

## 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



### **Strong Early Traction**







Seed funding from SunEdison (NYSE: SUNE)

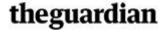
Winner of Great Energy Challenge Prize from National Geographic and Shell

Selected for Y-Combinator startup accelerator program.

#### Major press coverage:







greentechmedia:







