

Smart, Distributed Solar

www.bboxx.co.uk • 16 June, 2014

BBOXX
the solar revolution

Meet BBOXX

BBOXX's Mission: To be the biggest provider of solar energy in the developing world by ensuring **physical access** to a **range of solar products**, **financing** for affordability, and **customer service** for zero downtime



BBOXX WORLDWIDE





The On-Grid Experience, Off-Grid



BB38 Solar System w/ BBOXX 22” DC TV

The BBOXX Value Proposition:

- Give the customer what they want (not just light, but also TV, radio, fridge, etc)…
- … in a place they can easily access…
- … in the way they want to pay for it…
- … and with service you would expect in a developed country

The Journey So Far

Problem

- ✗ Distributors satisfied with high margins, low volumes
- ✗ Solar shops typically far from rural customers
- ✗ Customers not willing to pay large upfront costs for solar, & MFIs fail
- ✗ Customers don't actively seek out service for break-down or end of life

BBOXX's Solution

- ✓ Company-owned and/or managed shops in rural areas
- ✓ BBOXX Capital: financing for end users
- ✓ Remote-monitoring: integrated machine-to-machine technology to monitor battery usage & switch off systems remotely

Taking it to the people

Company-owned and/or managed shops in rural areas





Taking it to the people

Company-owned and/or managed shops in rural areas



- Increased brand awareness
- Improved access to products
- Easy and convenient to pay
- Faster, more convenient service

Rural distribution gives BBOXX the ability to distribute products & services beyond just solar home systems

Control & Intelligence (Q3)

Remote-monitoring: integrated machine-to-machine technology to monitor battery usage & switch off systems remotely





MTN Mobile Money

M-PESA

airtel money

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- Switch off system if client does not pay (integrated with mobile money)

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- Switch off system if client does not pay (integrated with mobile money)
- Remotely optimize charge controller based on individual usage patterns
- Optimize system design at factory
- Replace batteries before they reach end of life

Remaining Challenges

- ✗ High Data Costs
- ✗ Low mobile money adoption outside of Kenya
- ✗ Working capital intensive

The Road To Smart solar

Rural Distribution



+

Machine-to-Machine Technology



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SMART SOLAR

Join the solar revolution

BBOXX