

**solshare** 

Create a network. Share electricity.  
Brighten the future



# The Energiewende 3.0

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

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

Aziza Sultana Mukti

Head of Operations

[aziza.sultana@me-solshare.com](mailto:aziza.sultana@me-solshare.com)

## PRODUCT



2.5 years technical validation in field, funded w/ US\$ 600k dedicated R&D investment

## TRACTION



15 grids running, deal closure for next 105; key biz partner w/ 2.5 M active solar home systems for interconnection

# Bangladesh

**5 million**  
Solar Home Systems

**& 60 million**  
w/o any access



**For those in the dark, no access to  
electricity means:**

Average rent-out price for light:

**US\$ 3.50/kWh**

Average rent-out price for mobile charging:

**US\$ 10.50/kWh**

# SOLUTION

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



**Save Money** 40%-55% cheaper than SHSs



**Gain flexibility** and get more power whenever you want



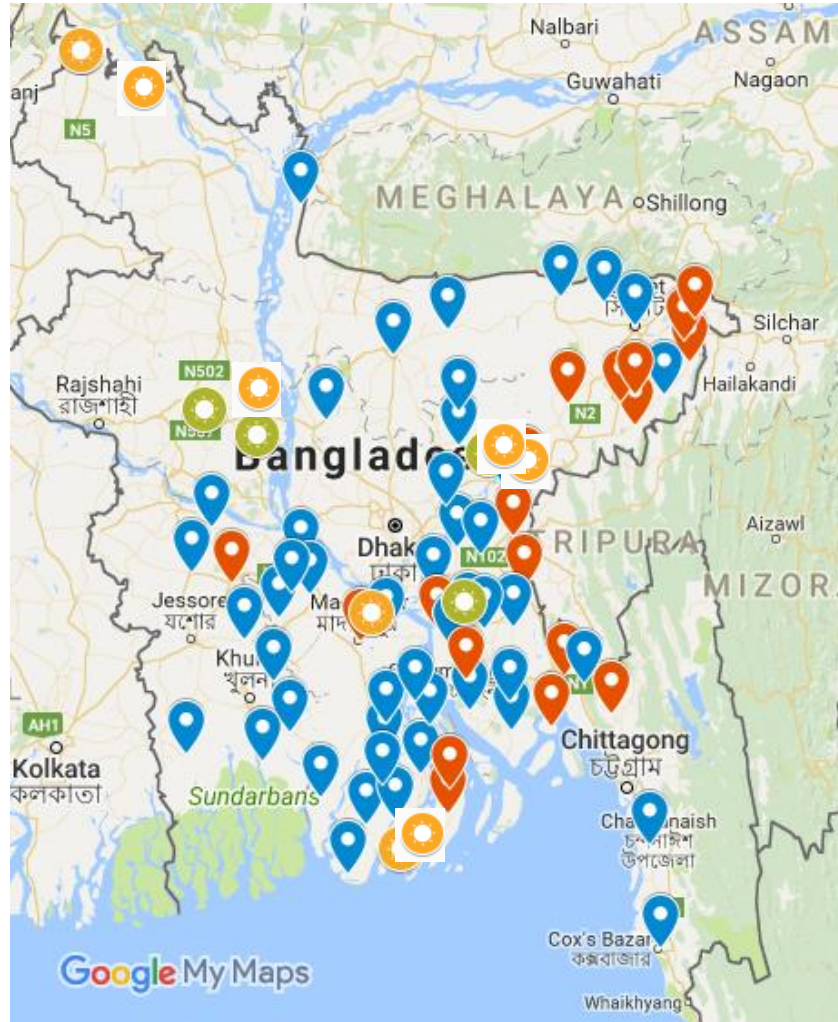
**Generate Income** by trading electricity

# Outreach & Delivery

## The B2B approach:

SOLshare's key business partners manage

- >4 million solar home systems
- 50 partner organizations



# Inverting the ABC Model – the micro utility approach



Putting the rural customer at the center of the design



Making use of existing resources and  
increase capacity gradually



Benefitting from low CAPEX, locally distributed  
generation,  
storage & ownership

**Creating a modular electricity service infrastructure  
for a successful Global South energy transition**

# COMPETITIVE ADVANTAGES



**1st to market**

- world's first successful installation



**comparatively low development cost**

- full R&D out of Dhaka

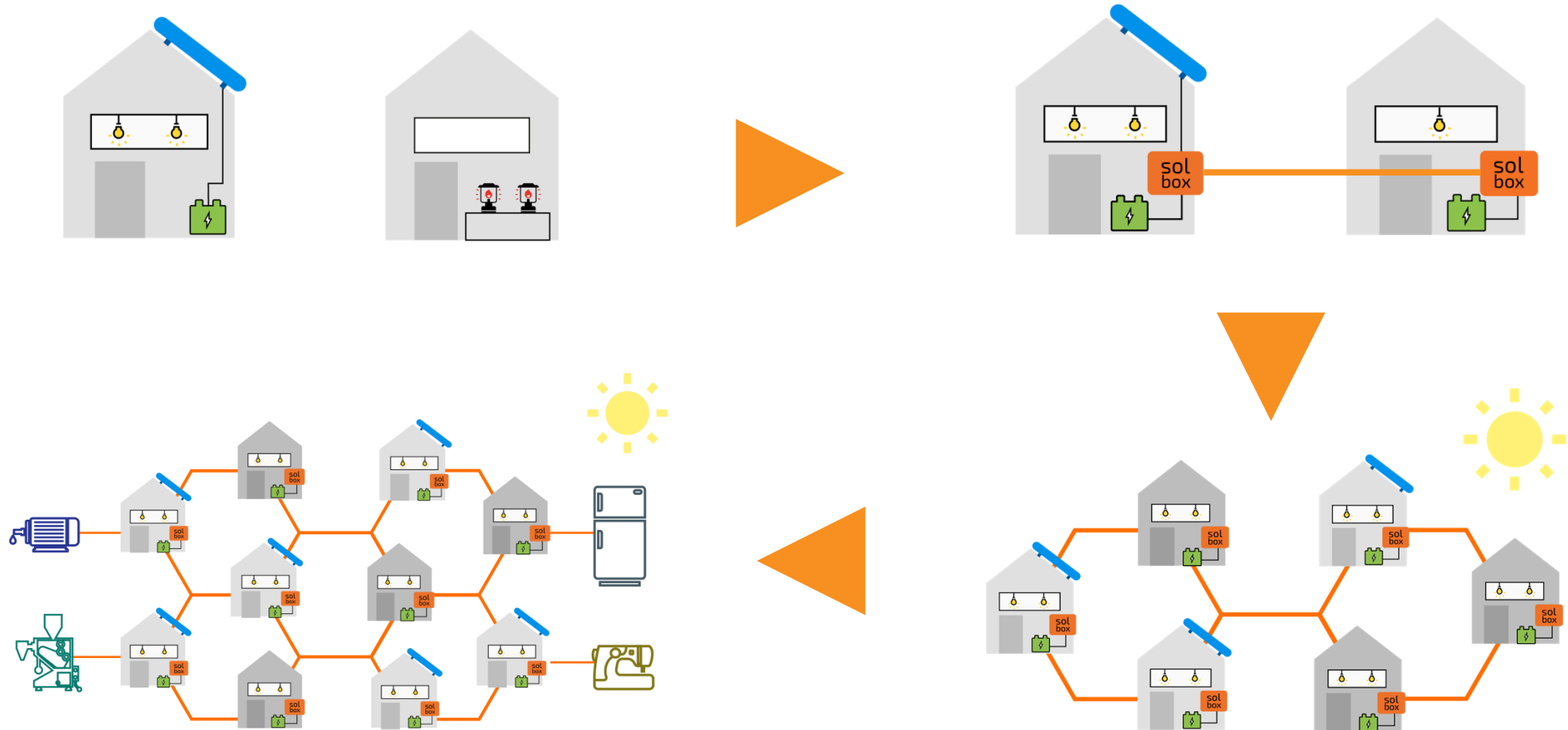


**robust technology**

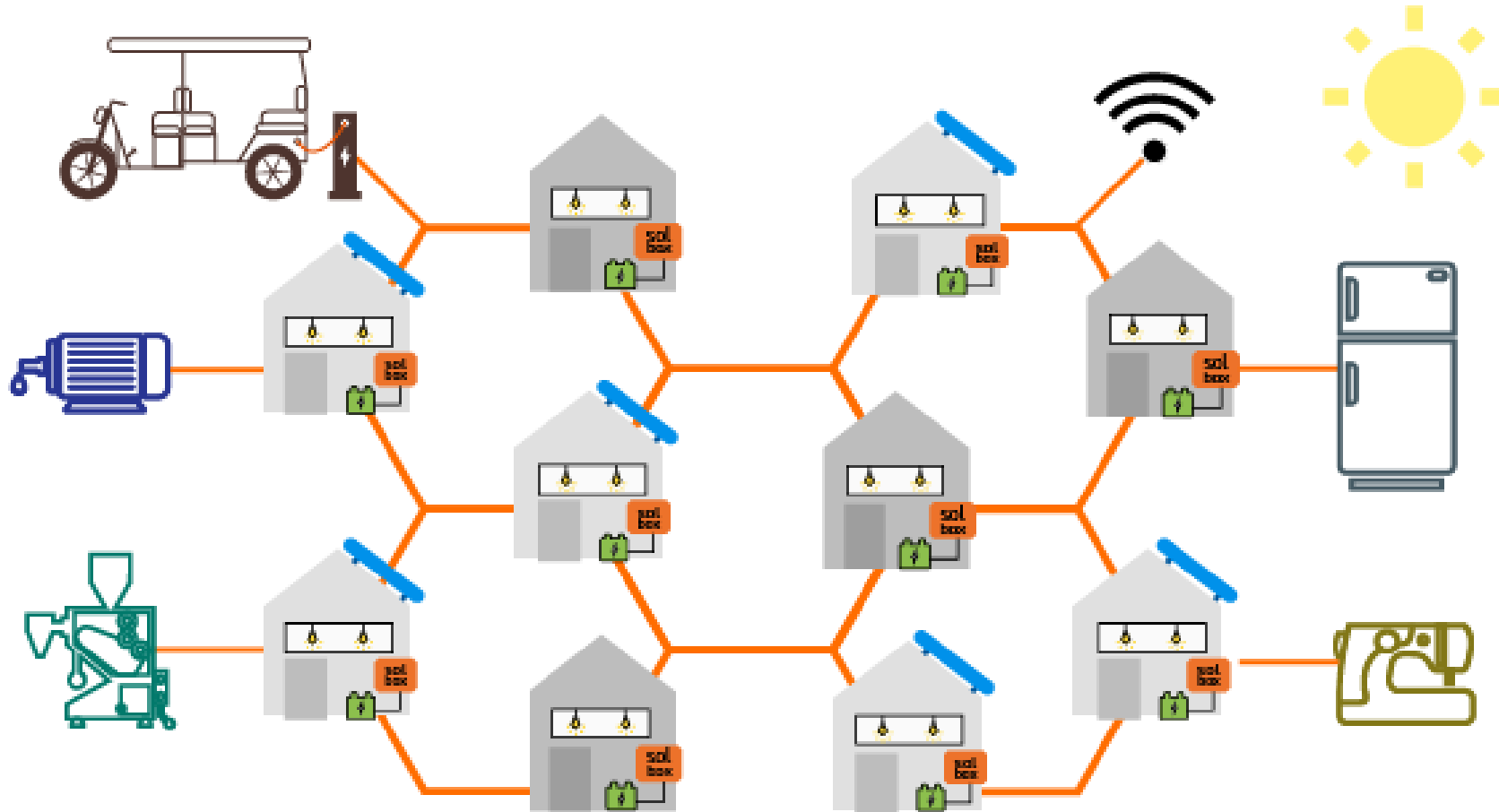
- 1st grid running since Sep 2015



# *Interconnecting solar home systems into a microgrid that can grow with the needs of its customers.*

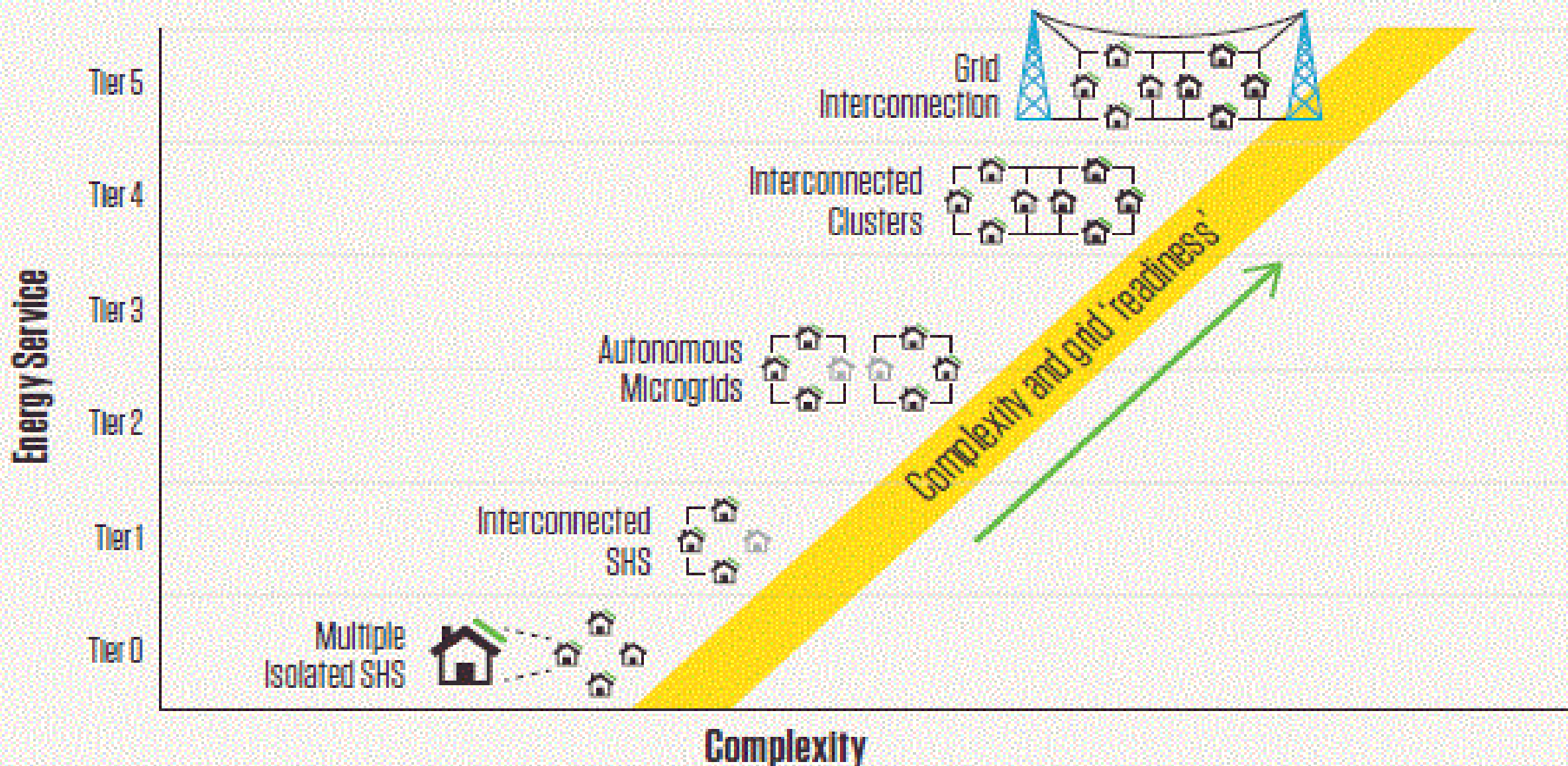


# P2P solar grids built bottom-up



# THE SWARM ELECTRIFICATION CONCEPT

COURTESY OF SOLshare



# SOCIAL IMPACT





**solshare** 

**Mollar  
Bazar**  
(Rangabali)  
User stories




The customers for my TV theater want to see more movies for longer. I need more energy to power my TV for longer.

**Abu Kalam**  
SolBox ID: 11000058

I have a lot of energy, considering that I also sell solar equipment, I am thinking of setting a few more panels to sell more energy and make some money too!

**Shohag Gazi**  
SolBox ID: 11000081

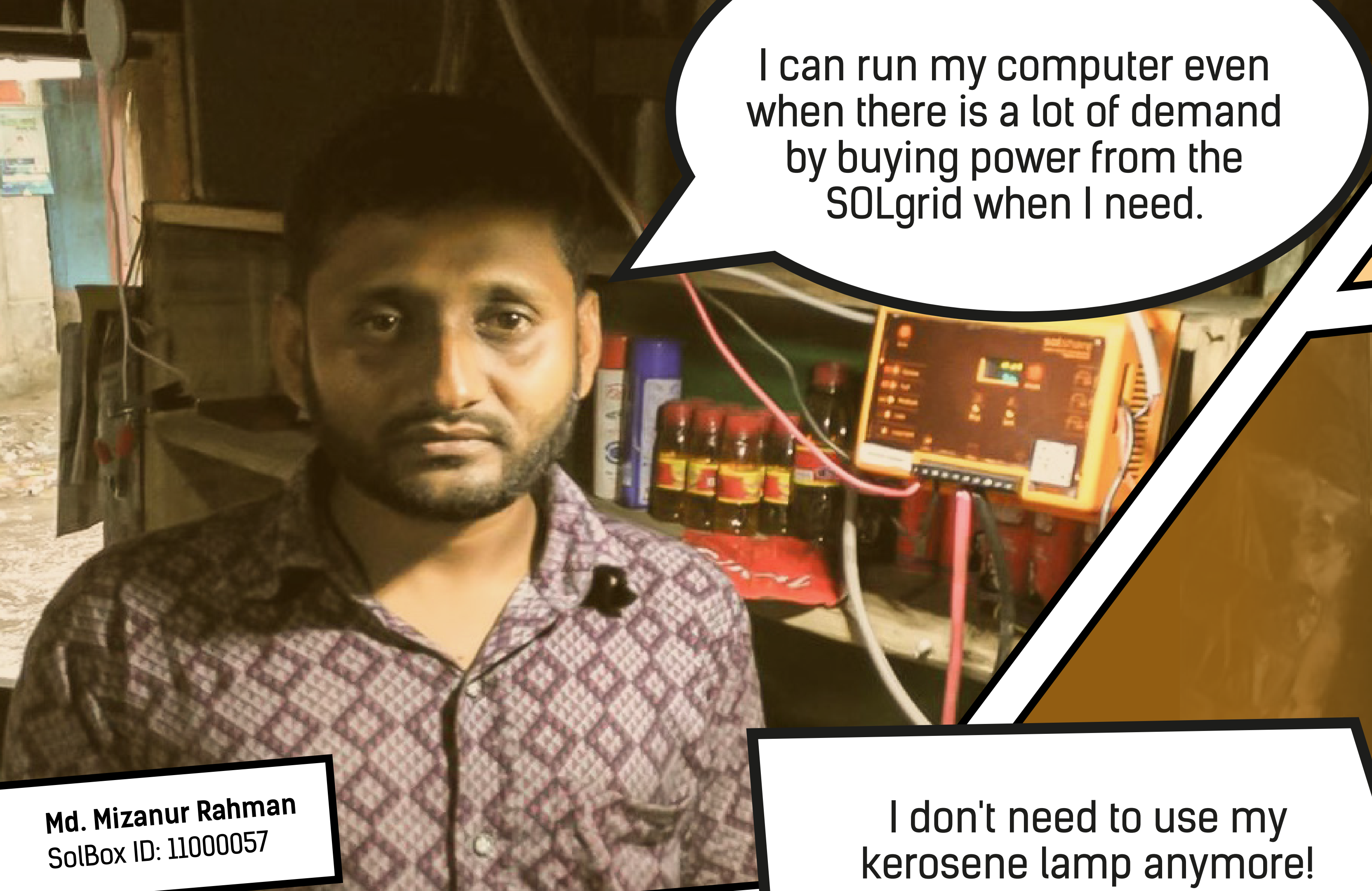


I need more energy to use  
a Nebulizer I bought to  
help infants that have  
asthma.

**Bipul Karmakar**  
SolBox ID: 11000077


I can keep my shop  
open for longer when I  
need and sell more tea.

**Gopal Kumar Das**  
SolBox ID: 11000066



I can run my computer even when there is a lot of demand by buying power from the SOLgrid when I need.

**Md. Mizanur Rahman**  
SolBox ID: 11000057



I don't need to use my kerosene lamp anymore! With this brighter light I can feed people more fruits even at night.

**Milon Mallik**  
SolBox ID: 11000092






**Dilip Chandra shil**  
SolBox ID: 11000083

I am considering buying a hair trimmer now so that I can make more money.

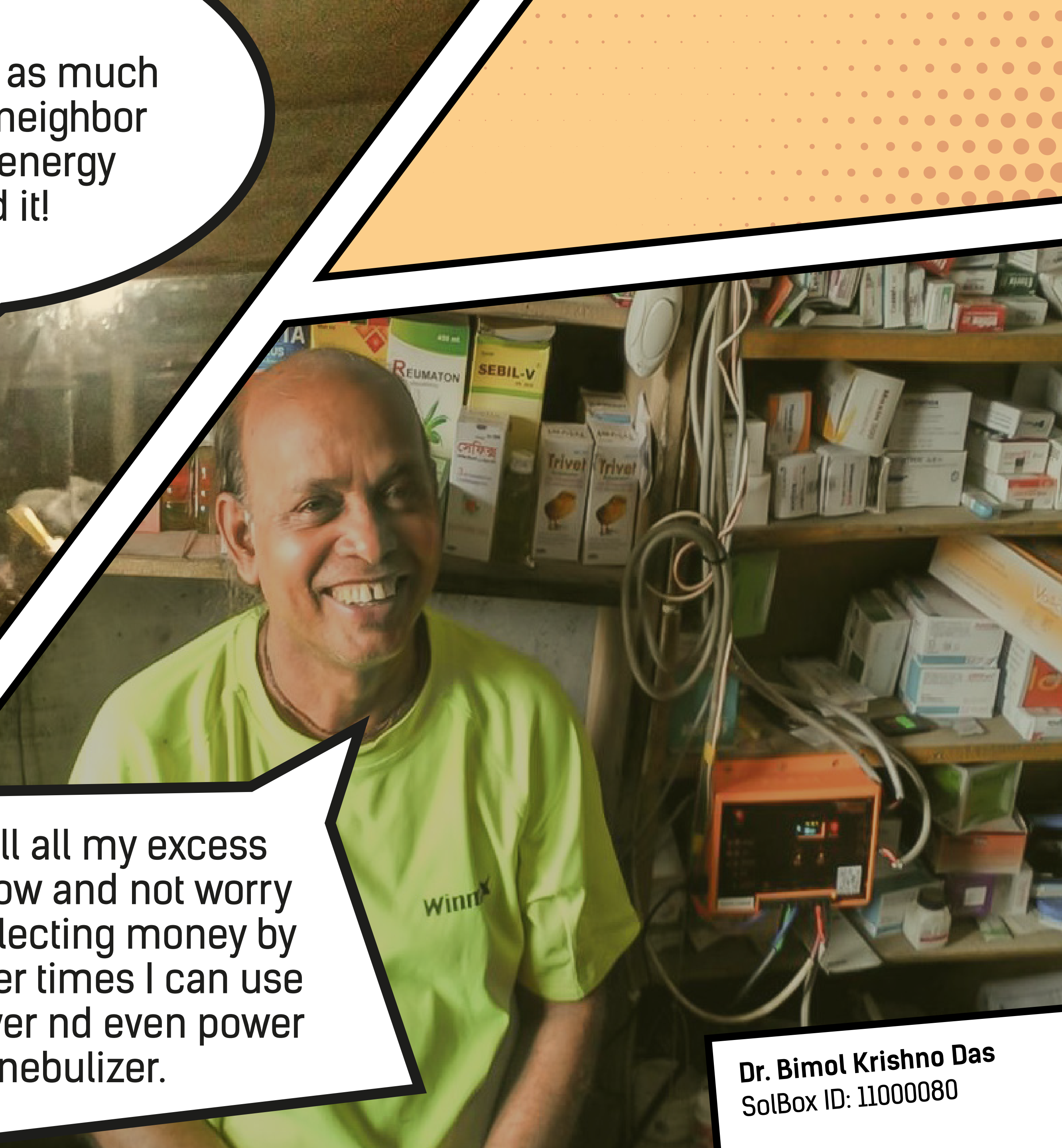
I can power run my fan whenever I want. I don't need to be worried about my energy getting over anymore.

**Uttam Chandrasheel**  
SolBox ID: 11000078




I don't have to pay as much  
I used to pay my neighbor  
anymore, I buy energy  
when I need it!

**Shanjay Shill**  
SolBox ID: 11000065




I can sell all my excess  
energy now and not worry  
about collecting money by  
hand. Other times I can use  
more power and even power  
a nebulizer.

**Dr. Bimol Krishno Das**  
SolBox ID: 11000080

A man with a mustache, wearing a white tank top, stands in a shop. The background shows shelves stocked with various household items like bottles and boxes. A speech bubble points to him from the top right.


I can not only run a light  
but also a fan without  
even buying a SHS.

**Mohammad Shujal**  
SolBox ID: 11000090

A man with short dark hair, wearing a grey button-down shirt, stands in a shop. The background shows shelves with clothes and other items. A speech bubble points to him from the bottom right.


More customers are attracted  
to my shop now as it looks so  
much brighter.

**Mohammad Shumon**  
SolBox ID: 11000059




I am planning to  
buy a DC iron to  
increase my income.

**Lemon Mollah**  
SolBox ID: 11000087



I can print, photocopy and  
download and sell songs  
more now!

**Bidhan Kumar Das**  
SolBox ID: 11000100

A woman in a black headscarf and a man with a beard in a white shirt are standing in front of a solar panel system. The woman is on the left, and the man is on the right. The solar panel system is mounted on a wall, and there are some wires and a red box visible. The background is a simple, possibly outdoor or semi-outdoor, structure.

I want a DC fridge to sell cold drinks and ice cream at my restaurant.

I am earning money from my solar home system, this makes me a smart business woman.

**Motaleb Howlader**  
SolBox ID: 11000049



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