



Clean & Affordable *Energy Access*
for Rural
via Solar Pico-Grids

CONTACT

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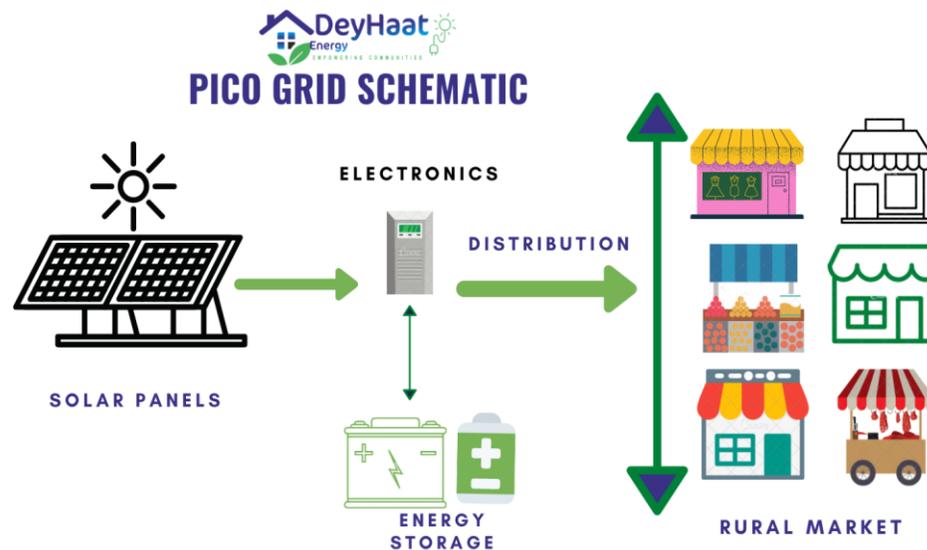
DeyHaat provides *Affordable, Clean & Reliable energy access as-a-service* to **last-mile** rural Micro-Enterprises located in underserved regions powered through **Solar Pico-grids** system.

Vision

-  Vision
-  *Livelihood*
-  *Safe Environment*

Mission

-  Mission
- 
- Clean & Affordable Energy For ALL*



Problem

Target : Rural Micro-Enterprises



65% of the Indian population is **rural**. **Micro enterprises / rural markets** plays vital role in **Socio-economic development** of rural communities



Problem : Energy Poverty



Utility Grid

Highly Unreliable

Unaffordable

Regulations



50% or more rely on **Unhealthy** and **expensive energy** alternatives



Solution Overview: Pico Grids

Customers connected to the solar Pico-grid and subsequently pay *a flexible -tariff* for usage of power.



FEATURES



REACH

Field officers visit **door steps**



RELIABILITY

Central call center **24X7**, backed by service staff



BILLING

Fixed or metered tariff collected on **flexible basis**



SAFETY

Voltage design ensures **safety** for all



COMMUNITY

Single Pico-grid serve **group** of enterprises.



DEPLOYMENT

Each Pico-grid can be deployed within **2 days**

Competition

Competitors Features ↓	DeyHaat * SERVICE	Govt Utility SERVICE	Diesel Generator Operator SERVICE	Rented Batteries SERVICE	Solar lighting System PRODUCT	Kerosene Lamp PRODUCT
Cost (Monthly) ₹	250	> 500	>600	>600	NA	> 400
Cost (adoption) ₹	200	>5000	> 100	NA	> 10000	> 100
Cost Maintenance ₹	NIL – life time	Appliance Cost	Appliance cost	NIL	Customer pay at it's own (for out of warranty)	> 30+
Service time	6 -11 PM fixed evening	Unreliable + Backup required	Limited Service of 2~3hrs	3~4hrs	NA	NA
Deployment time	< 20 Hrs	Not Defined	Discretion at operator	Discretion at operator	1 day or depending on finance company (if financed)	1 day
Post Sales Service	< 15 hrs 24 X7 call centre, local team	NA	Discretion at operator	Logistics hassle to collect battery every day after charging	48 Hrs or more	NA

* considering PG -0.50 Model

Impact

OUR IMPACT



Extended Business hours



Increased Revenues



50 % Energy Cost Saving



Reduced emissions



Safe & Healthy Environment



Local Employment generation



CURRENT PORTFOLIO*



80 Operational Pico-grids*



600+ paying Customers



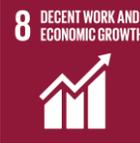
1.7 M Energy cost Saved PA



3000 + Lives impacted



100,000 Kg CO2 avoided



* Operational in Uttar Pradesh, India

Sunit Arya

Founder

- ❑ B.Tech from NIT Hamirpur.
- ❑ 18+ yrs global working experience.
- ❑ 12+ yrs in Renewable energy sector.

Sunit have lead different management & strategic roles in the photovoltaic industry across Asia & America.

Shailendra Sharma

Operations Head

- ❑ MBA – HR management
- ❑ 11+ yrs experience in development sector working in rural.
- ❑ Extensive experience in managing operations.

Shailendra has extensive work experience in managing cross functional operations in rural sector.

Arun Kumar

Technical Head

- ❑ B. Tech in electronics engineering.
- ❑ 5+ yrs experience in Energy Access sector .
- ❑ Extensive experience in developing technical solutions & product.

Arun have strong experience in renewable energy sector with project execution.

Agnes Claire

Partner

- ❑ Expertise in business communication and partnerships.
- ❑ 10+ experience in managing logistics and supply chain.

Agnes has educational background of management with global working experience in UAE, Philippines , Japan & India.

Sanjay Dixit

Advisor- Strategy

- ❑ 22 + yrs experience in renewable energy .
- ❑ 2+ GW of managing & executing Solar projects.

Sanjay holds BTech & MBA degree while have been associated with several reputed renewable energy organisations in India & abroad.

Mohit Sharma

Advisor- Finance

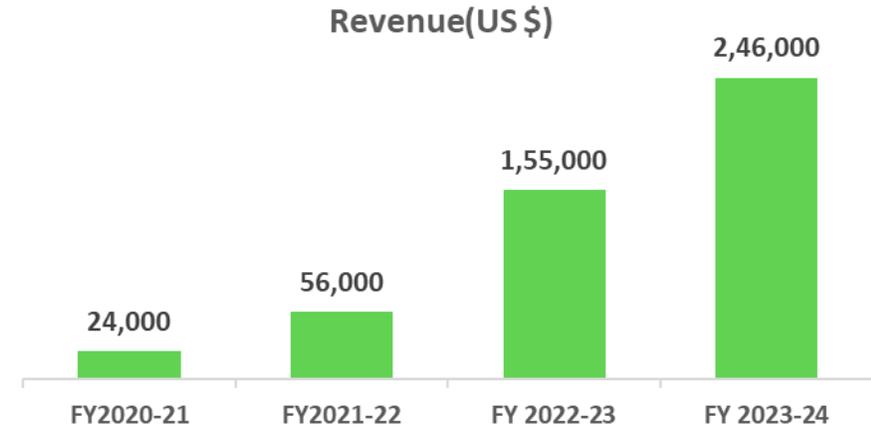
- ❑ Professional Chartered accountant
- ❑ 8+ yrs of managing company compliances

Mohit have extensive experience in managing various statutory, tax & company compliances and has been associated with various companies.

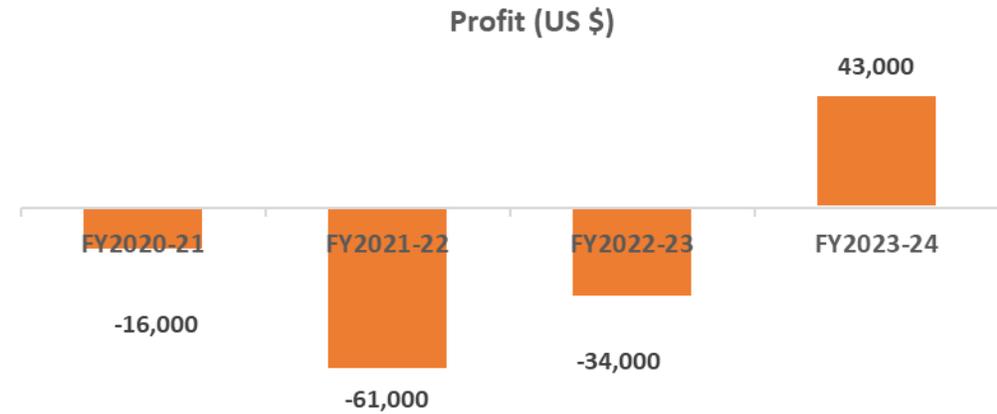
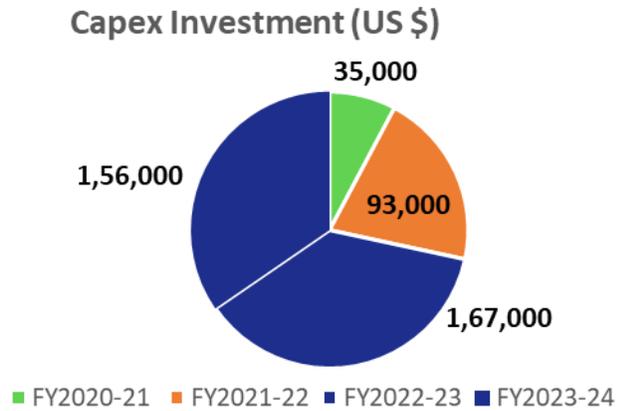
Business Plan



Milestones	End of FY 2020	End of FY 2021	End of FY 2022	End of FY 2023
No. of Subscribers	700	1900	3900	5500
No. Pico Grids Deployed	85	197	246	320



Funding Required **US \$ 500K** **Scale-up to 5500+ Subscribers by March' 2024**



THANK YOU

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Supporting Partners



CLEAN

