



Observatoire Europe-Afrique 2030

Data Sheet n°52

Enterprise : Solinc EA Ltd. (Kenya)

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Degree of accuracy of the information contained in the data sheet

Medium

1. Activity of the Enterprise

“Solinc EA Ltd.” Is part of the Kenyan ABM Group (Associated Battery Manufacturers Ltd).

It assembles solar modules using imported solar cells and ancillary components, like glass materials. Solinc’s collaborates with Huawei and Tier 1 solar manufacturers.

Products are distributed through a subsidiary of ABM Group called “Chloride Exide”, which distributes goods to important off-grid solar vendors including Mobisol and M-Kopa (Kenya).

Small-scale (PICO) appliances and solar household systems make up most of Solinc’s overall sales. Solinc has sold more than 69 million watts to more than 3,000 clients since 2011.

The company has an annual manufacturing capacity of 8.4 MW and produces approximately 140,000 solar panels. Solinc is the only one on the continent with equipment that can test the caliber of solar cells and guarantee panel outputs.

Solinc company started its life in Naivasha, Kenya. In 2015, ABM bought the bulk of Ubbink East Africa Ltd.’s shares. The company was later renamed Solinc EA Ltd., known as “Solinc.”

2. Product Range

The modules for the off-grid market categorization are in two groups:

- 20Wp to 150Wp, which can be directly connected to a 12V battery system
- 160Wp to 200Wp, which can supply enough voltage to directly charge a 24V battery system.

The company has gradually expanded into providing solar panels for large-scale solar power projects with capacities ranging from 20kW to over 500kW, primarily for industrial clients and flower farms. Solinc offers modules in sizes ranging from 250Wp to 300Wp for use in such applications.

3. Sources of Information

<https://www.renewable.news/renewables/solinc-captures-the-kenyans-sun-with-their-solar-panels/>

Point to check:

- What is the annual production of the Naivasha plant (in volume or in value)?

4. Contacts

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Point to be precised : Names and coordinates of two managers of the enterprise.