

**solshare** 

Create a network. Share electricity.  
Brighten the future

inter  
**solar  
award**

2016  
**WINNER**



Momentum for Change  
Change for Good



# The Energiewende 3.0

## Smart Peer-to-Peer Solar Grids for Rural Electrification & Empowerment

[www.me-solshare.com](http://www.me-solshare.com)

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Dhaka, Bangladesh





Brooklyn is known the world over for things small-batch and local, like designer clogs, craft bourbon and artisanal sauerkraut.

# The Daily Star

12:46, September 30, 2015 (GMT+05:30) 02:44, September 30, 2015

## Bangladesh- based solar project wins UN prize

Staff Correspondent

401 Shares

A ground-breaking project based in Bangladesh, which allows villagers to earn by selling excess solar energy to neighbours, was announced yesterday as one of 13 winners of the United Nations climate change awards.

With the help of SOLshare's innovative technical solution, marginalised households without the means to finance their own solar power systems are able to purchase clean electricity from their neighbours at low cost, said a press release yesterday.

# Dhaka Tribune

beta

Bangladeshi company honored with UN climate award



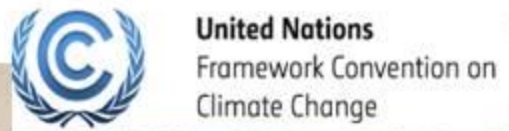
WRITTEN BY SARA BADIÉ  
November 26, 2015 11:07:00 AM EST

For decades, these families had little choice but to use kerosene, the most popular fuel in tens of millions of homes in the developing world. But in September 2015, a Bangladeshi company, ME SOLshare, introduced them to what it calls "swarm electrification".



## The 3 Stages of a Country Embracing Renewable Energy

By Christoph Burger and Julia Schneider



The world is undergoing a transformation as fast as ever. In Germany, we have a trend for it: Energiewende. It means energy turning point. It's the same trend. It's the fall of the Berlin Wall and all the dramatic changes that came with it.





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 concrete structure.

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# Bangladesh

**5 million  
Solar Home  
Systems**

**1:4 has solar  
in rural areas**



# PROBLEM

9.86 €/kWh

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

# PRODUCT

## Peer-to-Peer Solar Microgrids

**SOL**box



net metering device

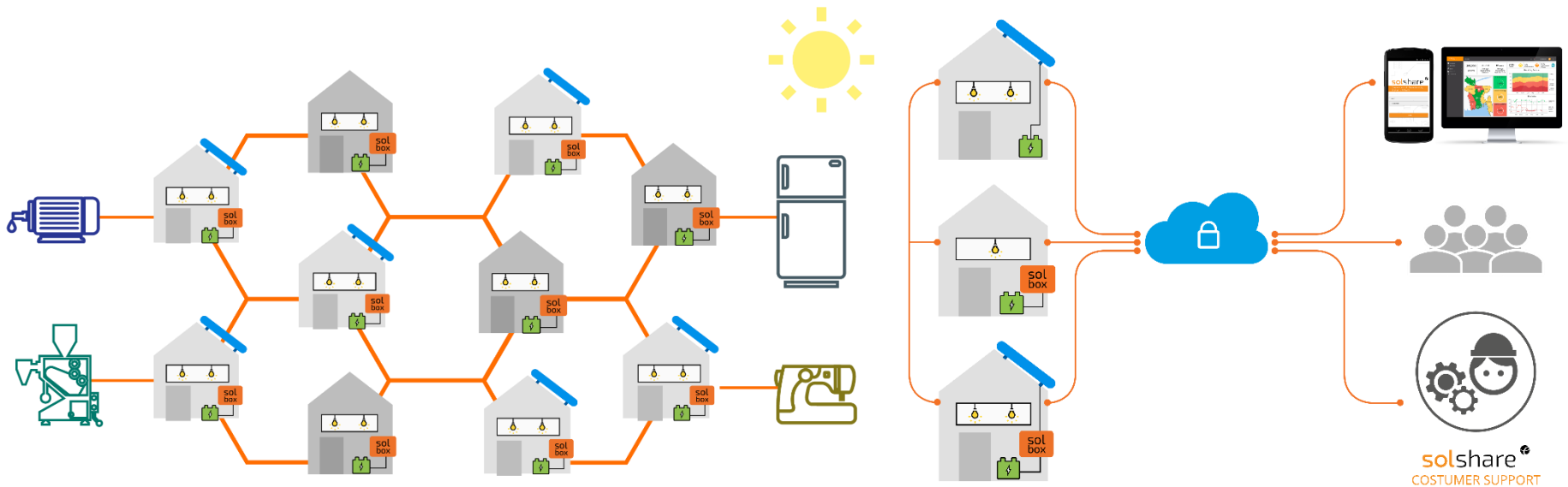


mobile money enabled



plug & play

# SERVICE DELIVERY



# COMPETITIVE ADVANTAGES



1st to market



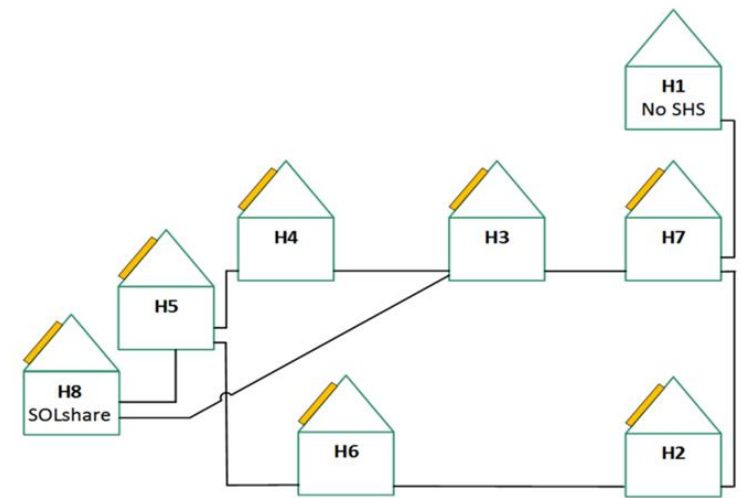
entrepreneurship incentive



ease of usage



# Shariatpur Grid



Installed: September 2015  
Partner: UBOMUS



H6

H4

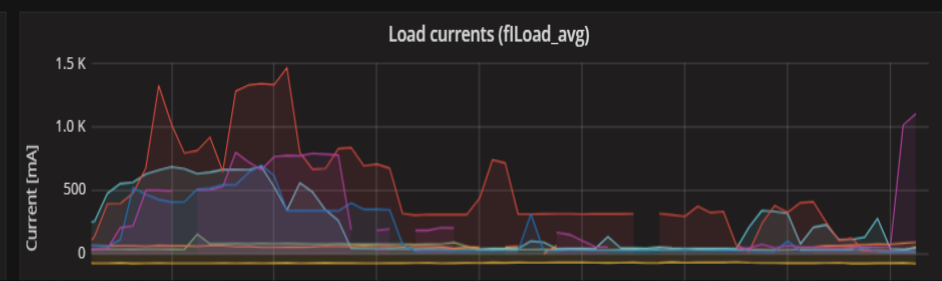
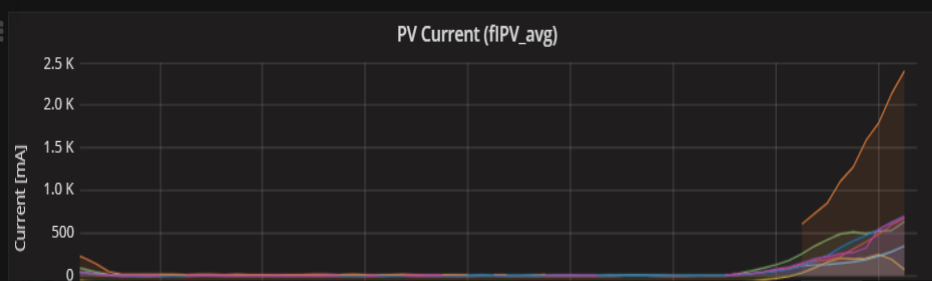
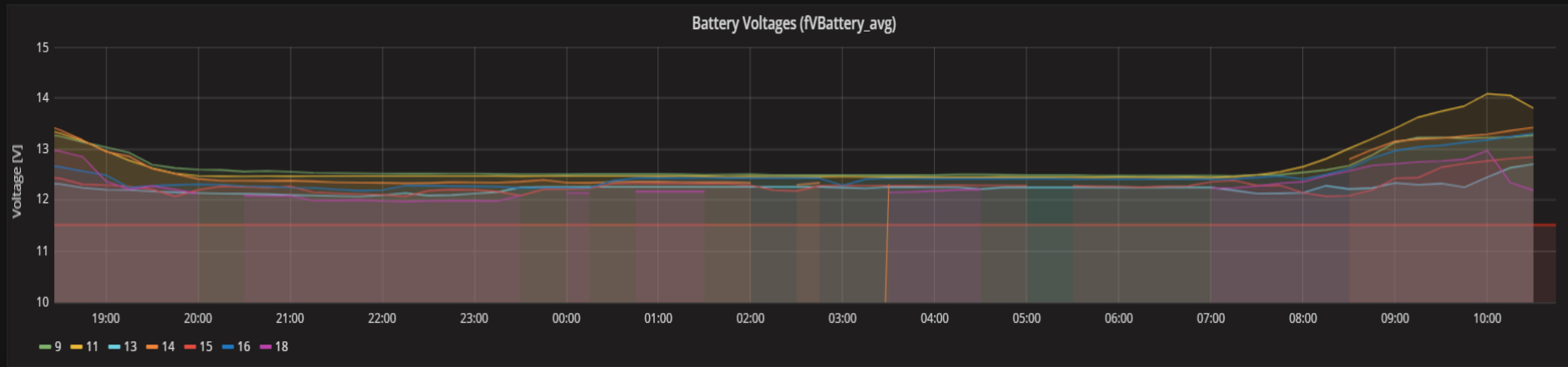
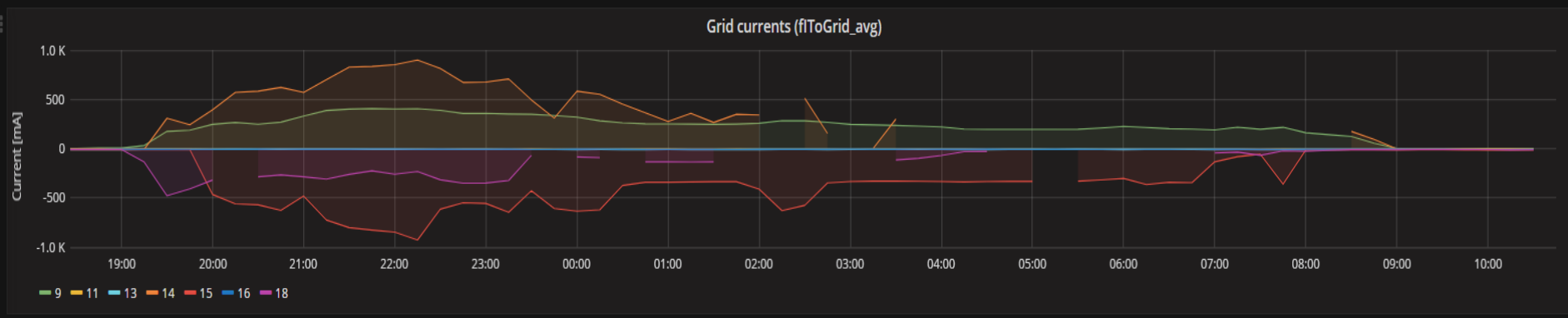
H3

H7

H2









- 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 date found	No data found	No data found	No data found	No data found	<a href="#">View</a> <a href="#">Metrics</a>
11000131	No data found	No data found	No data found	No data found	No data found	No date found	No data found	No data found	No data found	No data found	<a href="#">View</a> <a href="#">Metrics</a>
11000132	No data found	No data found	No data found	No data found	No data found	No date found	No data found	No data found	No data found	No data found	<a href="#">View</a> <a href="#">Metrics</a>
11000133	No data found	No data found	No data found	No data found	No data found	No date found	No data found	No data found	No data found	No data found	<a href="#">View</a> <a href="#">Metrics</a>
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	<a href="#">View</a> <a href="#">Metrics</a>
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	<a href="#">View</a> <a href="#">Metrics</a>
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	<a href="#">View</a> <a href="#">Metrics</a>
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	<a href="#">View</a> <a href="#">Metrics</a>
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	<a href="#">View</a> <a href="#">Metrics</a>

# FINANCIAL IMPACT

(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**



## **PROFIT through SMART Solar Entrepreneurship**



# THANK YOU

## Our Development and Strategic Partners



## Our Partner Organizations



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**THANK YOU !**

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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

