

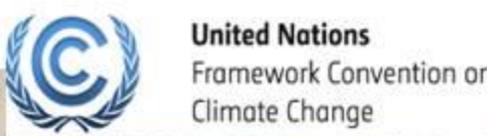


The Energiewende 3.0: Smart Peer-to-Peer Solar Grids for Rural Electrification & Empowerment

Dr. Sebastian Groh (ME SOLshare)

June 5, 2017 | Manila





An aerial photograph of a village in Bangladesh. The houses have corrugated metal roofs, many of which are equipped with solar panels. A large satellite dish is visible on one of the roofs. The village is surrounded by lush green trees. In the foreground, a large solar panel is mounted on a flat roof. The text 'solshare' is overlaid in the top left corner.

solshare



Create a network. Share electricity.
Brighten the future

Bangladesh

5M Solar Home Systems

But also 60M people
without access to
electricity

Challenge for those left out:

Average rent-out price for mobile charging:

US\$ 10.50/kWh

Opportunity for All:

daily excess energy in Bangladesh that cannot
be stored by individual systems

800,000 kWh

SOLUTION

A platform where solar home system users and non-users can exchange electricity



Save Money through better energy access



Gain flexibility and get more power whenever you want



Generate Income by trading electricity



SOLbox



SOLcontrol



PRODUCTS & SERVICES

Peer-to-Peer Solar Microgrids – a platform approach



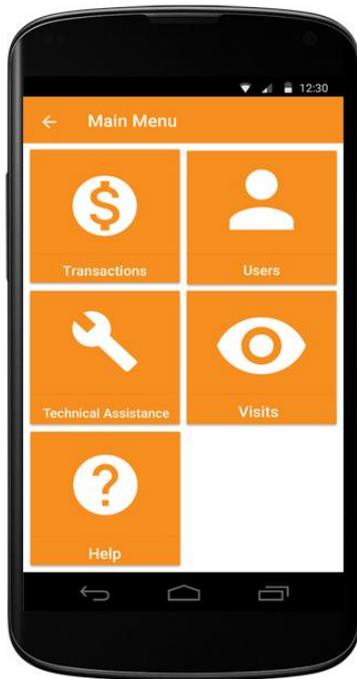
net metering device



mobile money enabled



plug & play

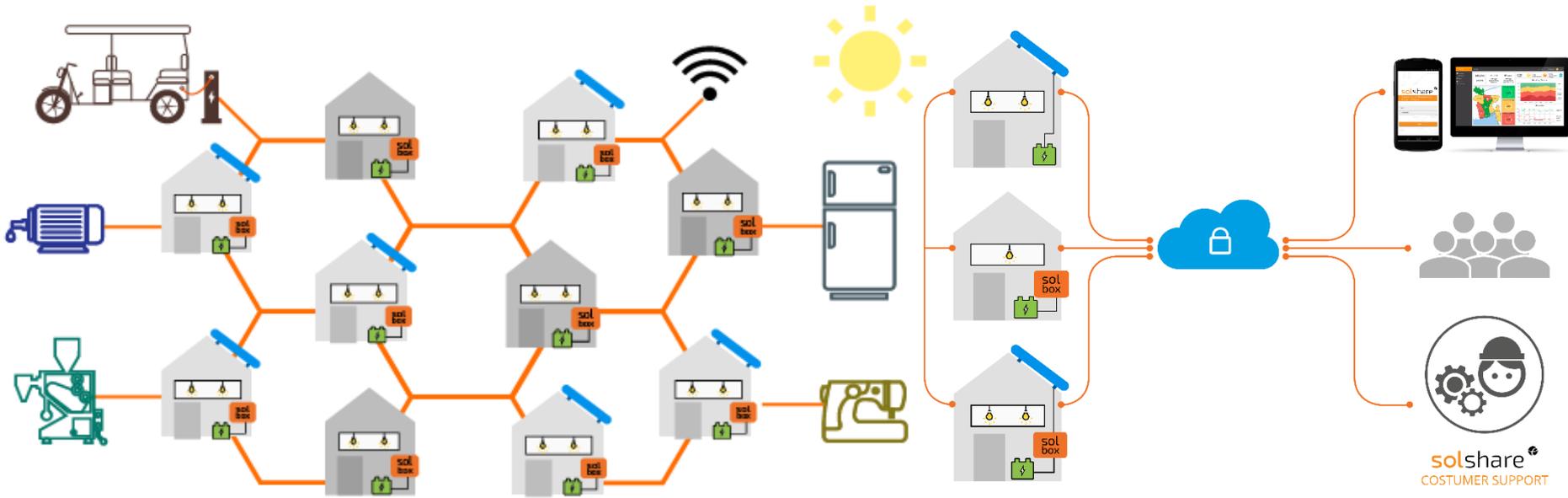


SOLapp

SOLweb



SERVICE DELIVERY



COMPETITIVE ADVANTAGES



1st to market



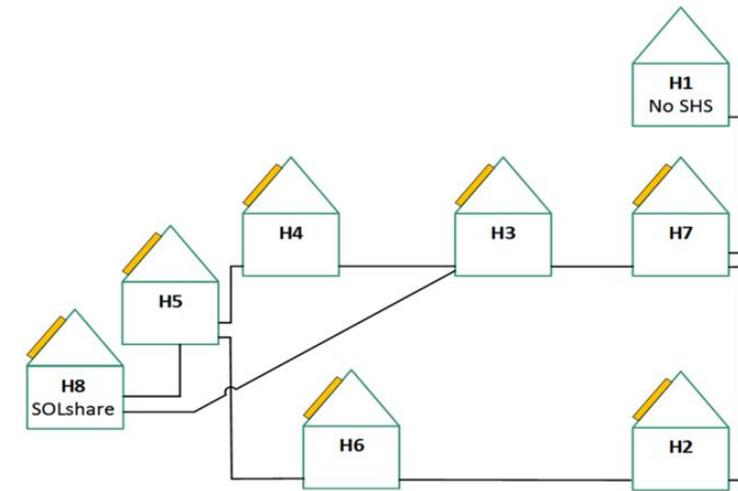
entrepreneurship incentive



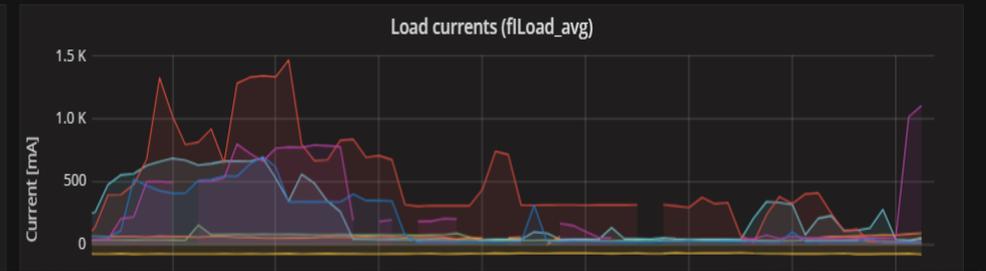
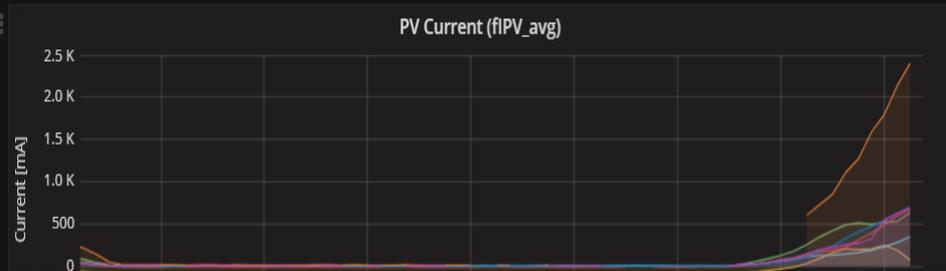
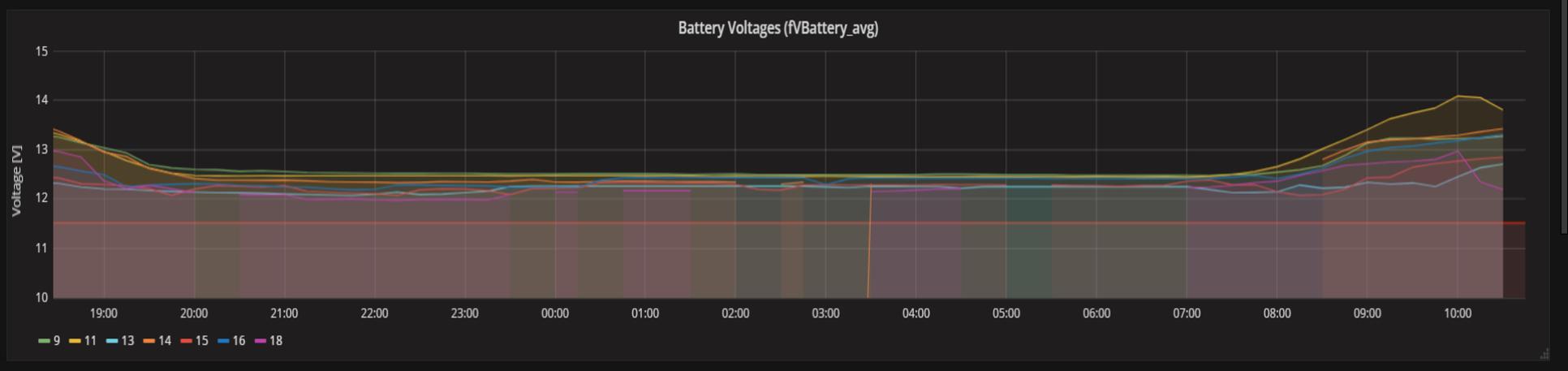
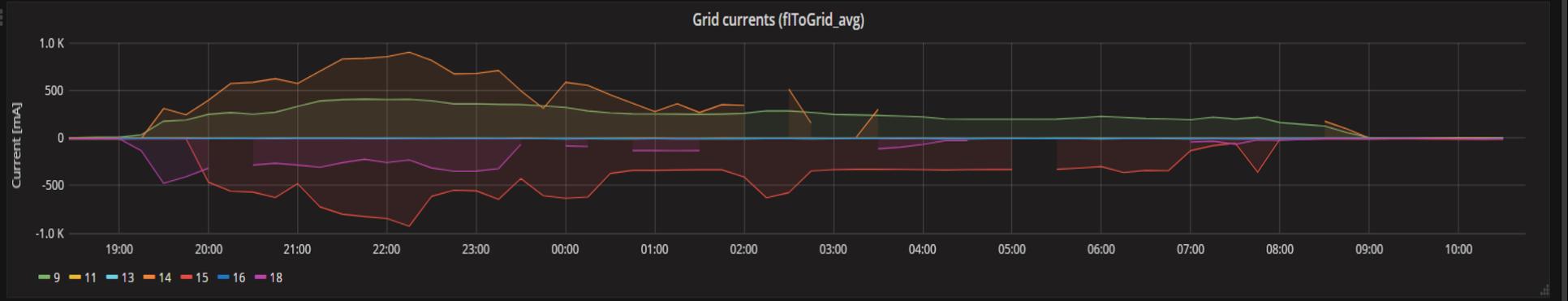
ease of usage



Shariatpur Grid







- Dashboard
- Grids >
- SAMs >
- Users >
- SOLboxes >
- Transactions >
- BKash Transactions >

Serial Number	Customer	Last Time Online	Balance (BDT)	Total Sold (BDT)	Total Bought (BDT)	Last Transaction Date	Transaction Amount(BDT)	V_Bat (Battery Voltage)	Operation Mode	User Mode	Action
11000130	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	View Metrics
11000131	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	View Metrics
11000132	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	View Metrics
11000133	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	No data found	View Metrics
11000041	Md Raju 008801765077763	2017-06-02 at 05:32:07	4.39	2.32	94.84	2017-06-01 at 21:13:04	20	12.67	151	3	View Metrics
11000035	Ma Mansur 008801722679151	2017-06-02 at 05:30:22	17.06	3.72	25.62	2017-05-31 at 10:59:29	19	12.49	161	0	View Metrics
11000032	Saji Pradhan 008801764765047	2017-06-02 at 05:32:19	8.3	0	26.5	2017-05-30 at 16:53:19	10	12.62	151	3	View Metrics
11000043	Abdur Rahman 008801918075681	2017-06-02 at 05:31:34	19.87	6.83	25.89	2017-05-27 at 14:51:56	19	12.87	161	0	View Metrics
11000039	Abdul Jalil 008801785392882	2017-06-02 at 05:31:48	14.13	0.21	11.05	2017-05-25 at 19:31:47	25	10.33	21	0	View Metrics

FINANCIALS

(Timeframe 2017-2020)

8.1M

**Beneficiaries
@ average HH
size of 5.4**

39.1M

**Revenues from
Sales and Data
Services**

15.8M

**Accumulated
overall company
EBIT**



The SOLshare Team (excerpt)



Dr. Sebastian Groh
Managing Director



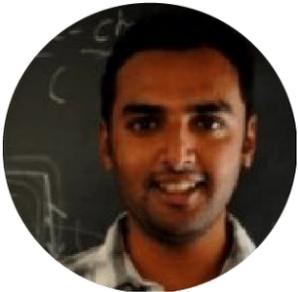
Hannes Kirchhoff
CTO



Daniel Ciganovic
Business Development Director



Aziza Sultana
Head of Operations



Hari Dilip Kumar
Team Leader R&D Asia



Samira Tasnim
Head of Administration



Syed Rafi Sifath Palal
Senior Research Engineer



Sajidur Rahman
Senior Software Engineer



ASK

USD 1,700,000

We are looking for USD 1.7M in equity to follow our first seed round of convertible notes from the founders of Q-Cells.

Product & Service
Development
USD 400,000

Capital Expenses/
Equipment
USD 1,100,000

New Market Entry
USD 200,000





PROFIT through SMART Solar Entrepreneurship



THANK YOU

Our Development and Strategic Partners



Our Partner Organizations



solshare 

Create a network. Share electricity.
Brighten the future

THANK YOU !

www.me-solshare.com

Dr. Sebastian Groh

sebastian.groh@me-solshare.com

Dhaka, Bangladesh

SOCIAL IMPACT

- More households can **access** electricity that could not be reached before
- More households enjoy a more **flexible, reliable and cheaper** electricity service than before
- More households can **earn direct income** from their SHS by cashing-in what they have fed into the grid

