



POWER, EVERYWHERE



A POWER COMPANY LIKE NO OTHER

OUR VISION

- Become world leaders in off-grid rural power.
- Bring reliable and affordable power to millions of power-deprived people and thousands of telecom towers.
- Advance economic and social development.

OUR MISSION

- OMC builds, owns and operates solar power plants and smart minigrids for telecom towers, businesses and communities in rural areas

OMC'S PIONEERING "ABC" MODEL

A – ANCHOR LOADS – Mobile Towers

- Revenues from day one, 24/7 demand
- Long-term power purchase agreements

B – BUSINESSES – Via Smart Grids

- Petrol pumps, irrigation pumps, mills
- Hospitals, banks, schools
- Small and medium enterprises

C – COMMUNITY HOUSEHOLDS – Via Smart Grids

- Illumination, mobile charging, cooling, entertainment, refrigeration
- Customized offerings to all segments

KEY ACHIEVEMENTS

- Developed a Sustainable, Scalable business model.
- Proven Track record of project execution.
- 70 PV plants with Minigrids across 8 districts in UP.
- Approximately 100 km of smart distribution network.
- Serving 7500 connected minigrid customers.
- 2500 Small and Micro Enterprises connected.
- Approx. 2.4 MWp installed solar PV capacity.
- Telecom towers connected at 120 locations.
- Largest Minigrid operator in India.

BANKS, SCHOOLS,
BUSINESSES

Connected to OMC's local
minigrid

POWER PLANT
Energy storage
and facilities





15 Oct. 2016

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SIX MORE HOURS OF VILLAGE LIFE



ELECTRICITY IN INDIA – PARADIGM SHIFT

HOMES

Wired power through OMC's minigrid

BANKS, SCHOOLS, BUSINESSES

Emergency power through OMC's minigrid

TELECOM TOWERS

24/7
Wired green power connected to OMC's minigrid

Electrification



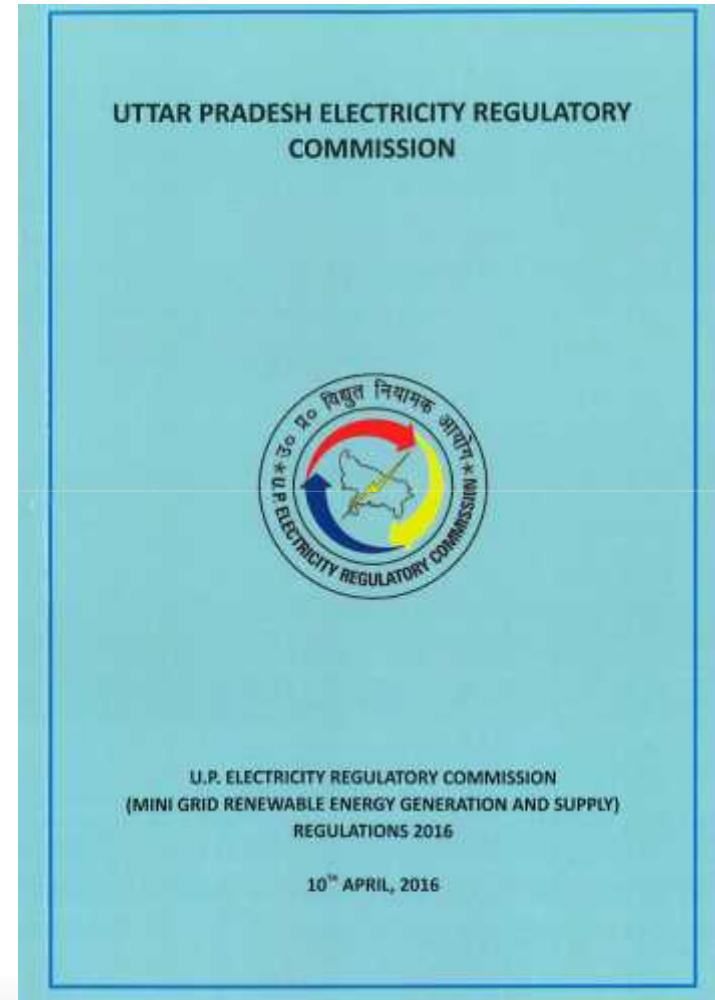
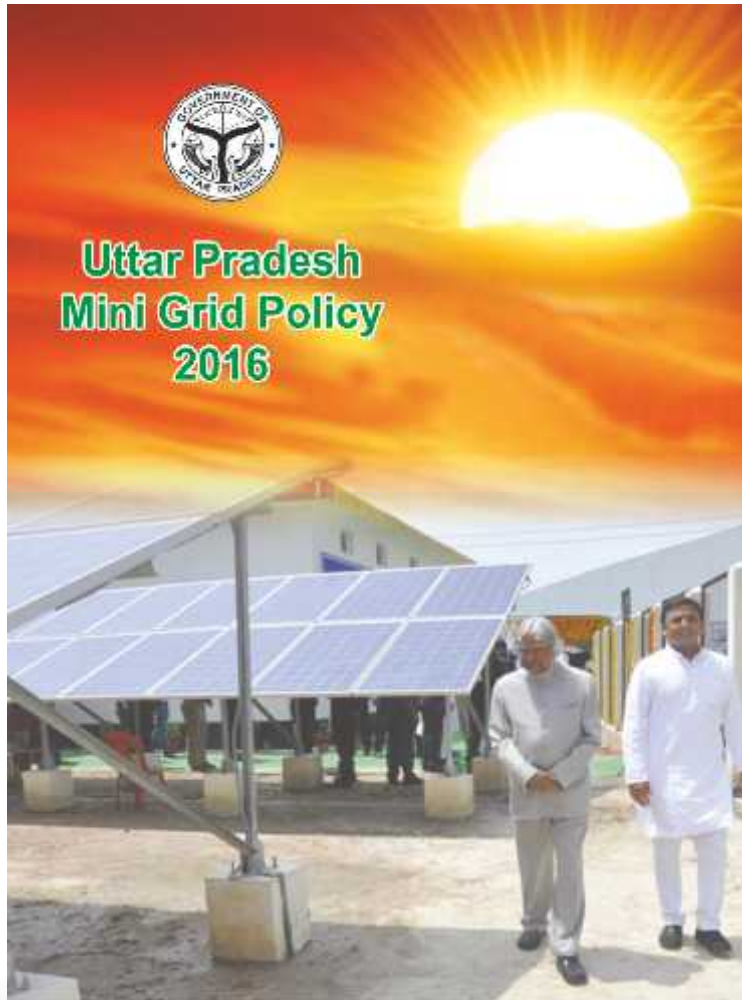
MICRO POWER PLANT

30kW solar PV with storage and charging facilities

24 x 7 Supply



MINIGRID POLICY DEVELOPMENTS



ENERGY ACCESS IS ESSENTIAL FOR DEVELOPMENT



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CHALLENGES TO SCALING UP THE MINIGRID SECTOR

- Business Model
- Policy and Regulation
- Funding
 - Equity
 - Social Impact funding
 - CFA
 - Commercial / Institutional funding
- Execution

THE FUTURE OF MINIGRIDS

- Fulfill the objectives of 24 x 7 supply.
- Last Mile generation and distribution.
- Grid Interactivity with bi-directional energy flow.
 - Demand shifting using energy storage.
 - Feed excess production into the grid.
 - Absorb energy from grid at off-peak times.
- Enable a sustainable last-mile rural energy business.
- Improve the last mile with large-scale private capital.

FUTURE REGULATORY PATHS

- Clear Policy signals.
- Sector Targets - 20,000 Minigrids.
- Investor protection.
- Co-existence with Grid.
- Grid Interactivity.
- Enable Innovation and Growth.



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