TomThePlug

FREE BUSINESS BLUEPRINT

Solar Phone Charging Hub in Nigeria: What It Costs to Start (2026)

With poor power supply, people pay to charge phones. What a small solar charging hub costs in 2026, what to charge per phone, and the risks to plan for.

STARTUP COST	TYPE	SKILL LEVEL	FIRST SALE IN
₦900,000–₦1,400,000	Physical shop	Some skill	Days

The quick version

- Startup cost: about ₦900,000 to ₦1.4 million for a small solar setup that can charge many phones a day
- Charging fees are small (often ₦100–₦200 per phone), so you need a busy location
- Solar means no fuel cost, which is the biggest expense for generator-based charging spots
- First step: find a spot with heavy foot traffic and poor power supply, then get a quote from a trusted solar installer

What's inside

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1 Before you start

Tick each one off before you spend serious money.

- [ ] Find a spot with heavy foot traffic, poor power supply and few charging spots nearby
- [ ] Check the spot gets direct sun for most of the day, with a safe place to mount panels
- [ ] Count how many phones you could charge on a busy day, so your system is sized right
- [ ] Get written quotes from 2–3 solar installers, including battery and inverter warranty
- [ ] Plan where equipment will be locked up at night
- [ ] Make numbered tags (one for the customer, one for the phone) and a record book
- [ ] Write clear prices and rules: pick-up time, what happens to unclaimed phones

2 Startup cost sheet

Typical November 2026 prices. Write the quotes you get in the "Yours" column, so you know your real number before you buy.

ITEM	TYPICAL COST	NOTES	YOURS
2 solar panels (550W each)	₦230,000–₦330,000	About ₦115,000–₦165,000 each	
Lithium battery (12V 200Ah)	₦315,000–₦470,000	Stores power for evenings and cloudy days	
1.5kVA hybrid inverter	From ₦259,000	Converts stored power for your chargers	
Multi-port charging station	₦30,000–₦50,000	2025 price, confirm locally	
Kiosk or stall, wiring, installation	Varies	Get a written quote from your installer	
Total	**₦900,000–₦1,400,000**		

3 Monthly running costs

What it costs to keep going each month, after you start.

COST	TYPICAL AMOUNT	YOURS
Fuel	₦0, since solar has no fuel cost	

COST	TYPICAL AMOUNT	YOURS
Space or stall rent	Varies by location	
Replacement cables, tags and small repairs	Small	

4 Pricing guide

What customers typically pay. Check what others near you charge and stay close to it.

WHAT YOU SELL	TYPICAL PRICE	YOUR PRICE
Phone charge	~~₦100~~–~~₦200~~ (2025 guide)	
Express or premium charge	More than standard	
Power banks, rechargeable fans and lamps	Check local rates	
Extra sales: cables, chargers, recharge cards	Close to nearby shop prices	

5 30-day launch plan

Follow it in order. Tick each task when it is done.

WHEN	TASK	DONE
Days 1–4	Scout locations at different times of day. Note foot traffic, power supply and existing charging spots and their prices.	☐
Days 5–8	Get 2–3 written quotes from solar installers. Ask about battery warranty and what happens if something fails.	☐
Days 9–10	Agree your spot and rent. Plan where panels go and how equipment will be locked at night.	☐
Days 11–14	Installation. Test the full system on a sunny day and in the evening on battery.	☐
Week 3	Set up tags, record book and a price board. Open, and tell nearby traders, drivers and shops.	☐
Week 3	Add one extra income line: cables, chargers or recharge cards.	☐
Week 4	Track phones per day and your busiest hours. Note how the battery holds up on cloudy days.	☐

WHEN	TASK	DONE
Day 30	Fill in the profit worksheet. Decide if you need longer hours, a second charging station or more extras.	☐

6 Where to buy and what to use

- Solar panels, batteries and inverters: trusted solar installers who give receipts and warranties
- Multi-port charging stations, cables and tags: phone accessories markets such as Computer Village
- Kiosk or stall: a local carpenter or metal worker. Ask for a lockable charging cabinet

7 Risks and how to handle them

Every business has risks. Plan for these before they happen.

RISK	WHAT TO DO
Lost or swapped phones	Numbered tags, a written record and a lockable charging cabinet.
Cloudy and rainy days	Size the battery well and consider a small backup option for rainy season.
Theft of panels or battery	Mount panels securely and lock up equipment at night.
Fake batteries and inverters	Buy from trusted installers and keep your receipts and warranty.
Competition	Be the most reliable spot, not just the cheapest.

8 Profit worksheet

Fill this in with your real numbers. If the last line is too small, change your price, your costs or your plan before you start.

Average price per sale (₦)	
Cost per sale: materials, transport, data, fees (₦)	
Profit per sale (price minus cost) (₦)	
Sales you expect per week	
Weekly profit (profit per sale × sales) (₦)	
Monthly running costs (₦)	
Monthly profit (weekly profit × 4, minus running costs) (₦)	
Months to earn back your startup cost	

9 Weekly tracker

Keep it simple: write your numbers every week. It is how you spot what is working, and mistakes, early.

WEEK	PHONES CHARGED	EXTRA SALES (₦)	TOTAL IN (₦)	PROFIT
Week 1				
Week 2				
Week 3				
Week 4				
Week 5				
Week 6				
Week 7				
Week 8				

10 Tom's tips

- The fee per phone is small, so location decides everything. Choose your spot carefully.
- Don't cut costs on the battery. A dead battery means no business.
- Tagging every phone is what protects your reputation.

KEEP GOING

Read the full guide and get new ideas every week

Full guide: tomtheplug.com.ng/solar-phone-charging-hub-nigeria/

Got a question? Ask Mr. Tom: tomtheplug.com.ng/ask

Free weekly newsletter: askmrtom.substack.com

Sources

PVPRO Nigeria: Solar equipment prices in Lagos (September 2026)
Nairametrics: How much it costs to install solar energy system in 2026 (February 2026)
Offcamp: Phone charging business in Nigeria setup guide (September 2025)

Prices checked November 2026. Prices in Nigeria change quickly, so always confirm before you buy or quote. This blueprint is general information, not financial advice, and no income is guaranteed. Free to share, but please don't sell it.