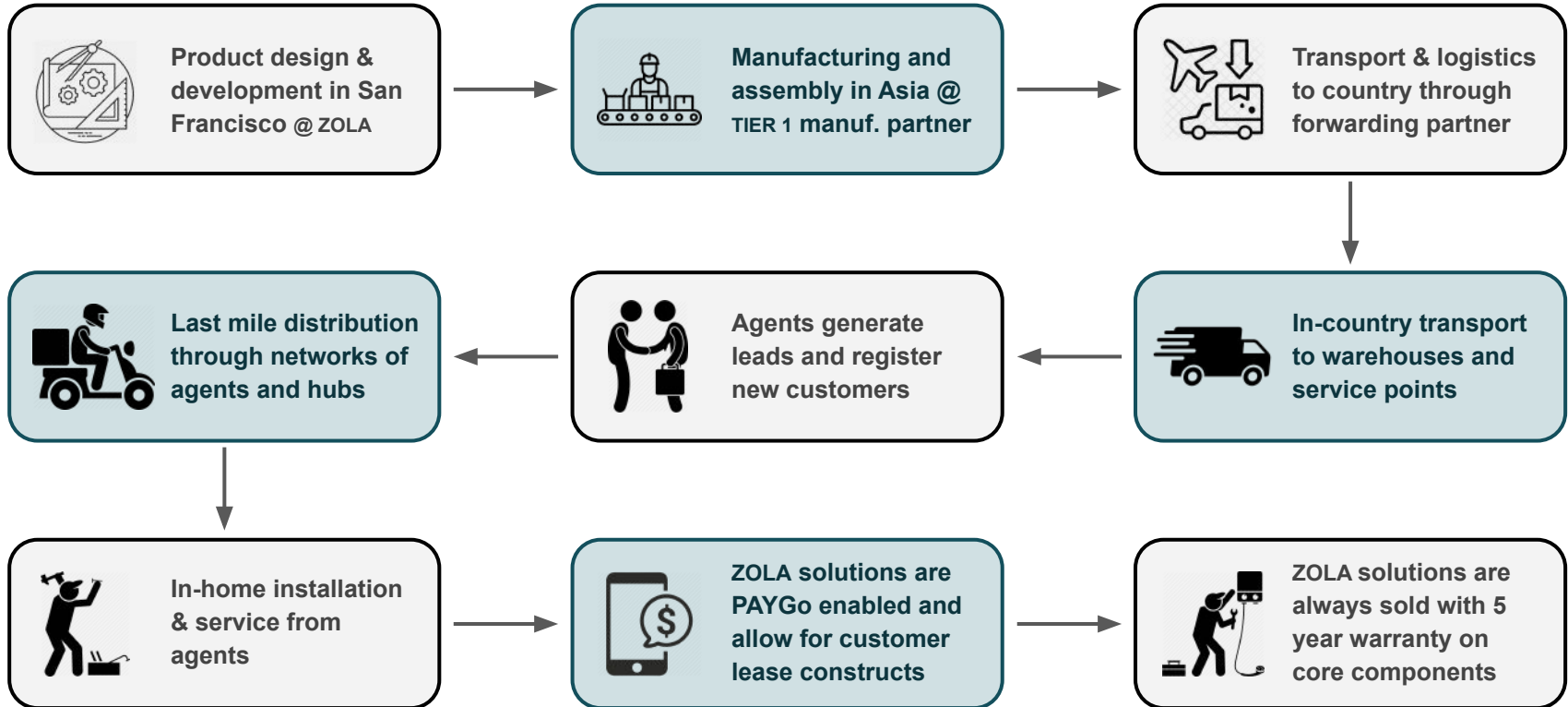
ZOLA will share basic branding guidelines and materials (logo's, user manual, demonstrations of flyers, etc...).

Determine if product requires service and/or warranty replacement. (Remote) troubleshoot procedures.



: SUPPLY CHAIN - journey: from product design to customer service

ZOLA is vertically integrated, owning each step in the supply chain



: OFFER - EXW prices, pickup Malaysia

	ZOLA :	ZOLA LIGHTS	ZOLA 19" TV	ZOLA 24" TV	ZOLA 24" TV + FAN	ZOLA 32" TV	
CORE COMPONENTS	1	FLEX 180 Wh meter box :	-	-	1	1	1
	2	80 Wp panel :	-	-	1	1	1
	3	FLEX 90 Wh meter box ::	1	1	-	-	-
	4	40 Wp panel :	1	1	-	-	-
LIGHTS & APPLIANCES	6	Bulb light 100 lumen :	3	3	4	4	4
	7	Tube light 300 lumen :	1	1	1	1	1
	8	19" LED television :	-	1	-	-	-
	9	24" LED television :	-	-	1	1	-
	10	32" LED television :	-	-	-	-	1
	11	Rechargeable radio :	1	1	1	1	1
	12	USB phone charger :	1	1	1	1	1
	13	Fan :	-			1	
	14	Extension Cord ::	1	1	1	1	1
	EX WORKS PRICE ASIA :		\$ 210	\$ 310	\$ 445	\$ 475	\$ 465

DISCOUNTS

ZOLA FLEX solutions are sharply priced in the market. The price of technology derives from global movements on the battery and chip technology market.

For large (10.000+ unit) orders we will engage in a cost tooling exercise and negotiate pricing & discounts with manufacturer and client.



: USE CASE BURKINA FASO - up to 25% net profit possible

BSCI INTERNATIONAL :	ZOLA LIGHTS	ZOLA 19" TV	ZOLA 24" TV	ZOLA 24" TV + FAN	ZOLA 32" TV
EX WORKS PRICE ASIA :	\$ 210	\$ 310	\$ 445	\$ 475	\$ 465
* CIF TEMA PORT GHANA :	\$ 222	\$ 319	\$ 457	\$ 489	\$ 477
* DDP BURKINA FASO :	\$ 237	\$ 334	\$ 472	\$ 504	\$ 492
* SUGGESTED SALES PRICE :	\$ 420	\$ 620	\$ 890	\$ 950	\$ 930
* EXPECTED GROSS MARGIN :	\$ 183	\$ 286	\$ 418	\$ 446	\$ 438

* **NOTE** : EXW price Asia is fixed and leading. BSC International will be responsible for forwarding & clearing of shipments.

* **NOTE** : CIF, DDP, retail price, resell margin, and breakdown are best practice estimates to illustrate possible costing structure in Burkina Faso.

25% NET PROFIT
per sold solution is possible

Cost of Goods Sold

1. EXW unit price
2. Freight + clearing
3. Transport to warehouse

50% of sales value

Cost of Sales

1. Direct + Call center Sales
2. Field Service - Installation
3. Customer Center - Sales
4. New Installs - Logistics

10% of sales value

Cost of Service

1. Field Service - Service
2. Call Center - Service
3. Customer Center - Service
4. Replacements - Logistics

5% of sales value

Cost of Finance

1. Call Center - Credit
2. Field Service - Removals
3. Credit

5% of sales value

Overhead

1. Finance
2. Human Capital
3. IT & Facility
4. Marketing
5. Ops & Office Admin

5% of sales value

THANK YOU
