



SUNFARMER

Powered by SunEdison Rural Energy Fund



Creating the environment

- processes
- protocols
- income generation
- qualitative and quantitative data is not always available
- qualification

Three major barriers to solar:

Financing options for solar do not exist

High upfront costs

Poor quality components and system design

Difficult to get quality installation

Nobody sticks around to maintain the system

Systems break within a few years

How SunFarmer solves the problem:

We oversee **design and installation**, ensuring highest **quality**

RELIABLE

We provide **long term** financing; customers pay in **affordable** installments

AFFORDABLE

We **monitor, maintain** and **measure impact** to patients and **communities**

DURABLE

Service Agreement



- ➔ SunFarmer partners with reputable agricultural cooperatives to offer 3 - 5 year SA for farmers.
- ➔ SunFarmer installs high-quality solar water pumping systems, and guarantees long-term performance. The cooperative collects farmer payments on behalf of SunFarmer.
- ➔ All repayments from customers are re-invested into new projects, multiplying the impact of each donor capital.

Case study: Increase in production and income with irrigation

Location:	Surkhet, Nepal
Number of households:	30
Installation head:	60 meters
Water discharge:	10,000 L per day
Irrigation system:	Drip and sprinkle
Crops grown:	Tomato, Cauliflower, Cabbage, Black Eye Beans, String Beans, Potato, Chili, Cucumber, Bitter Gourd
Land area:	165 ropanies (8.4 hectares)

Before solar-powered water

Each household was making **50,000 NPR** (\$500) per year

After solar-powered water

Each household is expected to increase income to **100,000 NPR** (\$1,000) per year, by participating in off-season vegetable production



Our Track Record in Nepal

45,307 people
impacted through
our rural solar
financing scheme.

Goal: Reliable water access for 1M people and enhanced food security for Nepal by 2020

4,000
Solar water
projects

Repayments
fund new
projects

Up to 500%
increase in farm
revenues



1
Million
people directly impacted,
and critical support for
food security

20% to 50%
in energy savings

Strong Early Traction



Seed funding from SunEdison
(NYSE: SUNE)



Winner of Great Energy
Challenge Prize from National
Geographic and Shell



Selected for Y-Combinator
startup accelerator program.

Major press coverage:



A woman with dark hair tied back, wearing a red and white striped shirt, is seen from behind, looking out over a vast landscape of terraced green hills. The hills are densely packed and follow the contours of the land, creating a rhythmic pattern of green and brown. The sky is a clear, bright blue. The overall scene is one of natural beauty and agricultural productivity.

Our goal is to bring
modern irrigation to 7 million
people in the next 5 years.

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