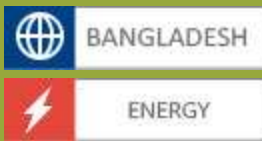




## SNAPSHOT



- **Company:** ME SOLshare
- **Successfully raised**  
US\$200,000
- **Founded:** 2014
- **Description:** Solar energy sharing alleviating energy poverty.

## PROJECTED IMPACT

By 2019



**550,000** people can borrow electricity at an affordable cost

**2.2 million** people create additional income



**2.75 million** people can live with less indoor smoke

**10,000 tons** reduction in CO<sub>2</sub> emissions in 2019 alone



# Peer-to-Peer solar power sharing alleviating energy poverty in Bangladesh



## The Challenge

Bangladesh has 3 million solar home systems (SHS) – but households with SHSs have underutilized capacity. On the other hand, 12 million households have no access to electricity with the SHS scheme being unaffordable for the poorest rural families.

## The Solution

ME SOLshare (SOLshare) was set-up with the innovative vision that energy sharing between individual standalone solar home systems can mitigate the limitations of decentralized rural electrification and contribute to a significant alleviation of energy poverty in Bangladesh.

Through SOLshare's solar charge controllers, SHS households will be able to share their energy with their neighbours. This innovative technology will provide 12 million households with the opportunity to purchase energy from SHS households at an affordable price. SHS households themselves will also benefit from the generation of extra income and improved efficiency. The SOLshare controller will ultimately create value to the end-users as it reduces their cost of purchased electricity by almost 40%, increasing competitiveness for very small businesses and decreasing vulnerability for households.

## Organization Needs

SOLshare sought investment for research and development to develop its technology. They also required funds to trial this technology through a pilot.

## IIX Activity

IIX was first introduced to SOLshare in October 2013 through the Climate Technology Initiative Private Financing Advisory Network (CTI PFAN) where IIX mentored SOLshare at CTI PFAN's Asian Forum for Clean Energy Financing 4.

SOLshare presented its project to investors at the forum and emerged as one of the semi-finalists. In August 2014, with the help of IIX, SOLshare received a €50,000 grant from Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) Bangladesh matched with €50,000 in-kind support from SOLshare's partner Solar Energy Research Institute of Singapore (SERIS) to be used for research and development as well as pilot set up. SOLshare is currently in negotiation stage with another funder for a US\$100,000 grant to further expand the pilot.

### The Entrepreneur: Sebastian Groh

"IIX really assisted us to sharpen our case, get a clearer picture on the financing needs of our operations and are always approachable when seeking for advice."

- Sebastian Groh, CEO



Sebastian has extensive knowledge in rural electrification with over five years of experience in linking microfinance and decentralized energy services. In 2013, he participated in the Stanford Ignite Program—Powering Innovation and Entrepreneurship, where his idea behind SOLshare was selected and developed into a business model. After receiving very positive feedback from a panel of judges at the end of the program, Sebastian pursued SOLshare and flew to Bangladesh to apply for CTI PFAN.

## Milestones

With the grant funding it has secured, SOLshare will soon begin field implementation. Beyond the first four pilot sites, SOLshare is also in the process of setting up an effective service infrastructure that will enable them to scale once the pilot shows results.

SOLshare was recognized internationally and awarded as a finalist in the 2014 Best Climate Practices Contest on Energy Poverty Alleviation by the International Center for Climate Governance.

