

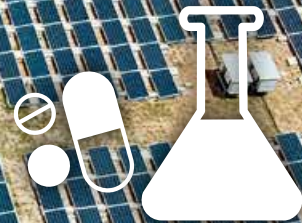
# AMPONSAH-EFAH PHARMACEUTICALS LIMITED

*Solar energy for Ghanaian pharmaceutical leader*



**Saves** approx.  
**562 tonnes**  
of CO<sub>2</sub> per year

Total  
capacity of  
**1,140 kWp**



*Amponsah-Efah Pharmaceuticals Limited is a Ghanaian-owned private company operating in Fumesua in the Ejisu Juaben Municipality of the Ashanti Region, with distribution outlets in Accra, Kumasi, Takoradi, and Tamale. The company started operations initially as a pharmacy shop in 1983 and after ten years of investing in infrastructure, Amponsah-Efah Pharmaceuticals began its own manufacturing. Registered with both the Food and Drugs Authority of Ghana and Pharmacy Council of Ghana, Amponsah-Efah Pharmaceuticals manufactures and packs finished products, using active pharmaceutical ingredients as input materials. The company currently produces both tablets and oral liquids, with a vision to add capsules, ointments, intravenous infusions and injections.*

## CHALLENGE

### Sustainability for a climate-controlled factory

Amponsah Efah Pharmaceuticals' factory in Fumesua runs on grid electricity and three standby diesel-fueled electricity generator sets of 500 kVA each. The company installed a new Heating, Ventilation, and Air-conditioning (HVAC) System to control the climate inside the factory. The production machines require an average load of 281 kW per day, and the HVAC system adds an average load of 583 kW per day, more than tripling the company's energy requirements, and,

therefore, electricity costs. Amponsah Efah Pharmaceuticals sought an affordable solution to manage its soaring electricity costs. Additionally, the company was concerned with maintaining its environmental management plan, under the approval of the Environmental Protection Authority of Ghana. These objectives led Amponsah Efah Pharmaceuticals to search for a cost-effective and clean alternative energy source.

Financed by:



Nordic Development Fund



trine

OPEN ROAD  
KEEPING IMPACT ON TRACK



lendahand





# AMPONSAH-EFAH PHARMACEUTICALS LIMITED

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### SOLUTION

#### Turning ground space into an energy source

With the COVID-19 crisis impacting both the Ghanaian and global economies, REDAVIA introduced its COVID-19 Resilience program, which provided 6 months of free solar to critical businesses in Ghana and Kenya. This program provided the solution to both of Amponsah Efah Pharmaceuticals' energy problems, enabling the company to implement clean energy and reduce its operational costs, while keeping its up-front capital outlay to a minimum. In December of 2020, REDAVIA's on-site engineers deployed an 1140 kWp solar plant at the Amponsah Efah Pharmaceuticals facility in Fumesua. REDAVIA's premium aluminum ground mount system is designed for fast-track installation and easy maintenance. After the initial 6 free months, REDAVIA offered an affordable lease-to-own model, which allows Amponsah Efah Pharmaceuticals to pay off the solar assets. Once fully paid off, the ownership of the solar power plant will transfer fully to Amponsah Efah Pharmaceuticals, while REDAVIA will continue to ensure the competent operational management of the plant. Thus, after the initial lease-to-own period, Amponsah Efah Pharmaceuticals ensures significant further cost savings for the remainder of the solar plant's 25+-year operating lifespan.

*minimal  
upfront  
investment*



*More than  
1,307MWh  
per year*



### BENEFIT

#### Green energy for business growth

Throughout the lease-to-own agreement, REDAVIA ensures operational reliability through 24/7 monitoring and maintenance using a digital, remote monitoring platform and REDAVIA-trained maintenance staff on-site. Over this 5 year period, the plant is projected to generate 6,535 MWh while also reducing CO<sub>2</sub> emissions by an estimated 2,810 tonnes. REDAVIA provides the installation and monitoring as a fully-financed, full-service offer, creating a smooth user experience that allows Amponsah Efah Pharmaceuticals to focus on their core business of manufacturing.

Managing Director Mr. K. Amponsah-Efah said, "I am thankful to the REDAVIA team for the tenacity and professionalism they showed leading a safe, successful installation and implementation. I am looking forward to a good business relationship for years to come."

With REDAVIA's lease-to own solar plant business model, Amponsah Efah Pharmaceuticals achieves both of its objectives by cutting carbon emissions and costs. The company already has plans to reinvest the savings it has made, scaling up production to grow its business.