



UN DESA 21_11_2017

Rural Productive Energy

Least-cost mini-grids for Productive Use of Energy



Hello!

*“What does the
utility of the future
look like?”*



DEVERGY





what is deveryg?

DEVERGY : AFFORDABLE MICRO-GRIDS FOR RURAL AFRICA

- **Deveryg is** a social energy services company that provides off-grid, low income communities with affordable access to modern electricity.
- **We offer** freedom of choice to household and micro-enterprise customers in Tanzania
- **Our investors** are leaders in Africa's off-grid energy sector



what is devergy?

OUR CUSTOMERS : HOUSEHOLDS AND MICRO-ENTERPRISES

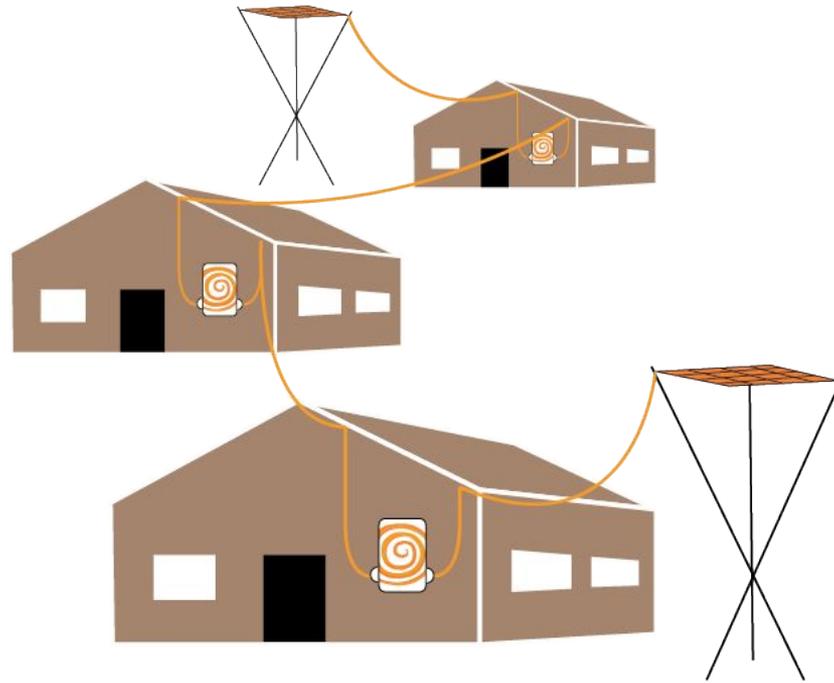
- **Over 78% of our customers are made up of households earning less than \$2.50/day***. Our most popular service provides basic lighting and phone charging services, replacing dangerous and expensive traditional solutions.
- **Micro-enterprise customers are central to our commercial and impact ambitions.** Access to electricity is *most* influential when coupled with rising incomes. We target communities with access to market, upward economic potential, and the ability to leverage our service into local economic development.

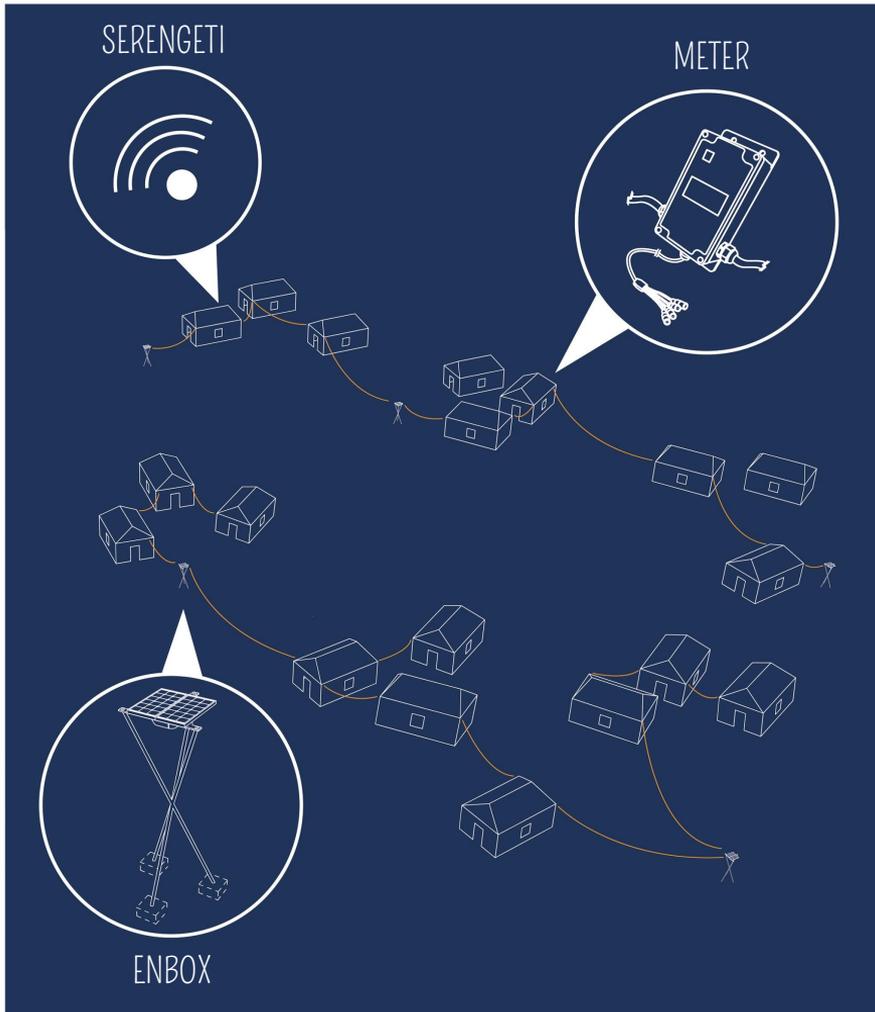


what is deverygy?

OUR SOLUTION: FREEDOM OF CHOICE

- **Affordable Connection Costs:** Customers pay \$20 to connect to our system.
- **Pre-Paid Energy Bundles:** Just like mobile airtime, starting at \$0.20/day.
- **Mobile:** Cashless, mobile payments.
- **Scalable:** Start with lights and grow to more...
- **Appliance Retailing:** We make modern and aspirational appliances, like TVs and Stereos, accessible and available through lease-to-own arrangements.

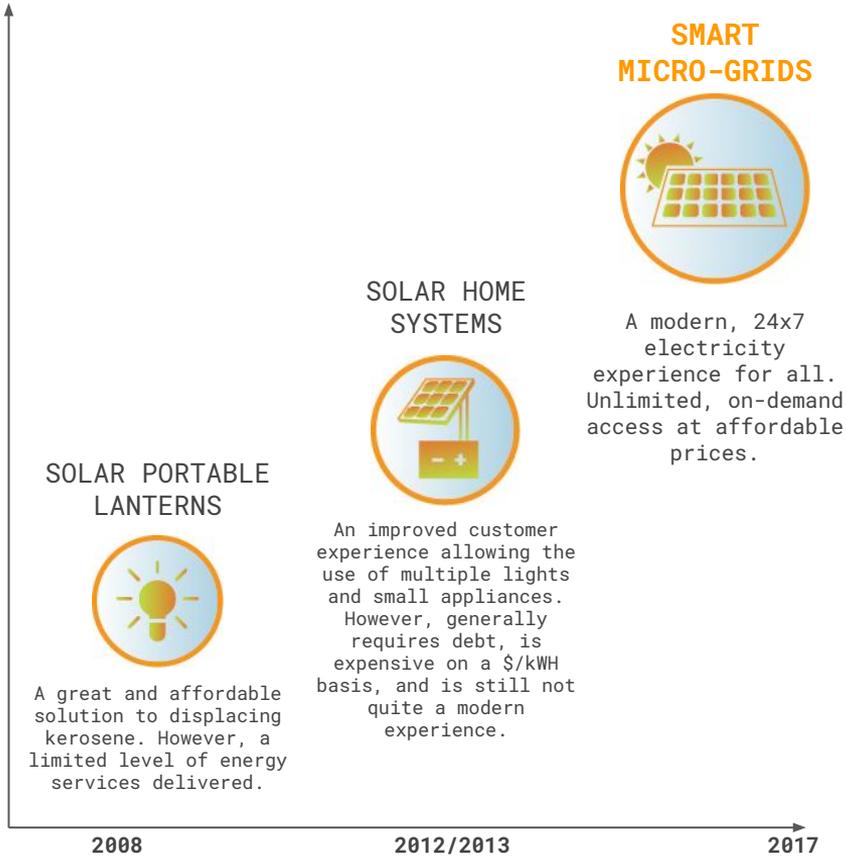




what is devergy?

PROPRIETARY MICRO-GRID TECHNOLOGY SUITE

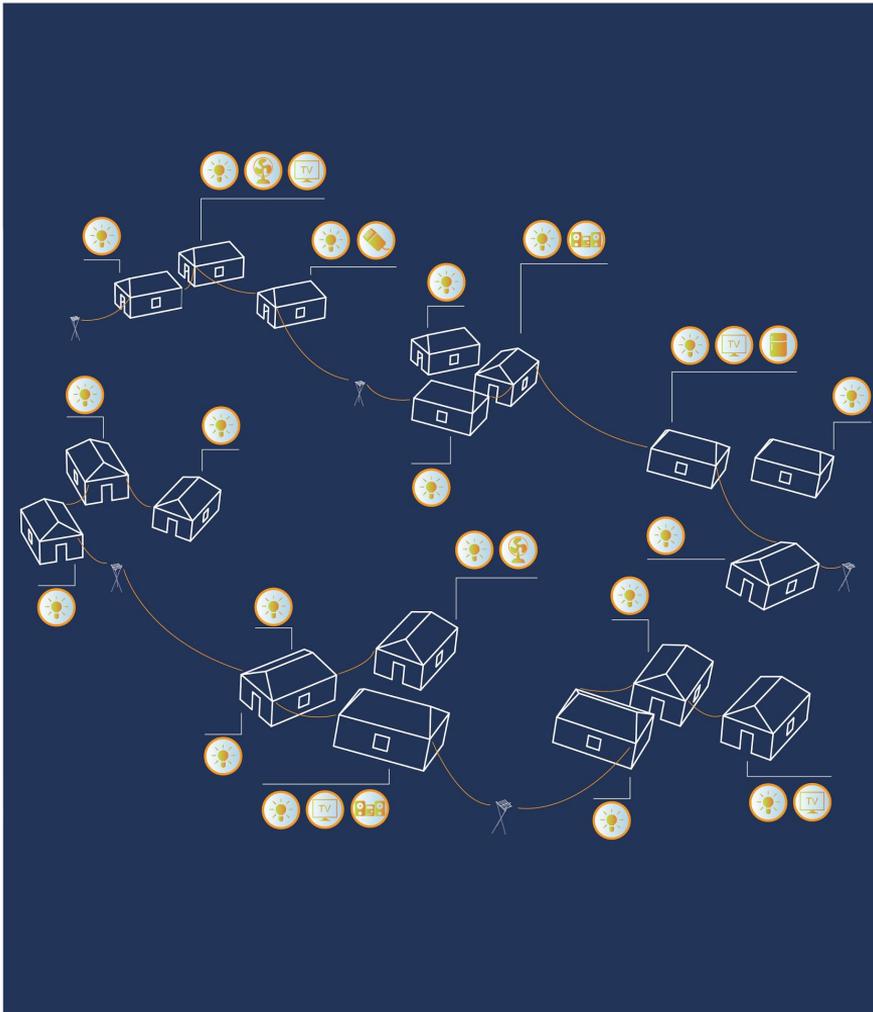
- **Devergy Smart Meter: Remote monitoring and control.** Our smart meters monitor and control grids at generation and connections points, using Zigbee and GSM technologies.
- **Devergy Enbox: De-costed, de-risked infrastructure deployment.** Our unique approach to energy infrastructure enables rapid and affordable deployment - de-risking investments in generation and storage, and enabling cost-efficient system upgrades.
- **Devergy Serengeti Software: Cashless payments, real-time business analytics.** Serengeti controls and monitors our operations, enables core processes (e.g. payments, customer support), and provides actionable



why deverygy?

EVOLUTION IN ENERGY ACCESS: LANTERNS, SHS, GRIDS

- Solar lanterns paved the way for SHS - great functionality, but limited in size.
- SHS are paving the way for the micro-grids - great functionality, but limited in size.
- Customers aspire to constant and **unlimited access** to use **modern appliances**.
- An innovative, out-of-the-box solution is needed to provide urban, utility-like service at prices that are affordable for rural customers



why devery?

PIONEERS IN “LIVING GRIDS”

- We have been singularly focused on developing a robust tech-enabled business model that is wholly unique in energy access;
- Limited power initially deployed per customer;
- Customers pre-pay for time/energy bundles;
- Back-end software monitors usage;
- As usage increases, grid capacity increased - one step ahead of demand;
- Customers receive an effective **unlimited access** to energy experience.



SERVICES



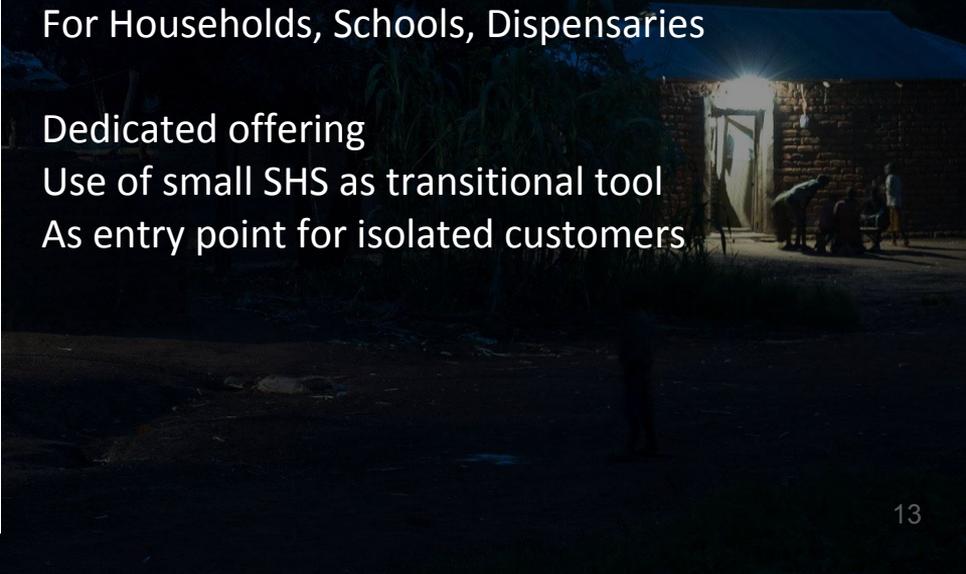


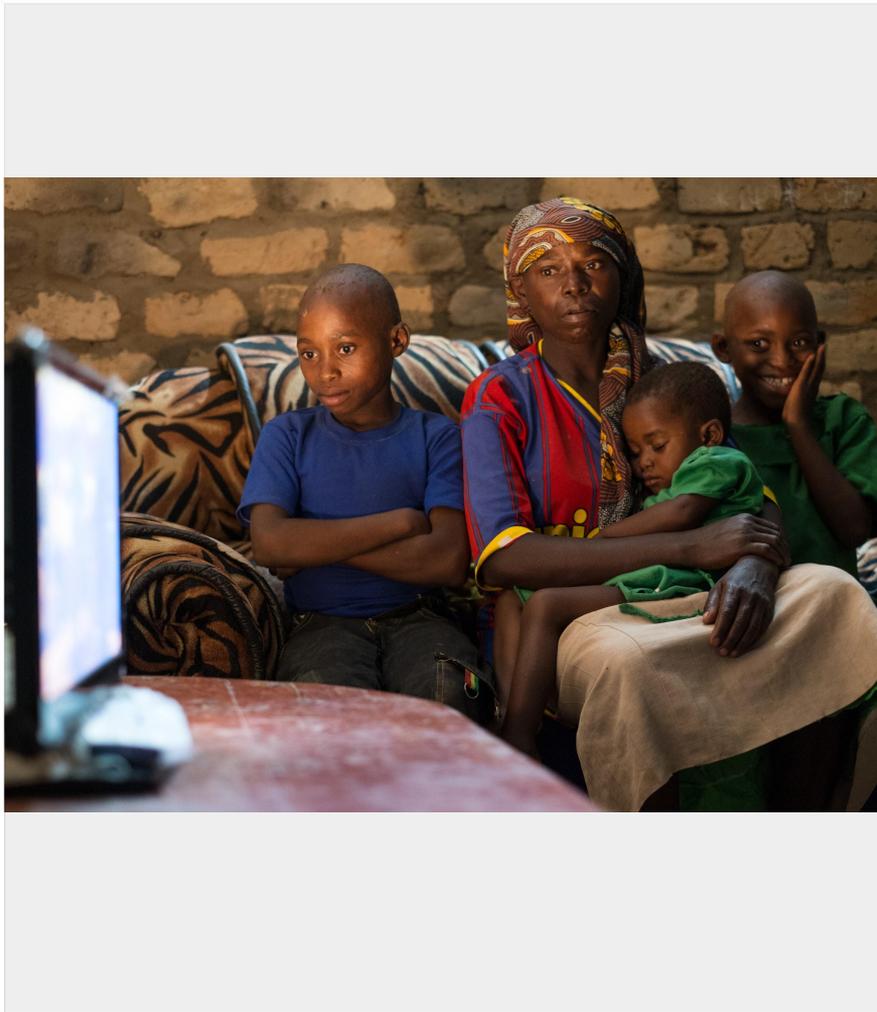
How

Tier 1 Households Livelihood

Basic Service provision
With Lighting and Phone Charging
For Households, Schools, Dispensaries

Dedicated offering
Use of small SHS as transitional tool
As entry point for isolated customers





How

Tier 2 Entertainment & Small Business use

Household + Business Entertainment

- TVs
- Stereos
- Hair Clippers
- Phone Charging Stations

Cinemas, Hair Salons, Phone Charging Shops

How

Tier 3 Productive Use

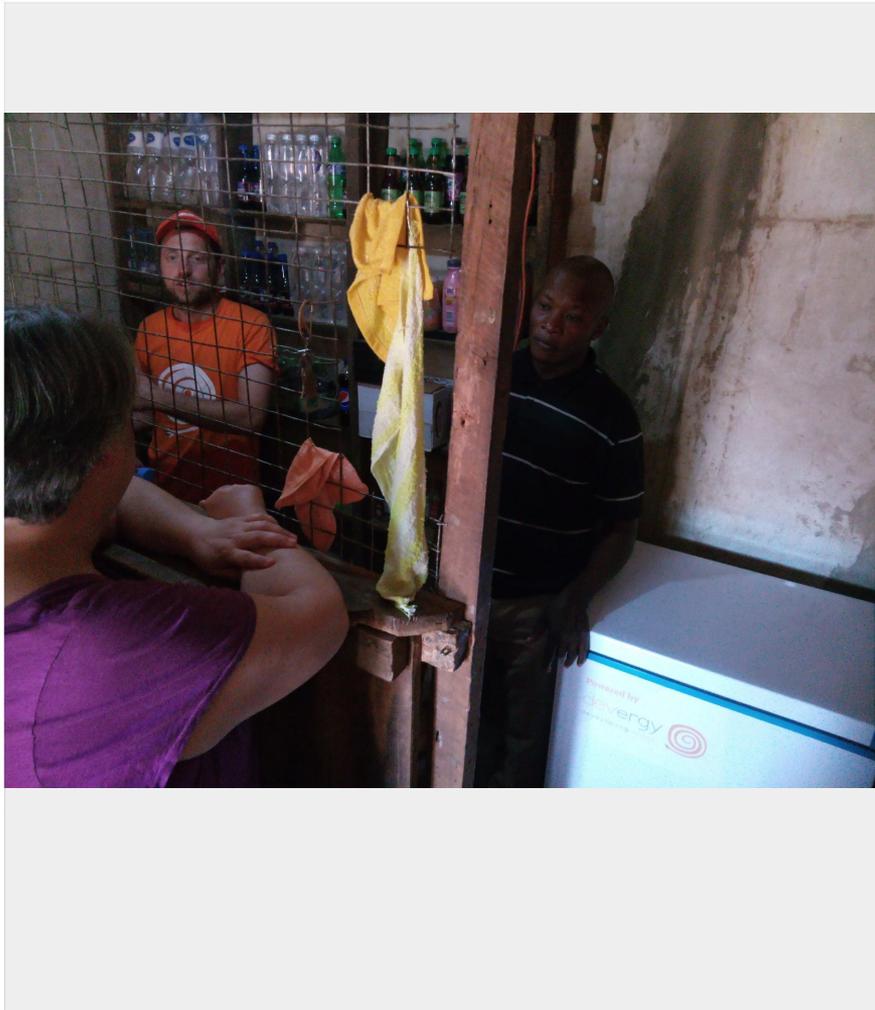
Design Business Models

Train entrepreneurs,
Support review of business performance

Tier 3 Examples:

- Freezing Meat/Fish
- Carpenter Tools
- Egg Hatching Incubators
- Water Pumping/Irrigation
- Grain Milling





How

Tier 3 Productive Use

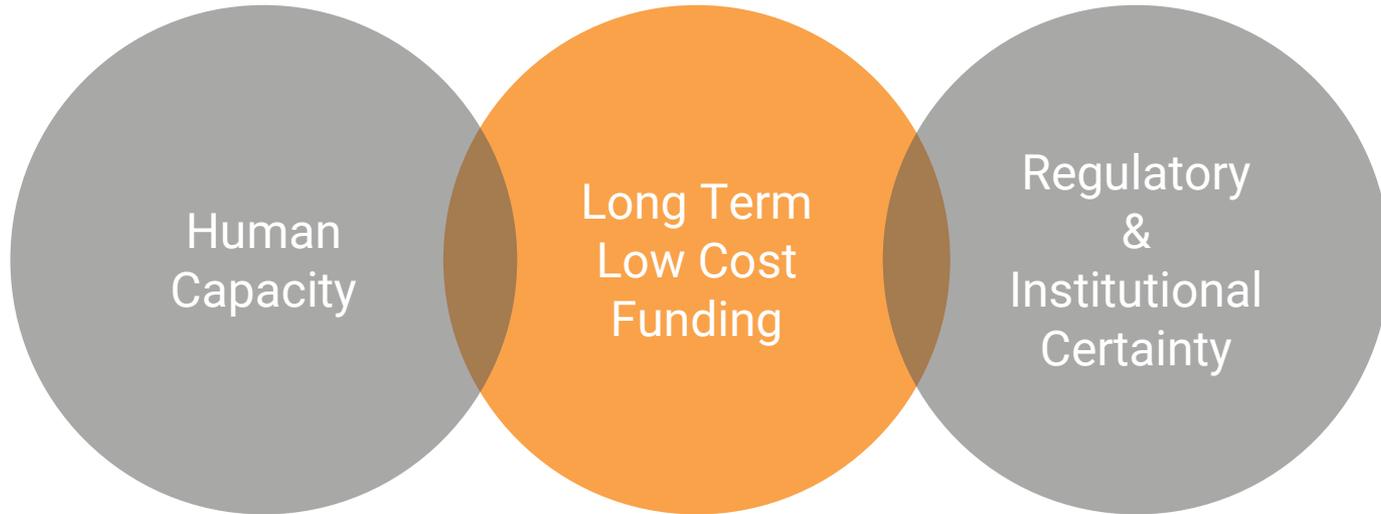
Very positive results:

About **\$100 additional gross profit**
generated for entrepreneurs by Fridge/Freezer



CHALLENGES







FUTURE

100,000

Connections by 2022

2,300

kWp installed

21,400

CO2 tons reduction

Thanks!



info@devergy.com