

CASE STUDY

Empowering Sustainable Banking

How Nigerian Banks are Transforming Energy Practices for a Greener Future

As global pressures mount for industries to mitigate their environmental footprint, the financial sector in Nigeria faces increasing challenges related to energy usage and sustainability practices. For commercial banks in Nigeria, a significant hurdle is navigating operations within a power-constrained environment characterised by high energy costs, unreliable grid supply, maintenance and logistical burdens, environmental impacts, and operational inefficiencies.

To effectively address these challenges, banks must seek innovative solutions that enhance energy reliability and reduce operational costs while simultaneously minimising their environmental impact. This requires a strategic shift away from reliance on traditional power sources and an emphasis on sustainable energy alternatives that can support their operational needs efficiently and competitively. By adopting scalable clean energy technologies, these banks can not only improve their performance but also contribute positively to the overall sustainability goals within the financial sector.



Union Bank of Nigeria



Union Bank of Nigeria, established in 1917, is a 107-year-old bank and is a trusted and respected financial institution offering comprehensive banking services to individuals, SMEs, and corporate clients. With over 300 service centres and 950+ ATMs nationwide, Union Bank is committed to fostering growth for individuals, families, and businesses. The bank's vision is to be Nigeria's most reliable and trusted partner. The bank's mission is to make lives better by delivering the simplest, smartest solutions and guaranteeing the best experience every time. The key offerings include retail, commercial, and corporate banking services, with a strong focus on simpler and smarter banking.

First City Monument Bank (FCMB)



FCMB, originally established in 1917 as City Securities Limited, transitioned into a full-fledged bank in 1983. With its headquarters located in Lagos, Nigeria, it operates under the ownership of FCMB Group Plc, a diversified financial services holding company involved in various sectors, including banking, investment management, and investment banking. The bank boasts an extensive network, with over 200 branches throughout Nigeria, complemented by a wide array of ATMs and agent banking outlets, ensuring convenient access to its services.

Ecobank



Ecobank, founded in 1986, is a prominent banking institution that operates as part of the Ecobank Transnational Incorporated Group. Its headquarters is located in Lagos, Nigeria, though the parent company itself is based in Lomé, Togo. As a pan-African banking group, Ecobank has established a significant presence across the continent, with operations in over 33 African countries.

The bank boasts a vast network, comprising more than 200 branches and over 50,000 agent locations, which enhances its accessibility to customers.

The Key Stats



 Solution Delivered	Cooling and Power-as-a-Service (CPaaS)	Cooling and Power-as-a-Service (CPaaS)	Cooling and Power-as-a-Service (CPaaS)
 Energy Generation Type	Solar Power, Generator and Grid	Solar Power, Generator and Grid	Solar Power, Generator and Grid
 Project Type	PPA	PPA	PPA
 Sector	Commercial Banking	Commercial Banking	Commercial Banking
 Location	Pan Nigeria (over 110 branches under management)	Pan Nigeria (over 150 branches under management)	Pan Nigeria (over 120 branches under management)
 Installed Capacity	8.8MW (Full Hybrid)	8.6MW (Full Hybrid)	12.4MW (Full Hybrid)
 Annual Savings	₦2.8Bn	₦3Bn	₦4.3Bn
 Energy Cost Savings	35-50%	35-45%	35-50%
 Diesel Consumption Reduction	30-50%	35-40%	30-50%
 CO₂ Offset (kg)	5,026,170	5,327,653	7,655,412

The Results & Impact

- **Diesel Consumption Reduction:** Achieved significant cuts in diesel usage across branches, enhancing operational efficiency and reducing reliance on fossil fuels.
- **Energy Cost Savings:** Operational power costs have decreased substantially, improving resource allocation and financial performance.
- **Carbon Emissions Avoidance:** Initiatives have helped avoid substantial CO₂ emissions, supporting environmental sustainability and climate goals.
- **Uptime:** Maintained excellent power availability across all branches and ATMs, ensuring reliable service and minimal disruptions.
- **Brand and Customer Impact:** Improved ATM uptime has increased transaction volumes, boosting customer satisfaction and strengthening the organisation's reputation.

The Smart Choice for Reliable And Predictable Energy

At Starsight Energy, we recognized the necessity for reliable power and stable expenses, particularly in today's economic environment. Our Cooling and Power-as-a-Service (CPaaS) model allows commercial banks to obtain a top-tier system without any initial capital investment, freeing up resources to focus on the growth of their core business and meet their clients needs.

The use of Tier 1 technology ensures that our equipment is of the highest quality, guaranteeing maximum efficiency, durability, and a longer operational life, providing unparalleled reliability for their critical operations.

Towards A Sustainable Future

Adherence To Sustainable Banking Principles

The Banks are making significant strides in aligning with their respective Citizenship, Sustainability, and Innovation (CSI) pillars by integrating Starsight Energy's Cooling and Power-as-a-Service (CPaaS) solutions. This strategic collaboration not only supports the Central Bank of Nigeria's Sustainable Banking Principles but also contributes to the advancement of the UN Sustainable Development Goals (SDGs).

By adopting these innovative energy solutions, the banks individually aim to significantly reduce their reliance on fossil fuels while promoting the use of clean energy. This initiative reflects a robust commitment to enhancing environmental sustainability and improving operational efficiency across their branches and associated services.

Moreover, the partnership with Starsight Energy reinforces the banks' dedication to renewable energy and responsible corporate citizenship. As they embrace this transition towards greener energy sources, these banks are setting a strong example in the financial sector, demonstrating that a commitment to sustainability can coexist with high levels of operational performance and corporate responsibility.

TAKE THE LEAP

It's time to rethink your energy strategies and consider the benefits of alternative, reliable energy sources. Join the movement toward sustainability and operational efficiency!

Explore how transitioning to solar power and battery systems can not only reduce your energy costs but also enhance your commitment to environmental stewardship.



Client Testimonial

Aligning with national and international ESG initiatives, Union Bank has reduced its carbon footprint, and this has contributed to a sustainable and greener environment. Over the years, we have achieved significant energy savings and recorded over 38,000 tonnes of carbon reduction across branches under management. The partnership reaffirms the banks' commitment to the SDGs on clean energy, responsible consumption, climate action and partnership for sustainable energy. **Union Bank**

The journey with Starsight Energy began in 2015 and has continued to grow over the years. FCMB applauds Starsight Energy's efficient solar solution, which has helped us achieve our sustainability goals. We have faith in Starsight Energy deploying to our sites, especially because of their excellent after-sales service. We look forward to engaging with Starsight Energy to improve energy reliability in our other buildings. **FCMB**

Our partnership with Starsight Energy has enabled Ecobank to reduce its carbon emissions whilst delivering a cleaner working environment, thereby promoting the Bank's environmental sustainability policy. Further, the steady and clean power supply at our locations has greatly improved uptime for in-branch ATMs, translating to improved income and better brand perception. **Ecobank**

These outcomes underscore the effectiveness of our strategies in driving operational success while prioritising sustainability and customer experience.

About Starsight Energy

The Starsight Energy Africa Group is an Africa-focused pure-play commercial and industrial ("C&I") renewable energy service provider covering the full scope of C&I projects, from rooftop projects to large-scale corporate Power Purchase Agreement ("PPA") backed projects, including power-as-a-service and cooling-as-a-service.

We provide carbon reduction, power security and cost savings to blue-chip clients in several key economic sectors, including agro-processing, education, financial services, data storage, healthcare, and manufacturing.

Our presence spans three key geographical hubs (Southern, Western and Eastern Africa) with operations in Nigeria, Ghana, Kenya, Namibia, South Africa, Tanzania and Uganda.

Our primary objective is to offer complete solar solutions at no upfront cost, enabling our clients to reduce their energy expenses, enhance energy efficiency, and reduce their carbon footprint.