

Energy-Efficient Solar Hot Water Solutions for Ghana

EnTri Consulting GmbH's Ghana expertise and strong local network once again proved their value.

In autumn 2025, Werner Pink, Managing Director and owner of the innovative Austrian company **PINK GmbH**, together with Klaus Tritscher from EnTri Consulting, visited Ghana to explore market opportunities for the company's patented **DynaStrat Enerboxx system** providing decentralized hot water generation.

The patented Enerboxx solution enables highly energy-efficient hot water supply using minimal electricity. When combined with a small balcony or rooftop photovoltaic system, it becomes an ideal and cost-effective solution for **households, hotels, and small commercial operations**. Thanks to the extremely low power consumption of the system, even limited solar radiation is sufficient to produce hot water – a clear advantage in Sub-Saharan Africa, where solar resources are abundant.

Ghana Identified as Strategic Market

Following a structured market assessment, **Ghana was identified as an attractive entry point into the Sub-Saharan African market**. To support the first market entry activities and reduce initial risks, grant co-funding was successfully secured from **Austria Wirtschaftsservice (aws)**.

As part of a market exploration mission to **Accra and Tema**, Werner Pink and Klaus Tritscher conducted numerous meetings with potential partners and customers. These discussions confirmed a **strong market interest and clear demand** for energy-efficient hot water systems.



(Meeting reg. Certification at Ghana Standard Authority)

Pilot Installations and Market Testing

During the mission, **two pilot installations** were implemented. Each system is powered by a **balcony photovoltaic unit including battery storage**, providing the electricity required for the water heating system. This component is supplied by **EET Energy GmbH**, a innovative technology company based in Graz, Austria.

To evaluate performance in different user environments, one system was installed at the public **Ridge Hospital in Accra**, while another was installed in a **private household in Tema**. These installations and the ongoing performance-monitoring provided valuable insights into technical performance, local operating conditions, and requirements of different user-types.



(Test-Installation at Ridge Hospital, Accra)

Building Local Partnerships

Local business partners were actively involved in the installations to:

- gain practical cooperation-experience
- identify training gaps
- develop the most effective structure for future market development



(Meetings with business partners)

The experience gained during the market exploration phase is now being used to **plan the next steps for market expansion and to structure the required financing**.