



&

Ampersand

**FACTOR[e]  
VENTURES**

Fort Collins | Nairobi | Pune

FACTORE.COM

[www.ampersand.solar](http://www.ampersand.solar)

## Africa Clean Mobility Week

Josh Whale, Ampersand

Faith Chege, Factor[e] Ventures

**March 14 2018**

# The ‘Tipping Point’ Opportunity

Electric vehicles will directly outcompete petrol at different times for different people.

EAC bodas / Rwanda motos:

+ Large market: 22,000 in Kigali

EAC-wide: 3m bikes \$4bn pa.

+ Expensive motorbikes (\$1600)

+ High km (190km per day)

+ Expensive petrol (\$1.22/l)

\$1780 p.a.



# Our Solution

Same as before, just  
better and cheaper!

No behaviour change

More Power

No gears, no oil

No waiting to  
recharge

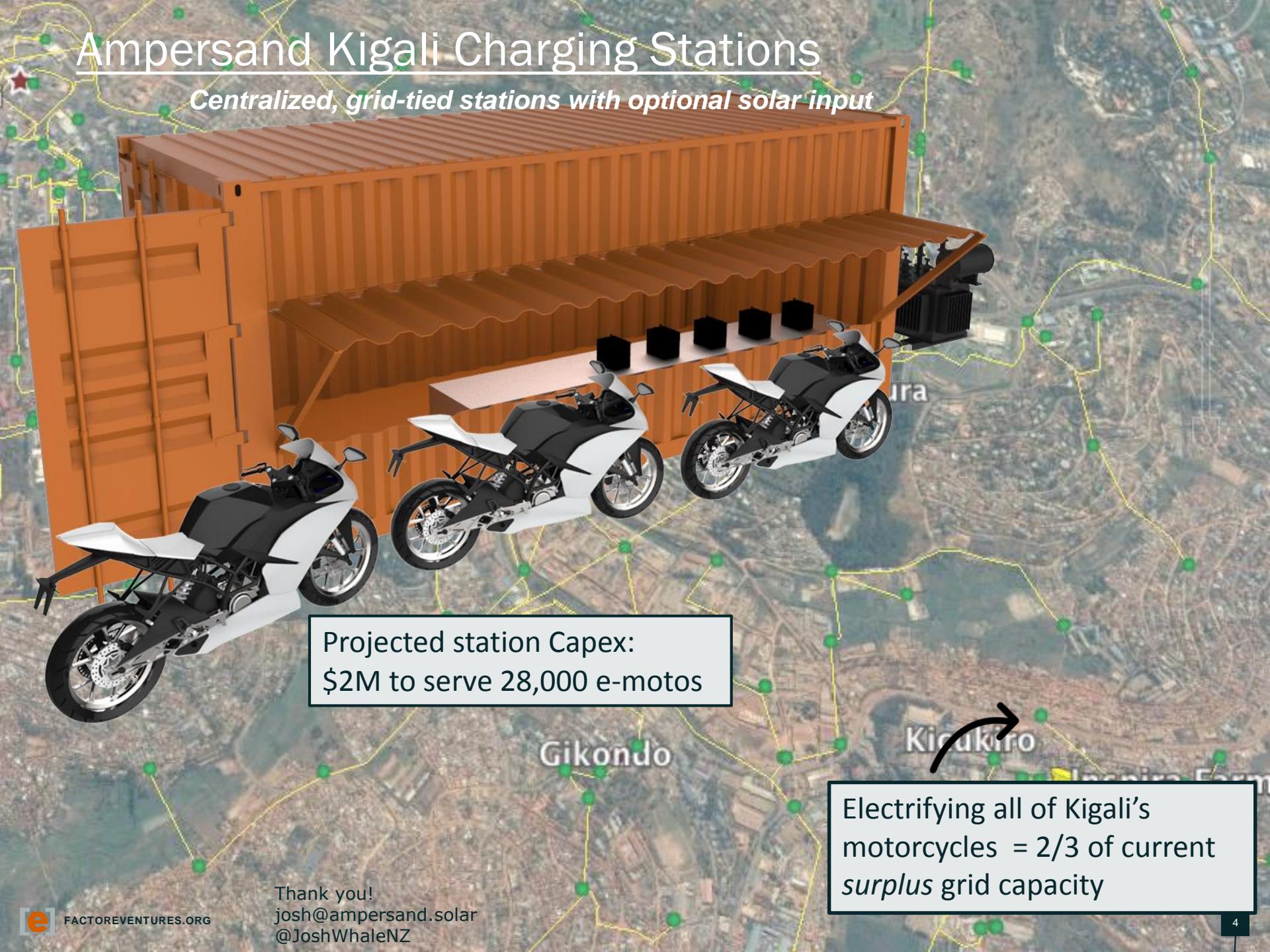
50% cheaper to  
power, 3x net driver  
income.

Local Assembly &  
Local Energy



# Ampersand Kigali Charging Stations

*Centralized, grid-tied stations with optional solar input*



Projected station Capex:  
\$2M to serve 28,000 e-motos

Electrifying all of Kigali's  
motorcycles = 2/3 of current  
surplus grid capacity