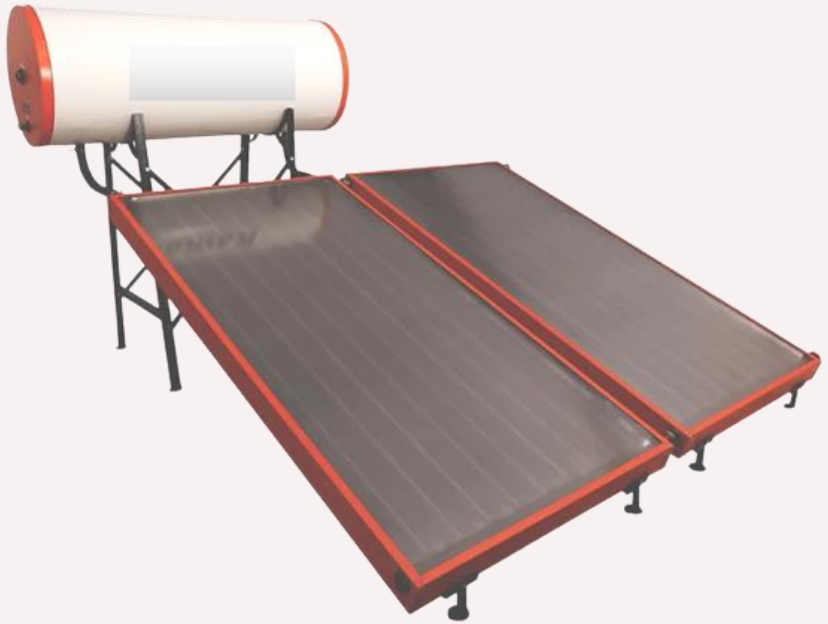
Homvi Energy

World's best solar water heater



Problem: *'Solar Water Heaters are a burden on our homes'*

-- More than 100 customers



Takes up too much roof top space

Durability and leakage issues

Aesthetics of the building are spoilt

Product: *“Tankless” Solar Water Heater*

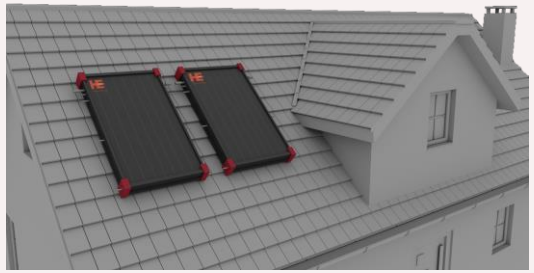


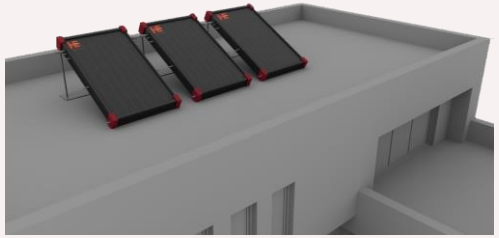
- *1/4th the roof top space*
- *3X more durable*
- *Aesthetic*
- *Cost effective*
- *Universal design*

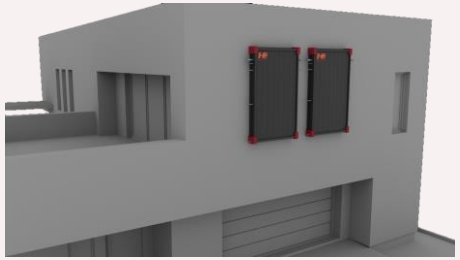
Product: *“Tankless” Solar Water Heater*











- *1/4th the roof top space*
- *3X more durable*
- *Aesthetic*
- *Cost effective*
- *Universal design*

Products that can be built using this platform



2023

Tankless solar
Hot water

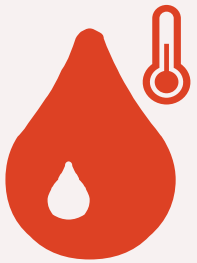
2024

Water heater+
Back up power

2026

Water heater+
Back up power +
Drinking water

Growth strategy: Solar water heater



Tankless solar
Hot water

Phase 3: 5 years

₹ 100 Cr Revenue

International Expansion

Phase 2: 4 years

₹ 64 Cr Revenue

B2B sales 10 cities

B2C market

Phase 1: 2 years

₹ 16 Cr Revenue

B2B sales Blr, Mum, Pune

**Detailed marketing plan in appendix*

Execution status

- *14 customers signed up for trials*
- *World class supply chain in place!*
- *Finance partner*
- *Manufacturing partner*
- *Fund raise: Start up India seed fund*

BRIGADE

SOBHA
PASSION AT WORK

BIRLA ESTATES
LIFEDESIGNED

SINCE 1984 BDI GROUP

MAINI
Value delivered. Always

Shapefy

GRIP

ENFROS
BRINGING SUNLIGHT TO LIFE

startupindia
SEED FUND SCHEME

Business model details



Outbound sales

6-12 month sales cycle

Purchase and Technical heads



₹50 lakh order size

46% margin at scale

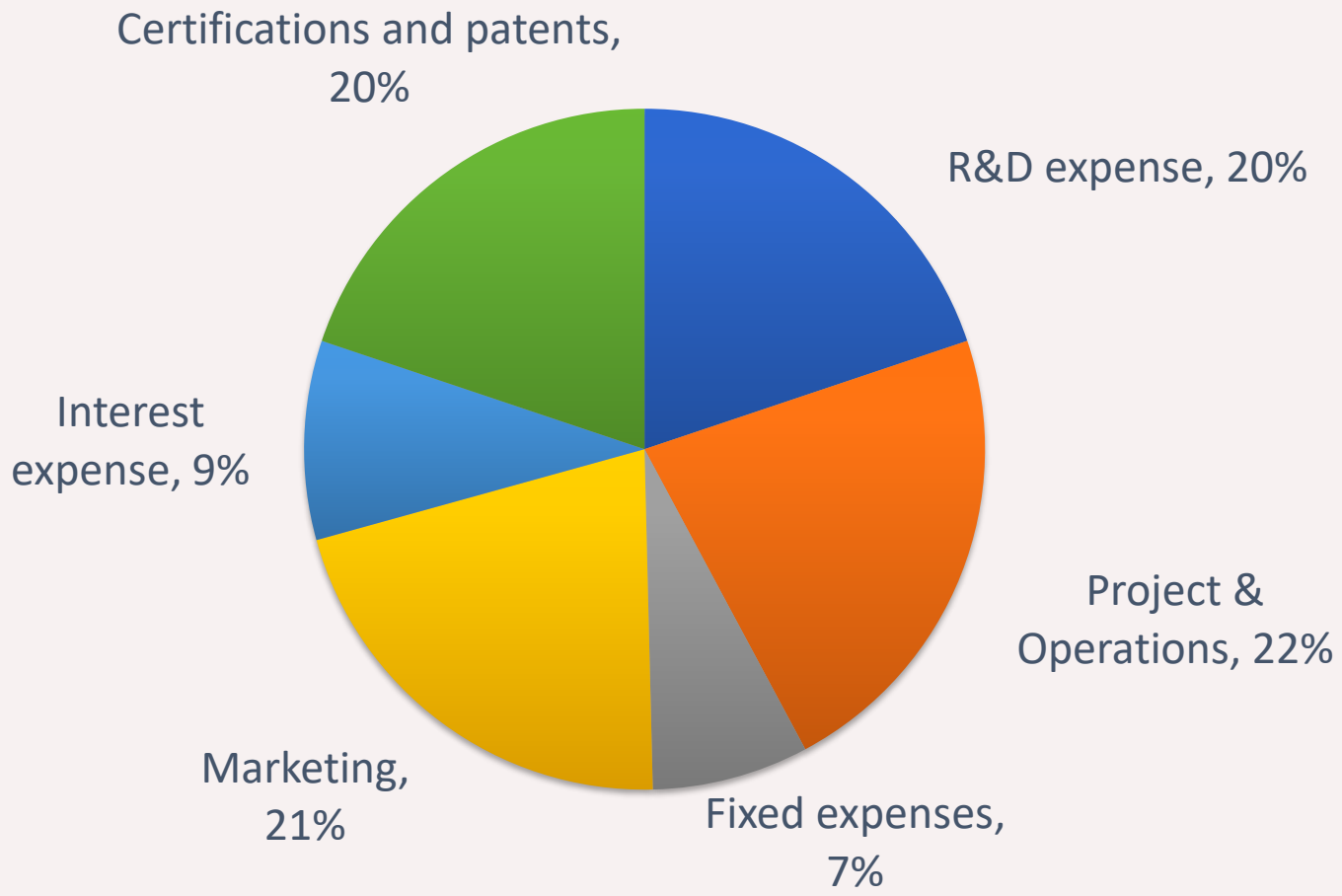
22% margin at start

Fundraise

Ask: ₹4,00,00,000 / $500K

Convertible note

2 year runway





Praneeth
Founder, Tech & Marketing

R&D and patents in green energy tech

8 yrs Product Dev experience, USA



Harsha
Co-founder, Finance & Ops

New technology commercialization

8 yrs experience with Tata Group

Homvi Energy

Praneeth Pillarisetti
91333 35520
praneeth@homvienergy.com



Homi Bhabha



Vikram Sarabhai

Homvi Energy

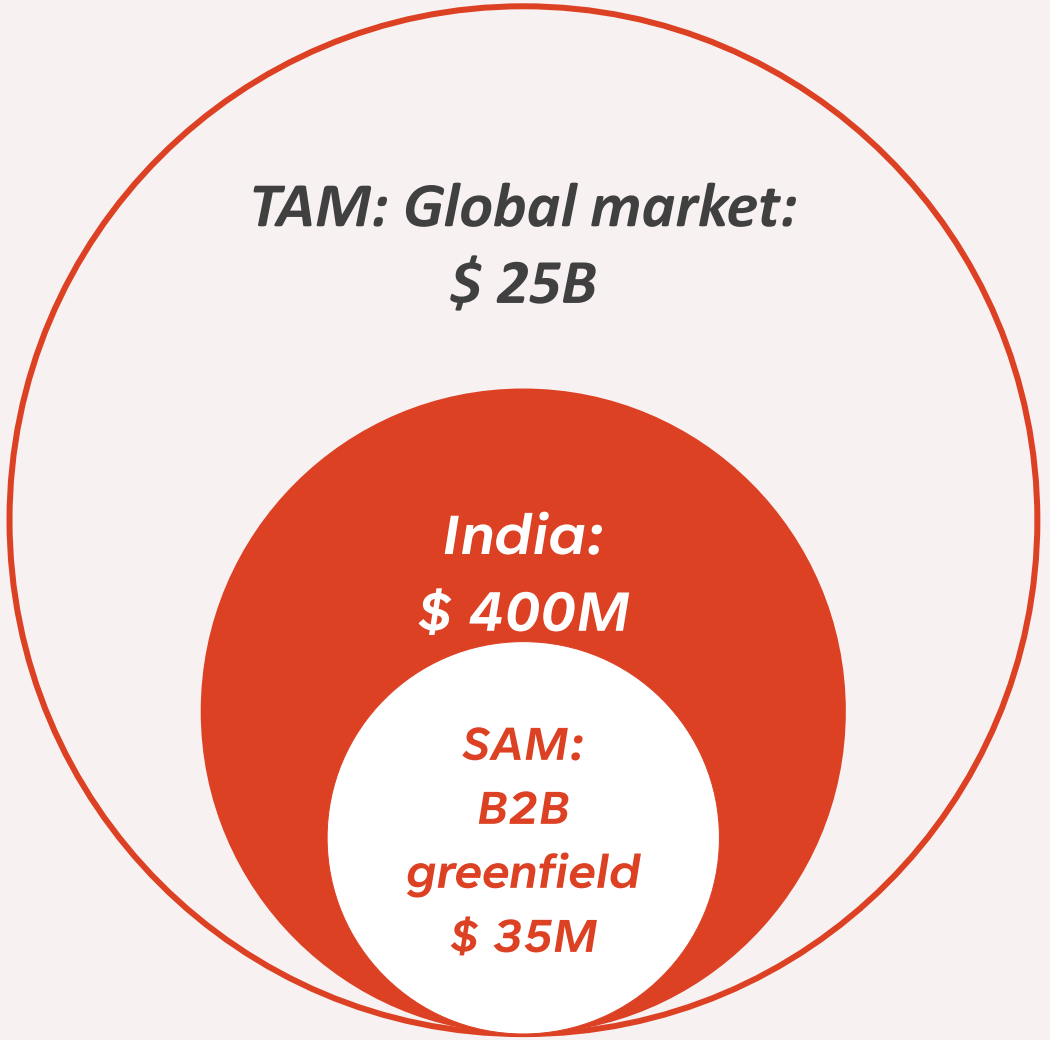
Praneeth Pillarisetti
91333 35520
praneeth@homvienergy.com



Let's make Indian innovation win on the global playground!

Appendix

Market size



*GTM strategy details in the appendix

Traction in 3 months

14 customer trails and LOI's

Signed up for trial units

Potential Revenue: ₹ 8.56 Cr

BRIGADE

SOBHA
PASSION AT WORK

BIRLA ESTATES
LIFEDESIGNED

W/H

MAHAVEER
Finest Homes & Honest Practices

JRC

Chaithanya
INSPIRATION • ENERGY • PROGRESS

CoEVOLVE
ESTATES
Built on ethics. Built to last

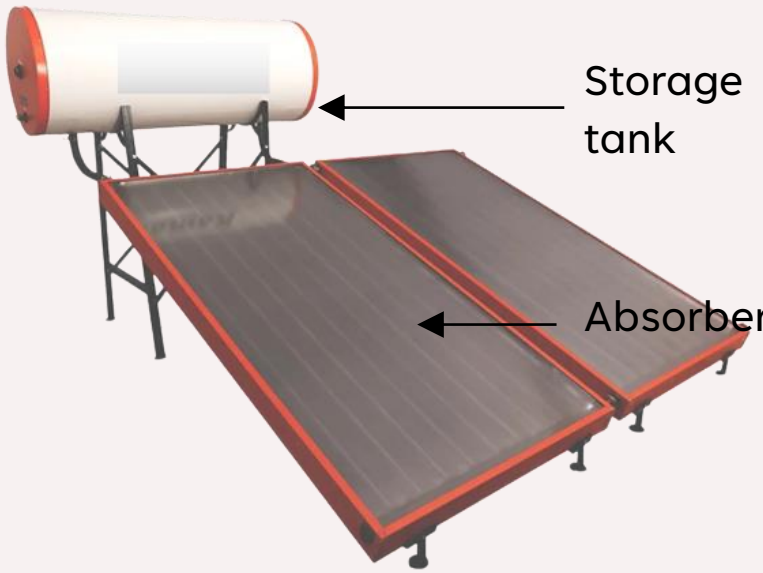
SAMSKRUTI
BUILDING SMART COMMUNITIES

SKYLARK

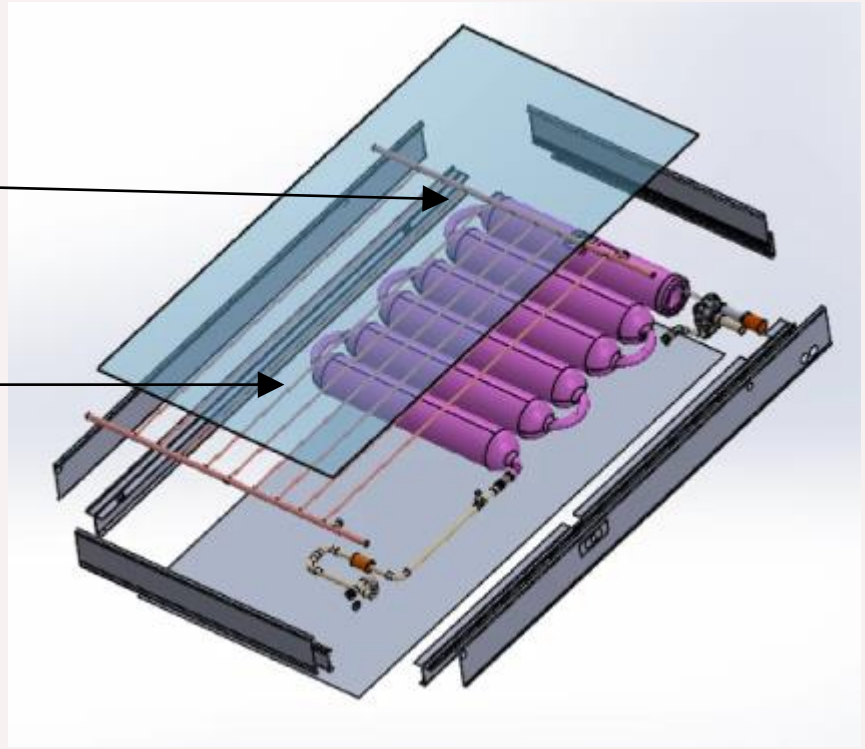
SVAMITVA
ENGINEERING TRUST, CRAFTING SATISFACTION

Solution:

Solar water heater that gives a great ownership experience



Conventional Solar Water Heater





GTM strategy

1700

Builders in Blr, Mum, Pune

120

Qualified builders

35

Deals target

₹16 Cr Revenue

in 18 months

Market size

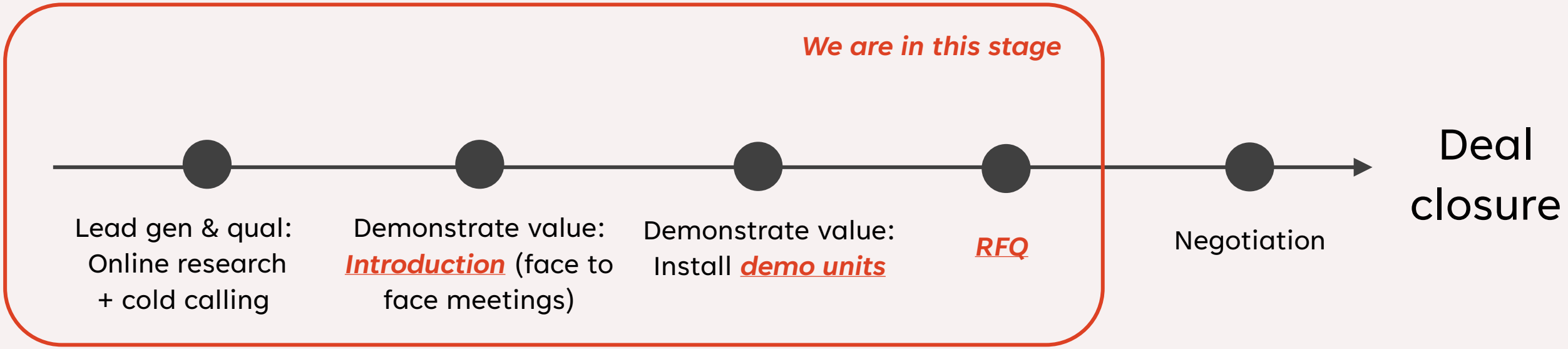
No. of builders in Bangalore	576
No. of builders in Mumbai	688
No. of builders in NCR	264
No. of builders in Pune	420
No. of builders in Hyderabad	374
Total	***2322***

- % of active builders launching atleast 1 project per year: 30% i.e. 700 builders
- No. of units needed per project: 100 units
- Overall market size:
  - 100 X 700 = 70,000 units
  - Unit cost: ₹ 40,000 ($500)

Total Market size: ₹ 280 Cr (~ $ 35 M)

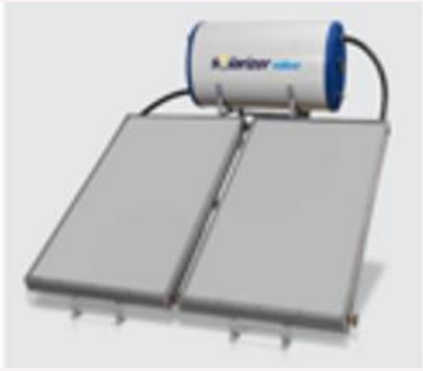
Sales process

Bottoms up approach targeting technical and purchase heads



6-12 months sales cycle

Competition landscape

	EMVEE Solarizer	Tankless System
		
Space	70 sq.ft	20 sq.ft
Aesthetics	Can not be integrated into building architecture	CAN be integrated into building architecture
Durability	3-5 years	10 years
Warranty	2 yrs conditional warranty	5 yrs, unconditional warranty 10 yrs, extended warranty
Efficiency	65%	75%
Cost	₹60,000	₹50,000

Level 1 manufacturers

V-GUARD

Revenue: ₹100 Cr

EMMVEE

Revenue: ₹60 Cr

Racold

supreme PRODUCTS Make Life Better!

Level 2 manufacturers

orb

Suntek high performance guaranteed

Kamal Solar®

NUETECH