



EXERGY chooses Nairobi as its gateway to East Africa's clean energy growth

The opening of EXERGY EAST AFRICA LTD. in Nairobi establishes a permanent local presence to pursue opportunities in geothermal power, renewable energy and industrial energy efficiency

Nairobi, Kenya, 14 September 2026 – EXERGY INTERNATIONAL, a leading provider of clean energy technologies and advanced geothermal power systems, is placing East Africa at the centre of its international growth strategy with the establishment of EXERGY EAST AFRICA LTD. in Nairobi. The new company creates a permanent local presence in one of the continent's key markets for geothermal power, renewable energy and industrial energy efficiency.

The new company marks a significant step in EXERGY's international development and follows several years of market assessment and business development across Africa. From Nairobi, EXERGY will work more closely with customers, project developers, industrial partners and institutions, gaining a deeper understanding of market requirements and providing direct support throughout the development of new energy projects.

With exceptional renewable resources and rapidly growing electricity demand, Africa is one of the most attractive markets for energy and infrastructure development. Private-sector clean energy investment in Africa almost tripled, from approximately USD 17 billion in 2019 to nearly USD 40 billion in 2024. However, investment remains below the levels needed to support future demand and achieve the continent's energy and development objectives, leaving considerable opportunities for new projects, technologies and long-term industrial partnerships.

Kenya: a regional renewable energy leader

EXERGY selected Kenya as the base for its East African operations because of the country's established renewable energy ecosystem, strategic regional position and recognised leadership in geothermal development.

The country is already the world's sixth-largest geothermal market, with around 980 MW of installed capacity and an estimated potential of up to 10 GW. Across the wider East African Rift System, largely untapped geothermal resources have been estimated at up to 20 GW. Together with growing opportunities in solar power, energy storage and industrial energy efficiency, this creates a broader market for technologies that can provide reliable power generation, improve efficiency and reduce emissions.

"After several years of studying the market and evaluating its opportunities, we are pleased to establish EXERGY EAST AFRICA LTD. and begin a new phase of direct engagement in Africa," commented **Luca Pozzoni, Deputy CEO** of EXERGY. "The region combines exceptional renewable resources with fast-growing demand for reliable and affordable electricity. Africa will be a strategic growth market for EXERGY in the years ahead and we aim to support its energy development with technologies and international expertise that can strengthen industrial growth, energy resilience and a responsible and equitable transition."

Building a permanent presence in East Africa

The opening of EXERGY EAST AFRICA LTD. reflects the company's intention to develop a long-term presence in the region.



The Nairobi office will enable EXERGY to build closer relationships with local stakeholders, better understand regulatory and technical requirements, and become involved in projects from their earliest stages. It will also serve as a platform for developing opportunities in geothermal generation, renewable energy, industrial waste-heat recovery, energy storage and energy efficiency.

Matteo Cavadini will be permanently based in Nairobi as **Business Development Manager Africa** with responsibility for developing relationships with customers, project developers, partners and institutions, as well as identifying and supporting new business opportunities across the region. His activities will be guided by **EXERGY Deputy CEO Luca Pozzoni** and **Erdoğan Arpacı, General Manager of EXERGY Türkiye** who leads the company's business development activities across Africa.

"A permanent presence in Nairobi will allow us to engage directly with the market and build relationships based on continuity, local knowledge and shared objectives," said **Erdoğan Arpacı**. "We want to work alongside customers and partners from the earliest stages of project development, combining EXERGY's international engineering and operational experience with a clear understanding of local priorities and operating conditions."

EXERGY will focus on projects where advanced energy-conversion technologies can improve efficiency, reliability and long-term economic performance. Its portfolio combines Organic Rankine Cycle solutions for geothermal power generation and industrial waste-heat recovery with high-efficiency heat pumps and Battery Energy Storage Systems.

The establishment of EXERGY EAST AFRICA LTD. expands EXERGY's international footprint, adding to its headquarters and integrated engineering, R&D and manufacturing operations in Italy, as well as its wholly owned subsidiary and manufacturing facility in Türkiye. As part of TICA Group, EXERGY draws on a global industrial, manufacturing and service network extending across China, Malaysia, Australia, Canada, the United States, Italy and other key markets.

Exergy East Africa Office is located in MJ1 Business Park, 5th floor, office no. 504, Westlands Rd., Nairobi – Kenya.

ABOUT EXERGY INTERNATIONAL SRL

EXERGY INTERNATIONAL Srl is a leading provider of clean energy technologies. We are experts in the design, engineering and manufacturing of Organic Rankine Cycle (ORC) systems with the pioneering Radial Outflow Turbine. EXERGY's proprietary technologies, covered by several patents, allow for highly efficient energy production via the exploitation of heat sources from geothermal, waste heat from industry, biomass and concentrated solar power. The EXERGY portfolio accounts for almost 600 MWe and the second largest geothermal binary fleet worldwide. EXERGY is part of TICA Group, a leading integrated system and service provider in clean air and green energy solutions. From the headquarters in the north of Italy (Milan), EXERGY exports and implements its technology worldwide with a particular focus on high growth potential markets. Website: <https://exergyint.com>

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