



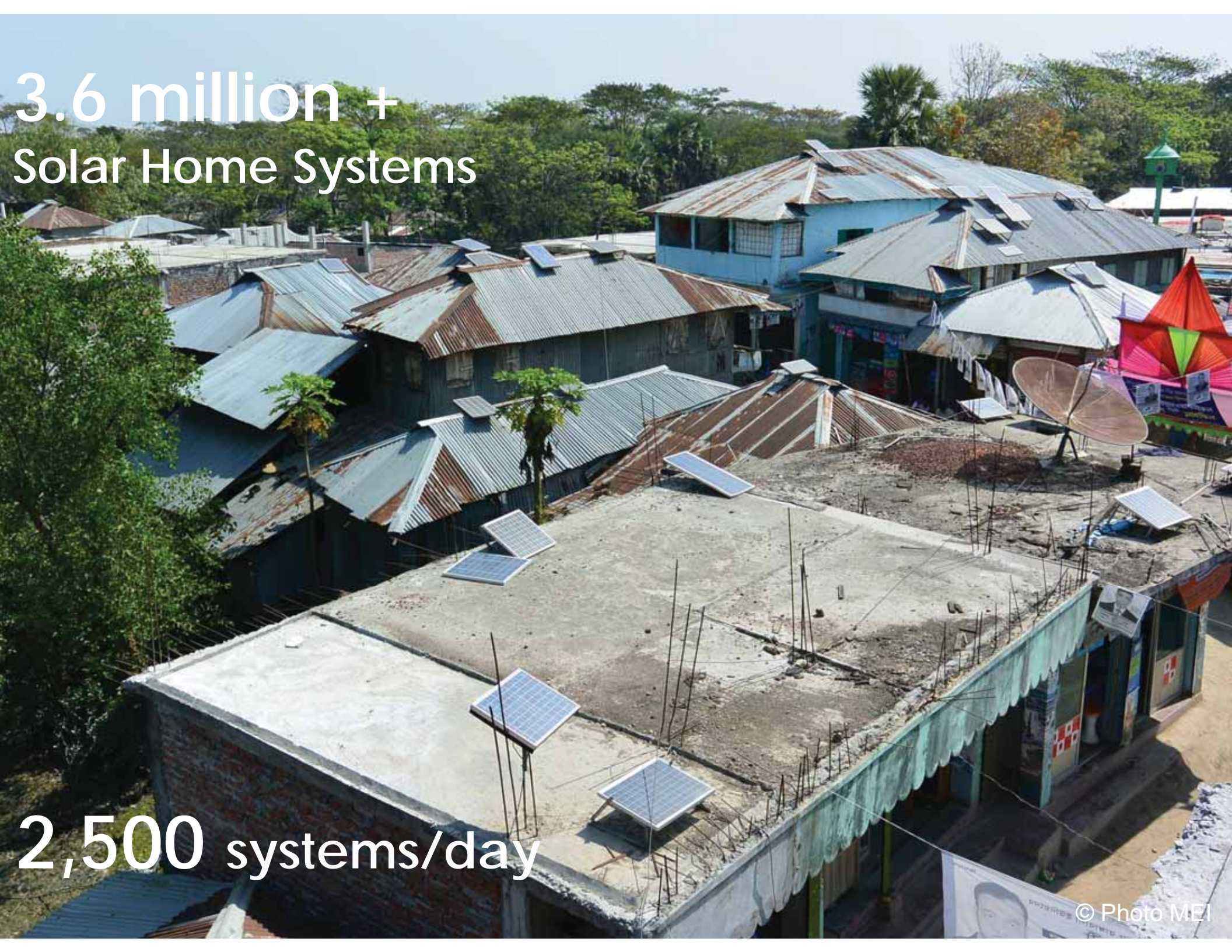
A photograph of a sunset or sunrise over a dark, silhouetted landscape. The sun is partially obscured by a cloud, creating a bright glow. The sky is dark with some light clouds.

!SOLshare

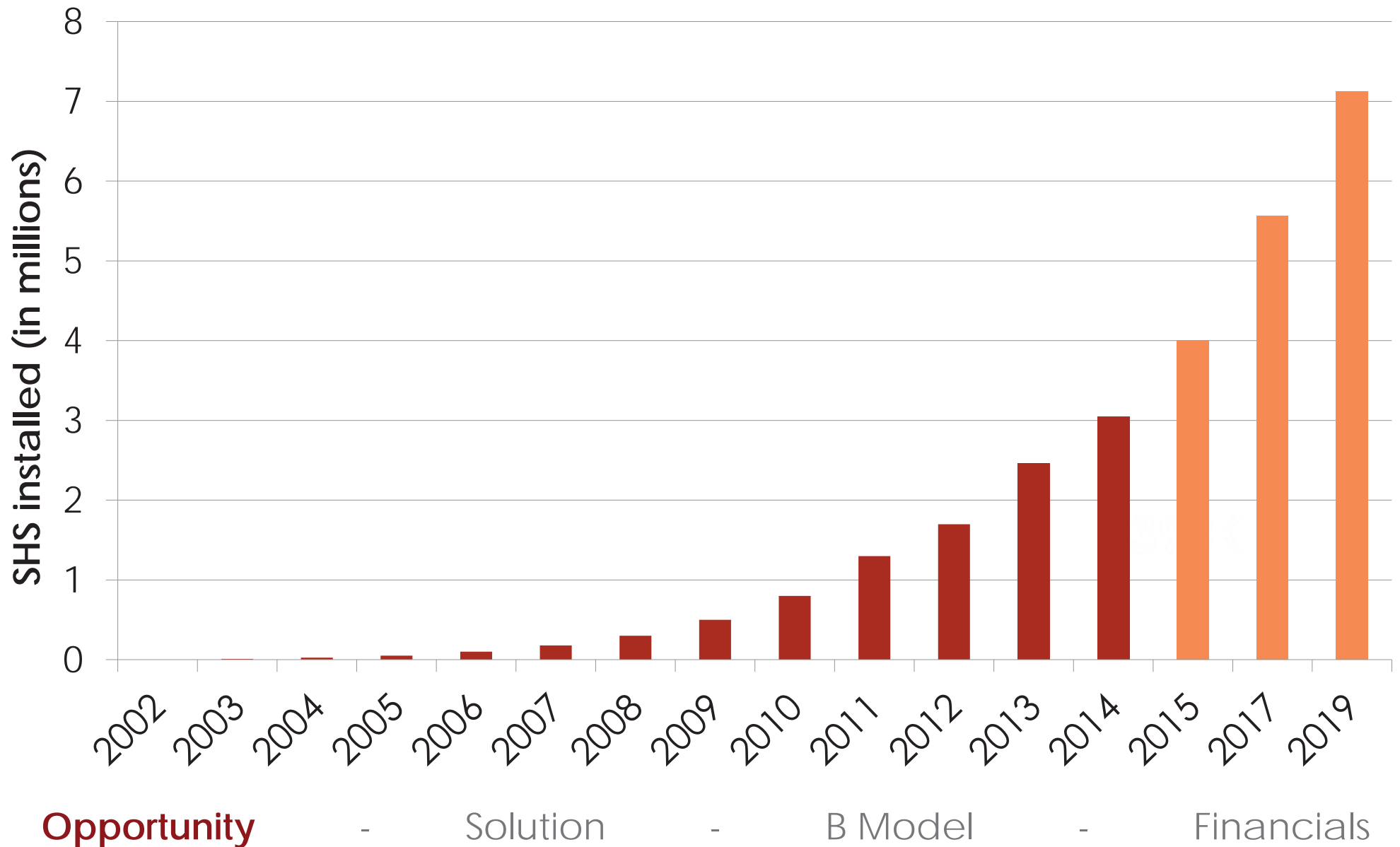
Create a network. Share electricity.
Brighten the future

3.6 million +
Solar Home Systems

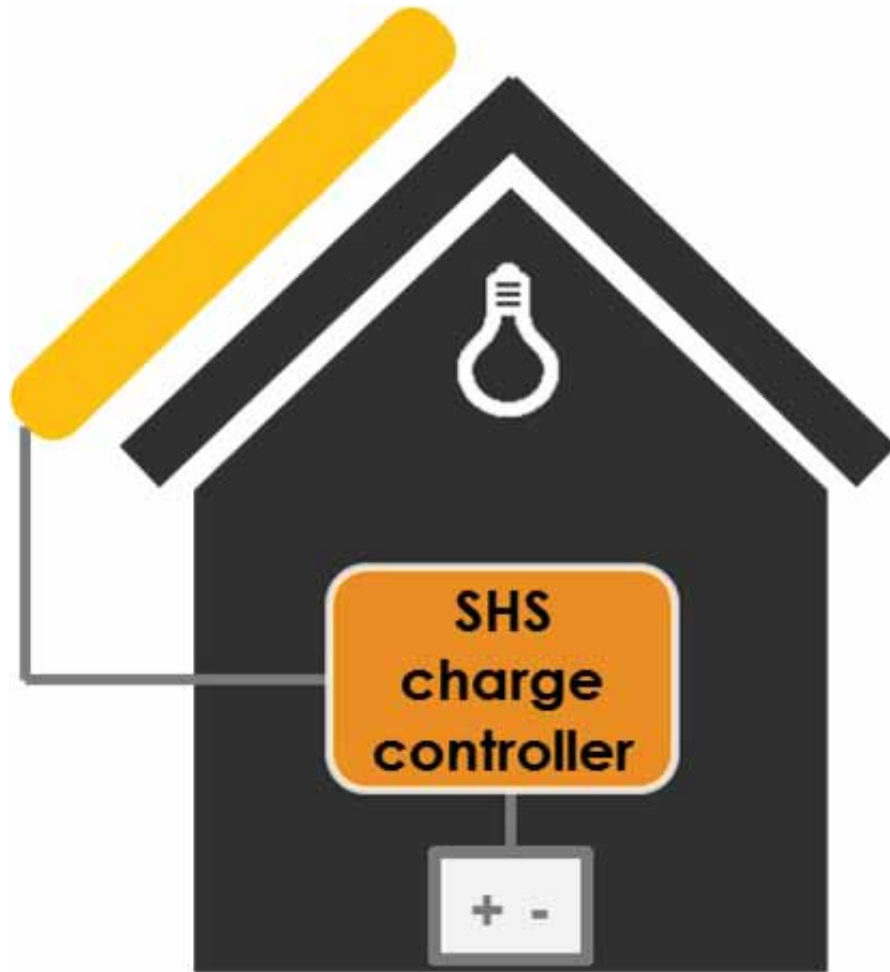
2,500 systems/day



SHS Market in Bangladesh



What is next?



Opportunity

-

Solution

-

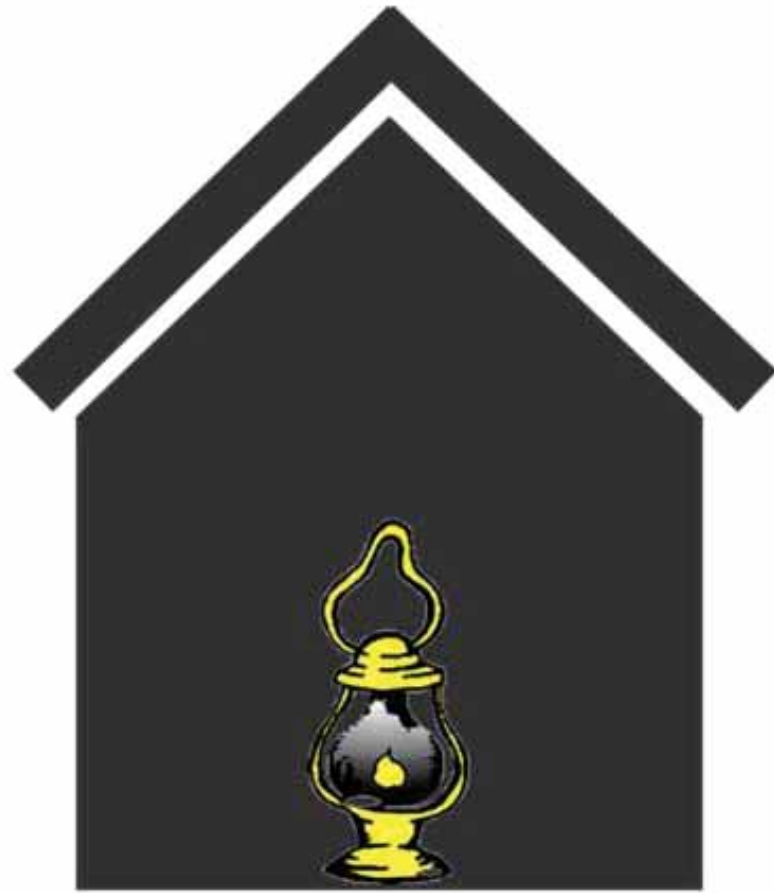
B Model

-

Financials



What is next?



Opportunity

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Solution

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B Model

-

Financials

Average rent-out price for light:

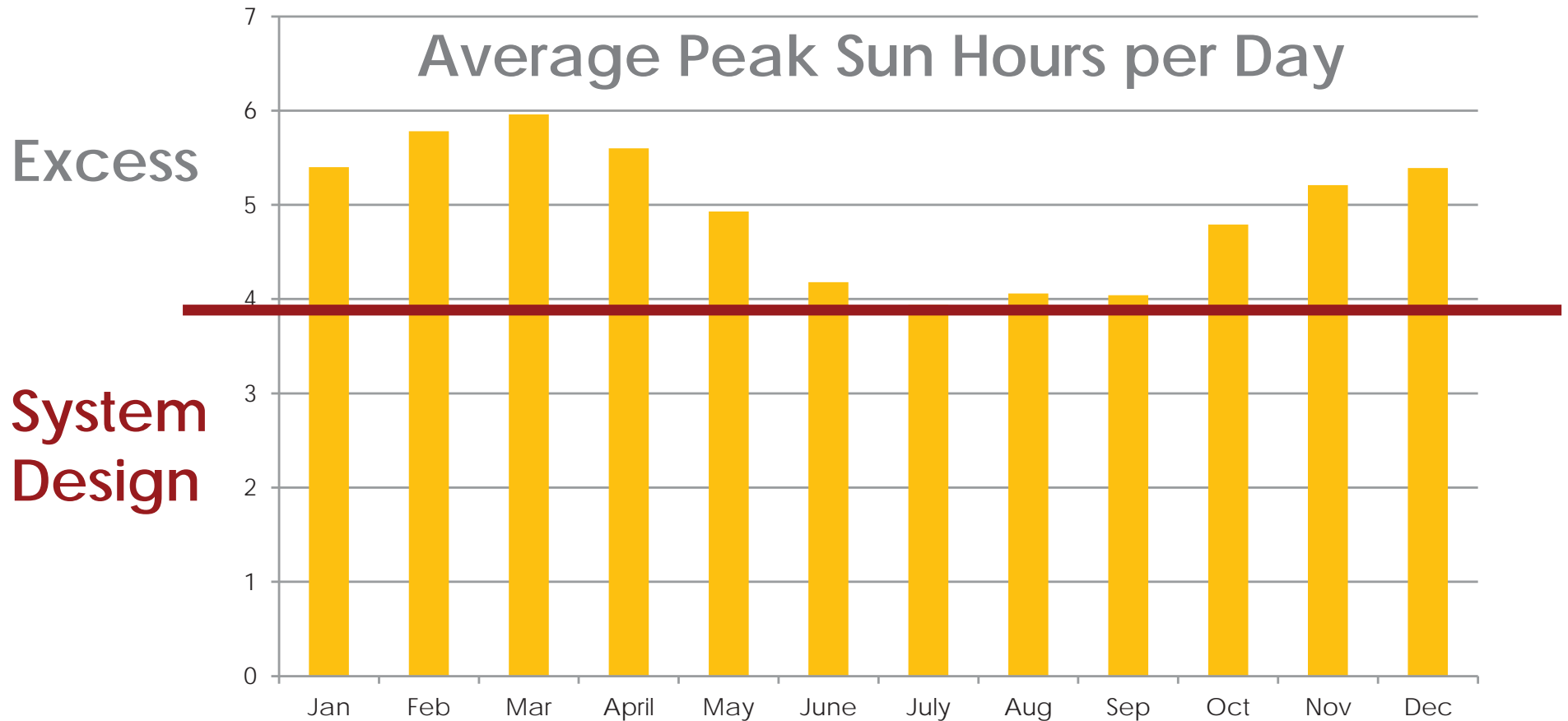
\$ 3.50/kWh

Average rent-out price for mobile charging:

\$ 10.50/kWh

What is next?

25% excess in an SHS



Opportunity

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Solution

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B Model

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Financials

LED generates more surplus



Tube light

Energy needed:
10 W for 400 lm

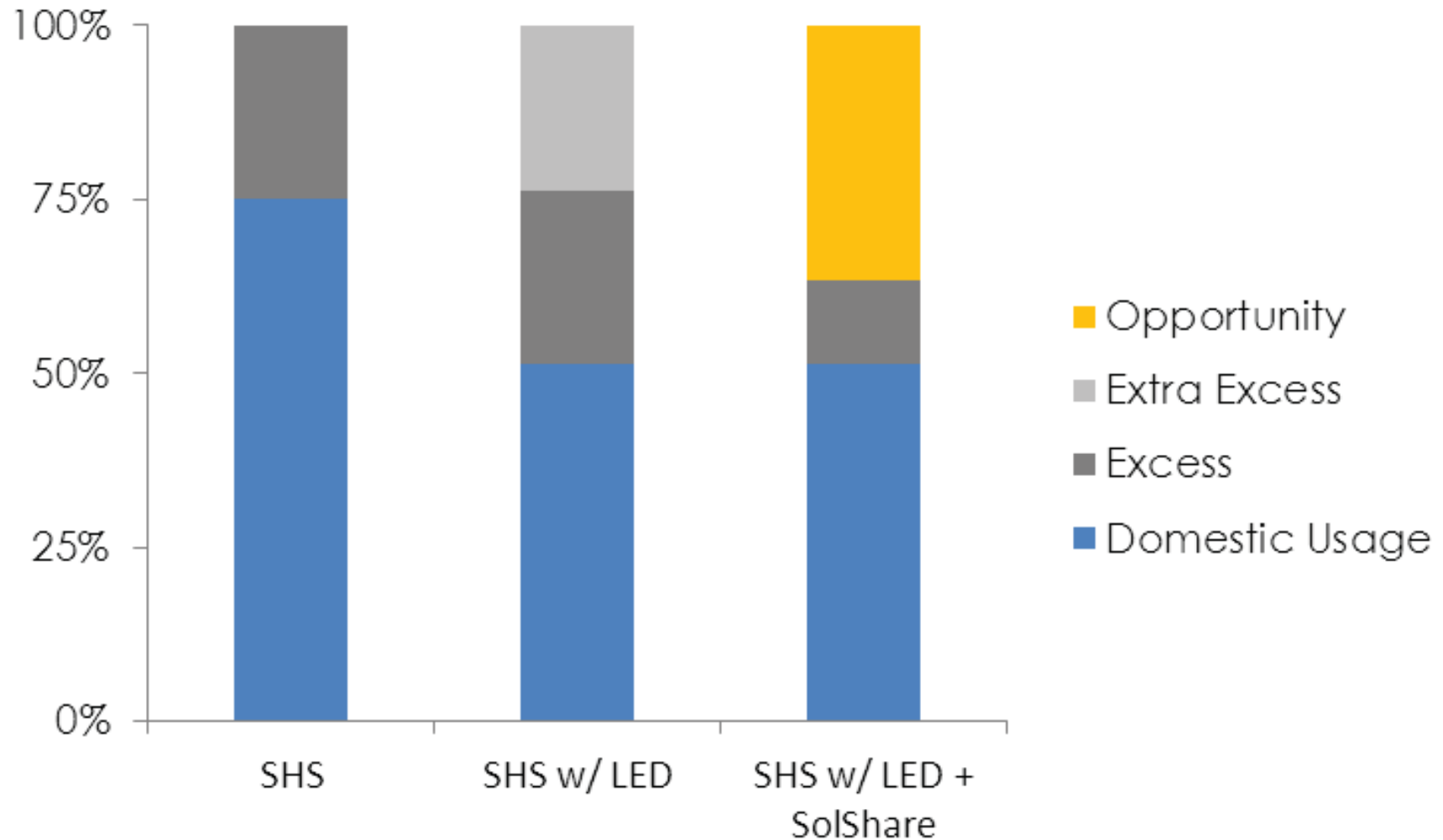
LED light

Energy needed:
4 W for 400 lm

45 Wh/day extra excess

(assuming 3 lights per household and 5h utilization per day)

System Inefficiencies



Opportunity

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Solution

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B Model

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Financials

What if we provided

Increased access

by utilizing

existing capacities

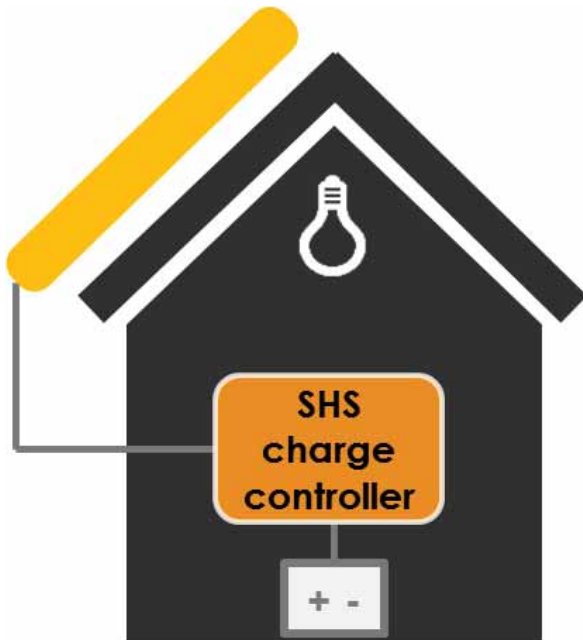
Share

and

CAYG

(Cash As You Go)

The solution...



Opportunity

-

Solution

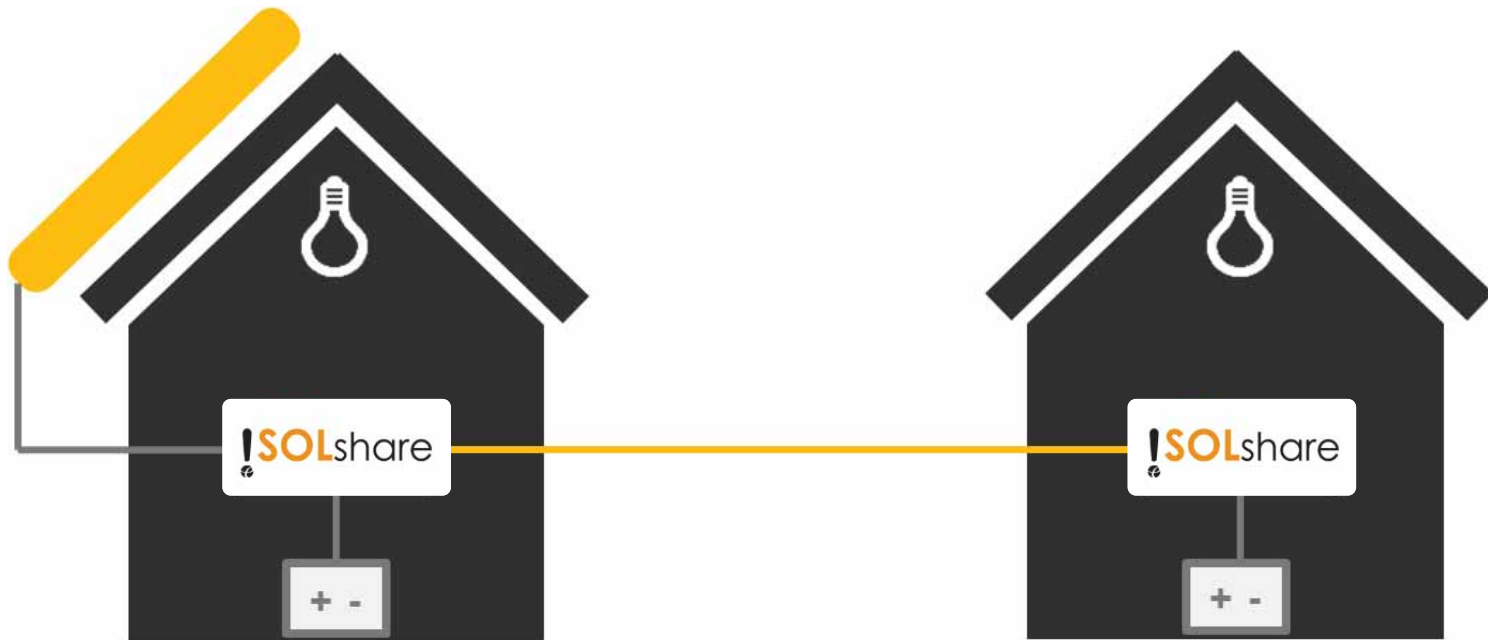
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B Model

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Financials

...is one door away



Opportunity

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Solution

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B Model

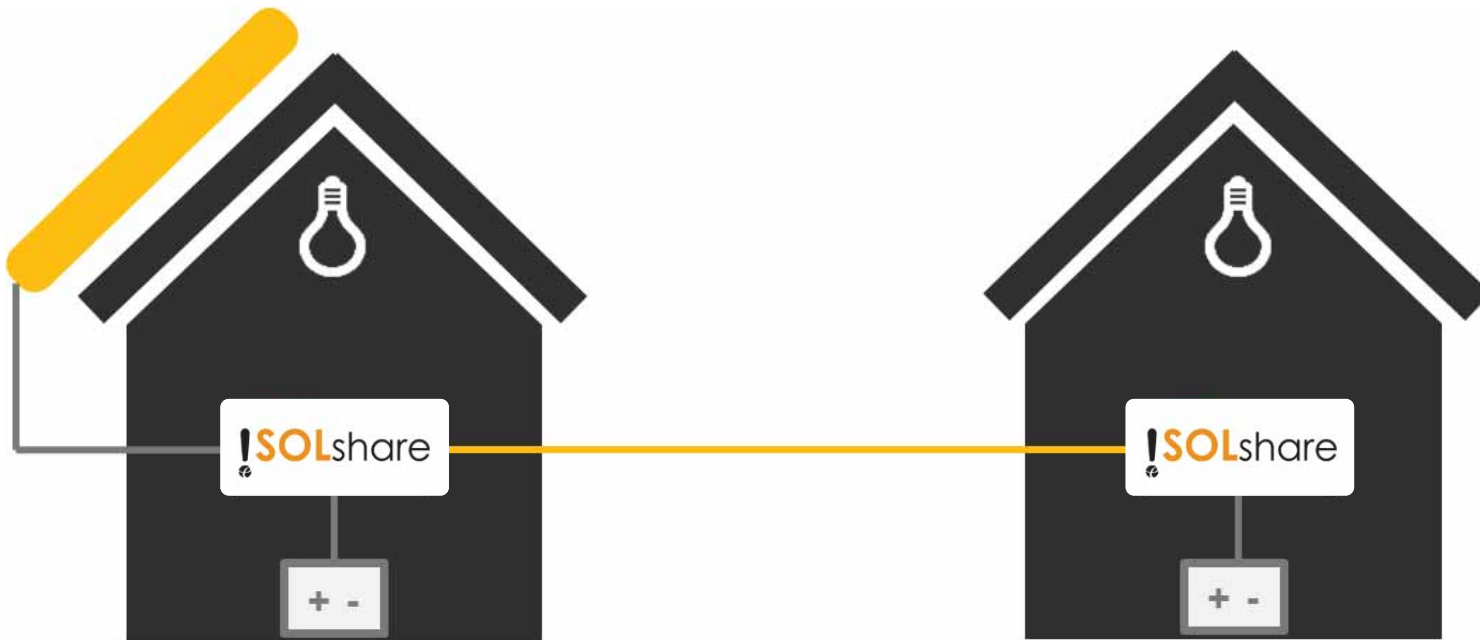
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Financials

Interconnection



SOLshare allows for the creation of a **DC** nanogrid



Opportunity

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Solution

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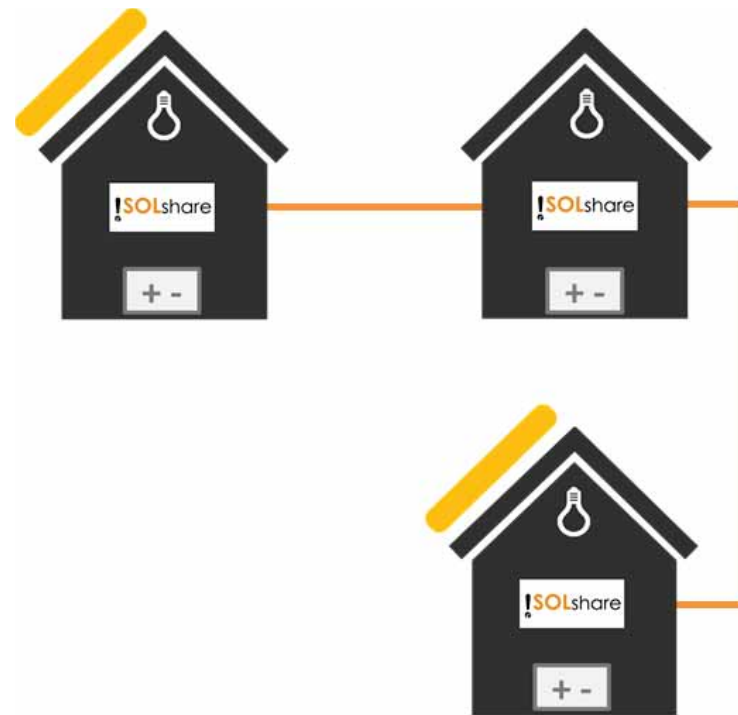
B Model

-

Financials

Interconnection

The **DC** nanogrid has the **ability to grow**



Opportunity

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Solution

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B Model

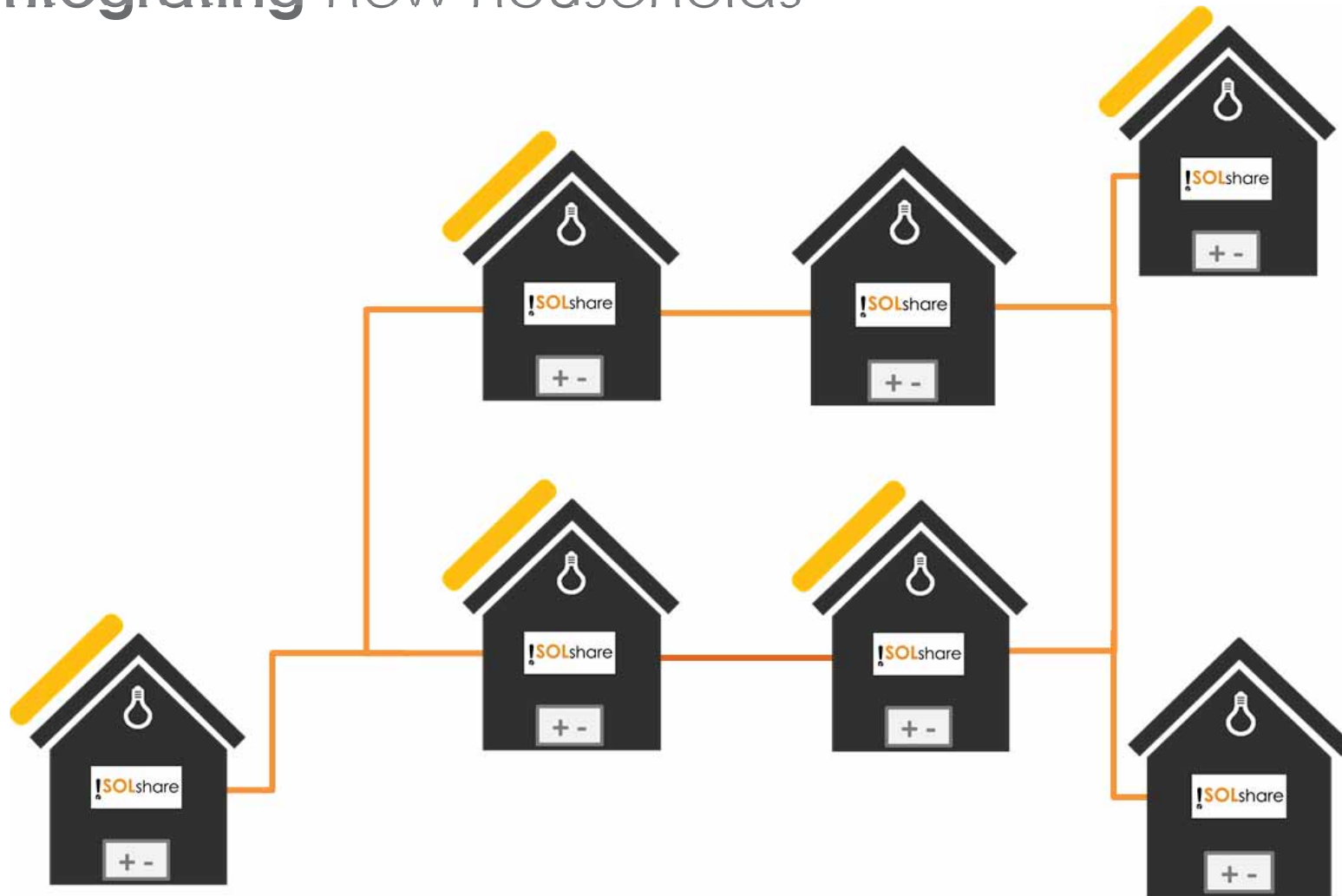
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Financials

Interconnection



by **integrating** new households



Opportunity

-

Solution

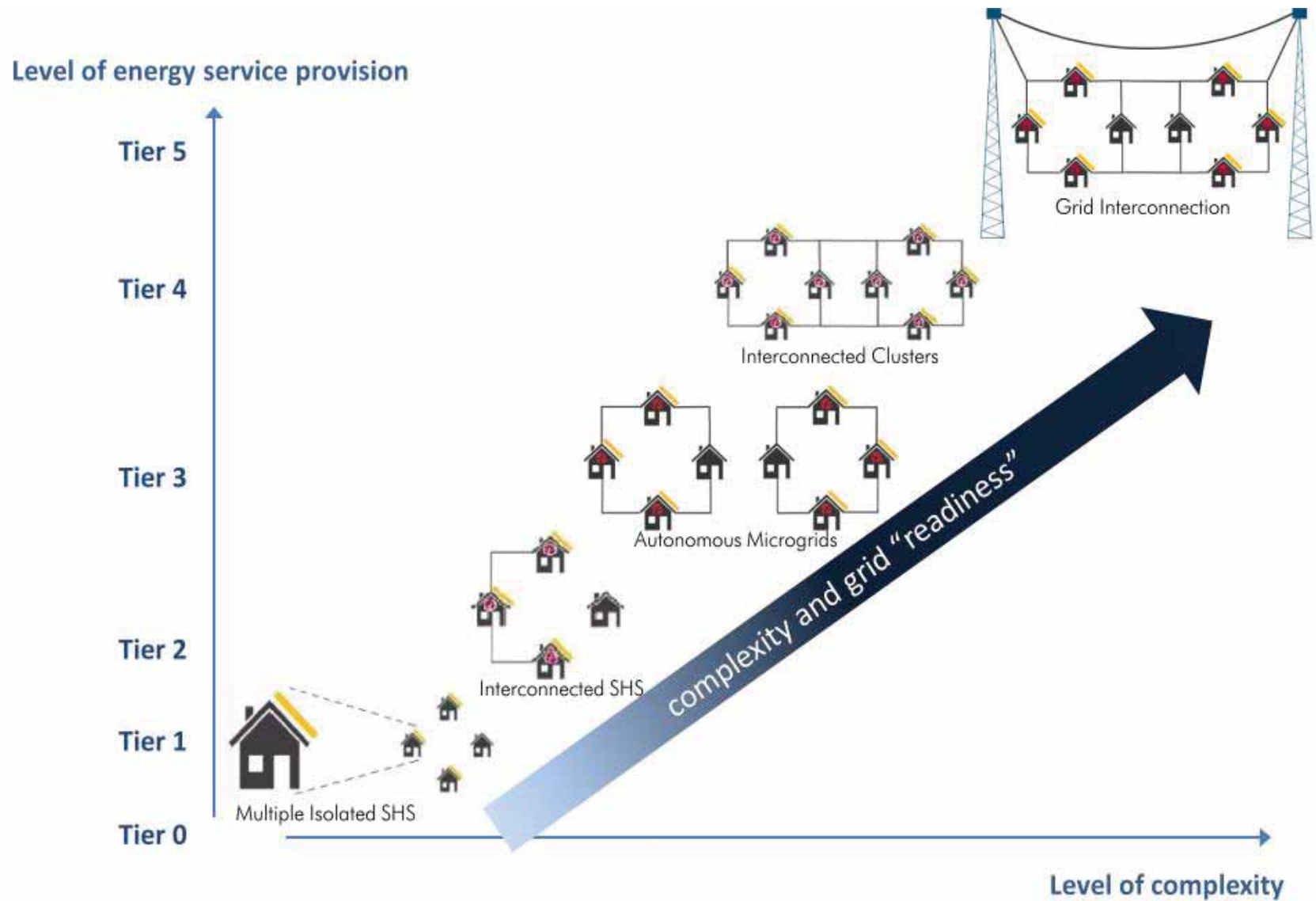
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B Model

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Financials

Evolutionary Access



Opportunity

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Solution

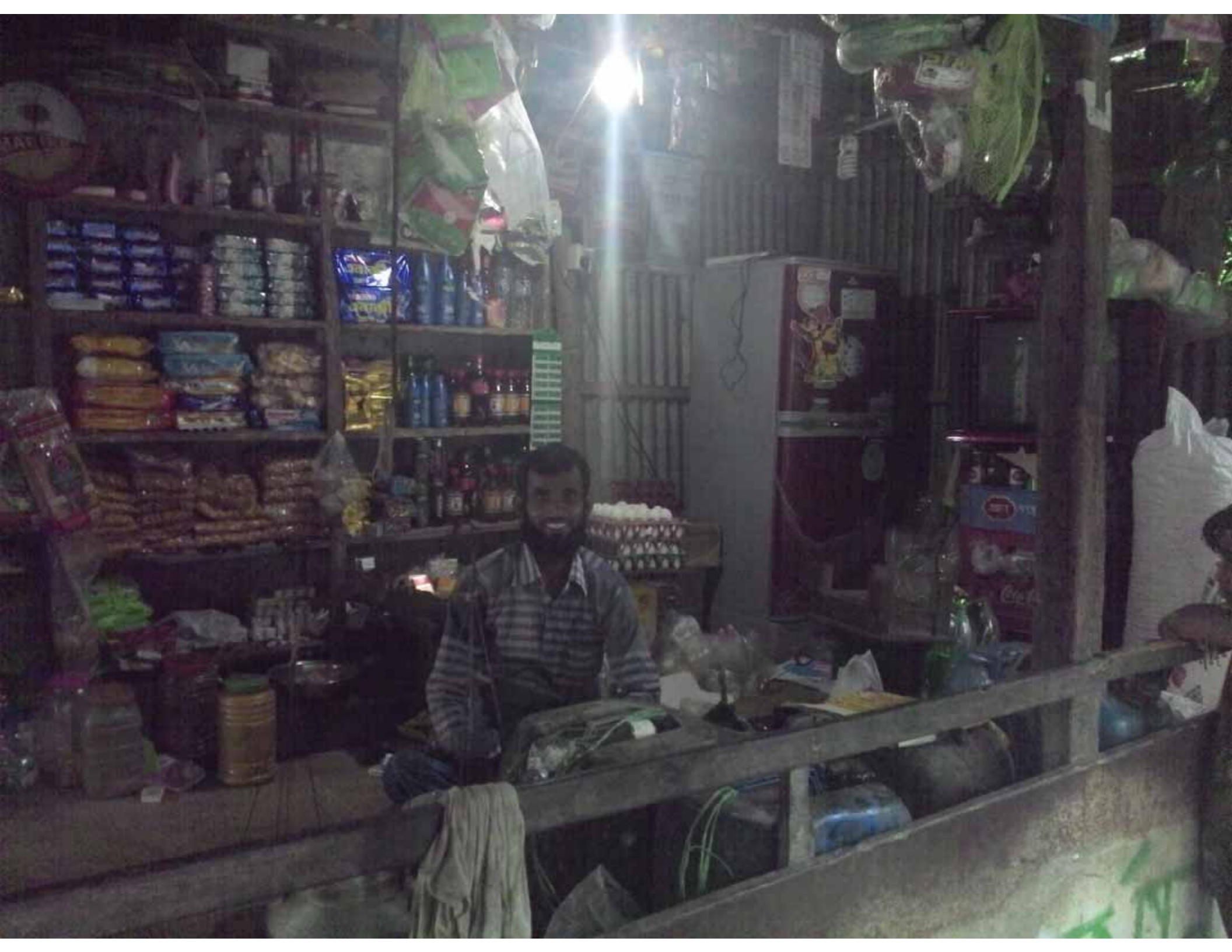
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B Model

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Financials

Meet SAM

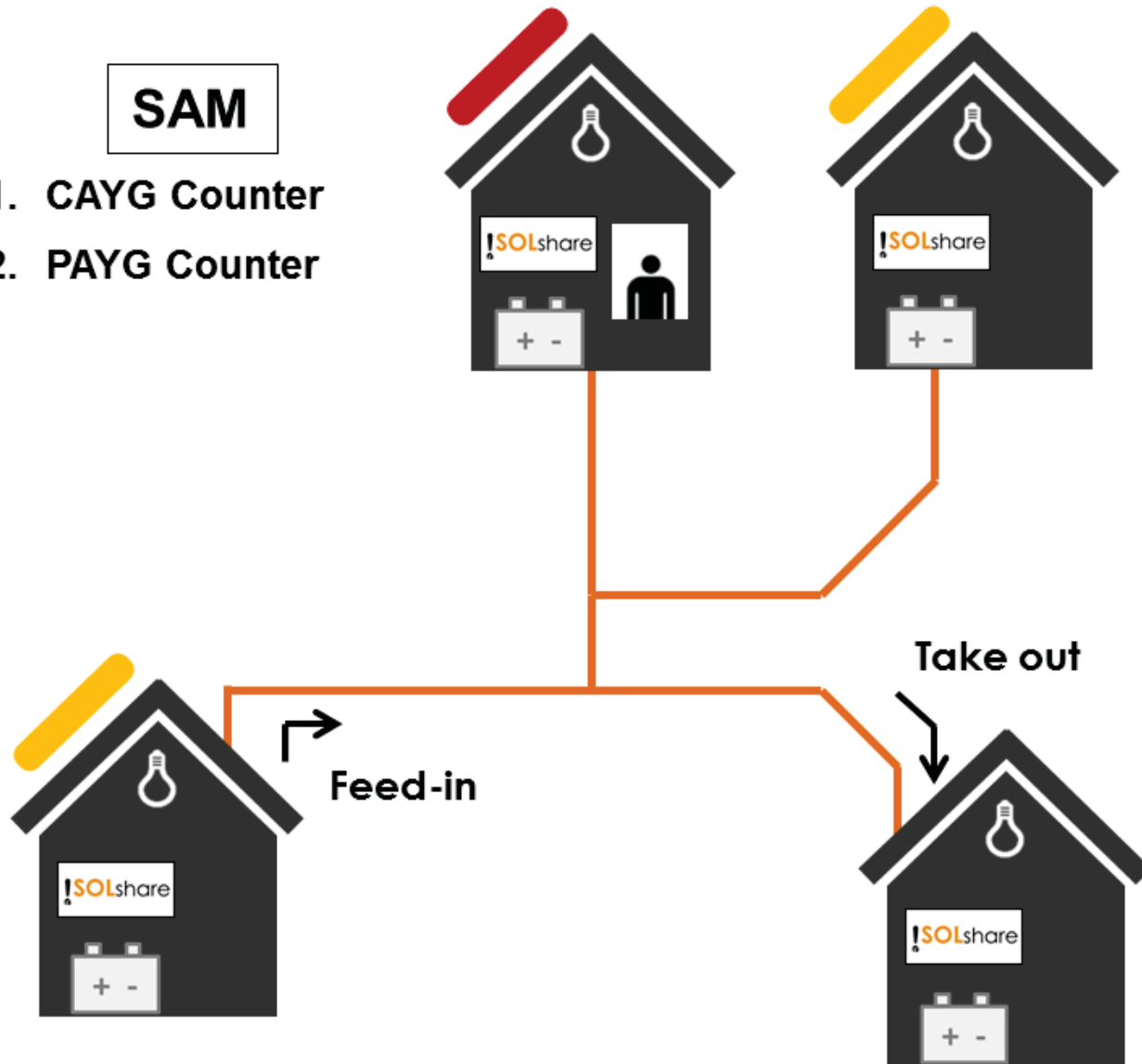


SOLshare Area Manager (SAM)



SAM

- 1. CAYG Counter
- 2. PAYG Counter



Opportunity

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Solution

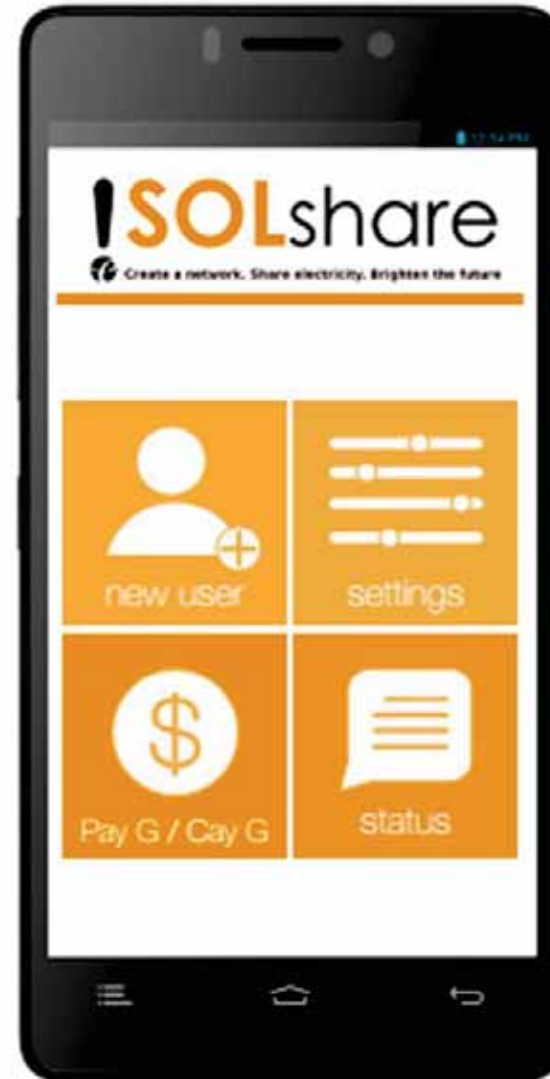
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B Model

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Financials

SOLshare Area Manager (SAM)



Opportunity

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Solution

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B Model

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Financials

Delivery Model



Step 1: Find SAM



Opportunity

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Solution

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B Model

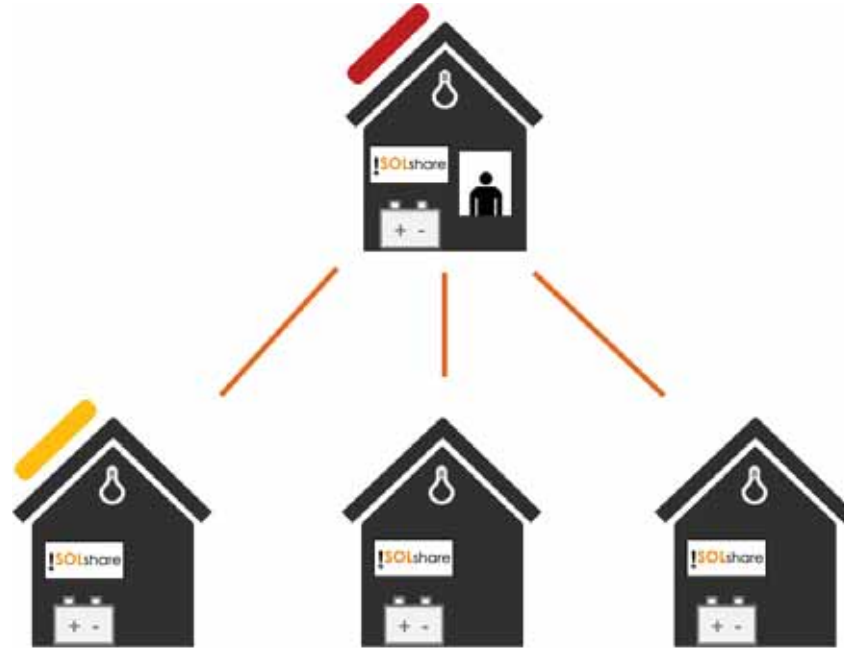
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Financials

Delivery Model



Step 2: Connect with SAM



Opportunity

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Solution

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B Model

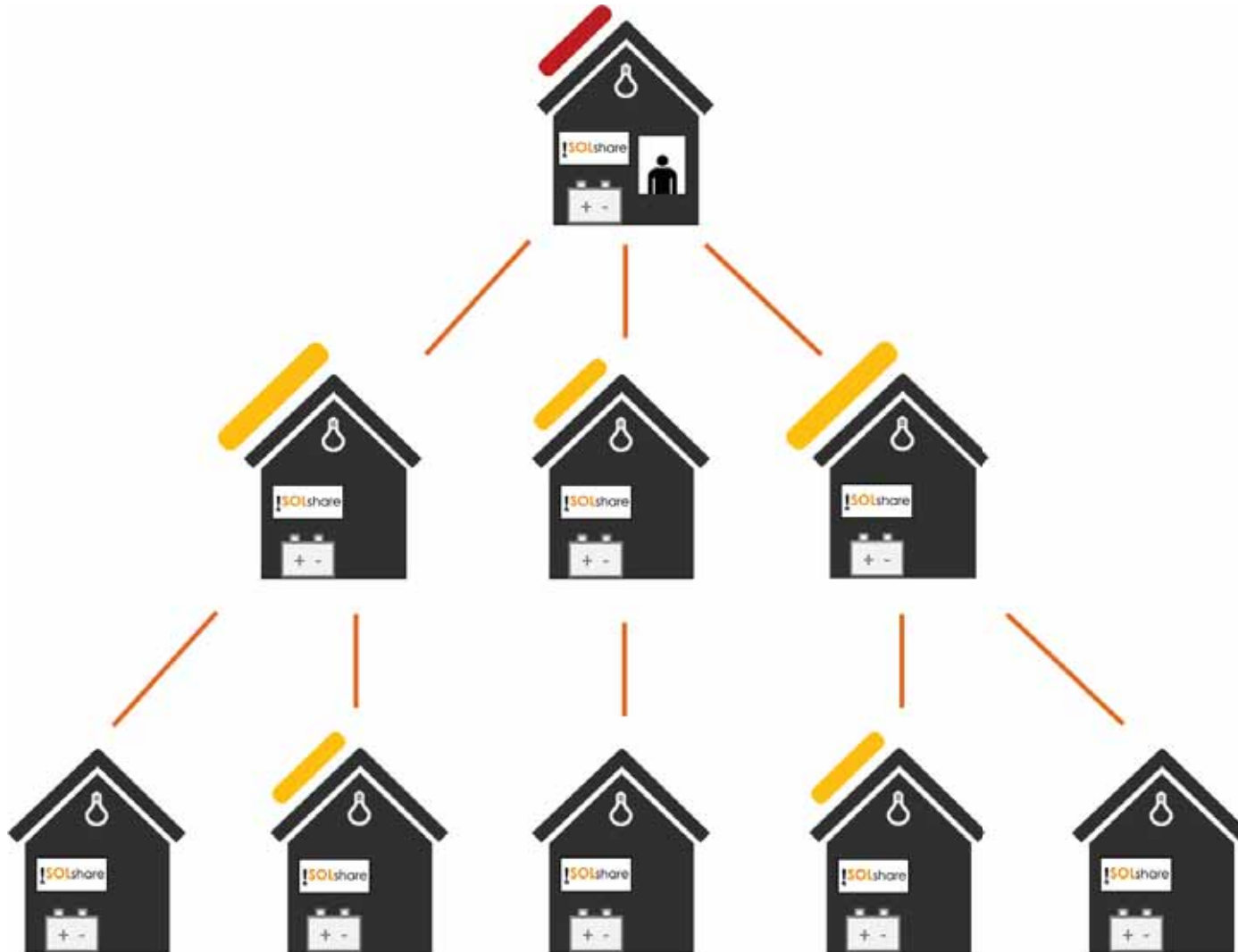
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Financials

Delivery Model



Step 3: Increase your capacity



Opportunity

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Solution

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B Model

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Financials

Customer Segments



B2B	B2C
Public entities	Cooperatives
Energy Service Companies	Local Entrepreneurs
Microfinance Institutions / Partner Organizations	

Opportunity

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Solution

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B Model

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Financials

Core Activities



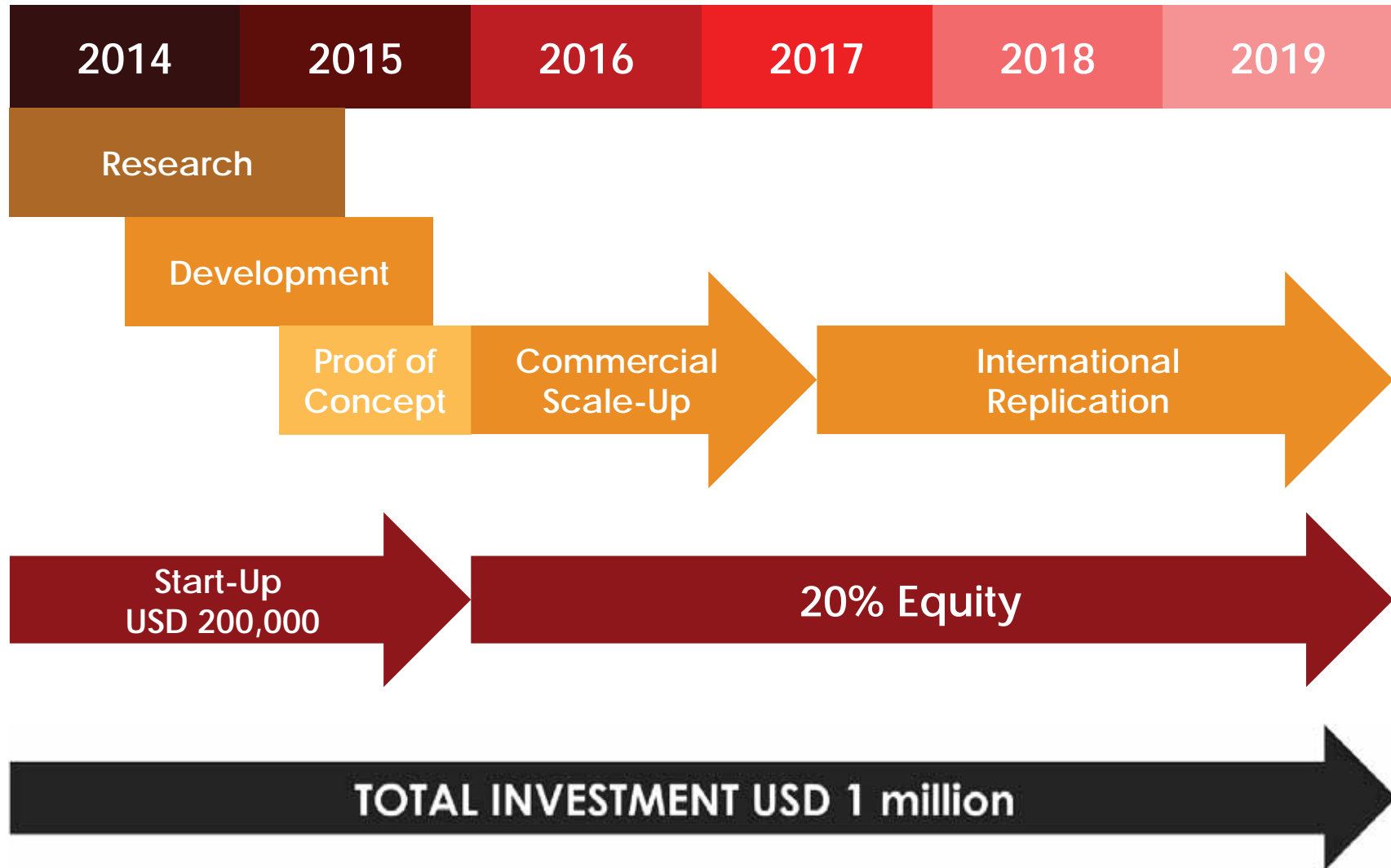
1. Management of production and sales
2. Supply of hardware and equipment
3. Grid design
4. Management of installation
5. Grid infrastructure adjustments
6. Grid maintenance
7. Back end data management

Value Proposition



- Flexible electricity supply
- Dynamic infrastructure
- Low investments
- Independence
- Income generation

Investment Required



Opportunity

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Solution

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B Model

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Financials

Partners



Core Team



Sebastian Groh
Managing Director



Hannes Kirchhoff
CTO



Raluca Dumitrescu
CFO



Daniel Ciganovic
Head of Business
Development



Daniel Philipp
Chairman of the
Board



Shahriar Chowdhury
Senior Advisor

A photograph of a sunset or sunrise over a dark, silhouetted landscape. The sun is partially obscured by a cloud, creating a bright glow. The sky is dark with some light clouds.

!SOLshare

Create a network. Share electricity.
Brighten the future

How it pays off



End-user cost estimation (5 years period)

SHS	Kerosene	Diesel mini-grid	SOLshare w/o panel	SOLshare w/ panel
1.69 \$/kWh	52.80 \$/kWh	3.75 \$/kWh	1.65 \$/kWh	1.29 \$/kWh



Opportunity

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Solution

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B Model

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Financials