

A Next Generation Utility

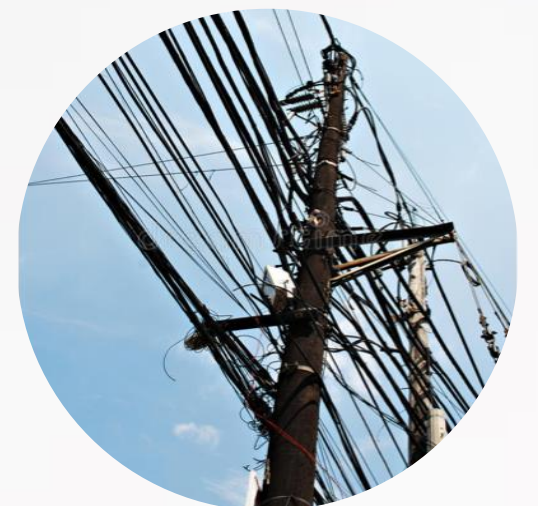
Powering growth and transforming



Anshul Patel
Chief Commercial Officer
EIF, 09-2018



Why does BBOXX exist?



The problem: energy poverty for 2 billion people around the world

**1.2
billion**

1.2 billion people
without access to
electricity

Half of them in Sub-
Saharan Africa

1 billion

1 billion people with
unreliable grid
connection

3rd CAREC Energy Investment Forum
UNLOCKING PRIVATE INVESTMENTS
IN HIGH TECHNOLOGY PROJECTS
Batumi, Georgia 11-12 September 2018

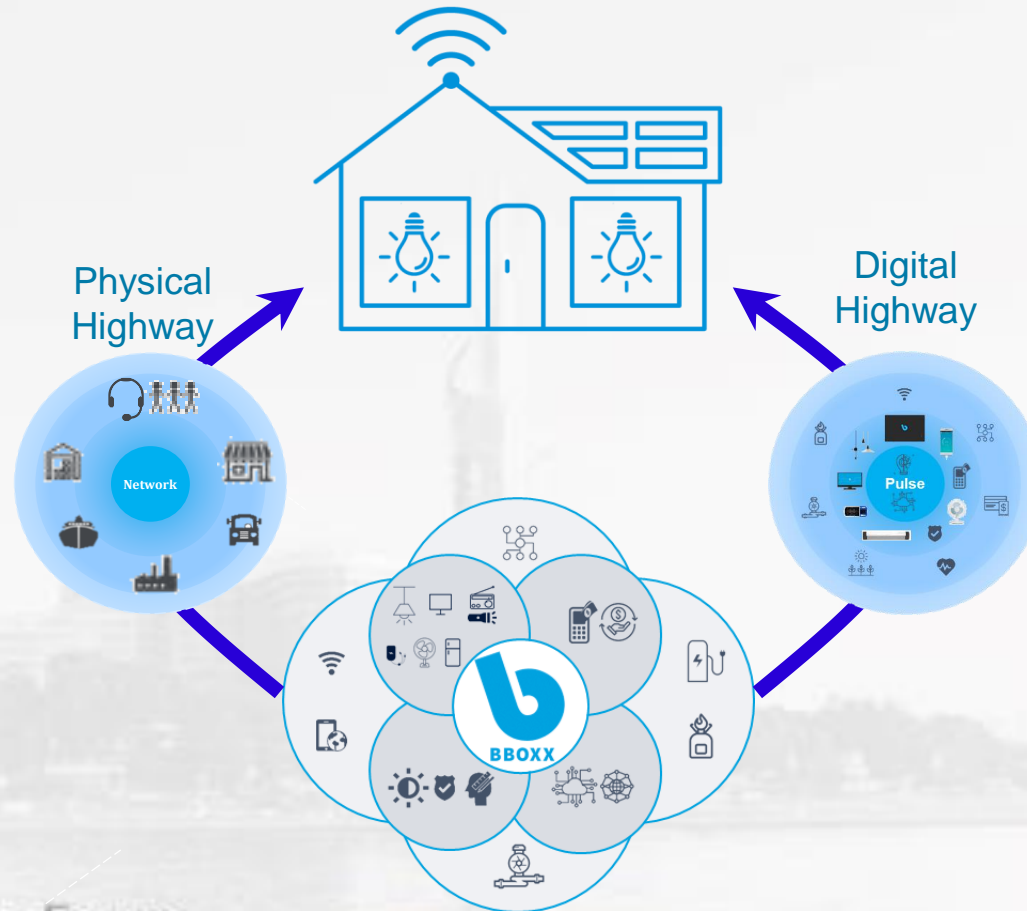


BBOXX: Delivering a wide range of basic services to the underserved

Accessing customers

Most off-grid customers are living in remote areas which are difficult to access for traditional service providers.

A large and flexible network together with an efficient logistics are key to reach these populations and unlock this market.



...and creating proximity

However, reaching these people is not enough: one has to understand their needs and consumption patterns.

Smart technology is the key for this. Data opens the way to the customer, making it possible to create a bond and develop long-term relationships.

Bringing an on-grid experience to an off-grid location

...To Wide Demographics



HOME

NO ACCESS
TO
ELECTRICITY

RURAL
HOUSEHOLD



ENTERPRISE

UNRELIABLE
ACCESS TO
ELECTRICITY

URBAN
HOUSEHOLD



COMMUNITY

BUILDINGS AND AREAS WITH
UNRELIABLE ACCESS TO
ELECTRICITY

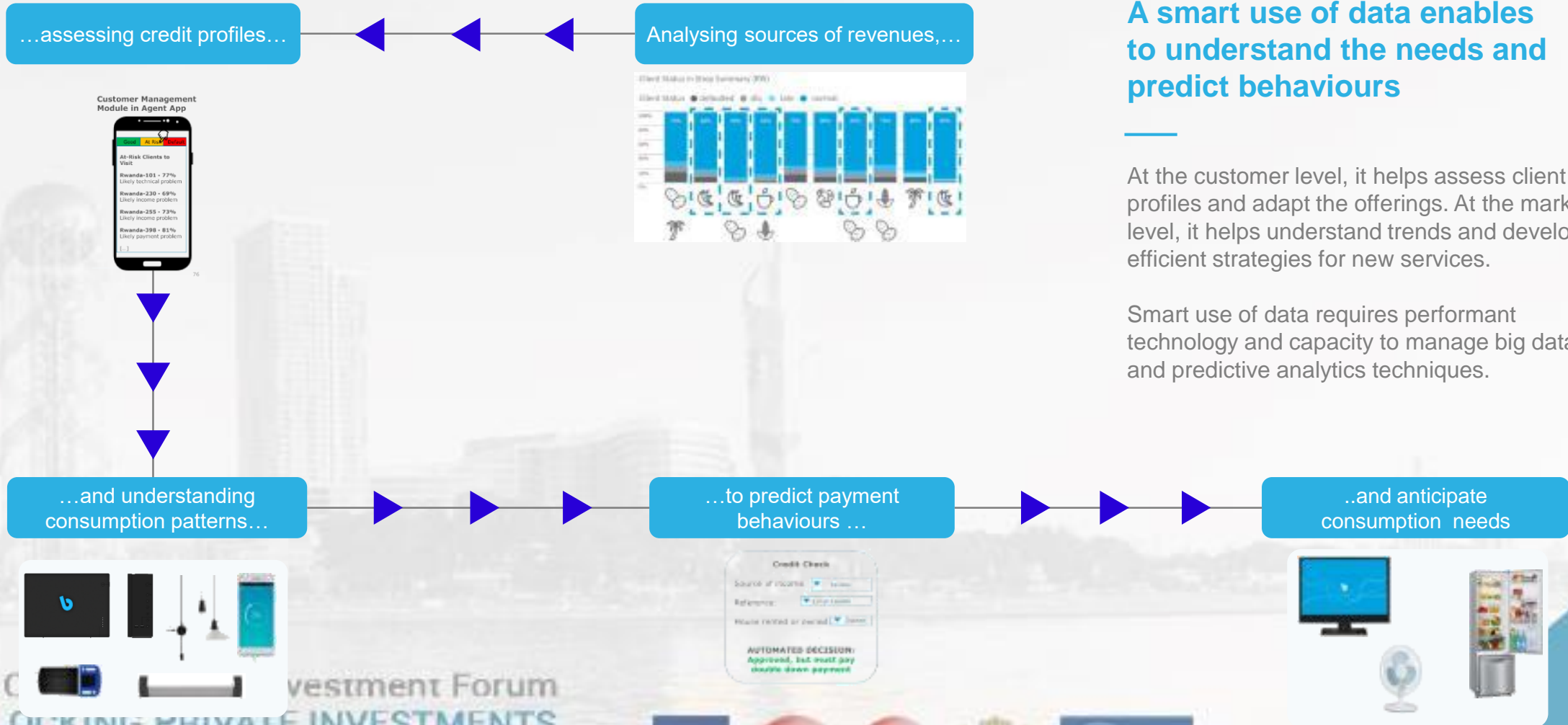
COMMUNITY
GROUPS

...and getting to know them better

A smart use of data enables to understand the needs and predict behaviours

At the customer level, it helps assess client profiles and adapt the offerings. At the market level, it helps understand trends and develop efficient strategies for new services.

Smart use of data requires performant technology and capacity to manage big data and predictive analytics techniques.





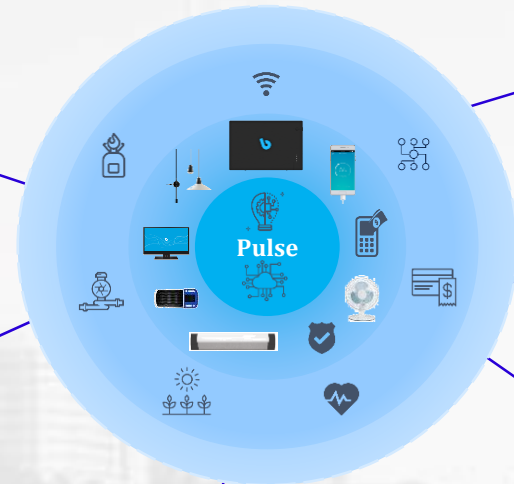
14,000
automated
actions daily

13.5 MWhrs
of distributed
solar monitored

1,000,000+
mobile
payments
processed

\$50,000,000+
managed
contract
value

In total, BBOXX collects over **1 billion data points** a month through **PULSE**



Monitoring battery health
Via data analysis / IOT maintenance.



Critical Alert

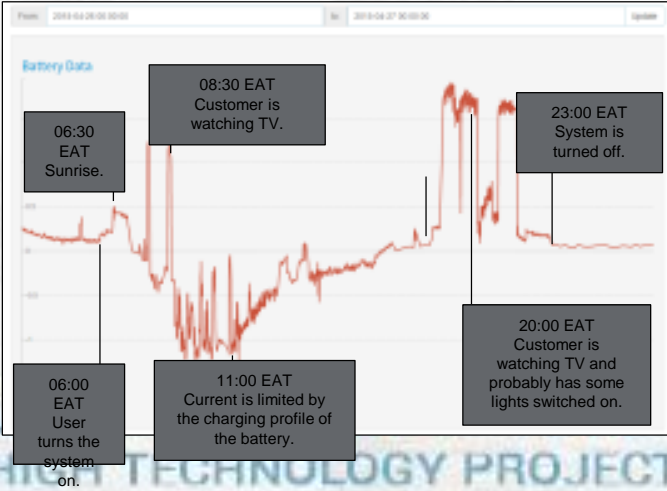
Low battery state of health

Alert Time: 2019-08-27 10:00:00
Alert Type: Low Battery State of Health
Alert Message: The battery state of health is low. Please check the battery level and replace it if necessary.

View Details | Acknowledge

Automating actions
Such as payment reminder SMS's, and supporting in the scheduling of activities, such as calls or repairs.

Usage type and frequency.



Enabling a mapped view
Of sales, installations, upgrades, repairs and repossessions via the Asset Tracking module.

Credit scoring

Pulse data is used to assess customers' profile for credit scoring purposes

Credit Check

Source of income:

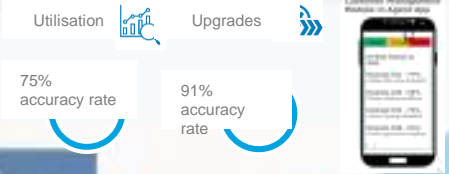
Reference:

House rented or owned:

AUTOMATED DECISION:
Approved, but must pay double down payment

Utilisation and upgrades prediction

BBOXX is able to predict utilisation & upgrades thanks to machine learning



A disruptive approach based on a pioneering technology

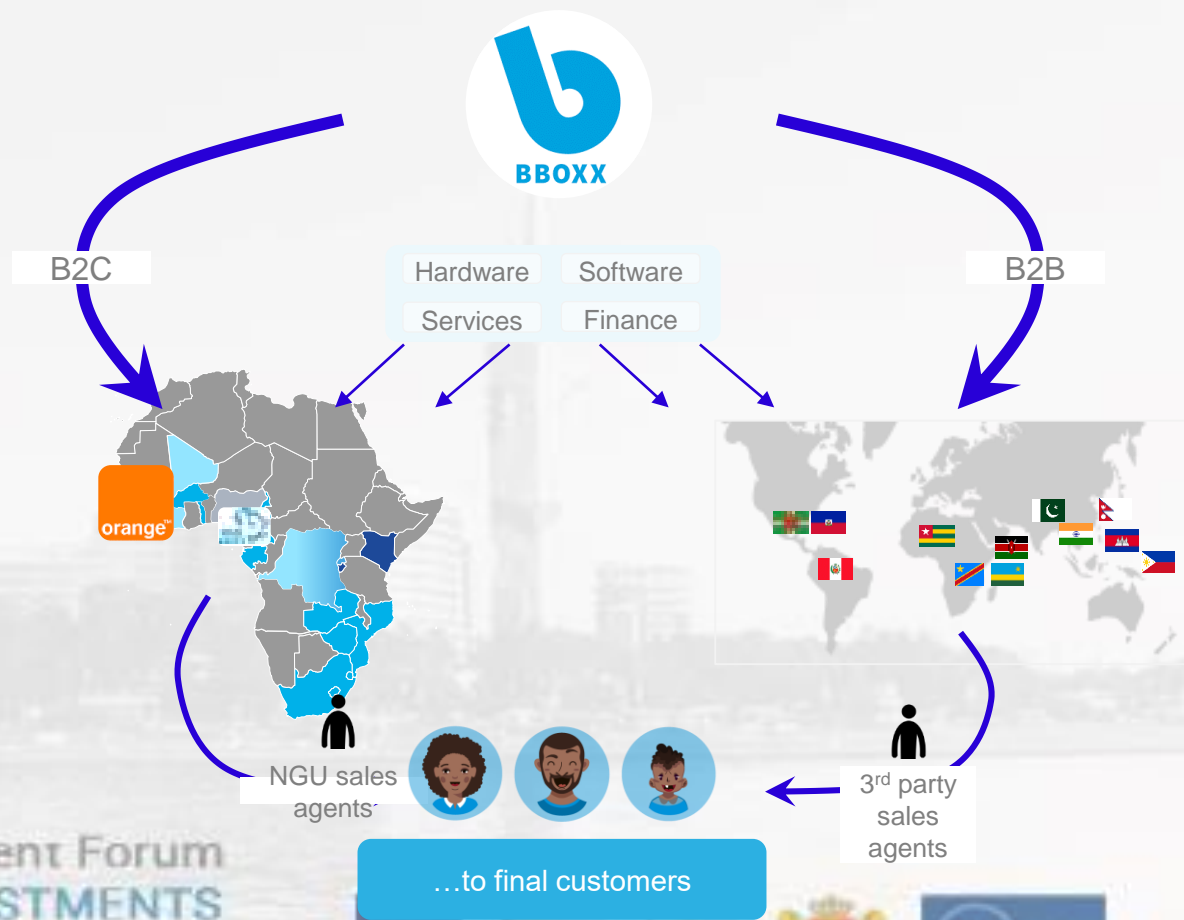


...to reach communities globally

Supplying services to a network of NGU companies globally while keeping a direct link to final customers makes the BBOXX B2B2C model unique.

A central platform to distribute various goods and services...

...through a network of NGU subsidiaries...



...and NGU franchised by BBOXX...



...With Strong Partnerships



TOGO – CIZO programme
Working with the Government of Togo to bring electricity to 2 million people over 5 years as part of the President's CIZO programme.



DRC
Commitment to working towards the Government's electrification targets, bringing electricity to 2.5 million people by 2020.



Shell Foundation
Funding operations in DRC.



ENGIE
Looking at investment in Pakistan DESCO.



Orange
Opening four markets together in West Africa.



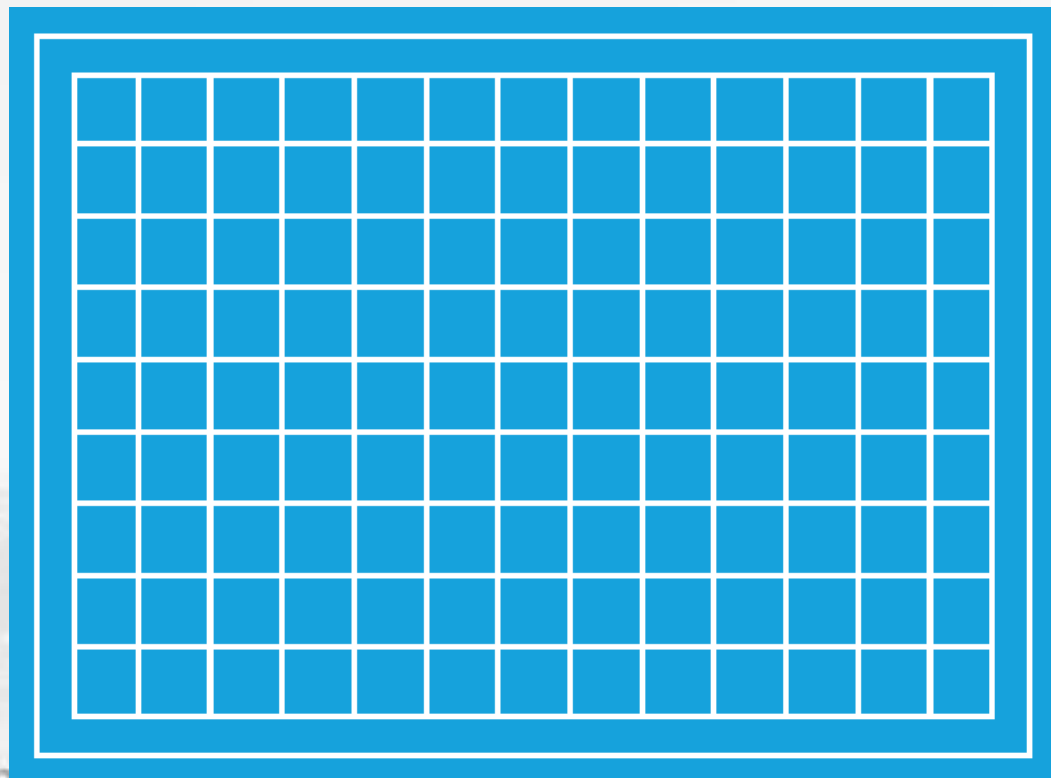
BEAM
Co-funding into DESCOs.



Eco Energy
Investment made into Pakistan business.

WWW.BBOXX.COM

info@bboxx.co.uk
+44 208 987 3195
@BBOXX_HQ



3rd CAREC Energy Investment Forum
**UNLOCKING PRIVATE INVESTMENTS
IN HIGH TECHNOLOGY PROJECTS**
Batumi, Georgia 11-12 September 2018

