



A COMPANY DOSSIER · 2026

Nigeria stays lit.

How Ekishi Africa is taking Nigerian homes and businesses off the grid — **one rooftop at a time.**



For forty years, Nigerian energy policy has asked the same question: how do we generate more megawatts centrally? It is time to ask a different question. How do we put one Nigerian home at a time onto a clean, reliable, certified solar system — with no upfront capital required, monitored centrally, paid for monthly, and freed from the diesel and DisCo cycle for good?

Ekishi Africa exists to answer that question, one rooftop at a time. Every installation in this dossier is part of that answer

**PRODUCT
PATENTED**

Beware
of Piracy

This dossier was prepared in May 2026 and is intended for distribution to investors, partners, customers, journalists, government, and donor institutions. The data sources cited in Section 02 are public. The installations documented in Section 04 are open to site visit by appointment. The company welcomes scrutiny

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What's inside this document.

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SECTION 01

What Ekishi Africa is

Ekishi Africa Limited is a Nigerian solar energy company headquartered in Abuja, FCT. We design, install, monitor and service complete solar power systems for homes, businesses, hospitals, hotels and industrial sites — under a commercial model called Energy as a Service.

Under that model, the customer does not pay the capital cost of the system upfront. Ekishi pays for the equipment, installs it at the customer's site, and the customer pays a fixed monthly fee over 24 months. At the end of the 24 months the customer either owns the system outright (Own Plan) or continues on a reduced-fee service contract under which Ekishi keeps ownership for the full life of the system (Service Plan).

Every Ekishi installation uses certified Tier-1 components — Jinko, JA, Longi or Canadian solar panels; Crown Micro or Deye hybrid inverters; LiFePO₄ battery banks sized to each customer's actual load profile. Every system is housed in our proprietary ERIKA Intelligent Box, a weatherproof, monitored cabinet that reports performance to a central dashboard in real time. We currently operate across the Federal Capital Territory and surrounding states. Our installed base includes private homes, hospitals, hotels, pharmacies and institutional clients including UNICEF, NNPC·NGML and the Central Bank of Nigeria

IN ONE SENTENCE

We pay for the equipment.
You pay a monthly fee.
Within four to eight weeks
your home or business is
running on solar — quietly,
reliably, day or night.

29

Tier configurations
5 kW to 100 kW

02

Active patents
ERIKA Box · Safe
Breaker

24

Month plan period
then ownership or
reduced fee

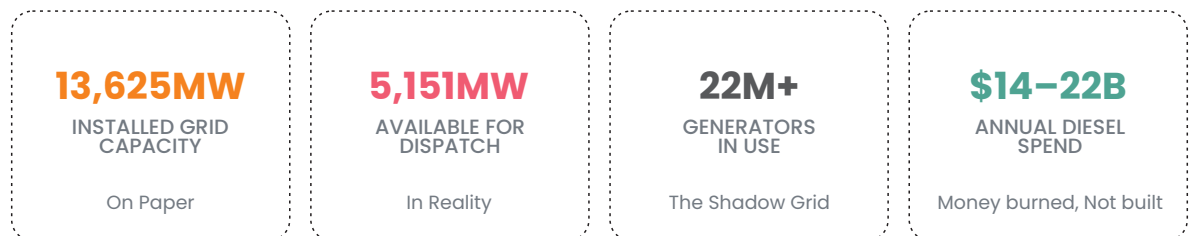
100%

Tier-1 components
Jinko · Crown Micro ·
LFP

SECTION 02

The problem we exist to solve.

Nigeria has 13,625 megawatts of installed grid capacity for 240 million people. On a good day, 5,151 megawatts of that is actually available for dispatch. On a typical day, the country distributes around 4,400. A modern economy of this size needs at least 30,000



Data Sources: NERC Operational Performance Factsheet (Dec 2025); Central Bank of Nigeria; Energy Commission of Nigeria; SEforALL

For forty years, every administration has promised to fix this. New gas plants. Privatisation of the distribution companies. The Siemens deal. The Presidential Power Initiative. The Electricity Act 2023. Billions of dollars have been spent. The arithmetic has not improved.

Nigerian households and businesses have responded the only way they can — by generating their own power. An estimated 22 million petrol and diesel generators are in use across the country today. Nigerians spend somewhere between fourteen and twenty-two billion dollars every year on diesel and petrol to run those generators. For a typical small or medium business, electricity costs absorb up to 40% of operating expenses — an enormous tax on every other ambition the business might have.

A third response has emerged in the last few years: the cheap-solar market. Open markets in Lagos, Onitsha, Aba and Kano now stock substandard solar panels, low-quality inverters, and uncertified lithium battery banks. The price is low. The reliability is fictional. In April 2026 the Nigerian Electricity Management Services Agency issued a public notice warning about the rising number of house fires from substandard rooftop installations.

The answer is not another power plant.

Nigeria's energy problem will not be solved by building more centralised generation. The gas pipelines that feed the existing thermal plants are vandalised, underfunded and undersupplied.

The transmission network collapsed twelve times in the first half of 2024 alone. The distribution companies face cumulative payment shortfalls exceeding four trillion naira. Pouring more generation into a system whose fuel cannot be reliably delivered and whose wires cannot reliably carry it is not a solution. It is a category error.

The answer that does work is decentralisation. If a thousand Nigerian homes can be moved off the grid onto reliable, certified solar systems, the grid is freed of approximately one megawatt of demand. If six hundred and fifty-six thousand homes do this, the entirety of what the Egbin plant actually generates is freed for industrial customers who genuinely need centralised power. Multiply by the number of estates and streets in any Nigerian city and the arithmetic compounds quickly. The freed capacity is built one rooftop at a time, by aggregated private investment, with no new turbines, no new pipelines, no new bureaucracy

The path to ending forty years of darkness does not run through the substation. It runs through the street. And the street is ready.

TERRY HENSHAW · MD, EKISHI AFRICA

**WHY EKISHI IS
THE RIGHT VEHICLE
TO DO THIS WORK**

What makes the decentralisation thesis credible is not the technology, which is mature, but the execution. Three things have to be done well: equipment standards have to be tight, installation has to be safe, and the financial model has to remove the upfront capital barrier.

Ekishi was built around all three.

The Model

Energy as a Service is a financing structure as much as a technology choice. The key insight is that the high upfront cost of solar — not the cost of solar electricity itself — is what keeps most Nigerians on diesel. Remove the upfront cost, and the maths flips.

Engagement Fee

A one-time fee equal to 15% of the total system value, paid before installation begins. This funds the site survey, engineering design, equipment procurement, logistics and mobilisation. It also secures your slot in the installation schedule.

Installation

Ekishi delivers and installs the complete system at your site — panels, inverters, batteries, the ERIKA Box, all civil works, all cabling, commissioning and operator training. Typical installation time: four to eight weeks from engagement, depending on system size

Monthly Fee

From the month after commissioning, you pay a fixed monthly fee for 24 months. The fee depends on which tier you are on and whether you chose the Own Plan or the Service Plan

Month 25 Upwards

Under the Own Plan, the system becomes yours outright. Under the Service Plan, your monthly fee drops by half and Ekishi continues to own and maintain the system for its full operational life.



Two plans. Your choice.

Every ERIKA Power Plan customer chooses between two plans before commissioning. Both pay over the same 24 months. Both include the same equipment.

They differ in what happens at month 25

You own it at
month 24.

OWN PLAN

- Higher monthly fee (covers cost of capital + system value)
- System ownership transfers to you at month 24
- You take on maintenance from month 25 (optional Ekishi service contract available)
- Best for: businesses that want infrastructure on their balance sheet
- Best for: clients planning long-term occupancy of the same site

- Higher monthly fee (covers cost of capital + system value)
- System ownership transfers to you at month 24
- You take on maintenance from month 25 (optional Ekishi service contract available)
- Best for: businesses that want infrastructure on their balance sheet
- Best for: clients planning long-term occupancy of the same site

Ekishi owns it.
You just use it.

SERVICE PLAN

Day or Night

Independent of plan choice, every system is sized as either a Day configuration or an Overnight configuration.



Battery sized for daytime operating hours.
Lower monthly fee.

Best for: offices, daytime factories, supermarkets, schools, shops.



Battery sized for full 24/7 operation. Higher monthly fee, zero grid dependence.

Best for: hospitals, hotels, cold chains, data centres, 24-hour operations.

What's always included.

Every Ekishi installation comes with the same baseline of components, work, and protection. We do not strip features out to hit a lower price point.

Tier-1 monocrystalline solar panels

Jinko, JA, Longi or Canadian, sized to your daily generation target.

Crown Micro or Deye hybrid inverter

IP66-rated, certified for harsh outdoor conditions.

LiFePO₄ lithium battery bank

Lithium iron phosphate, sized to your operating pattern.
Roughly four times the cycle life of lead-acid alternatives.

ERIKA Intelligent Box

Our patented weatherproof cabinet with remote monitoring and predictive alerts.

Full mechanical and electrical installation

By certified Ekishi technicians under the supervision of our lead engineer.

OTHERS

Aluminium racking, DC and AC cabling, weatherproofing, earthing.

Commissioning, performance testing, operator training.

12-month workmanship warranty on all installations.

VAT (7.5%) included in every quoted price — no last-minute surprises.

WHAT WE DON'T DO

We don't fit substandard inverters to hit a lower price. We don't subcontract to the open-market installers whose work has been linked to the recent surge in solar-system house fires. We don't oversell Overnight systems to clients whose evening routine genuinely doesn't need them. Energy as a Service only works long-term if the system works long-term.

SECTION 04

Five installations. Five stories.

Across the next ten pages, five real Ekishi installations completed between February and May 2026. Real estates. Real clients. Real challenges — some that cost us money to solve. Real photos taken by our team on site.

LOCATION	TYPE	INVERTER	STORAGE	COMMISSIONED
Aldenco Estate	Residential CAPEX	10 + 6.5 kW Crown Micro	20 kWh LFP	Feb 2026
Aldenco Estate	Full Off-Grid CAPEX	10 + 6.5 kW Crown Micro	45 kWh LFP	Feb 2026
Abuja, FCT	Residential CAPEX	10 kW Crown Micro	20 kWh LFP	May 2026
Katampe Main	EaaS · Category 4	10 kW Crown Micro	32 kWh LFP	May 2026
Galadimawa	EaaS · Category 1	6.5 kW Crown Micro	16 kWh LFP	May 2026

Three are CAPEX installations (the client paid for the equipment outright). Two are Energy-as-a-Service installations across categories 1, 4 and the residential range. One was a fully off-grid residence built specifically to demonstrate what energy independence looks like in Abuja today.



SITE 01 · CAPEX · FULLY OFF-GRID

Aldenco Estate Reference Build

"The neighbours counted outage hours. We didn't."

Aldenco Estate had a familiar Abuja problem. Chronic grid unreliability had made dependable power impossible. The owner of this residence wanted not a workaround, not a supplement, but a permanent solution — complete independence. No grid. No diesel fallback. Just solar.

The system we installed in February 2026 has dual Crown Micro inverters splitting heavy and light loads. Heavy loads — air conditioning, water pumps, the largest appliances — run on the 10 kW unit. Light loads — lighting, sockets, electronics, security — run on the 6.5 kW unit. Twenty kilowatt-hours of LFP storage carries the whole house through the night. Twenty-four 635-watt Jinko panels on a purpose-built carport provide the day's generation.

The drone photograph on the previous page was taken at night, after commissioning. While the rest of the neighbourhood slept in darkness, the lights stayed on. This is the system MD Terry Henshaw lives with daily. Everything we sell to clients, we run on ourselves.

SYSTEM SPECS

Inverter 1	10 kW Crown Micro
Inverter 2	6.5 kW Crown Micro
Panels	24 × 635 W Jinko
Battery	20 kWh LFP (2 × ERIKA Box)
Array	Steel carport — red frame
Status	Fully Off-Grid
Commisioned	February 2026

WHAT IT POWERS

Air conditioning, all floors
Lighting throughout
Water pumps and pressure
All home appliances
Security systems

The whole house. All of it.

SITE 02 · CAPEX · DUAL ARRAY

Aldenco Estate Reference Build

"No grid. No generator.
Just solar."

Dual inverters, triple boxes, two arrays.

The most ambitious residential installation we have completed to date. A second Aldenco Estate property where the brief was simple: a permanent solution. Not a supplement. Not a workaround. Full energy independence at a residential scale that few homes in West Africa have attempted.

We split the panel array across two surfaces — twenty-four 635 W Jinko panels on a purpose-built carport structure, plus fourteen 450 W Jinko panels on the rooftop — for a total of thirty-eight panels feeding sixteen-and-a-half kilowatts of combined inverter capacity. Forty-five kilowatt-hours of LFP storage spread across three ERIKA Boxes (heavy, light and battery units) carries the system through any Abuja night.

The whole house runs independent of AEDC. Zero grid dependency. Zero generator noise. This is the system we point to when prospects ask what energy independence looks like at scale.

SYSTEM SPECS

Inverter 1	10 kW Crown Micro (heavy loads)
Inverter 2	6.5 kW Crown Micro (light loads)
Combined	16.5 kW total output
Panel A	24 × 635 W Jinko (carport)
Panel B	14 × 450 W Jinko (rooftop)
Total Panel	38
Battery	45 kWh LFP (3 × ERIKA Box)
Status	Fully Off-Grid

WHAT IT POWERS

Air conditioning, all floors
Lighting throughout
Water pumps and pressure
All home appliances
Security systems

The whole house. All of it.



SITE 03 · CAPEX · RESIDENTIAL

Chess Ville, Abuja Erika Box Deployment

"The grid gave us
nothing but a bill."

When we absorb the overrun.

Chess Ville is a residential estate in Abuja whose residents had given up on AEDC. High tariffs, erratic supply, and a billing system that charged for power they were not getting. The client wanted a permanent solution that left the grid as a backup only — not a primary source.

We installed a 10 kW Crown Micro inverter, twenty-four 635W Jinko panels on a custom steel carport, and two ERIKA Boxes housing 20 kWh of LFP storage. Commissioned in May 2026.

One field challenge we want to be transparent about: the distance from the client's meter box to the ERIKA Box location exceeded our standard cable-run parameters. That forced a material and labour cost overrun that was not in the initial quote. We absorbed the overrun, delivered the install, and updated our pre-install survey checklist so the next site does not surprise us the same way.

SYSTEM SPECS

Inverter	10 kW Crown Micro
Panels	24 × 635 W Jinko
Peak Capacity	15,240 W
Battery	2 × 10 kWh LFP
Housing	2 × ERIKA Box
Structure	Steel carport array
Commissioned	May 2026

FIELD CHALLENGE

*Cable run from meter box
to ERIKA Box exceeded
standard length.*

*Cost overrun absorbed by
Ekishi. Survey checklist
updated.*



S I T E 04 · EAAS CATEGORY 4 · 3-FLOOR DUPLEX

Katampe Main, Abuja

Erika Box Deployment

"The generator ban made
solar the only answer."

When solar isn't optional.

Katampe Main is one of Abuja's premium estates — and like several of the newer estates, it bans residents from running diesel or petrol generators. Combined with the standard AEDC unreliability, residents of this duplex had no fallback. Either solar would solve the problem, or the problem would not be solved.

We installed a Category 4 ERIKA Power Plan: a 10 kW Crown Micro inverter, twelve 635 W Jinko panels on the rooftop, and an ERIKA Box housing 32 kWh of LFP storage. The duplex now runs without grid dependence and without any generator noise — which is what the estate's rules require.

The technical challenge here was the building itself: three floors of vertical rise between the rooftop array and the ground-floor ERIKA Box. That meant a long DC cable run, extra conduit, extra copper, and extra labour on a tall stairwell. We delivered. The crane offload of the ERIKA Box on day one is one of the more dramatic photos in this dossier.

SYSTEM SPECS

Model	EaaS Category 4 (Mid-Home /SME)
Inverter	10 kW Crown Micro
Panels	12 × 635 W Jinko
Peak Capacity	7,620 W
Battery	2 × 16 kWh LFP
Housing	ERIKA Box
Coverage	Whole house, zero generator

FIELD CHALLENGE

*Three floors of vertical rise
between rooftop array and
ground-floor ERIKA Box.
Long DC cable run, every
metre counted.*

SITE 05 · EAAS CATEGORY 1 · COMPACT ESSENTIAL

Galadimawa, Abuja Erika Box Deployment

"The estate gave us one option.
We made it the right one."

The smallest tier, same standard.

Brains & Hammer Galadimawa estate — another estate with a generator ban and a tightly regulated approvals process for solar works. We installed the smallest configuration in the ERIKA Power Plans range: Category 1, Compact Essential. Seven 635 W Jinko panels on the roof. A 6.5 kW Crown Micro inverter. One ERIKA Box housing 16 kWh of LFP storage. Whole house powered. Zero generator. Zero upfront cost to the client — this was an Energy-as-a-Service install.

The field challenge here was administrative, not technical: Brains & Hammer requires formal written approval before solar works begin. We secured the permit, but it sat between delivery and commissioning, adding idle days to what was otherwise a smooth install. The paperwork delayed us.

This installation matters in this dossier because it shows that the same engineering standards we apply to a 16.5 kW dual inverter off-grid build also apply to a 7-panel residential install on EaaS. Tier-1 panels. Crown Micro inverter. LFP battery. ERIKA Box. The work is the same. The fee is just smaller.

SYSTEM SPECS

Model	EaaS Category 1 (Compact Essential)
Inverter	6.5 kW Crown Micro
Panels	7 × 635 W Jinko
Peak Capacity	4,445 W
Battery	1 × 16 kWh LFP
Housing	ERIKA Box
Upfront Cost to Client	Zero (EaaS)
Coverage	Whole house, zero generator

FIELD CHALLENGE

Brains & Hammer estate approval required before commissioning. Process slowed us down.

SECTION 05

What we build.

Every Ekishi system is engineered around a small number of decisions that we do not compromise on. The panel, the inverter, the battery chemistry, and the ERIKA Box that houses them all.



ERIKA SMART BOX

5KW, 6KW, 7.5KW, 10KW, 12KW, 15KW

EXPANDABLE SERIES

The ERIKA Box is our proprietary equipment housing. It is the cabinet that protects the inverter, the battery bank, and the safety equipment from the weather, from theft, and from the temperature swings that kill cheap installations within eighteen months. It carries our first patent (granted December 2025) and is paired with the Safe Breaker Box, a separate patent (filed January 2026) that handles the AC/DC switchgear with integrated fault protection.

Every ERIKA Box has remote monitoring built in. Performance data flows from each installed box back to our central dashboard, where our team can see in real time how every customer's system is performing — battery state-of-charge, daily generation, alerts on inverter faults, alerts on temperature anomalies. Predictive maintenance becomes possible because the data is there.

The ERIKA Box is mounted on castors for site mobility during install, fully sealed against dust and rain (Ip66), and ventilated for the temperature management that LFP batteries require to deliver their full cycle life.



Heavy duty
inverter Box



Plug and Play
I/O Ports



Easy
Maintenance



No Defacing of
the Wall



Can be Placed
Outside



Grade A
Lithium Battery



Smoke Detector
and Alarm



Ip65 Resistance to
Adverse Weather



WiFi - ENABLED
BREAKER



HIGH SPEED
COOLING FAN

INSIDE EVERY ERIKA BOX

SOLAR PANELS

Tier-1 monocrystalline

Jinko, JA, Longi or Canadian Solar — the same manufacturers used in utility-scale solar farms worldwide. Typically 620–635 W per panel. 25-year linear performance warranty from the manufacturer.

25-year performance warranty · 80%+ output at year 25

INVERTERS

Crown Micro / Deye hybrid

IP66-rated for harsh outdoor conditions. Hybrid architecture means the inverter handles solar, battery, and grid intelligently — charging from solar first, drawing from battery second, falling back to grid only when needed.

5 kW to 100 kW · IP66 weather sealed · hybrid topology

BATTERIES

LiFePO₄ (LFP) lithium

Lithium iron phosphate chemistry — the safest lithium chemistry on the market today. Roughly four times the cycle life of lead-acid, no thermal runaway risk, deeper allowable discharge.

6,000+ cycle life · 90%+ depth of discharge · non-combustible

HOUSING

ERIKA Intelligent Box

Patented (Dec 2025). Weatherproof, monitored, mobile during installation, ventilated for LFP thermal management. Houses the inverter and battery bank in a single unit.

Patent granted · IP66 · remote monitoring · predictive alerts

SAFETY

Safe Breaker Box

Patent filed (Jan 2026). Houses the AC/DC switchgear with integrated fault protection — the missing layer in most cheap Nigerian solar installs and the leading cause of the recent house-fire surge.

Patent filed · AC/DC isolation · integrated fault protection

MOUNTING

Aluminium racking

Aluminium — not galvanised steel — for the panel racking. Lighter, won't rust, longer service life. Full DC and AC cabling, weatherproofing, earthing to local standards.

Aluminium racking · corrosion-resistant · certified earthing

STOP FEEDING YOUR GENERATOR



Nigeria's grid is unavailable for much of the day, forcing homes and businesses to rely on generators. The longer the outage, the more petrol you burn—and the higher your monthly costs. Instead of spending that money on fuel, switch to ERIKA for silent, automatic, 24/7 power at a lower cost.

WHAT YOU SPEND ON PETROL PER MONTH — BY GENERATOR SIZE & GRID-OFF HOURS					
Generator	Light 6 hr/day	Moderate 8 hr/day	Heavy 12 hr/day	Extreme 16 hr/day	Typical Home
4 kVA	₦351,000	₦468,000	₦702,000	₦936,000	Small flat — fan, lights, TV, fridge, phones
5 kVA	₦444,600	₦592,800	₦889,200	₦1,185,600	3-bed flat — fridge, freezer, 2 ACs, TVs
7.5 kVA	₦631,800	₦842,400	₦1,263,600	₦1,684,800	Larger flat / duplex — 3 ACs, full kitchen
10 kVA	₦889,200	₦1,185,600	₦1,778,400	₦2,371,200	Detached home + borehole, multiple ACs
12 kVA	₦1,006,200	₦1,341,600	₦2,012,400	₦2,683,200	Larger home — heavy AC + borehole

Figures are petrol only, at ₦1,300/litre. Add 15–20% for oil, servicing and parts — plus buying a new generator every 3–5 years.

OUR TARGET ZERO UPFRONT COSTS

We install a complete solar power system at your home, and you pay one fixed monthly fee—often the same as or less than your petrol costs.

Enjoy silent, automatic 24/7 power with no fuel, noise, fumes, or generator maintenance.

Your Generator	You Spend Now (moderate, 8 hr/day)	Equivalent ERIKA Plan	What ERIKA Powers
4 kVA petrol	₦468,000 / month	ERIKA 5 kW tier	Whole small flat, silently, 24/7
5 kVA petrol	₦592,800 / month	ERIKA 5–8 kW tier	Full 3-bed flat with ACs, 24/7
7.5 kVA petrol	₦842,400 / month	ERIKA 8–10 kW tier	Larger flat / duplex, 24/7
10 kVA petrol	₦1,185,600 / month	ERIKA 10–12 kW tier	Detached home + borehole, 24/7
12 kVA petrol	₦1,341,600 / month	ERIKA 12 kW+ tier	Large home, heavy load, 24/7

Your Ekishi engineer will confirm your exact ERIKA tier and fixed monthly fee after a free home assessment. In most homes the ERIKA fee is at or below current petrol spend — and it never rises with fuel prices.

Fixed, predictable cost One monthly fee that never jumps with the next fuel price increase. Budget with certainty.	Zero upfront cost No capital to find. We install the full system; you simply start your subscription.	Silent & automatic No noise, no fumes, no fuel queues, no switching on at night. Power is just always there.
No more generator No servicing, no repairs, no buying a new gen every few years. We own and maintain everything.	24/7 power Solar by day, battery by night. ERIKA carries your home through grid-off hours seamlessly.	Cleaner & safer No carbon-monoxide risk, no fuel storage at home, and a far lower carbon footprint.

29 configurations.

5 kW to 100 kW.

The ERIKA Power Plans 2026 brochure documents 29 standard configurations across the full Nigerian residential, commercial and industrial range. Every configuration has a Day version and an Overnight version where appropriate. Every configuration is available under both the Own Plan and the Service Plan.

RANGE	INVERTER	TYPICAL CLIENT	MONTHLY FEE (SERVICE)
Compact	5 kW	Apartments, small homes, studios	From ₦373,070
Home	5–10 kW	Family homes, boutique offices	From ₦431,971
Mid-home / SME	10 kW	4-bed homes, small clinics, busy SMEs	From ₦564,106
Heavy SME	12–15 kW	Pharmacies, restaurants, salons, large offices	From ₦1,055,202
Light Industrial	15–20 kW	Workshops, bakeries, printing, small mfg	From ₦1,134,215
Commercial	20–30 kW	Mid offices, banks, large pharmacies	From ₦1,500,000+
Heavy Commercial	30–50 kW	Hospitals (clinic), supermarkets, mid-hotels	From ₦2,000,000+
Industrial	50–80 kW	Factories, large hospitals, big hotels	From ₦3,000,000+
Heavy Industrial	80–100 kW	National distribution, 24/7 industrial	From ₦5,000,000+

Fees shown are Service Plan minimums — the lowest entry into each band. Own Plan fees run approximately 1.5× the Service Plan rate. Every configuration has full pricing in the ERIKA Power Plans 2026 brochure. The brochure is available on request and is the appropriate next document after this dossier.

SECTION 06

Who we serve.

Ekishi's installed base covers the full spectrum of Nigerian energy customers — from a single- apartment Compact Essential install to multi-cabinet industrial substations. Below: the categories we currently serve, with examples from our existing book.

RESIDENTIAL

Homes and family residences

From single-bedroom apartments running the Compact Essential tier through to multi-floor duplexes on Categories 4–6. Particular fit in estates with generator bans or chronically poor AEDC supply.

COMMERCIAL

SMEs, offices, retail

Pharmacies, restaurants, salons, supermarkets, banks, mid-sized offices. The economics work hardest here — diesel costs and DisCo bills together typically exceed the Service Plan monthly fee.

HOSPITALITY

Hotels and guesthouses

Overnight tier specialty. Hotels run 24/7 by definition and the diesel cost of running a hotel block of 25 rooms overnight is the single largest line item Ekishi can displace.

HEALTHCARE

Hospitals and clinics

Mission-critical Overnight installations. Refrigerated medicines, vaccine cold chains, lab equipment, ICUs — loads that cannot tolerate the standard AEDC outage pattern.

INDUSTRIAL

Factories and processing plants

Bottling, food processing, light manufacturing, cold-storage logistics. Large Day or Overnight systems in the 30–100 kW range. Diesel replacement at industrial scale.

INSTITUTIONAL

Government and NGOs

Ekishi has worked with UNICEF, the Nigerian National Petroleum Company's Nigerian Gas Marketing arm, and the Central Bank of Nigeria's Awka office, among others. Institutional clients drive our most rigorous engineering standards.

How to Engage.

Three steps separate a first conversation from a commissioned system. The typical timeline from first contact to power flowing is four to eight weeks, depending on system size.

01 First contact · the qualification call (10 Minutes)

Reach out by phone, WhatsApp, email, or by completing our online Power Plan Finder. We will ask nine questions — the most important being how much you currently spend on diesel per month. That single number tells us most of what we need to know to recommend the right tier. This call typically takes ten minutes.

02 Site visit and tier recommendation (3 – 7 Days)

We visit the site for free. Our engineering lead inspects the roof or available ground space, confirms the load profile, checks for any installation constraints (estate approvals, cable runs, structural condition), and produces a formal tier recommendation. You receive a written quote within a few working days — system specs, engagement fee, monthly fee on both Own Plan and Service Plan, and total system value.

03 Engagement, installation, commissioning (4 – 8 Weeks)

You pay the one-time engagement fee (15% of total system value). This funds mobilisation and secures your slot in our installation schedule. We procure equipment, build any required civils, install the system, run commissioning tests, and train your operator on the day-to-day operation. Your monthly fee starts the month after handover.

WHAT WE ASK OF YOU

A reliable monthly payment is the only ongoing commitment we ask for. We do not require collateral, equity participation, or property liens. Late or missed payments are handled under a documented 45-day default protocol that gives you a clear path to cure before any escalation. The full terms are in our Client Service Agreement, which is reviewed and signed before the engagement fee is paid.

SECTION 08

Who we are.

THE LEADERSHIP TEAM

Terry Henshaw

MANAGING DIRECTOR

Founded Ekishi Africa to solve what he calls “the only problem in Nigeria worth my full attention.” Author of the position paper *Forty Years in the Dark* (2026). Lives at the Aldenco off-grid reference build in Section 04.

Iniobong Henshaw

CHIEF OPERATING OFFICER

Leads operations, client relationships and the 9-stage client lifecycle. Joint sign-off authority on all tier-placement decisions and default escalations.

Caleb Edim

PROJECT MANAGER

Owns delivery from engagement-fee payment to commissioning. Schedules every install, coordinates the crew, and is the client's contact through the build period.

Engr. Johnson

LEAD ENGINEER

Engineering authority on every install. Performs the site survey, signs off the tier recommendation, supervises the crew, and runs commissioning. Has signed off every system in this dossier.

Peter Edoki Ntongho

BUSINESS STRATEGIST

Shapes Ekishi's growth strategy and commercial direction. Peter leads market positioning and go-to-market planning, builds the financial and pricing models that underpin the Own Plan and Service Plan economics, and develops the investor and partnership materials that bring capital into the business. He defines which client segments Ekishi pursues next and keeps the Energy-as-a-Service model financially sound as the installed base scales.

INTELLECTUAL PROPERTY, LEGAL & CLIENTS

ERIKA Intelligent Box — patent granted December 2025, covering the weatherproof cabinet, integrated monitoring, and LFP thermal management. Safe Breaker Box — patent filed January 2026, covering the integrated AC/DC switchgear with fault protection that addresses the leading cause of Nigeria's recent rooftop solar house-fire surge. ASK Law Partners serves as Ekishi's legal counsel, advising on the Client Service Agreement behind every engagement, the structuring of the Energy-as-a-Service contracts, the default and recovery protocol, and patent protection. Institutional clients include UNICEF, NNPC-NGML, and the Central Bank of Nigeria's Awka office — alongside residential and commercial clients across Abuja and the surrounding FCT, including the five installations in Section 04.

A COMPANY DOSSIER · 2026

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