



SOLAR MINI-GRID ECONOMICS

The volume risk

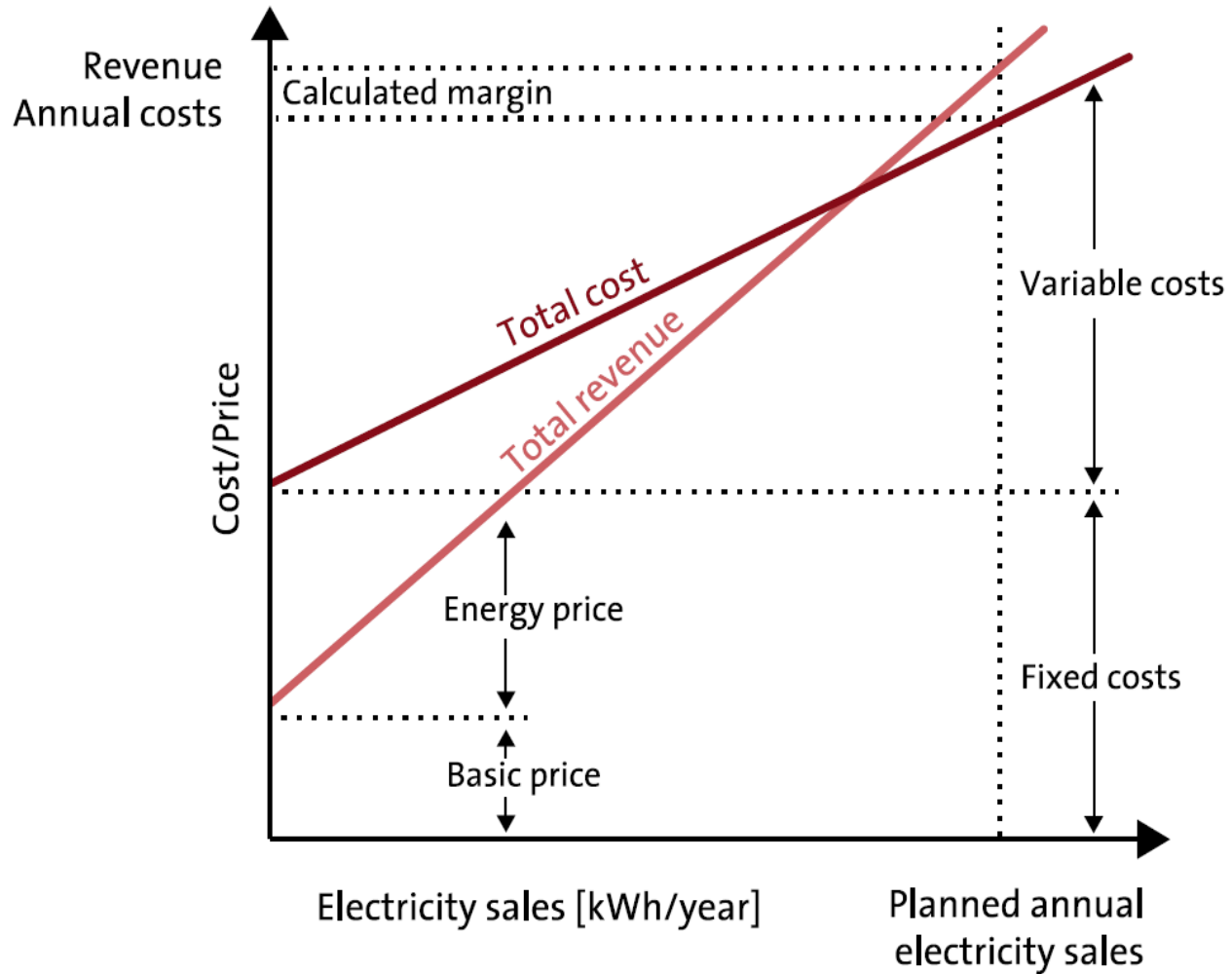
Nico Peterschmidt

Co-founder and Managing Director

INENSUS

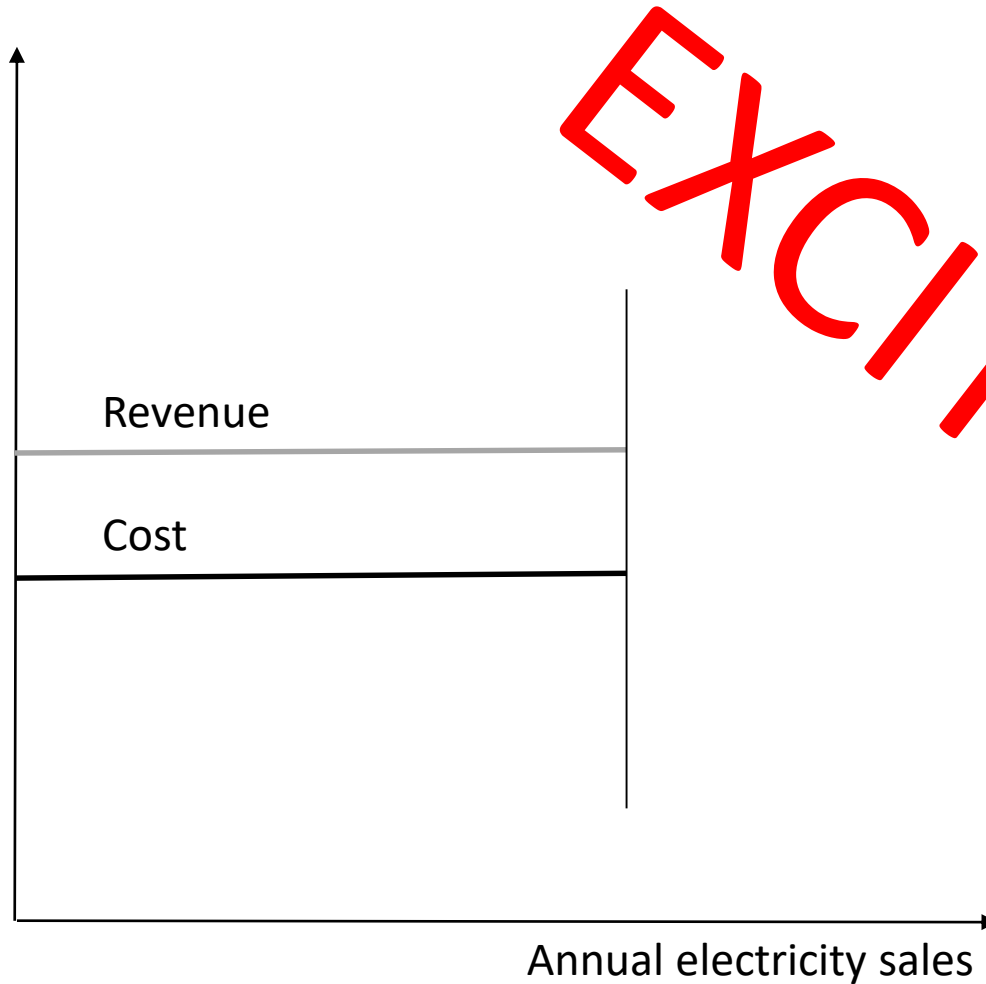


Cost and revenue





PAYG Solar Home Systems





Power Tools

Large Mills and Processing

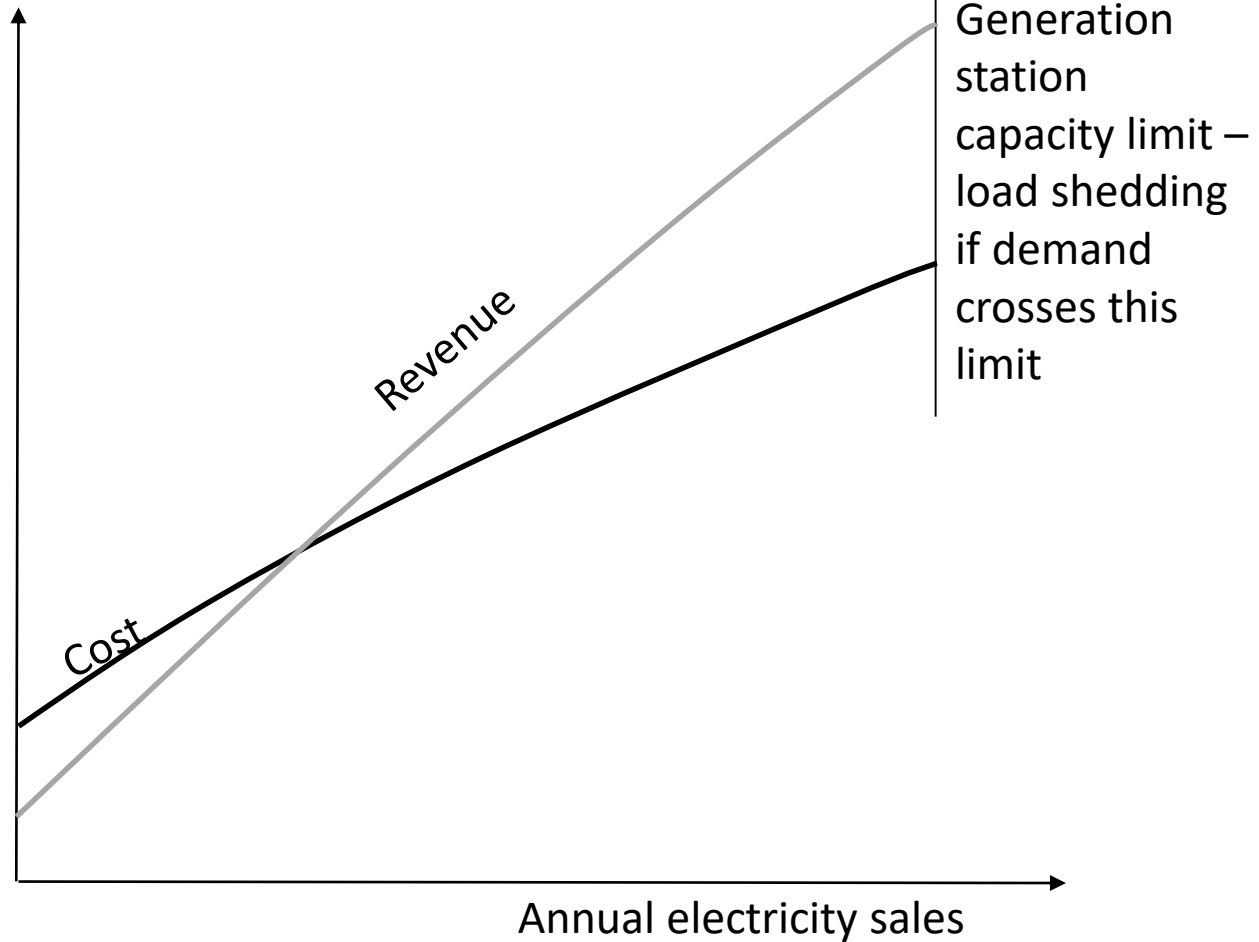
Heavy Irrigation Pumps

Powerful Welding Machines

Telecom Towers



Diesel based mini-grid





Solar Battery - only





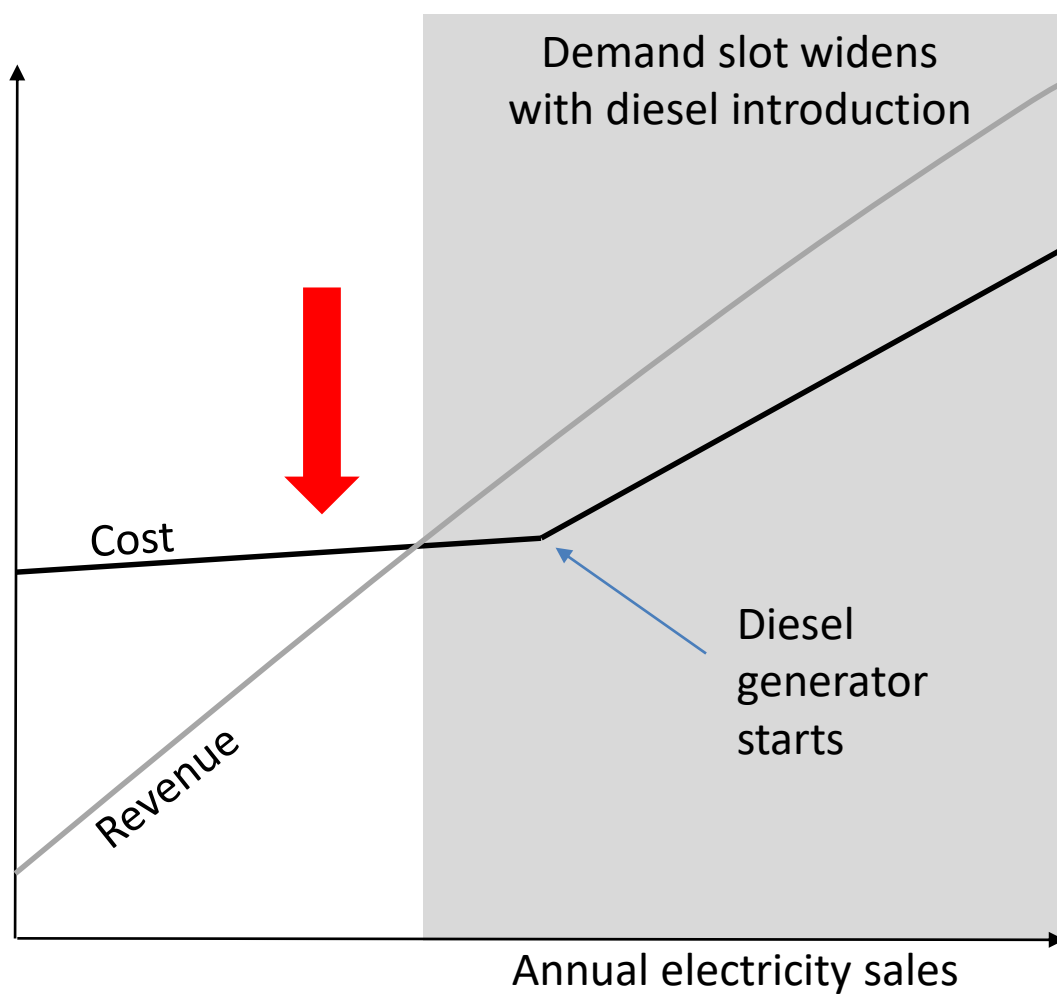
Solar Battery - only



mers

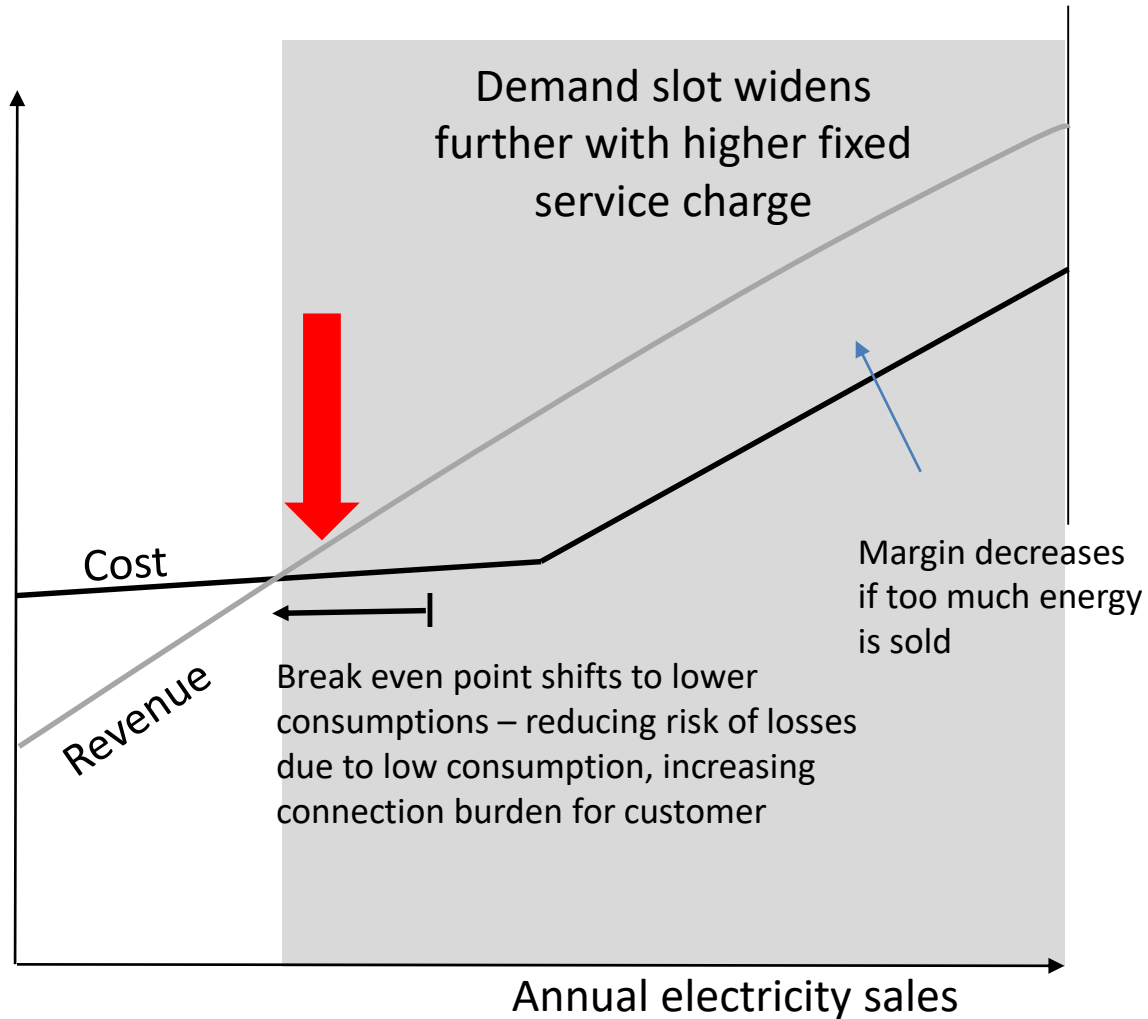


Solar battery diesel



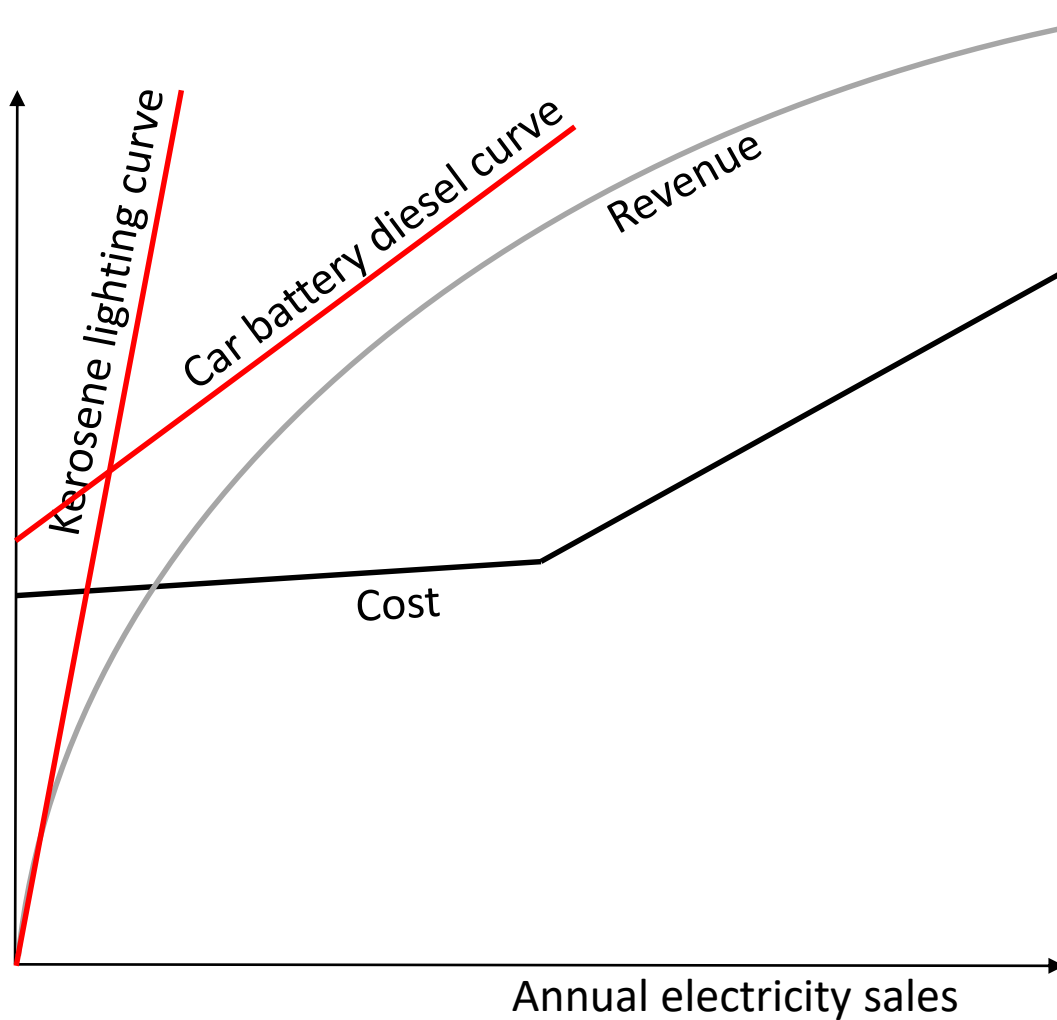


Higher fixed charge





Mini-grid PAYG Tariff

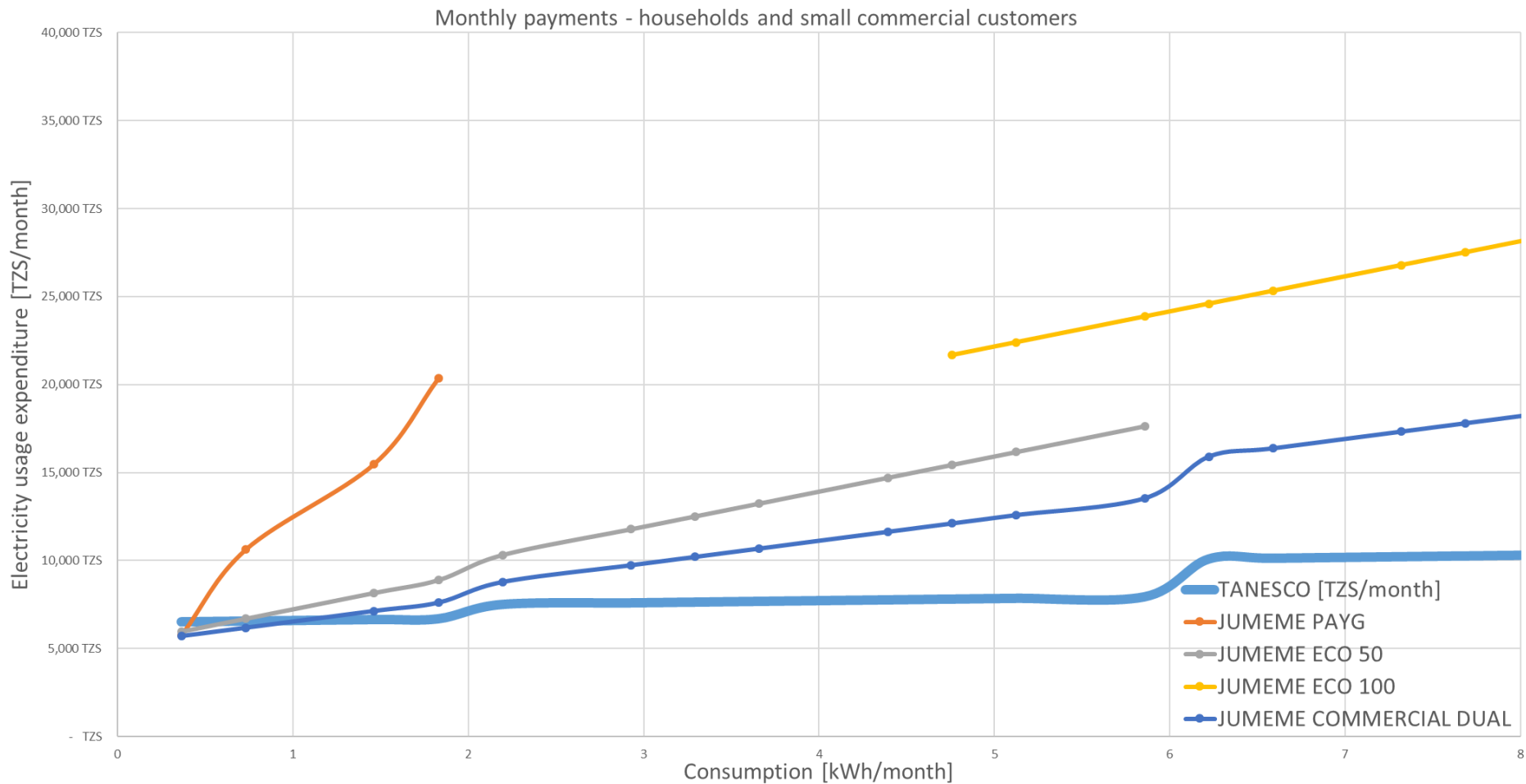




Oh no, that is too
expensive!



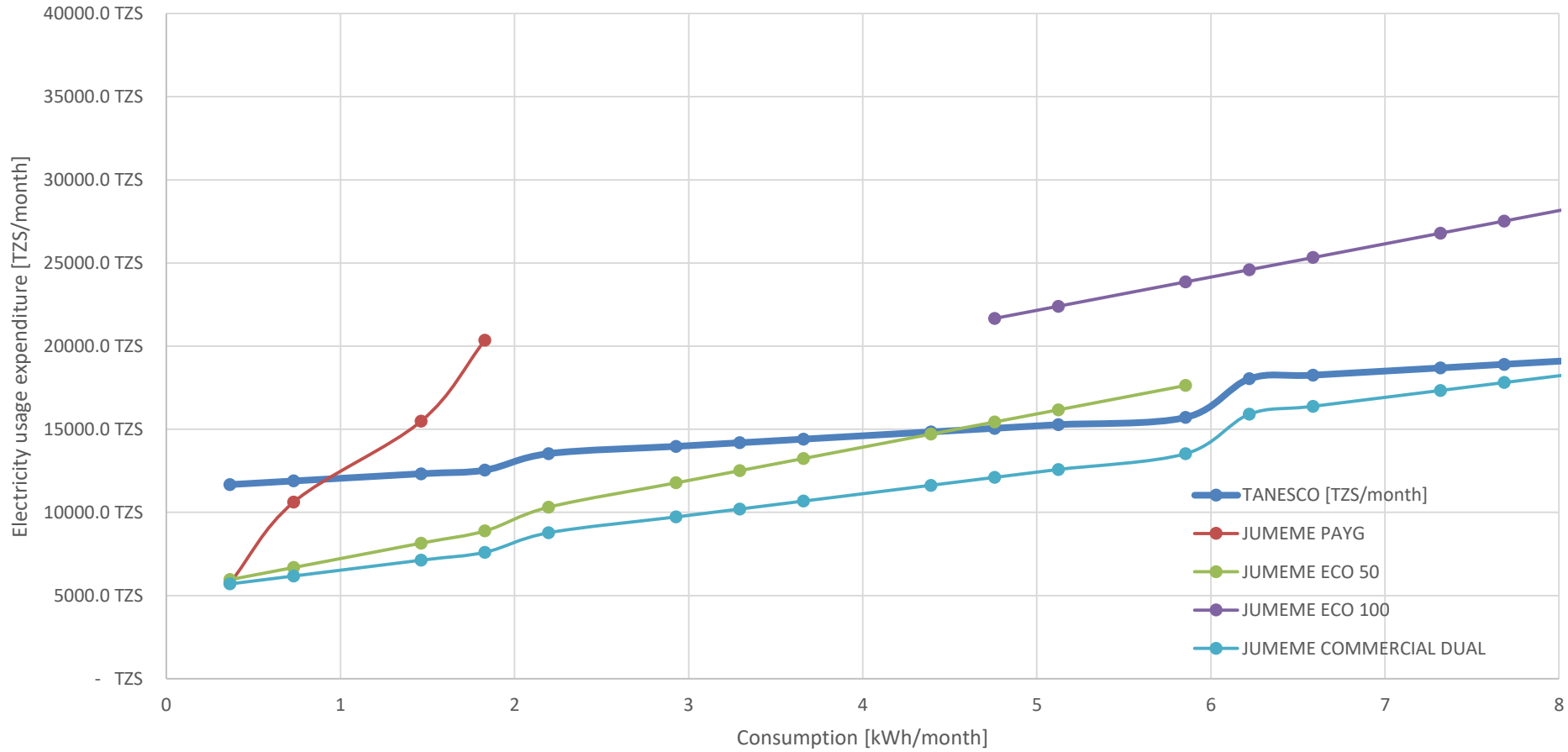
JUMEME vs. TANESCO tariffs





With 20% TANESCO electricity outage

Monthly payments - households and small commercial customers





Free support to African mini-grid
developers

<http://greenminigrid.se4all-africa.org/>



THANK YOU FOR YOUR ATTENTION!

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