

Inspiring powerful ambitions

Florence Tesha directs and controls the company's operations and mini-grids commercial scale up to ensure that the company achieves its mission of connecting rural communities with affordable, and reliable solar power.

Florence grew up in Mbeya in south-west Tanzania and studied Global Health and Chinese at Duke University in the United States. Inspired by REDAVIA's innovative technology and the company's commitment to rolling out solar power in sub-Saharan Africa, Florence took on an internship with the company in 2016. In July 2017 she became the company's Community Project Development Manager handling the commercial development of the mini-grids in Tanzania and was shortly promoted to become the mini-grids' Project Manager. Following the growth and success of the current village mini-grids REDAVIA, with the support of InfraCo Africa, has embarked on the next phase of scaling up to reach other villages. Along with this decision, Florence was promoted to become the Managing Director of REDAVIA in Tanzania. She splits her time between Dar-es-Salaam, Munich and the two rural communities in south-west Tanzania in which REDAVIA has established solar farms to date.

Florence says, "it feels great to work with REDAVIA because this is pioneering technology, so it feels like blazing a trail here. Constantly learning, constantly improving. Nothing could be better."

Her role also involves engaging with customers to build strong relationships: "Solar power is great for isolated communities," she says, "because the power is affordable, enabling everybody to

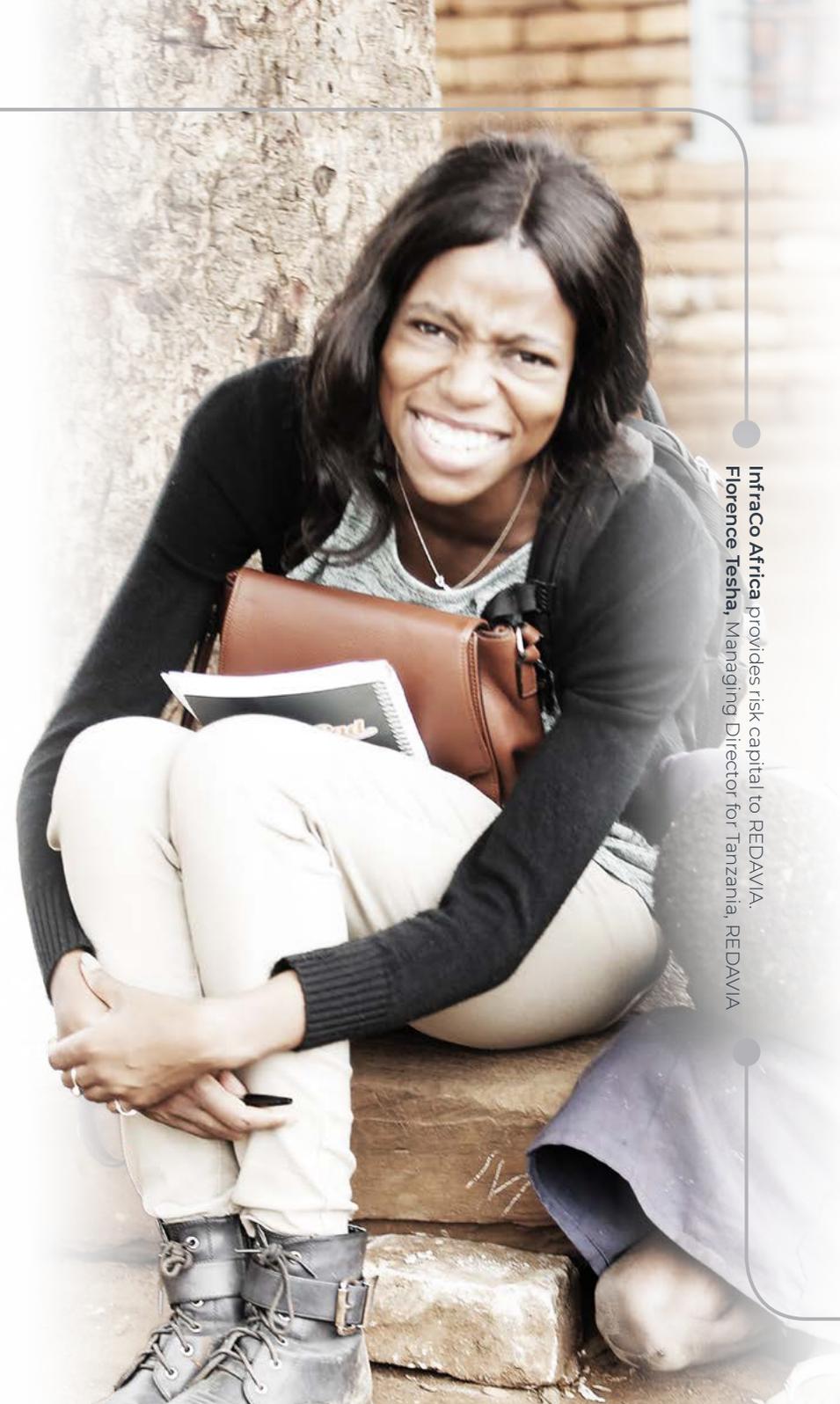
access electricity and it uses clean technology, so that people do not have to use fossil fuels. Our battery storage system means that the power is reliable and available 24/7."

Florence highlights the importance of reliable power for the residents of Isenzanya and Shitunguru: "Now that the community dispensaries are powered with this electricity, health workers are able to deliver babies more safely at night. People can power household appliances and watch TV, things that we take for granted in urban areas."

Florence is also instrumental in supporting customers to make best use of the opportunities presented by solar power for their businesses:

"When I began working in the villages, people didn't believe that the sun could provide enough power to run a mill or a welding machine. Now this is changing, people are coming up with really great ideas, and it is improving the economy of the communities."

To date, REDAVIA has connected 61 businesses to reliable solar power in Isenzanya and Shitunguru; 38 of these are new businesses started up as a direct result of access to electricity. Among the new businesses there are those which provide services never previously seen in the villages.



InfraCo Africa provides risk capital to REDAVIA.
Florence Tesha, Managing Director for Tanzania, REDAVIA