

Husk Power Systems

Powering Possibilities



Vision

To be world's largest off-grid energy company, providing 24/7, renewable and affordable power to drive inclusive and sustainable growth in emerging markets.

Our Track Record

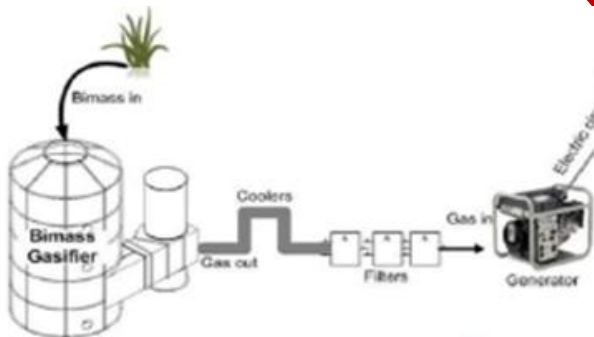
A leader in providing renewable power using de-centralized mini grids

- ✧ First company to launch 24/7 powered mini-grids with 100% renewable sources of energy (Solar PV + Biomass)
- ✧ World's Lowest CapEx – \$300/customer or \$2.35 per W
- ✧ Grid compatible with 20 years asset lifetime
- ✧ Most experienced with seven years of operating history
- ✧ Strong alliance with policy makers in India and Tanzania
- ✧ Global footprint with over 70+ plants in India and 6 plants in Tanzania serving over 15,000 customers

Value Proposition

Hybrid System - 24/7 with 100% Renewable AC Power

Hybrid sites serves ~325 customers with average uptime of 23.8 hours daily



Biomass Power Plant



Solar PV Power Plant

- ✧ Low CapEx Solar PV for day time
- ✧ Low CapEx Biomass for night time
- ✧ Synchronized
- ✧ 99% uptime
- ✧ Grid compatible - 3 Phase AC power
- ✧ Powering small scale factories
 - Agro processing mills
 - Welding machine shops
 - Telecom towers

AC Mini Grid (wires extend ~4 km in radius)

Robust Mini-Grid with Smart Pre-Paid Meter

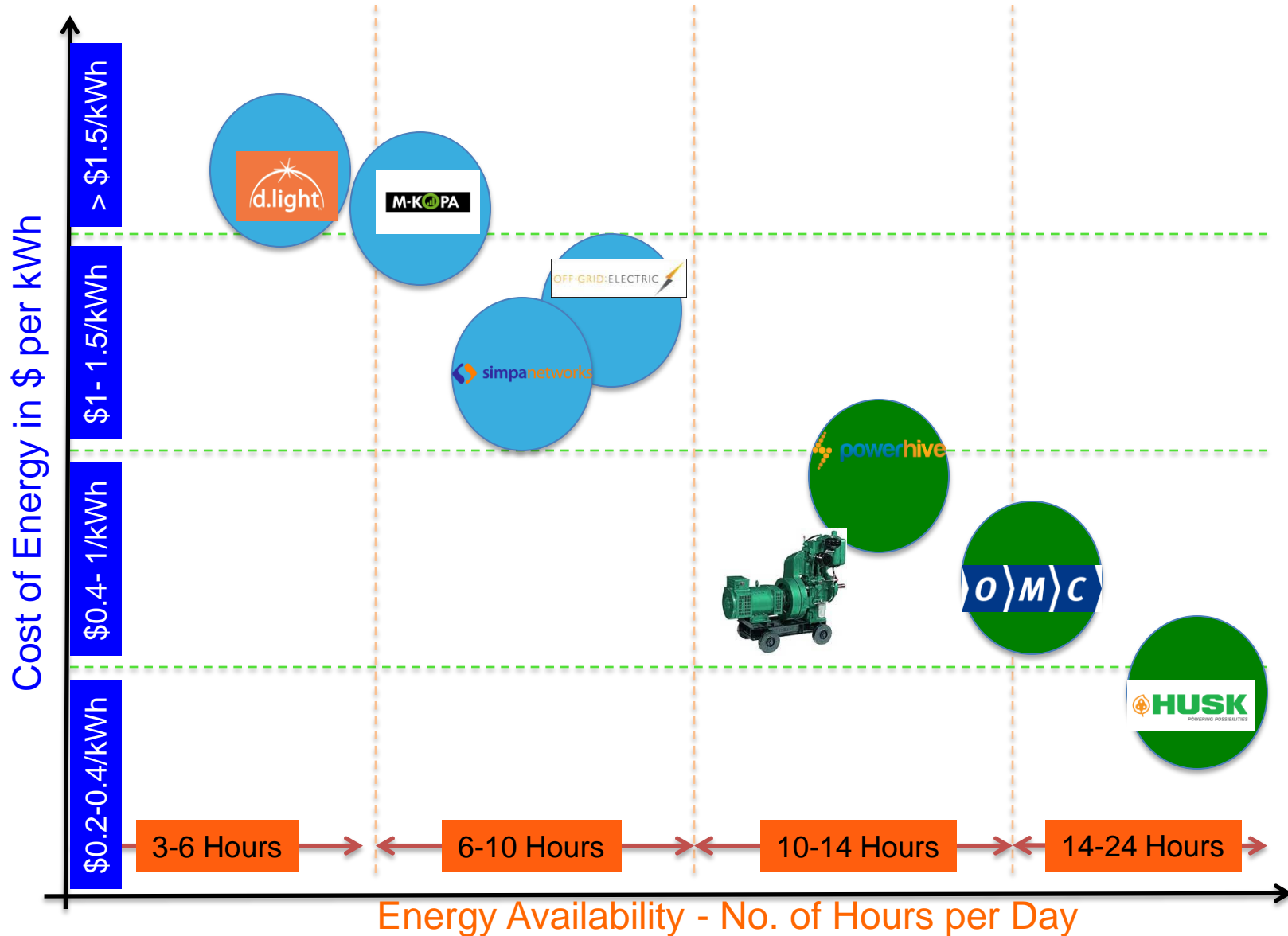
Have recorded theft rate of ZERO and 95%+ re-charge rate



- ❖ **Tariff setting for day and night time**
- ❖ **Non-Standard high V prevent theft**
- ❖ **National Grid std followed for LV lines**
- ❖ **Access to individual's energy uses**
- ❖ **Remote management of meters**



Competitive Landscape – Hours Available and Cost per kWh

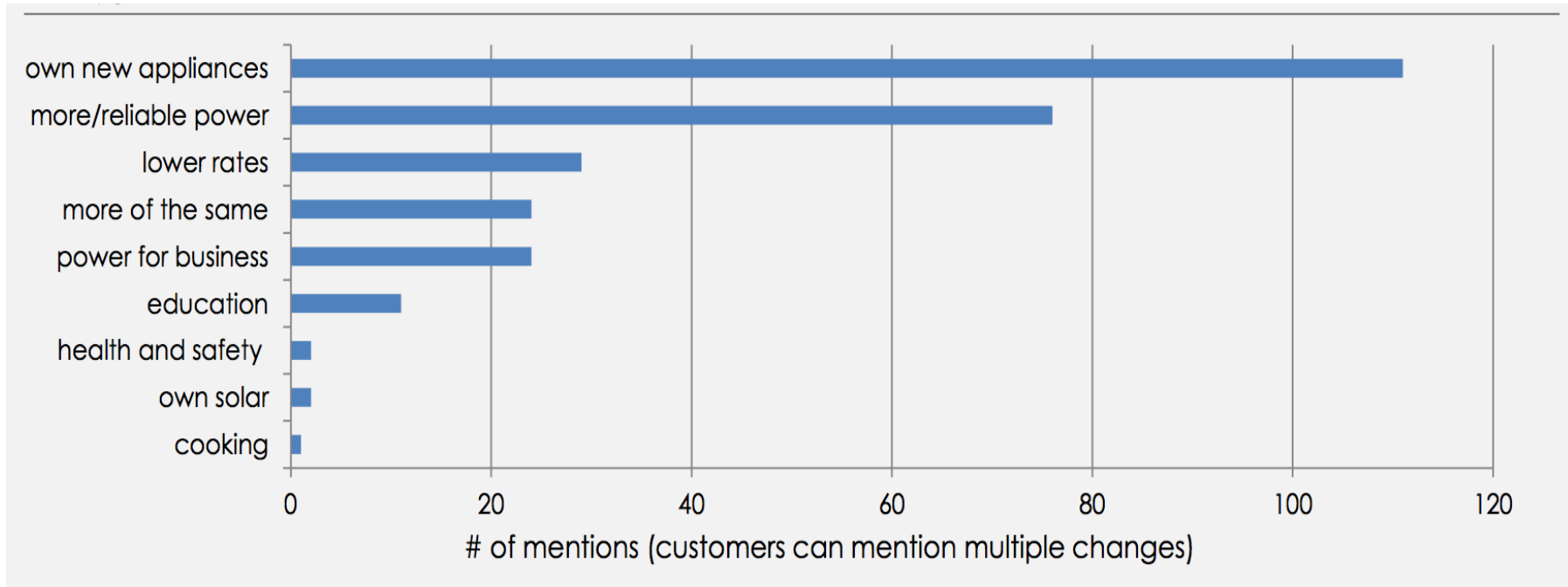


● Color indicates DC Power

● Color indicates AC Power

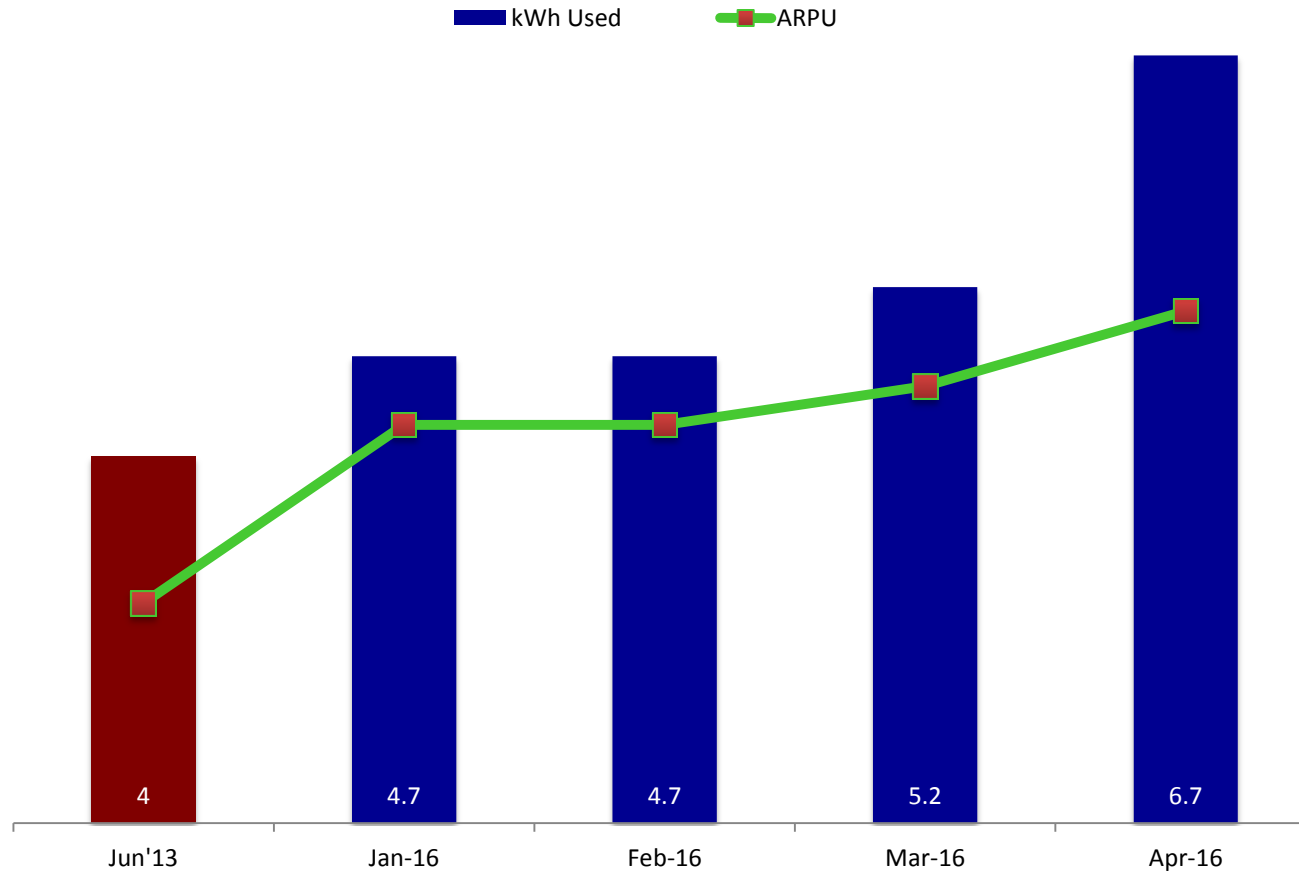
Customers Voice

What do Customers Aspire to have in 12 months?



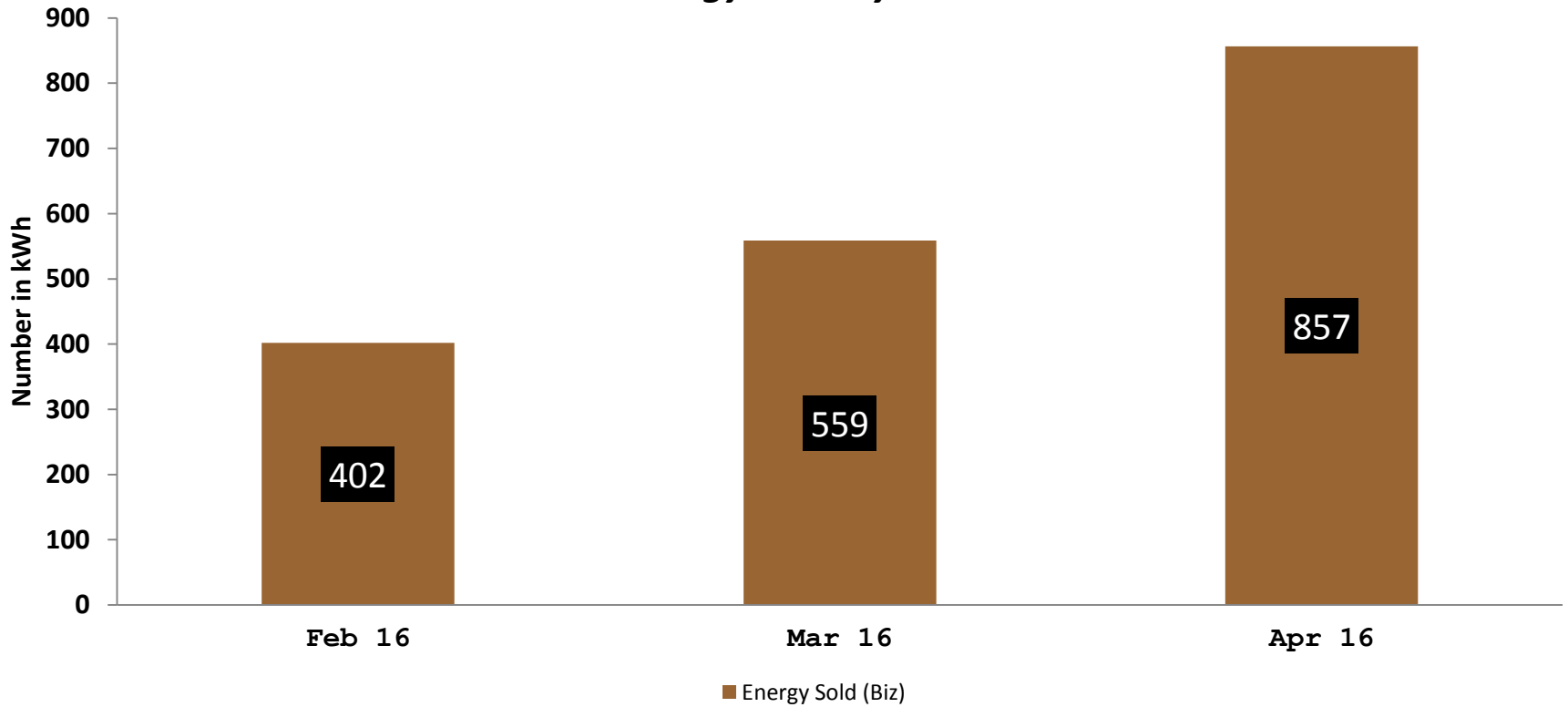
- ❖ Customers want to own TVs, Fans and Refrigerators
- ❖ Business customers want to operate machinery
- ❖ There is a huge demand for 24/7 power

Customer Demand and Husk Revenue Trends



Businesses Double Energy Consumption - India

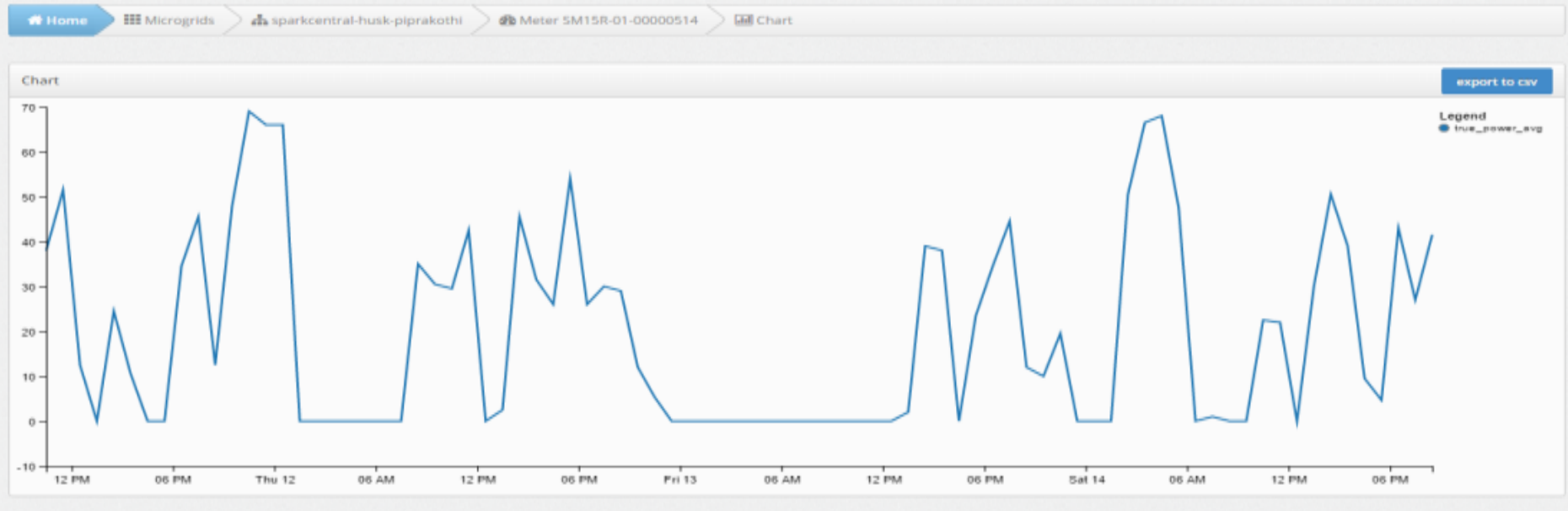
Total Energy Uses by Businesses



- ❖ Business customers add machinery to become more productive
- ❖ Three phase AC power results in exponential energy use increase

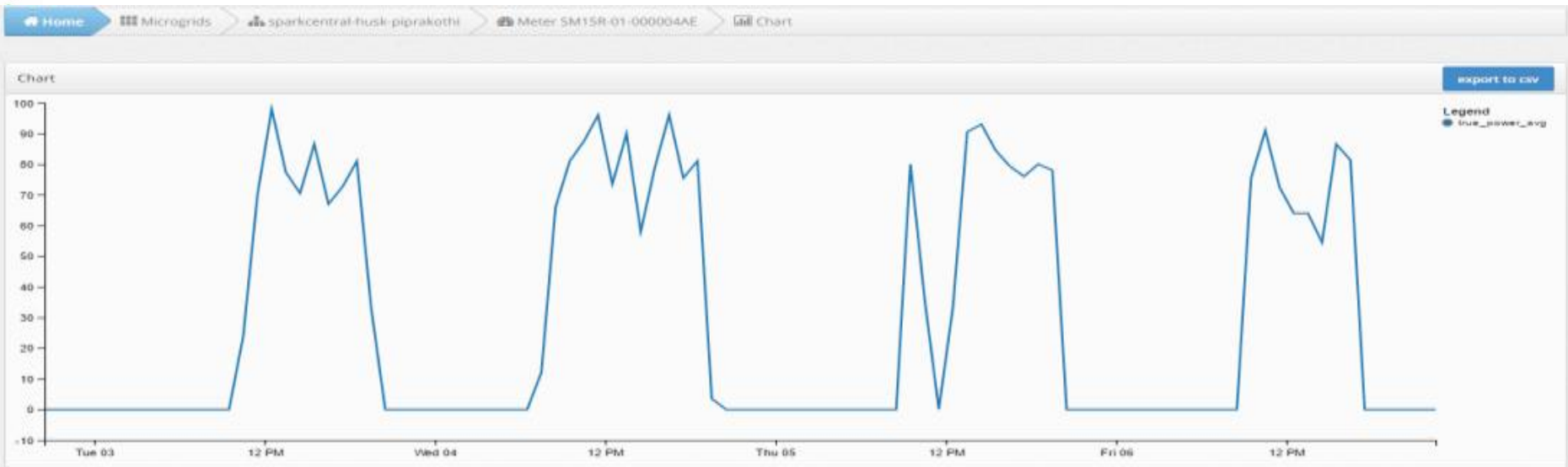
Residential customer uses of power 24/7

Jaynarain Mishra – Uses a TV, a fan and three lights



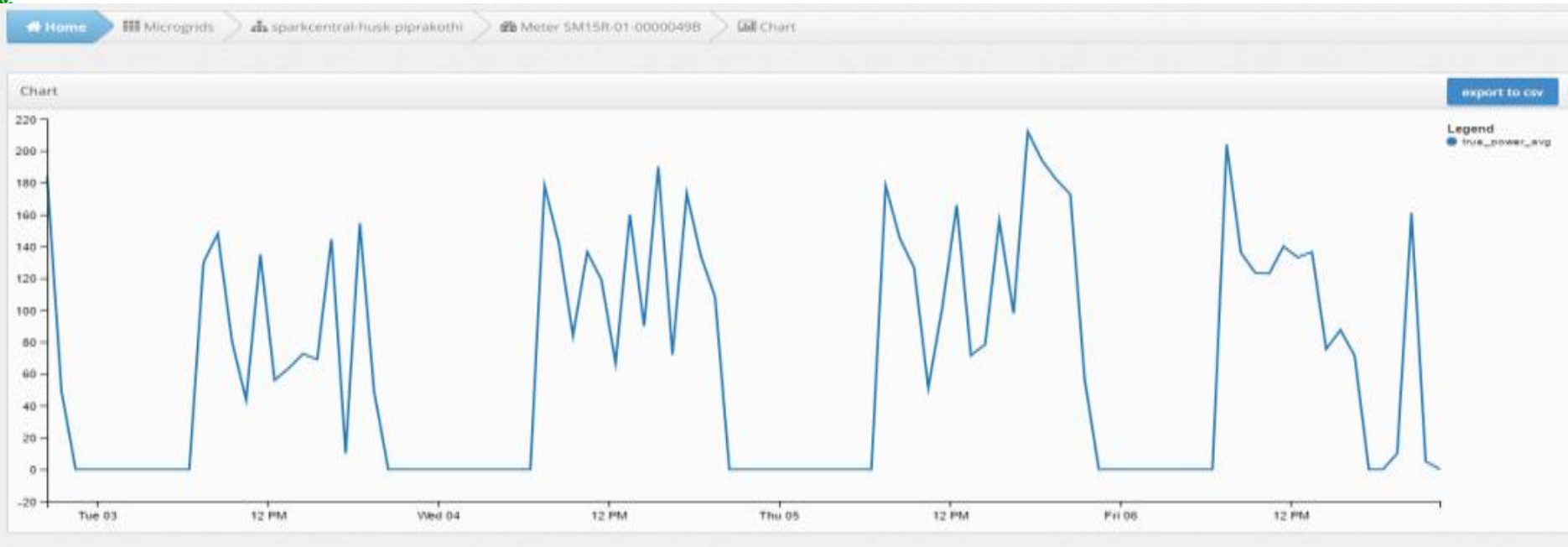
Business customer uses of power for 8 hours daytime

State Bank of India Customer Support – Uses a laptop, a fan and two lights



Business customer uses of power for 12+ hours

Tribhuvan Sahni (Restaurant owner) – 1 Refrigerator + 1 Ceiling Fan + 3 Lights



What are Customers Saying about HPS Offering?

“We can use the fan and refrigerator in summer. We were facing problem earlier without electricity and we had to close the shop early. Now we work till 12:00 AM in late night.”

“Earlier we had governmental electricity but they were not providing electricity properly in summer season. Everything is good from the time we have taken solar energy. We can use fan also.”

Scale Up and Challenges

Husk Goals

HPS Goals

Scale

600 sites
30MW
225,000 customers
2 million people impacted

Delivered cost per kWh

< \$0.25

Integrated Utility

Systems integration
Software platform with data analytics

Clean energy

100% renewable
300,000 tons of CO2 reduced per year

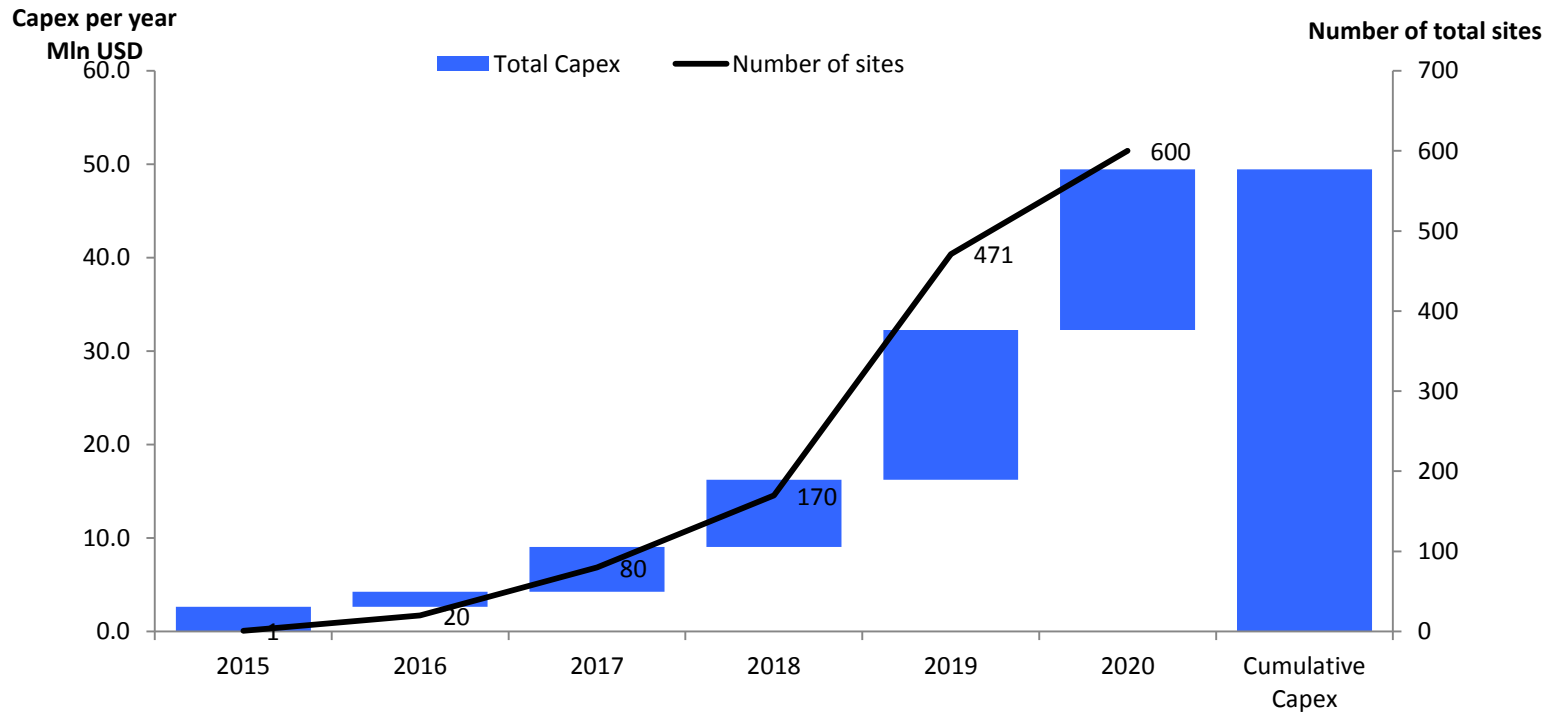
Geography

India, Tanzania, and possibly Kenya

Reach

Productive – 24/7 grid compatible

Capital Expenditure to Reach 600 Hybrid Sites



Scale-Up Plan

- ❖ **Key Recruitment:** Recruit a Global CFO and CMO to further strengthen senior management team
- ❖ **Govt Concession in India:** Finalize a list of 300 sites in UP to secure rights under newly launched mini-grid policy
- ❖ **Govt Concession in Tanzania:** Finalize the list of 300 sites and sign MoU with REA and Ministry of Energy
- ❖ **1st Phase Growth:** Raise \$25M in equity and \$25M in debt to reach ~ US \$20m annual revenue by 2021

Top Challenges

1. Government Policy

- Grid extension uncertainty and exit policy
- Concessions
- Tariff setting



2. Infrastructure financing

- 15+ years cash flow similar to Solar City
- Term financing to match the cash flow
- Financial innovation required to bridge the gap



3. Partnership for scalable platform

- Automated modular technology for 24/7 power
- Safety as the core part of strategy
- Bringing highly efficient low cost appliances



Key Partnerships – Strategic, Govt and FS

Partnerships across the spectrum enabled HPS to build a scalable platform



Venture Philanthropy

Summary

- ❖ Expand 24/7 hybrid system by deploying 30MW in India and Tanzania and serve 225,000 customers
- ❖ Raise \$25m in equity and \$25m in long term debt
- ❖ Engage strategic investors/partners across the spectrum
- ❖ Work on securing govt approval and exclusivity for sites
- ❖ Project financing is limited but getting traction

THANK YOU

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