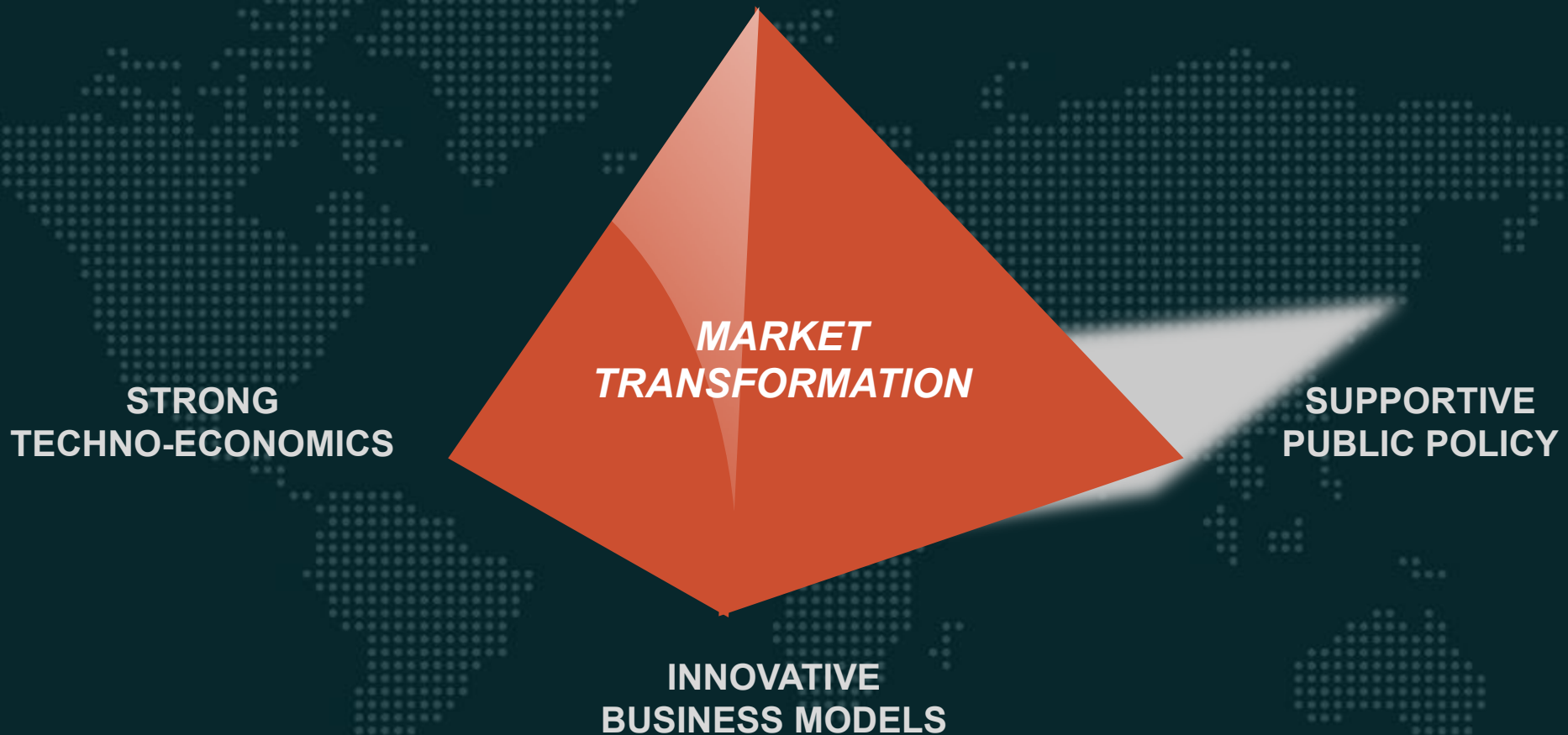




At ODYSSEY, we are working to bring electricity to the billion people around the world who do not have it.

Cathy Zoi
IEA/Mission Innovation: Off-grid Access to Electricity
12 July 2017

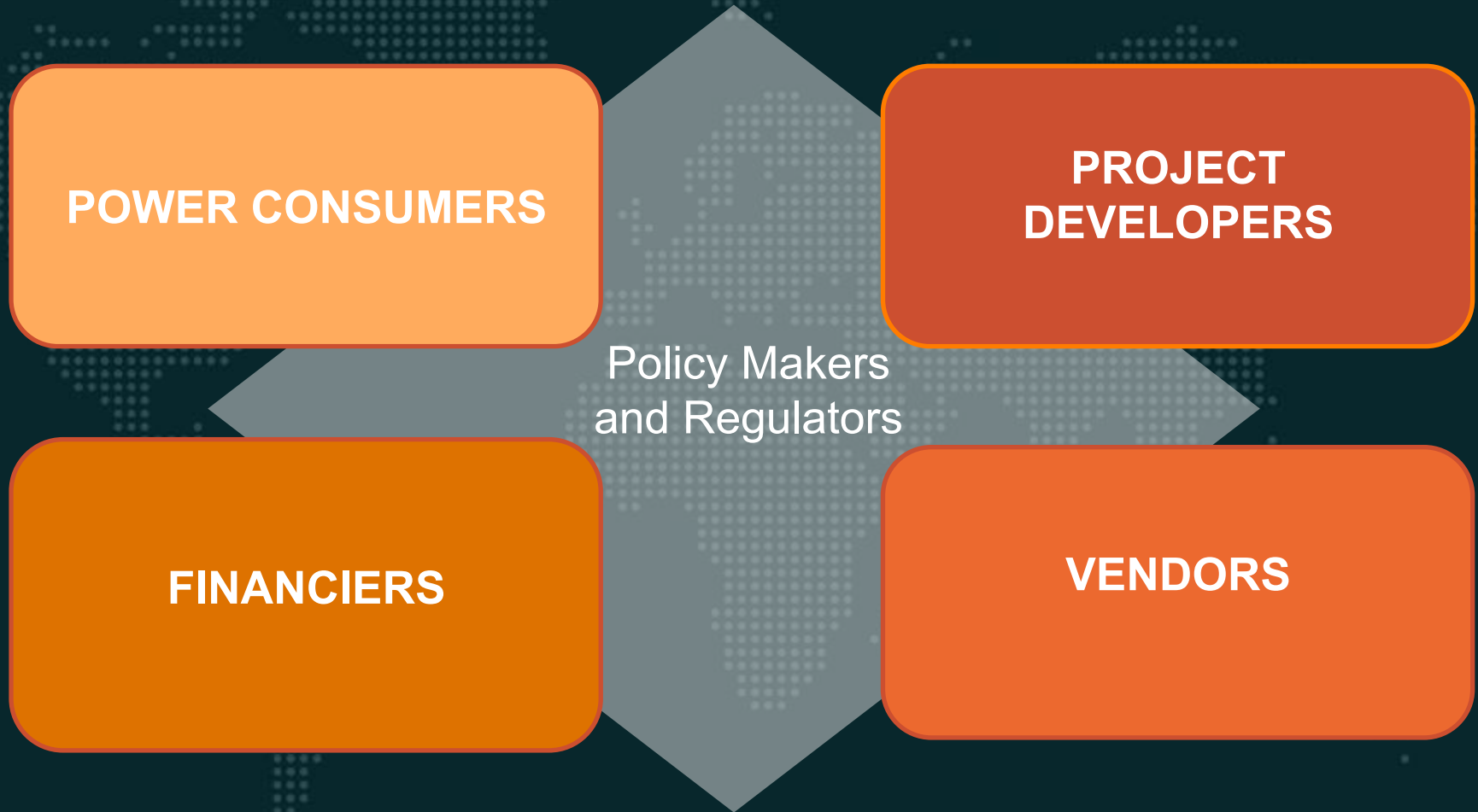
Need to mobilize \$750B → *Market Transformation**



**A change of state in a sector that is significant, widespread, and very sticky*

¹ IEA

ODYSSEY: a platform to improve the efficiency of the rural electrification ecosystem so that all players can benefit.



The software platform enables opportunity evaluation, system design, project planning, financial forecasting, product procurement, project finance, and data analytics to happen all in one place.

The ODYSSEY Platform: 10 Products





Kiroka Grid

- Site Specs
- Load
- Generation Design
- Distribution Design
- Revenues
- Costs
- Financial
- Documents
- Summary

Morogoro, Tanzania -6.831436, 37.788205

Executive Summary:

Kiroka is a 800 household village in the Morogoro region of Tanzania. Kiroka is a vibrant rice-farming village with several shops and a video hall in the center of town. The Kiroka grid will service households, commercial and productive loads (and will finance the purchase of appliances and equipment to customers), as well as an cell phone tower 1 km from the village (under a PPA). The grid is expected to impact ~1000 people.



Load

1.05 kwh Average Weekday	165 Customers	0 kW Peak Load (kW)
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Productive Loads

Village Microgrids offers financing for customers for appliances and equipment, including TVs, fans, refrigerators, radios, grain mills, compressors, etc. Customers can purchase this equipment at the mini-grid kiosk and pay in monthly installations via mobile money.

Anchor Loads

Village Microgrids has a PPA with a Mitticom cell phone tower located 1 km from the village. The tower represents 60% of the plant's load with 24/7 load (roughly 2 kW).

Generation Design

View Details

	Solar PV	30 kW
	Controller	LF
	Generator	30 kW
	Storage	135 kW / Lithium Ion

Financials

Costs

\$100,000 Total CAPEX	\$100,000 Total OPEX	40% Generation System 50% Distribution & Customer Connection 10% General / Other
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Annual Revenue

\$7,000 Annual Steady State Revenues	25% Residential 25% Commerical 25% Productive 25% Anchor
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Sneak Peak: Finance Marketplace (1)



Finance Marketplace

My Deals

John Dawson ▾

Deals



NW Kenya Portfolio



\$0 \$1.5M

Equity Debt Grant

Additional Needed: ✓ Start up capital Appliance financing



Northern Tanzania



\$0 \$1.5M

Equity Debt Grant

Additional Needed: ✓ Start up capital Appliance financing



Southern Kenya



\$0 \$1.5M

Equity Debt Grant



