



Fabio De Pascale
Chief Energising Officer

fabio@devergy.com

devergy



Freedom of Choice

(and Energy Services)

- Rural Households and small businesses
- Enable **choice**
- For profit approach
- Solar power glued together with proprietary technology

deverdy



What we offer

- 24/7 energy access
- Complete package:
energy and appliances
- Lighting, phone charging
- Fans, Stereos, TVs, sewing machines,
refrigerators, etc



Innovative Process

1. Deploy **very little** power per customer
2. Enable customers to use more energy than deployed
3. Measure demand
4. Adapt supply to meet demand



Innovative Process

1. Low initial investment
2. Shared resources
average vs available energy capacity
3. Remote monitoring and control
4. Highly modular design
extra capacity quick and easy to install



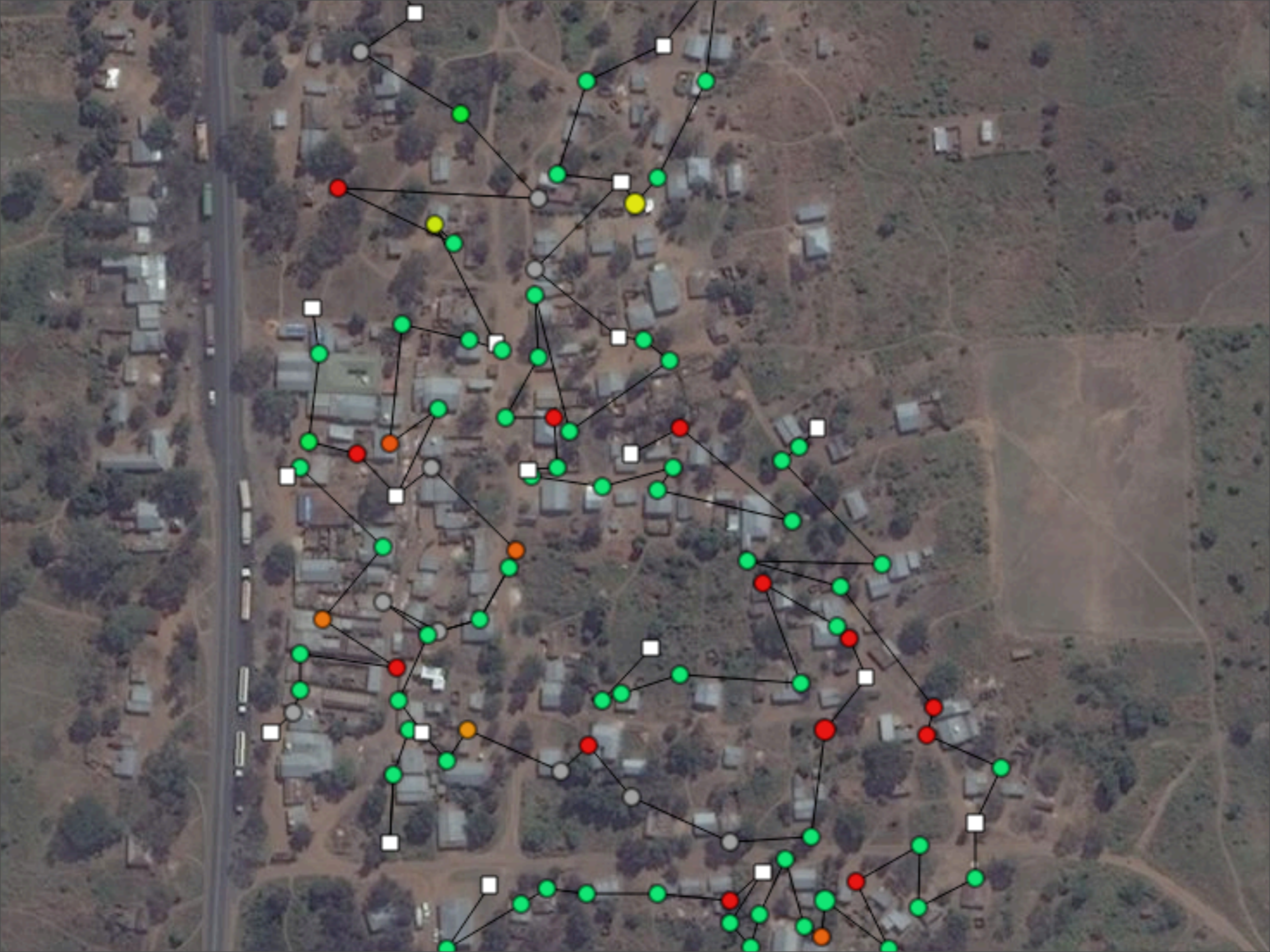


deverday



deverday





Integrated System

- Mobile money revenues
- Mobile networks for remote operations
- Mobile-like promotions
- Energy is useless without appliances



Customer's perspective

- Low connection fee
- Prepaid credit or energy bundles
- Bundles may include appliances
- Start with lights - grow into more...





day every day



Status

- 1000 customers
- 8 villages
- 2 countries in East and West Africa
- 2 years operations in the field



Challenges

- Skilled personnel - keep it simple!
- Reliable commercial ecosystems





Fabio De Pascale
Chief Energising Officer

fabio@devergy.com

devergy



de**ve**rgy

developing **e**nergy



de**ve**rgy

