LightFi

Pre-seed · 2026

Power to the People

Solar on monthly terms for every Nigerian business and home. Pay for it like a bill, then own it outright.

THE PROBLEM

Nigerians pay for power twice.

EVERY YEAR

$10bn

goes on fuel and upkeep for small petrol generators.

84%

of urban households run backup power

~5%

of demand is what the grid delivers

₦20–40k

a month on fuel for a typical small business

THE CATCH

Solar fixes this, but few can pay for a full system upfront.

Sources: SEforALL, Beyond Gensets (2024); Georgetown Journal of International Affairs; BusinessDay, 2026

OUR INSIGHT

Nigerians already pay for power every month. They just have nothing to show for it.

LightFi turns that monthly power budget into a system they own.

HOW IT WORKS

From questionnaire to owned power, all in one app.

[01]

Tell us your life

A short questionnaire on what you need to power, and when.

[02]

Instant offer

We size the right system and send an estimate in minutes.

[03]

Verify and sign

ID check, bank link, e-signed agreement, then the deposit.

[04]

Installed

A vetted local installer fits it; an area manager signs it off.

[05]

Pay, then own

Monthly payments in the app. Once paid off, it's theirs.

Repayments start only once the system is installed and reporting. Cash buyers get the same journey.

UNDERWRITING

Standard credit checks first, plus one signal banks miss.

INCOME-ONLY LENDER

Tunde is declined

Barber, Lagos. A 5 kVA system at ₦162,624 a month puts his debt at 42.8% of income, above the usual 40% limit.

LIGHTFI

Tunde is approved

His bank statements show ₦180,000 a month on fuel. That covers the repayment, so the loan replaces a cost he already carries.

Income first. Bureau history and verified income, like any lender, with a minimum leftover-income floor.

Energy spend on top. Proven spend can lift approval up to a hard 55% cap. Spend that is only declared counts at half.

Fully auditable. Every decision is rule-based and versioned, so it can be replayed exactly.

Illustrative customer and prices from LightFi's credit policy and design documents; catalogue prices are not final.

OUR HARDWARE

Every system is collateral we can see and control.

Designed by LightFi. Built for lending.

Inverters from 1.5 to 30 kVA and $LiFePO_4$ batteries from 2.56 to 15 kWh, made with established manufacturers.

Always reporting

GPS and live usage over GSM, from every unit.

Remote control

Output steps down if payments stop. No debt collectors.

Tamper-proof

Opening the unit locks it, cuts output and alerts us.

WHY IT MATTERS

Lower losses, so we can approve more people and price them fairly.

COMPETITION

Nobody else finances real power for businesses.

OPTION	SYSTEM SIZE	FINANCING	FOR BUSINESS	REMOTE CONTROL
Pay-as-you-go solar	Small: lights, TV, fan	Yes	Rarely	Yes
Bank solar loans	Any size	Payslip, collateral	Limited	No
Cash installers	Any size	None	Cash only	No
LightFi	1.5 to 30 kVA	3 to 48 months	Yes	Yes, own hardware

> Pay-as-you-go players proved remote control makes solar lendable. We bring it to systems big enough to run a business.

WHO WE SERVE

Every Nigerian business and home, of every size, from day one.

Barbers to factories

Shops, salons, offices and workshops that lose money every outage.

Mini-flats to large homes

Renters and owners, sized to exactly what they run.

86%

of Nigerian companies use backup power

4.5M

fossil-fuel generators in Lagos, our launch city

₦425bn

of solar panels imported in 2025

Sources: Georgetown Journal of International Affairs; SEforALL, Beyond Gensets (2024); solar import figure from LightFi research

BUSINESS MODEL

Four ways we earn on every system.

30%

of the hardware paid upfront, plus installation, delivery and VAT. We only finance hardware we can monitor and switch off.

01 **Hardware margin**

Our own product line. We set every price, on cash and financed sales.

02 **Financing income**

Monthly terms from 3 to 48 months. Full APR and costs on every offer.

03 **Origination fee**

1.5–3% of the amount financed, on every loan.

04 **Insurance**

Equipment cover through our partner, required on financed systems.

UNIT ECONOMICS

What a home and three businesses pay.

CUSTOMER	SYSTEM	CASH PRICE	DEPOSIT	MONTHLY	TOTAL REPAID
Family home	3 kVA, 10 kWh	₦1,535,100	₦703,500	₦88,704	₦1,064,448
Barber shop	5 kVA, 15 kWh	₦2,610,100	₦1,085,500	₦162,624	₦1,951,488
Pharmacy	8 kVA, 26 kWh	₦4,762,250	₦1,913,250	₦303,893	₦3,646,720
Bakery	16 kVA, 41 kWh	₦8,632,250	₦3,627,250	₦533,867	₦6,406,400

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deposit = 30% × hardware + installation + delivery + VAT
monthly = 70% × hardware × (1 + 28%) ÷ 12
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Illustrative prices from LightFi's technical design: 12-month term, 28% flat, VAT 7.5%. Hardware includes accessories. Catalogue prices are not final.

CLIMATE IMPACT

Power that stays on through outages, fuel shocks and heat.

EMISSIONS

0.4t

of CO_2 avoided a year for every generator replaced, and ~180 litres of petrol not burned.

RESILIENCE

Shops keep trading and homes keep fans, fridges and lights on, whatever the grid or fuel price does.

INCLUSION

Monthly terms and a reduced-deposit plan for lower incomes.

MEASURED, NOT ESTIMATED

Every unit reports live usage, fuel saved and CO_2 avoided.

14.8 L of fuel a month per household generator (Ze-Gen, 2026) × 2.296 kg CO_2 per litre of petrol. Lagos generators emit 39 Mt CO_2e a year (SEforALL).

GO-TO-MARKET

Lagos first, then city by city, with customers who come back.

[01]

DIGITAL FRONT DOOR

Ads and a savings calculator lead into the web and mobile apps, where the whole sale happens.

[02]

INSTALLER NETWORK

Independent local installers take jobs by location; area managers check every install. All paid in-app.

[03]

REPEAT CUSTOMERS

Good payers keep a credit limit. Upgrades and second sites skip ID checks and approve faster.

> A new city needs local installers and one area manager, not a new branch.

WHERE WE ARE

Licence, platform and hardware are moving together.

WE ARE HERE | IN PROGRESS | NEXT | THEN

Licence

CBN lending licence in progress, plus FCCPC registration.

Build

5 apps on one platform, built in-house. First 1-2 hardware sample sets in R&D.

Pilot

First installs in Lagos. Cash sales first; financing when the licence clears.

Scale

New cities, more installers, smarter telemetry.

> The full product is specified end to end: sizing, pricing, underwriting, payments, collections and device control.

TEAM

Fintech and solar, under one roof.

FA

Faruq Alli-Balogun

Co-founder · Technology and finance

A decade building financial products at Sterling Bank, Abeg (now Pocket) and Autochek.

AA

Abdulateef Agbetomiloye

Co-founder · Hardware and engineering

Certified electrical engineer with 9+ years in solar and inverters at Rila Investment, Vange Solar and SRNE Nigeria.

PA

Philip Ayere

Advisor · Credit

Senior Credit Manager at Autochek Africa; ex-Access Bank and Diamond Bank.

> Both co-founders go full-time on LightFi from close of round.

THE ASK

We are raising

$3M

$2M

Hardware

Ship our first production run of LightFi inverters and batteries to customers.

$1M

The company

Three years of runway: compliance, operations and technology.

THE ROUND SAFE, $15M post-money cap, 20% discount. A lead investor plus co-investors from $150K.

LightFi

Power to the People

Thank you

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