



December 1, 2018

Kampala

Village Power Uganda and Centenary partnering to expand access to solar power across Uganda

Village Power's partnership with Centenary Bank has been in place since late 2016 and has borne fruit in expanding access to solar products to customers that need financing to make their purchase.

The partnership provides customers purchasing a Village Power solar home system more choice in how they finance the purchase of their system and more options to find loan terms that best suit their situation. Village Power customers who choose to finance their purchase through a Centenary Bank loan have the added benefit of establishing a credit history with a bank, thereby expanding their access to financing for other investments.

After seeing these successes, both parties are committed to do more to provide access to financing for solar purchases to more Ugandans. Centenary Bank is increasing the number of Direct Sales Representatives that are focused on issuing solar loans, recently adding 20 staff to focus on solar loans. Similarly, Village Power is bolstering its sales network and planning to ramp up community activations in partnership with Centenary.

Village Power's Head of Business Development Sumaya Kiwanuka-says "we are looking to devote more resources to further developing the partnership with Centenary in order to ensure that our customers have quality choices when it comes to financing their solar systems whilst securing Village Power as Centenary Bank's partner of choice in the solar space."