

FS GREEN LABS

A RENEWABLE ENERGY COMPANY



ABOUT

We sell solar power products to individual home owners and small communities in rural India

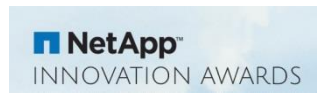
OPPORTUNITY

We are chasing a market opportunity to make 80 Million electricity deprived households produce their own energy.

Winner of 2013



Nominated in Green IT by



Story covered in



SOLAR MICRO GRID

Solar as a service to the small communities in remote areas

CHALLENGE

India's electricity sector is estimated to be the world's fourth largest, in terms of installed capacity, yet there is a large, unmet demand for electricity across the country. People, especially in rural and semi-urban areas continue to rely on traditional means of lighting their homes; children continue to study by the light of the kerosene lamp. While government efforts are expected to increase grid connectivity, progress has been slow and the number of under served households is expected to decline by only 5% over the next 10 years.

The challenge is to provide cheap, reliable and self sustainable energy generation techniques to remote hamlets in rural India.



CUSTOMERS & SOLUTION

A system providing basic lighting service to remotely located hamlets

We sell solar as a service on PAY AS YOU GO model to remotely located hamlets in rural India. Customers pay a very small registration fee followed by a nominal weekly/monthly rent to get 8 hours of reliable light everyday.



Small micro grids DC systems. Easy to install and minimal maintenance

Basic lighting and charging availability for 8 hours every day

EXISTING SOLUTIONS

Kerosene lamps, diesel generators, candles: bad light, costly, health hazards

Solar Home Systems (SHS): expensive, RoI too long, serves only one purpose

Solar Lanterns: low quality, low power, does not serve a full household



SOLAR MICRO GRID LIVE

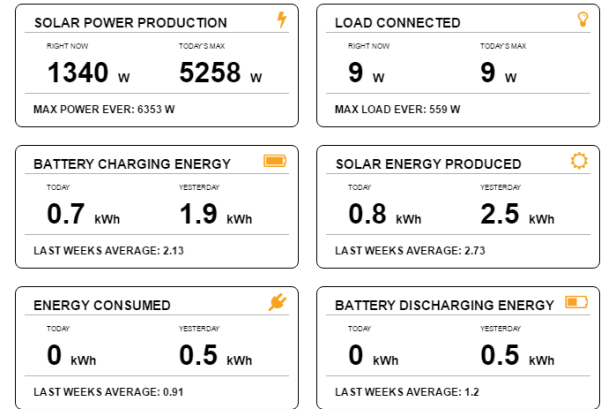
One of our Solar Micro Grid system serving 60 shops with one 9 W LED light for 5 hours everyday.



Solar PV system installed at the representative's location



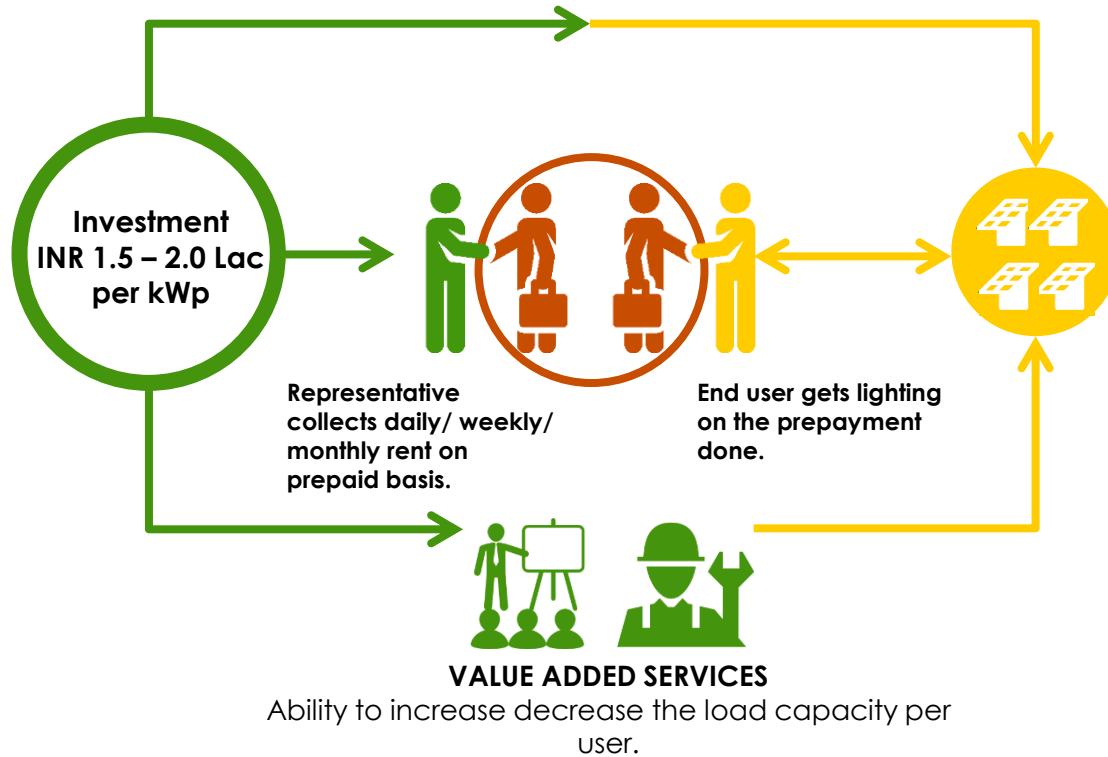
Market lights up with LED lights in shops



System monitored & controlled by **TrackSo.**



PAYMENTS – HOW IS MICRO GRID SUSTAINABLE ?



ROI

Based on the payment collected by the end user, the representative can recover the CAPEX in 2.5 – 3 years.

INNOVATIVE SOLUTION

Automatically monitored & controlled system.

Gets alerts on email/SMS on possible anomalies.

Cashless payments to keep the model robust

Configurable supply of electricity based on usage.

- FSGL
- <org>
- Villagers



TEAM & COMPANY

60+ years of combined experience



NITIN SAINI – Co Founder, CEO

- B.E. Electrical Engineering (Delhi Technological University)
- Past: Oracle , Altizon Systems



RAHUL TALREJA – Co Founder, COO

- B.E. Electrical Engineering (Delhi Technological University)
- 3+ years experience within IT and Operations
- At Accenture , worked on Hotstar app



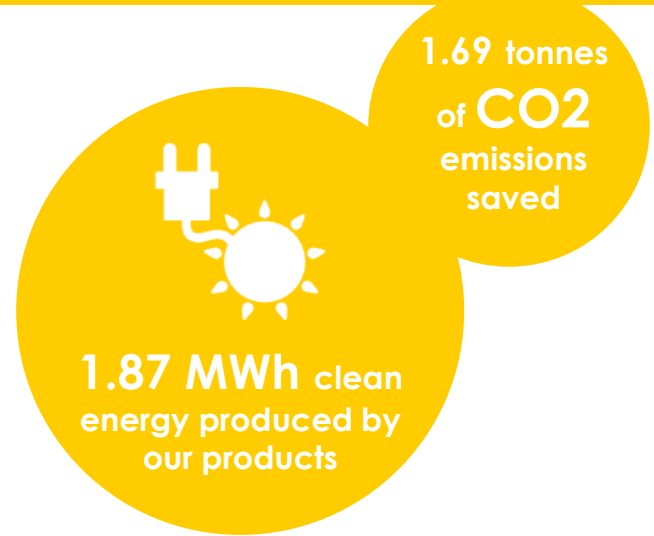
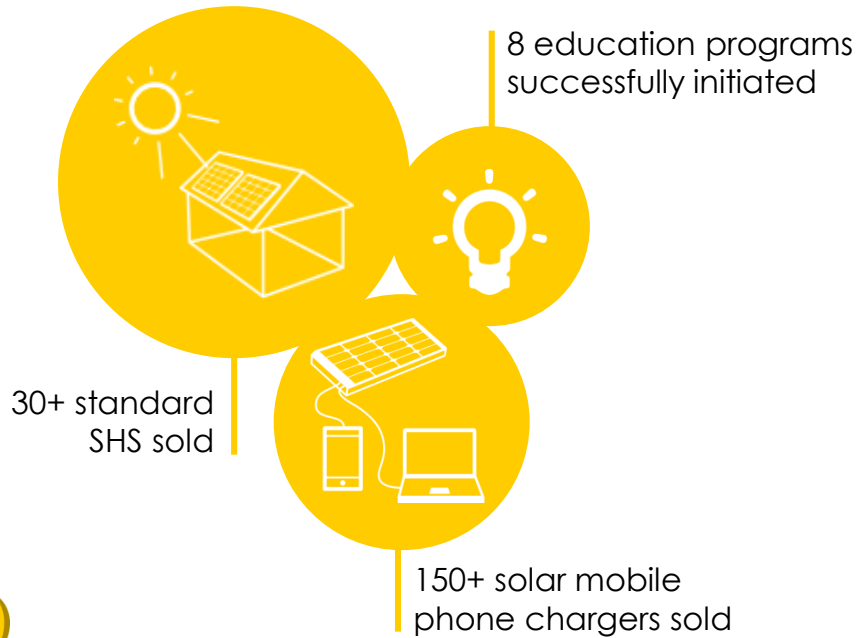
PROF. KUMAR KRISHEN – Mentor & Lead Scientist

- Honorary Professor, DTU
- Fellow and Distinguished Speaker,, IETE
- Fellow – SDPS, USA
- Honorary Distinguished Professor, Amity University, Gurgaon
- NASA Senior Space Scientist and Lead Technologist



IMPACT TODAY

Things we've done till now. Sales, tests and pilots



PARTNERS



Krishen Foundation

CONTACTS

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Thank You

