



SMART Solar Solution for 1 Billion Unelectrified

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Solar PV in Bangladesh



SHS over 3.5 million



300+ solar irrigation & water pump system



500 kW Mini-grid



15 MW solar roof-top



300+ solar powered BTS

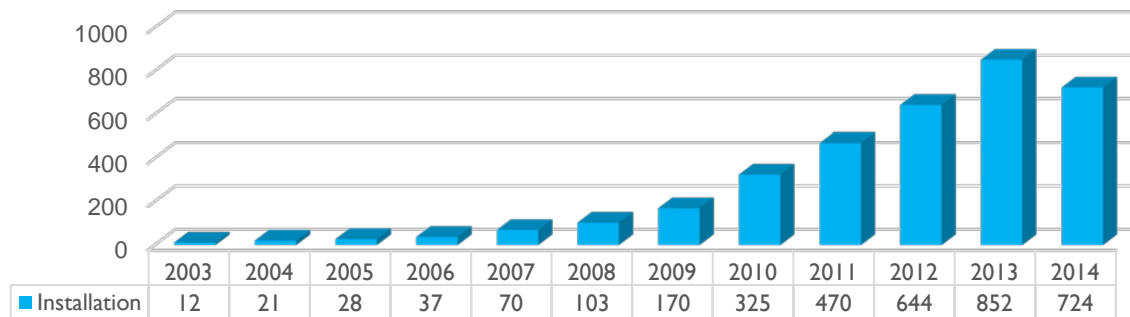
- **100k+ Green Jobs**
- **3,00,000 tons of carbon reduction per year**
- **Total 180MW**

SHS Program Overview

- The largest off-grid SHS program in the world
- 3.5 M SHS installed
- Rahimafrooz Solar has over 500,000 SHS installed
- 50,000 homes connected every month
- System size from 20wp to 100wp
- 15% down payment, Rest in 36 months credit
- 47 participating private organization
- All system components, 'Made in Bangladesh'



Year-Wise SHS Installation in Thousand



SMART SHS Solution

- Last mile energy service delivery
- SMART phone ERP driven with Mobile Wallet
- Complete rural coverage
- Service at Customer's door step
- 500 unit office, 4000 Agents
- 1 Agent: 1-5 Villages
- Incentive driven
- Other avenue of income
- 15% down payment, balance 85% in 36 months credit



Sales Agent

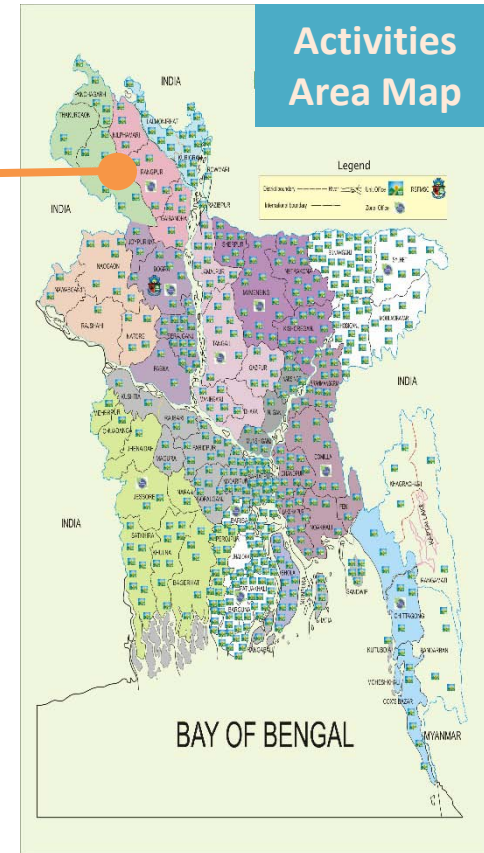
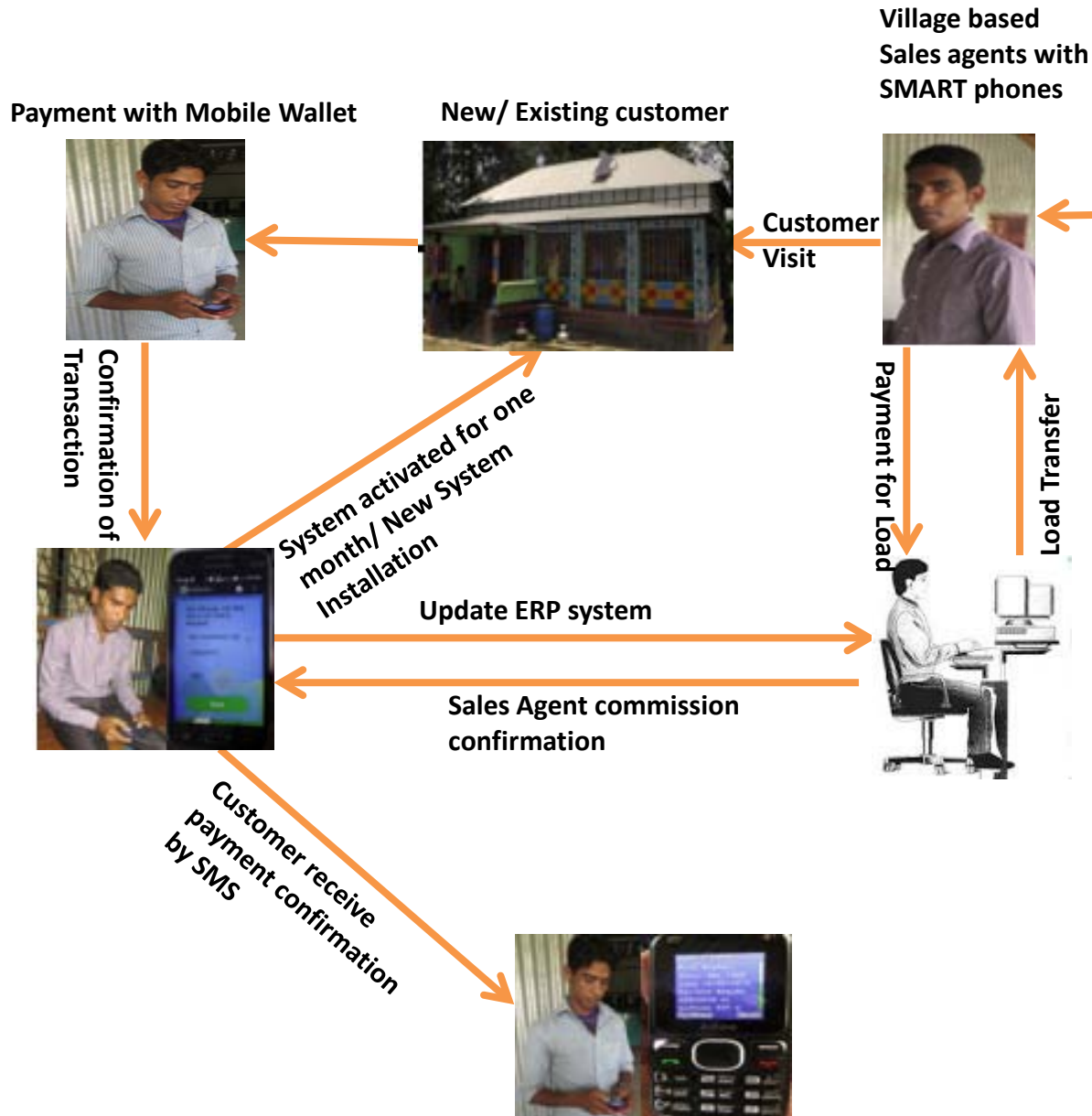


ERP System

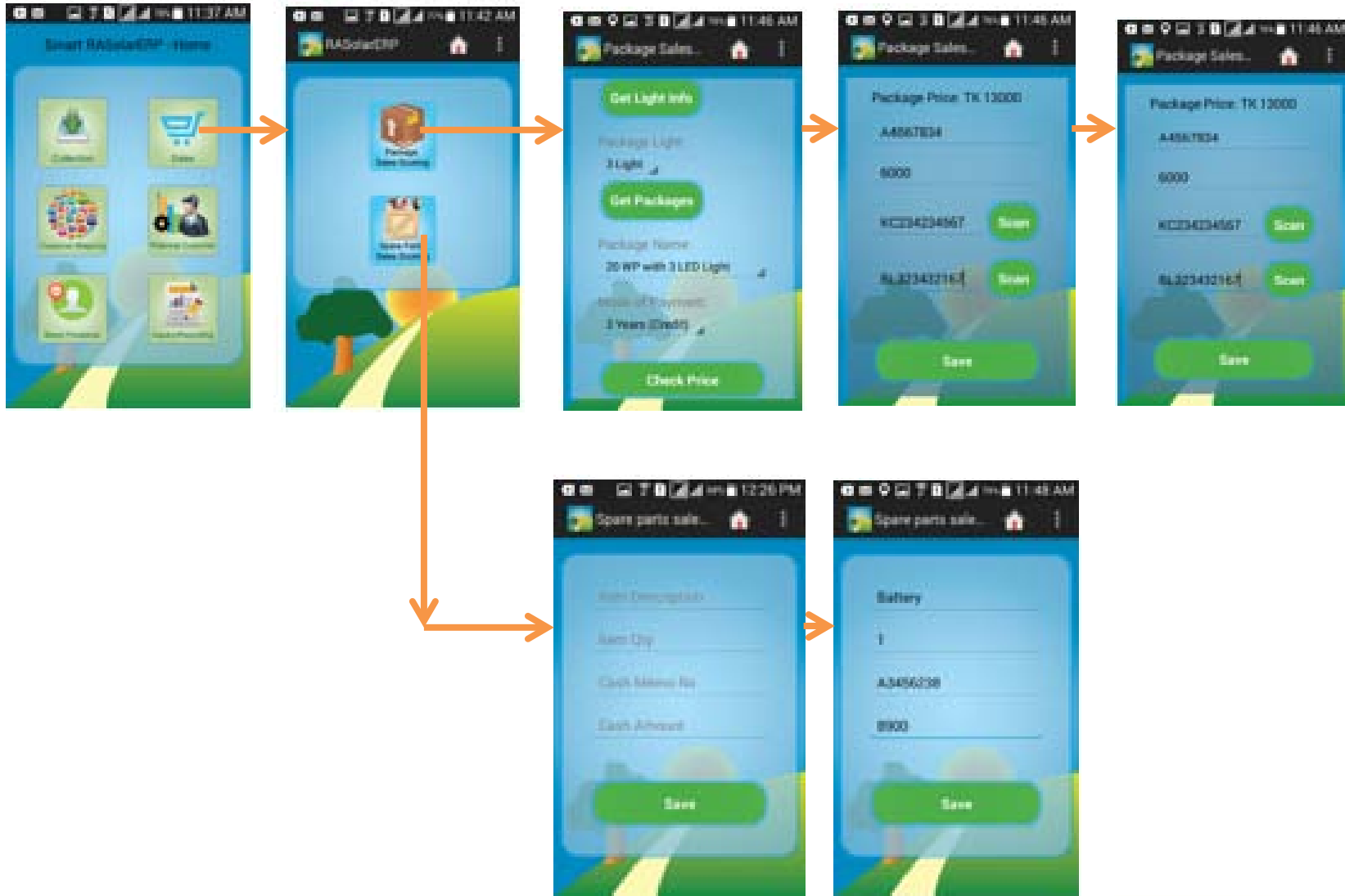


SHS GPS locator

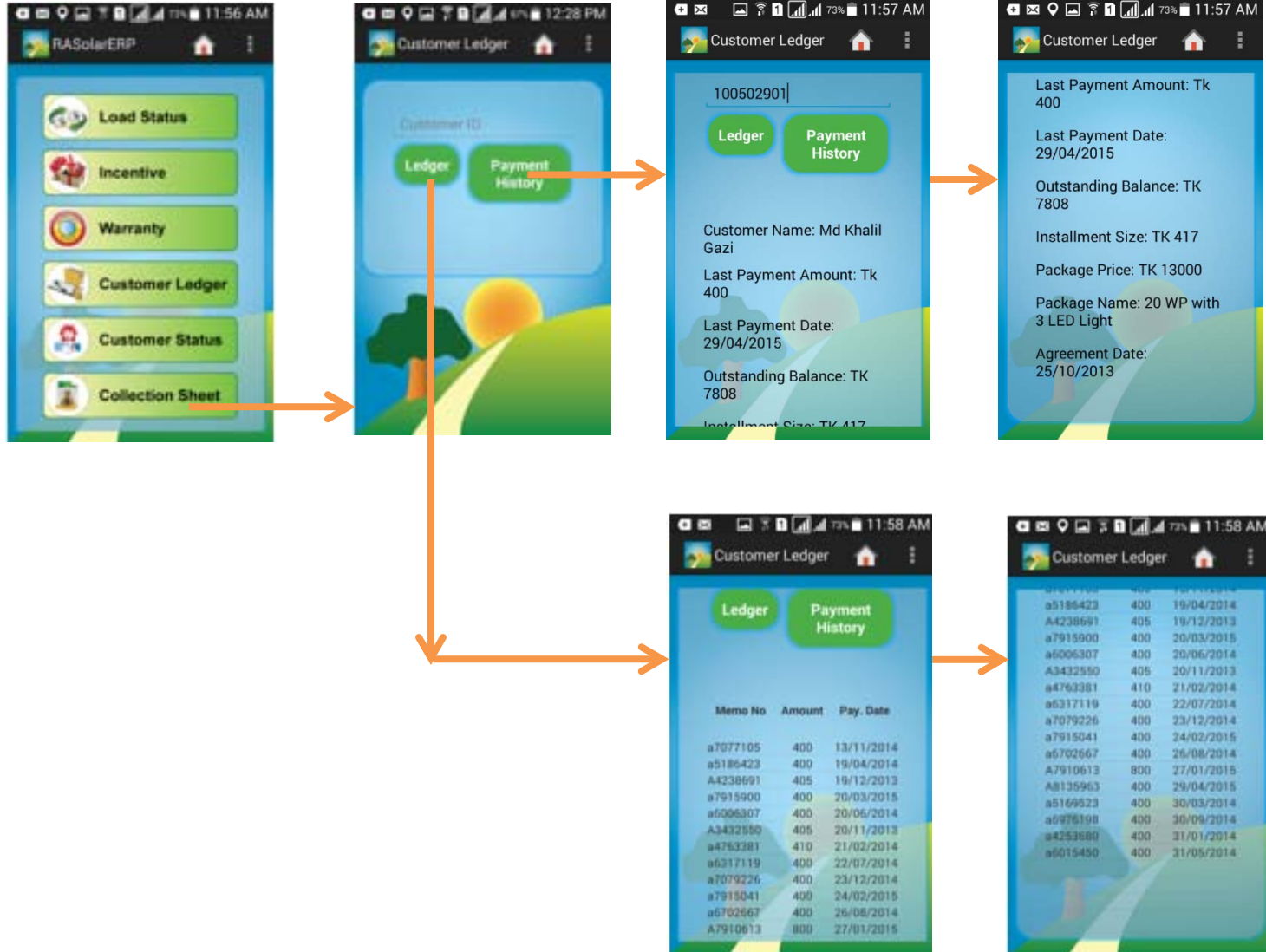
Operational Model : SMART SHS



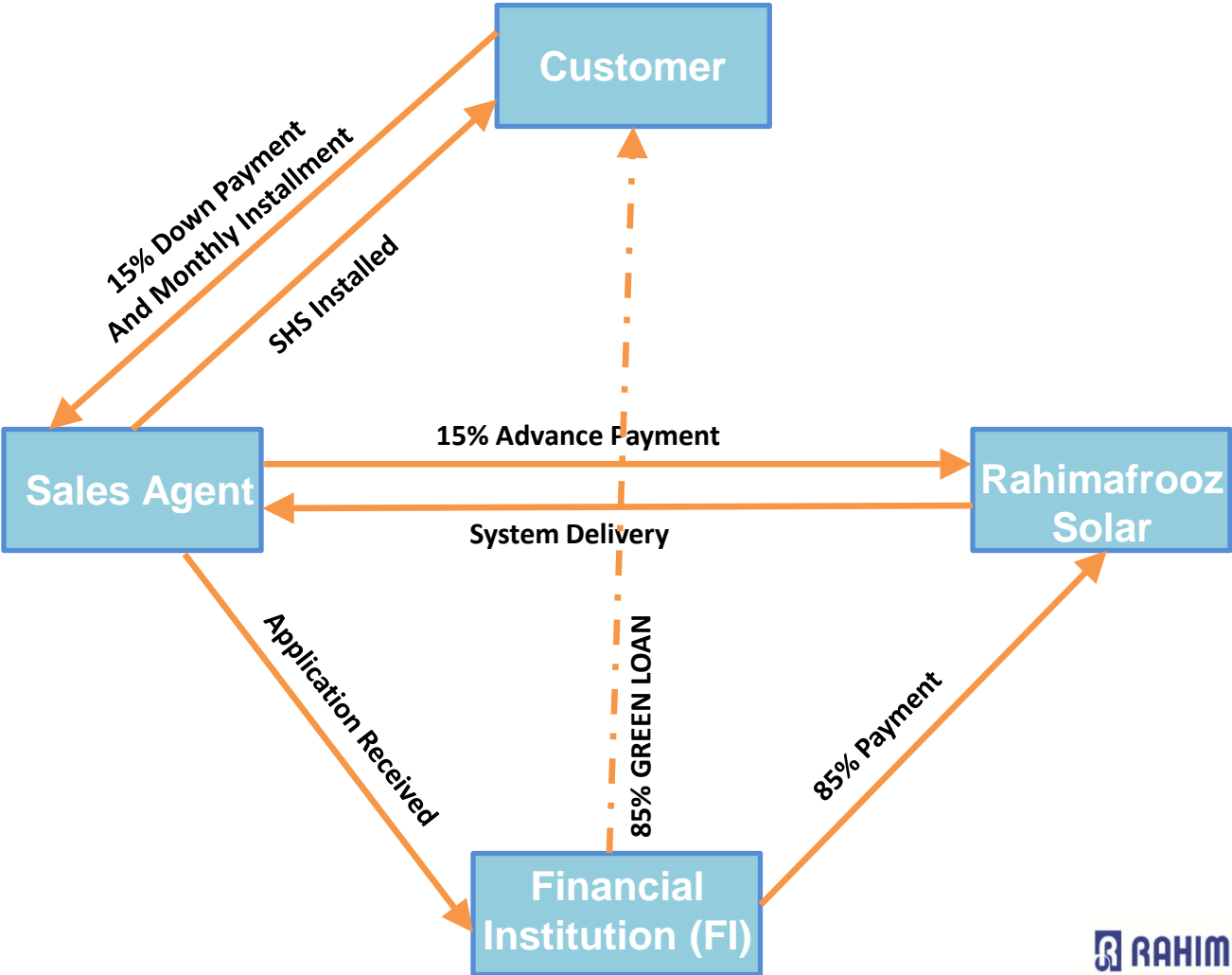
SMART Phone ERP System



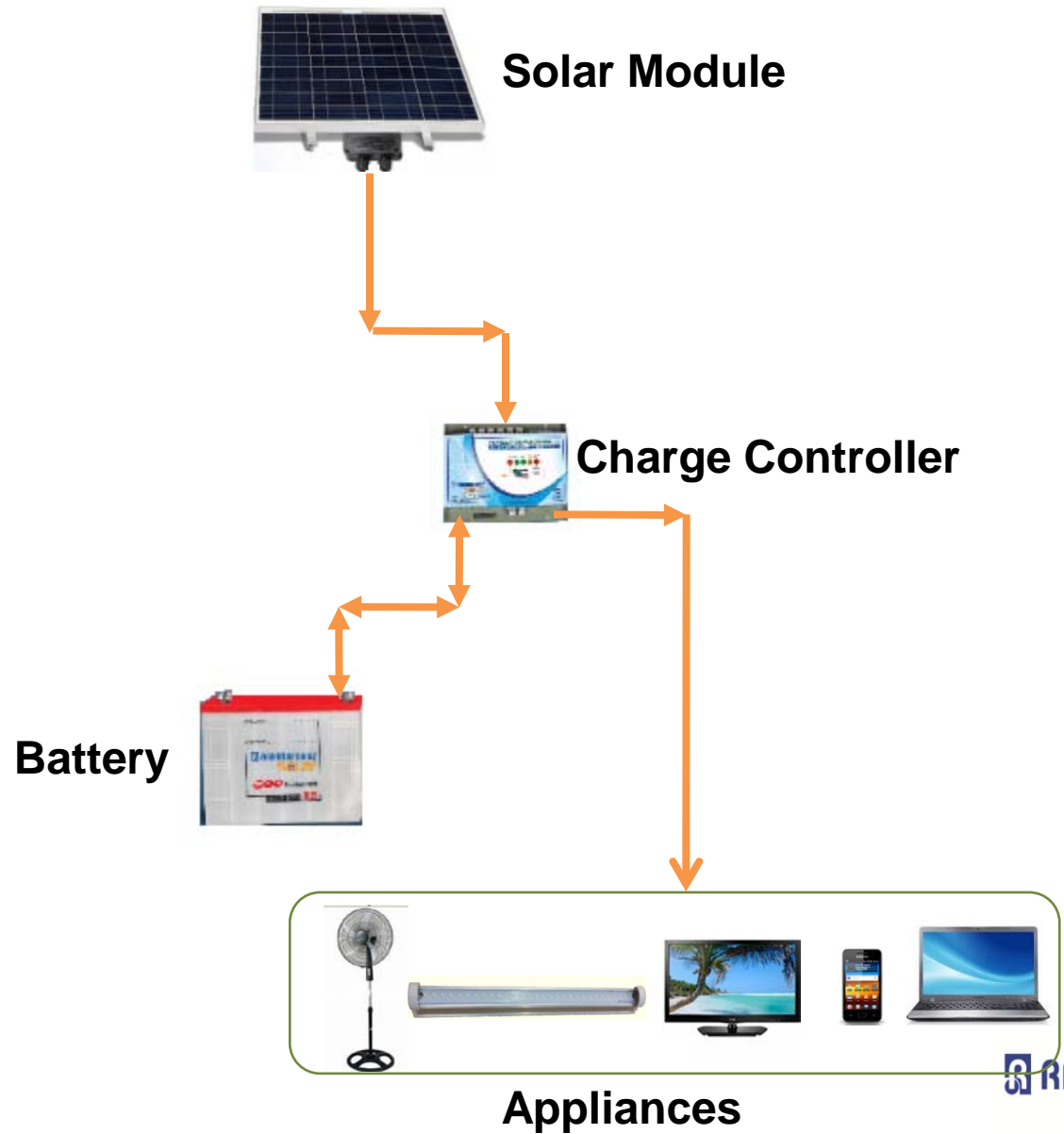
SMART Phone ERP System



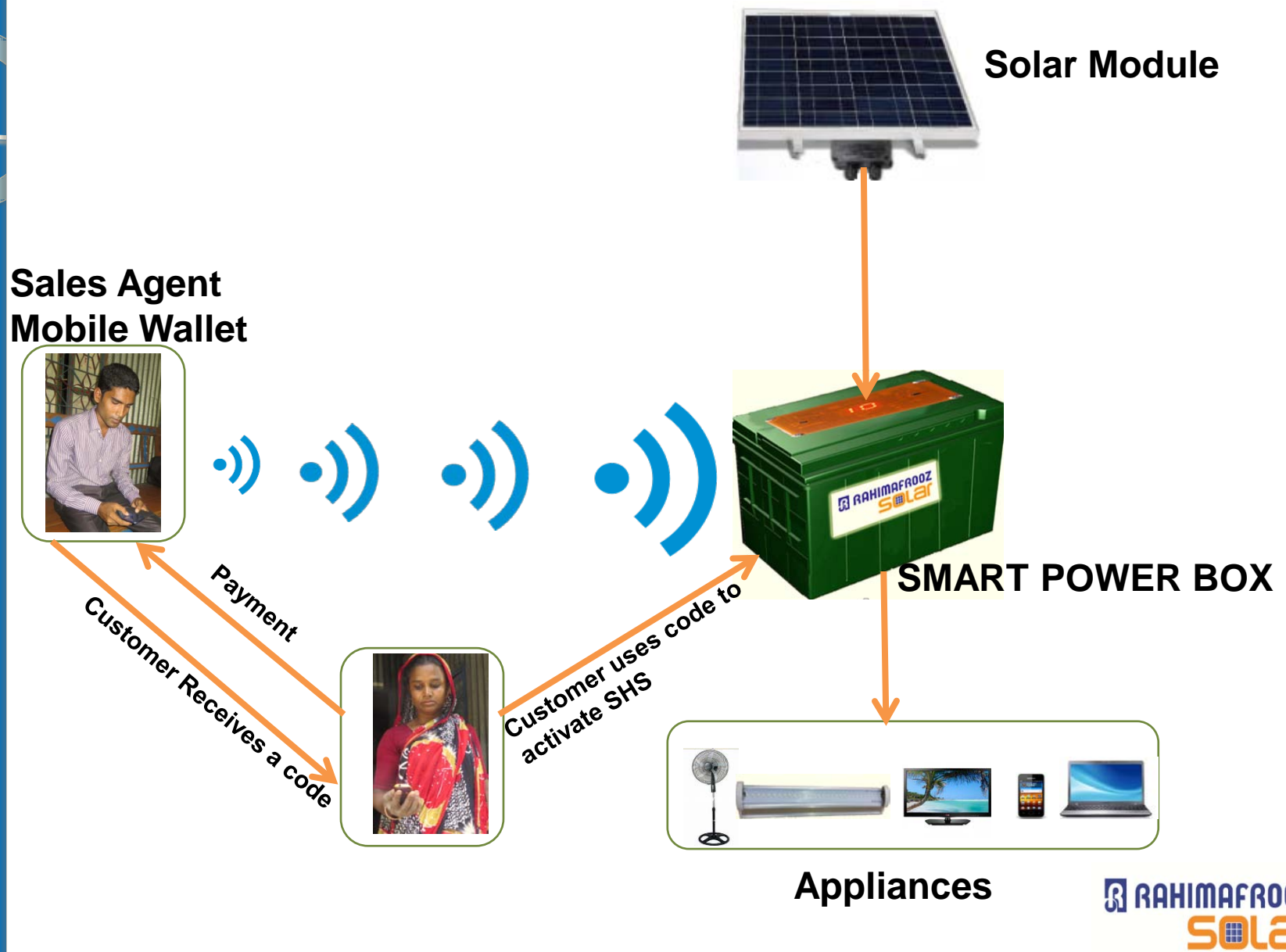
SMART SHS Business Model



Conventional SHS



SMART SHS Product With Payment Control



Outcome

- Large commercialization of SHS for access to energy market
- Green Jobs to Green entrepreneurs
- Complete Eco System



Thank You