

# Development Off-Grid through Simplified and Affordable Solutions

**POWER 4 ALL**™

ANGELO VALENTON  
Founder and CEO





# Clean Power

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# Clean Water



User-driven  
Stand-alone  
Plug-and-Play

**POWER 4 ALL**™

**ODIS**  
FILTERING LTD.



**POWER 4 ALL™**





**POWER 4 ALL™**



THE WORLD BANK

(CLEANER



Unilever  
BRIGHTER



POWER 4 ALL™





**POWER 4 ALL™**



**DepED**  
DEPARTMENT OF EDUCATION



**Jollibee**

**Sun**  
Life Financial

**SAWAD KALINGA**

**d.light**<sup>TM</sup>  
A Brighter Future

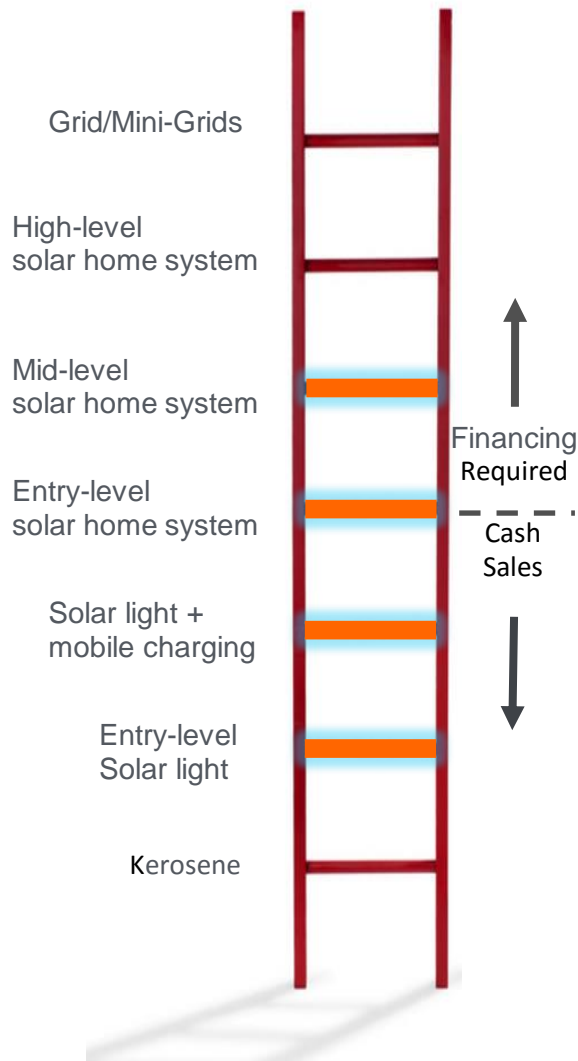


**POWER 4 ALL**.org



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# The Energy Access Ladder

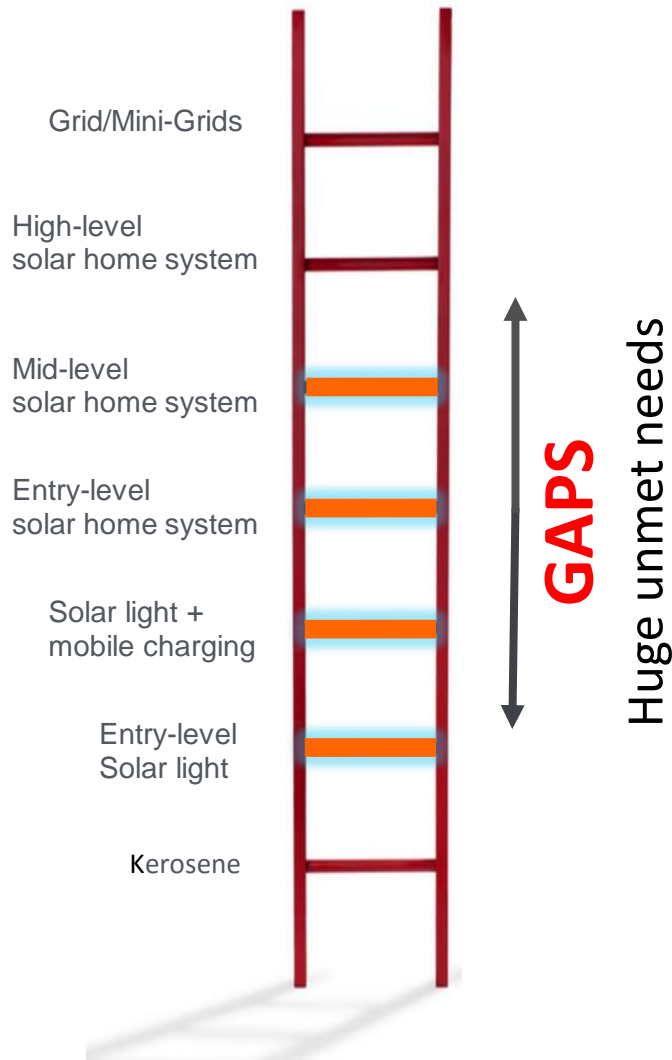


## Upselling Customers:

- Rural off-grid customers are very **loyal** to **quality brands**
- Solar lantern customers **save money** on kerosene and mobile charging expenditures (up to P800/mo)
- Customers seek to **upgrade** to **higher-value products** once they have experienced the transformative impact of solar
- This concept is referred to as **climbing the energy ladder**



# The Energy Access Ladder



## CHALLENGES

### END USERS

- Can not afford to purchase larger capacity solar products

### POWER DISTRIBUTORS

- Not feasible to set up mini-grids / power plants
- High start up costs
- Waiting period for set-up and start-up
- Complex
- Technical competence
- Service maintenance
- System down-times during operational problems



The logo for d.light features a stylized orange sunburst or starburst icon above the text "d.light" in a bold, lowercase, sans-serif font. Below "d.light" is the word "SOLAR" in a smaller, uppercase, sans-serif font. A small "TM" trademark symbol is to the right of "SOLAR".  
**d.light**  
SOLAR™

The logo for POWER 4 ALL features the words "POWER 4 ALL" in a bold, uppercase, sans-serif font. The number "4" is stylized with horizontal lines through it. The entire logo is enclosed in a yellow rectangular border with a small "TM" trademark symbol at the top right.  
**POWER 4 ALL**™








- Market leader in distributed solar
- Close to 20 Million products distributed
- More than 60 countries
- Quality certified (Lighting Global, CE, SGS)



# Industry-Leading Solar Product Line

## Retail Products



	<b>A2</b>	<b>S3</b>	<b>S30</b>	<b>S100</b>	<b>S500</b>	<b>D330</b>
<b>Brightness</b>	30lm	40lm	60lm	65lm	220lm	440lm
<b>Runtime</b>	4h	4h	4h	4h	4h	4h
<b>MRP ( USD )</b>	P350	P500	P700	P1,200	P2,000	P5000
<b>Mobile Charging</b>						

- Excellent quality track record at high scale production (500,000 units per month)
- Lighting Global Certification on all products and industry-leading 2 year warranty
- Robust Product Road Map with innovative new products and continuous improvements to existing products



# Industry-Leading Solar Product Line

## PayGo



**D30**

Brightness

440lm

Runtime

6h

MRP ( USD )

PayGo

Mobile Charging



**X850**

1,280lm

6h

PayGo



**SV19**

N/A

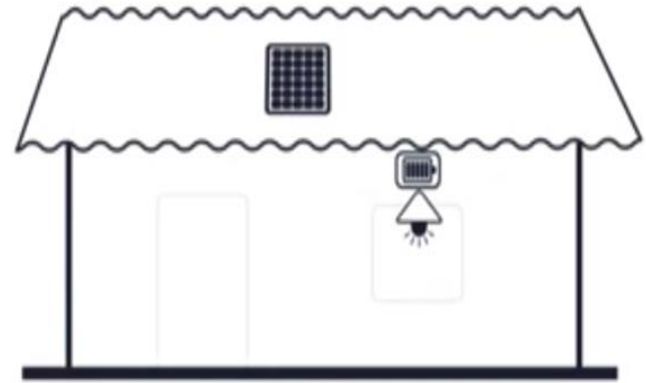
6h

Varies

- Market leader in PayGo solar with 800 units sold per day
- Robust Product Road Map with higher-power products that will power additional appliances
- d.light's TV won the Global LEAP award for best off-grid TV

# Why is Pay-Go Necessary?

- There is strong demand for solar home systems (SHS) that can power multiple lights, mobile charging, radio, fan, and TV.
- Many potential customers spend more on kerosene and mobile charging in a year than the total cost of a SHS, but do not have enough cash at one time to afford the upfront cost of a SHS.
- By allowing customers to pay in installments over a year or more, we are able to break this affordability barrier.





# How Does PayGo Work?

- ① Customer signs Contract and is registered



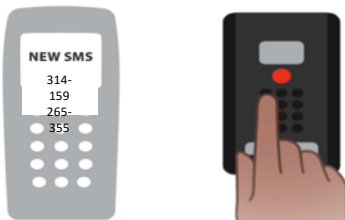
- ② Customer pays Down Payment and takes product home



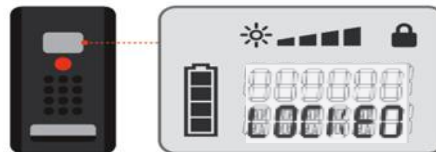
- ③ Customer makes installment payments via mobile money (daily, weekly, or monthly)



- ④ Customer receives unlock code via SMS and types it into keypad on the product



- ⑤ If customer misses a payment, their system will automatically lock and they cannot use the lighting or USB ports



- ⑥ When final payment is made, customer is sent permanent unlock code



# Benefits of a Distributor

- Simplicity
- Low start-up cost
- Immediate start-up
- Healthy margins, Clear path to profitability
- Business development support
- Quality products with 2 year warranty
- Upsell opportunities for existing customers
- Local job creation
- Improve lives in your community while simultaneously addressing climate change





## d.light D330 Solar Home System

### Specifications

Solar Panel	6.5W
Battery	3AH LFP (20 Wh)
Lamps	1X tube light 2X bulbs
Accessories	Radio, Torch, Mobile charging adapters (accessories vary by model)
Tube light	Up to 200 lumens
Bulbs	Up to 120 lumens
Lighting Runtime	Up to 2100 lumen-hours of light on full battery
Additional Features	Two brightness settings, Power Saver mode
Units in a carton	4
Giftbox Weight	3 kg
Giftbox Dimensions	330 (L) x 190 (H) x 100 (D) mm
40' Container Loading	6960 units



Upto  
24 hrs.  
of light



Free  
mobile  
charging



Free  
solar  
energy



Power  
saver  
mode



# Basic Lighting System

**POWER 4 ALL**™





# Basic Appliance System

## d.light X850 Solar Home System



### Specifications

Solar Panel	40W	Lighting Runtime	Up to 11000 lumen-hours of light on full battery	Units in a carton	4 (SHLS only, solar panel and TV packed separately)
Battery	6AH LFP (77Wh)	Additional Features	Customizable brightness settings, Power Saver mode, bulbs can be connected in series to reach distant rooms	Giftbox Weight	2.5 kg SHLS, 2 kg solar panel and 3 kg TV
Lamps	1X tube light 4X bulbs		19" HD display, with in-built DVBT-2 tuner, up to 10W operating power	Giftbox Dimensions	82 (L)x282 (H) x135 (D) mm (SHLS only)
Accessories	Radio, Torch, mobile charging adapters			40" Container Loading	2000 units (SHLS + solar panel only), 2000 (TV only)
Appliance	19" LED TV with DVBT-2 tuner and antenna (packed separately)	TV (purchasable separately)			
Tube light	Up to 400 lumens				
Bulbs	Up to 220 lumens				



**PayGo:**  
Pay in easy  
installments



Powers  
d.light solar  
appliances



Free  
solar  
energy



Power  
saver  
mode



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