

COMPANY NEWSLETTER

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SENTIMENTAL ENERGY

OCTOBER EDITION



Editor's Note

Dear Readers,

It's been an incredible month here at Sentimental Energy, filled with new connections and impactful moments. From hosting key partners in France to bringing reliable solar power to homes in Naivasha, we are reminded of why we do what we do: to make a genuine difference in the lives of those we serve.

Every handshake, every smile, and every story shared during Customer Service Week made us feel more connected to you, our extended family. It's your trust that inspires us to keep pushing for more—more innovative solutions, more meaningful collaborations, and more light in every sense of the word.

As you read through this edition, we hope you feel the same warmth and gratitude that our team feels every day. Thank you for being the heart of our journey.

With sincere appreciation,
Editorial Team.

Top News

1. Visit to Fonroche
Headquarters in France
2. Customer Service Week
highlights
3. PPA and Buyer-in Credit
Financing models for solar
streetlighting projects





MESSAGE FROM OUR DIRECTOR

Dear Partners and Customers,

Here at SENTEC, we believe that the future of road and public lighting lies in sustainability and smart financial planning. Our ongoing discussions with various entities including the Kenya National Highways Authority (KeNHA), Kenya Urban Roads Authority (KURA), and Nairobi County aim to implement finance-based solar streetlighting solutions through Public-Private Partnerships (PPP) and Buyer-in Credit models. These models are designed to allow counties to leverage their existing budgets, enabling large-scale projects without the need for full upfront financing. This approach ensures that cities and towns can achieve comprehensive lighting coverage without straining their financial resources.

To provide context, a recent comparison of lighting investments revealed a significant cost advantage for solar solutions. For instance, the installation of conventional streetlights along a 1km stretch of road would cost approximately KES 10.3 million, while a similar solar lighting setup requires an investment of KES 7.1 million. The long-term financial benefits are even more striking. Over a 20-year period, the cumulative cost of maintaining and powering conventional lighting systems reaches KES 19 million, compared to KES 10.6 million for solar. Solar lighting not only reduces overall costs but also eliminates the need for costly grid electricity, with zero annual consumption charges.

The benefits of transitioning to solar streetlighting extend beyond finances. By adopting these innovative solutions, we free up power from the grid, which can be redirected to essential services such as hospitals and schools. Additionally, these models allow us to accelerate lighting projects across counties, enhancing public safety, boosting local businesses, and fostering economic growth. We remain committed to working closely with KeNHA, KURA and county governments to make sustainable lighting the standard across our roads and communities, building a brighter, more resilient future for all.

See below a cost comparison of grid v/s solar streetlighting investment:



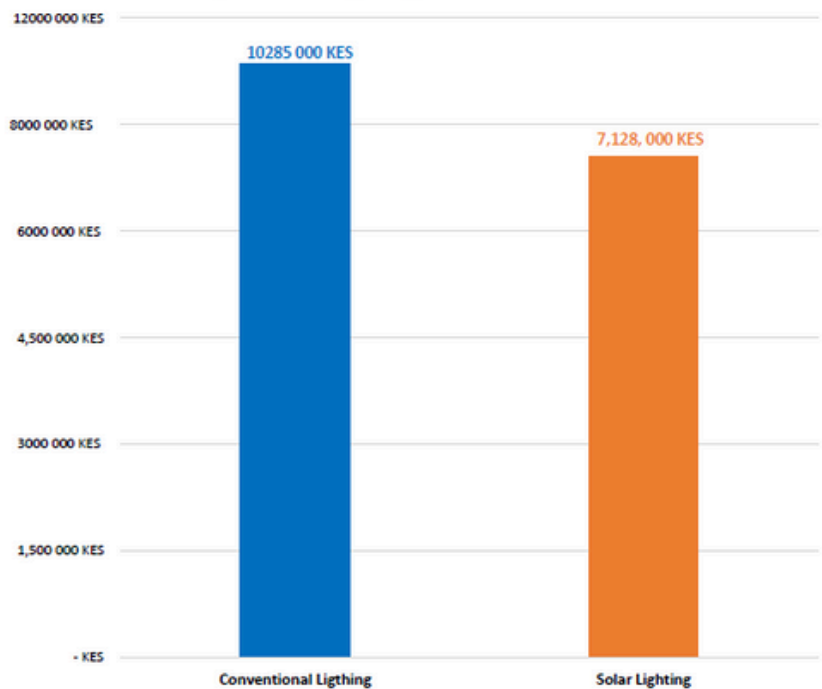
Solar v/s Conventional Lighting Comparison

Necessary investments

Investment conventional lighting			
Description	Qty	Price/U	TT
Power cable supply and installation	1 000	6 800 KES	6 800 000 KES
Pole streetlight supply	29	70 000 KES	2 030 000 KES
LED Light supply	29	30 000 KES	870 000 KES
Installation of conventional street lamps	29	15 000 KES	435 000 KES
Electrical cabinet supply and installation	1	150 000 KES	150 000 KES
Total			10 285 000 KES

Investment solar lighting			
Description	Qty	Price/U	TT
Power cable supply and installation	0	6 800 KES	0 KES
Pole solar streetlight supply	22	70 000 KES	1 540 000 KES
Solar lighting kit 275Wp 936Wh - supply	22	229 000 KES	5, 038 000 KES
Installation of solar street lamps	22	25 000 KES	550 000 KES
Electrical cabinet supply and installation	0	150 000 KES	0 KES
Total			7 128 000 KES

Comparison of lighting solutions investments



Annual operating costs

Conventional lighting				
Operating data				
Power 29 LED lights - 140W			4 060 W	
Operating hours			4 380 h	
Annual consumption			17 782 kWh	
Price per kWh			10,09 KES/kWh	
Cost of annual consumption			179 428 KES/year	
Cost of annual maintenance			70 000 KES/year	
Component replacement				
Component	frequency	Qté	Price/U	Total
LED Light	10 years	29	30 000 KES	870 000 KES/10years

Solar lighting				
Operating data				
Power 22 solar LED lights			0 W	
Operating hours			4 380 h	
Annual consumption			0 kWh	
Price per kWh			10,09 KES/kWh	
Cost of annual consumption			0 KES/year	
Component replacement				
Composant	frequency	Qté	Price/U	Total
Battery	10 Years	22	79 400 KES	1 746 800 KES/10years

Eng. Paul Simiyu Mabonga,
Managing Director,
Sentimental Energy Company



Our mission to light up homes, schools, roads, and communities is driven by the dedication and skill of our incredible technical team. These young, energetic, and talented men and women are the backbone of every installation you come across.

They are the ones who brave the sun, work through challenges, and put their expertise to use ensuring each project not only meets but exceeds the expectations of our clients. From solar streetlights to residential solar systems, their commitment to excellence and passion for sustainable energy makes all the difference.

We are proud to have a team that combines technical expertise with a deep understanding of the impact their work has on the communities we serve. Every smile on a client's face, every brighter night, and every empowered business is a testament to their hard work and dedication.

Here's to the faces behind every installation—our heroes in the field, making each project a success and every community a little brighter.



FONROCHE HQ VISIT BY KENHA TEAM



This month, we had the privilege of hosting a key delegation from the Kenya National Highways Authority (KeNHA) at the Fonroche Lighting Headquarters in Agen, France. The visit wasn't just a trip; it was an opportunity to deepen our understanding, exchange insights, and strengthen our resolve to redefine the future of road and public lighting in Kenya. Through hands-on sessions, the KeNHA Special Projects and Electrical team experienced first-hand the advanced design, engineering, and logistical processes that have made Fonroche Lighting a global leader in solar streetlighting solutions.



This immersive experience was designed not only to demonstrate technical capabilities but also to build capacity among Kenya's decision-makers. By equipping the KeNHA team with a comprehensive understanding of the latest solar lighting technologies and their real-world impact, we aim to influence a shift towards adopting solar as the new standard for our roads and public spaces. This is more than just a technological transition; it's about embracing a sustainable mindset that prioritizes both community well-being and environmental stewardship.



The future of our roads is bright, quite literally. This visit marks a pivotal step in our journey to light up Kenya sustainably. It reinforced our shared commitment to creating safer, well-lit highways that don't just illuminate roads but also open up economic opportunities and enhance the quality of life for communities. Together, we're moving towards a future where solar lighting isn't just an alternative but the standard, helping build a greener, brighter Kenya for all.

Over 25Kwp Solar PV Installations

This October, we had the pleasure of helping more families and homeowners achieve energy independence with our residential solar PV solutions. With over 25kWp of installations completed, we continue to bring reliable, cost-effective power to homes across the country.

From new installations to upgrading existing systems, our goal is simple: to deliver uninterrupted power that you can count on.

Many homeowners have shared how liberating it feels not having to worry about power disruptions affecting their daily routines. It's that comfort of knowing that essential appliances are running, food stays fresh, and daily activities continue smoothly even when the grid fails. For us, each installation is a step towards building that comfort and trust with the families we serve.

Our clients have reported savings of up to 60% on their monthly electricity expenses, turning what used to be a major household pain point into newfound financial freedom.





HAPPY CUSTOMER SERVICE WEEK



Our greatest success comes from the trust and satisfaction of our customers. Thank you for being a part of our journey toward a brighter, greener future.

**Eng. Paul Simiyu,
Managing Director**

0725-445-459 | www.sentecld.com | info@sentecld.com

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Albert Andanje
'your trust and loyalty inspire us daily to go above and beyond....,' this positive energy!

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Eric Neon
This is exactly what i need, can i visit your Kitengela office? Location please.

Titus Wachira
This is great setting the trend

Huddley Musamali
Here we go again...congratulations Sentec.

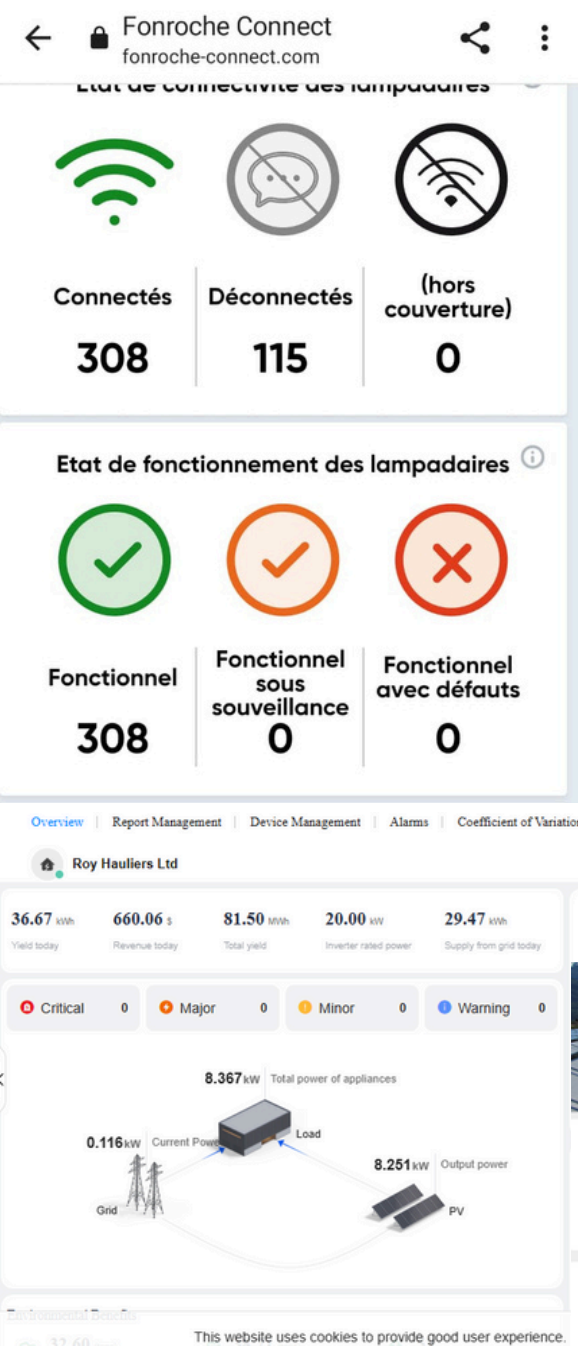
Jubilant Stewards of Africa
Keep up the good work!

Customer Service Week to us was more than just a time to acknowledge our team's dedication; it was an opportunity to strengthen the connection with you, our valued customers, and gain deeper insights into your needs and experiences. Throughout the week, we focused on listening, learning, and appreciating the trust you place in us every day.

We engaged with our customers through calls, site visits, and social media interactions, gathering invaluable feedback that will help shape our services and offerings moving forward. These conversations reaffirmed our belief that customer satisfaction goes beyond resolving technical issues—it's about understanding the dreams and aspirations behind each project and being there every step of the way to make them a reality.

Our team took this time to reflect on our journey and recommit to providing exceptional service, timely solutions, and personalized care. Your stories inspire us to keep improving and innovating, and we are grateful for the loyalty and support you continue to show.

Here's to a week that reminded us of what really matters: creating meaningful experiences, one customer at a time!



Remote Monitoring Systems

Our solar systems have been integrated with Remote Monitoring Technologies to give you and our team full visibility of your system's performance in real time. This feature lets you monitor energy production, battery health, and efficiency through a user-friendly app or portal, offering insights that help you make the most of your energy use.

Remote monitoring also enables our technical team to proactively catch and address issues early, reducing downtime and ensuring your system operates at peak efficiency. This means you can trust that we're always here—anytime, anywhere—to keep things running smoothly.

With these capabilities, we aim to provide reliability, peace of mind, and increased savings, all while maximizing the lifespan and benefits of your solar investment.



We invite you to stay engaged with us as we continue to explore new initiatives and share success stories that highlight the transformative power of solar energy.

Together, let's pave the way toward a greener, more sustainable future for all.

FOR MORE INFORMATION:

visit: www.sentec ltd.com

Email: info@sentec ltd.com or marketing@sentec ltd.com

Call: +254725 445 459