

EMPOWERING COMMUNITIES THROUGH CLEAN ENERGY

Ending Energy Poverty Nationwide



Jim Ayala
Founder and CEO
Hybrid Social Solutions
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Hybrid Social Solutions Profile

Est. 2010 as Social Enterprise to empower rural communities thru access to life-changing technologies.

Business model: Last-mile distributor of solar-powered solutions. 95% purchased by villagers with loans. 5% purchased for CSR projects. 2% tithe.

Rural Customer Value proposition

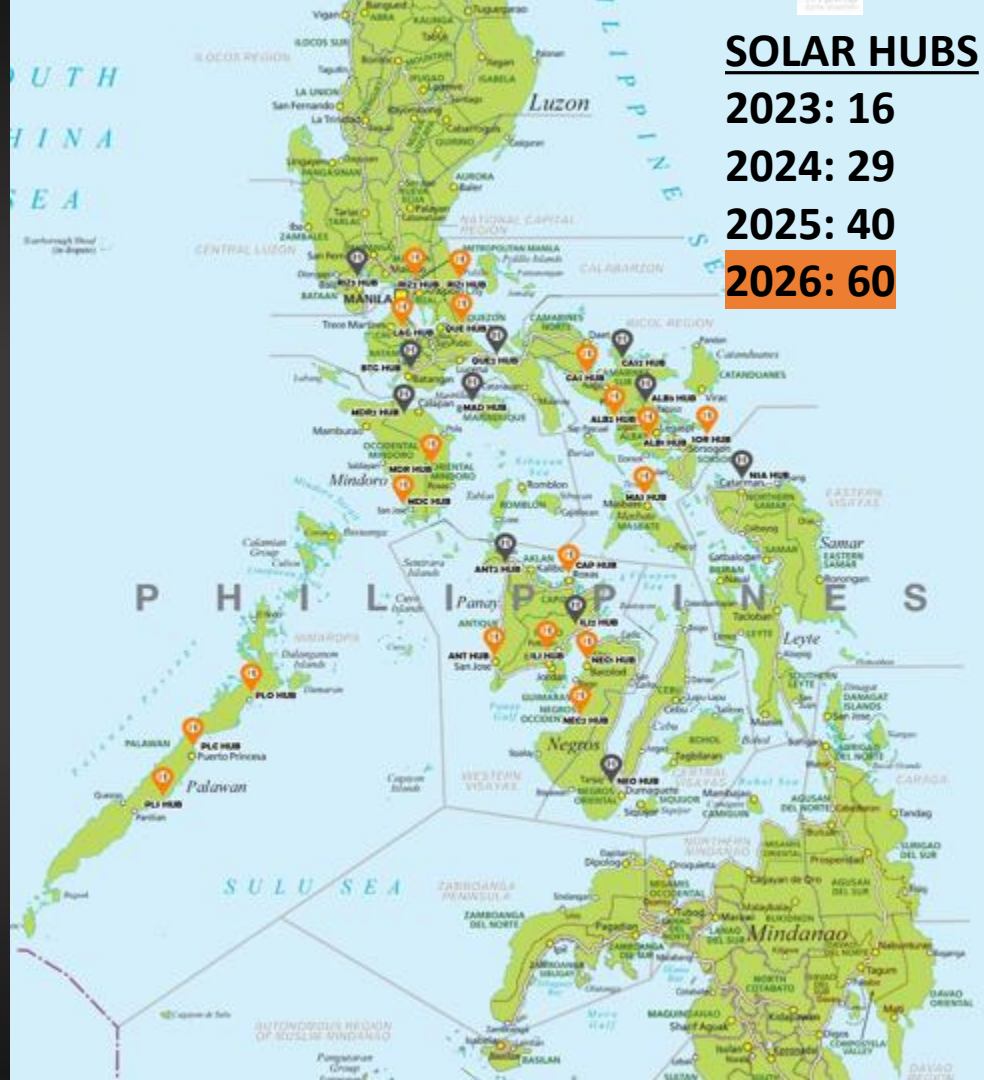
- Durable products designed for rural needs
- 8 benefits (financial, quality of life, developmental)
- Product payback less than 1 year
- No cash out, financing thru MFI partners
- Delivery and installation (upon request)
- Training on benefits and maintenance
- Warranty and customer service (1 wk turnaround)

Footprint: 60 sustainable Solar Hubs (400 Solaristas)

Reach: 2.4M HH in 60,000 rural villages

Solar users: 2.8 million pax, 525,000 HH

Deployment Growth (2024-2026): 75%



HYBRID IMPACT NETWORK PROGRESS

2010-2026

GOGLA

Impact

Calculator

Improved
Energy
Access



525,000 HH

Add'l
lighting/
charging



775 Million Hrs

Energy
Savings



Php 5.5 Billion

CO2
Reduction



610,000 Tons

Jobs
Created



640 jobs

2.8 Million Solar Users!

ENERGY POVERTY AFFECTS 1/3 OF FILIPINOS

10M

Filipino Households

40M

1 in 3 Filipino homes

70,000

energy-poor
villages and communities

1.5M

Off-grid
no meaningful access



SME's
~3 million

7M

Poor grid
unreliable access



Schools
10,000

1.5M

Stable grid but
poor access



Health
Facilities
8,000



Churches
50,000

APPROPRIATE TECH: SOLAR SOLUTIONS PORTFOLIO

Solar Lamps

- Lamps only
- Lamps w/ charging
- Lamps w/ radio

Solar Home Systems

- 2-Light systems
- 3-Light systems
- 4-Light systems
- Expandable 12-V systems

Appliances

- Desk fans
- Stand fans
- TVs
- Clean cook stoves

Solar Office System

- Solar Generators
- Satellite Wifi

Benefits



FINANCES



KNOWLEDGE



WELL-BEING



SURROUNDINGS

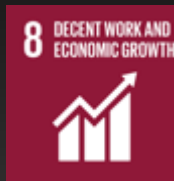


Nanay Cristine has three children with her husband, Tatay Rodel, and their main source of income is selling and peddling street food in their barangay.

Because their cart has no light, it is difficult for them to assist their customers at night. This makes them lose potential daily income only earning ₱500/day

As a solution to this, Nanay Cristine immediately bought the SKH200x to place on their cart. Through this, they can now sell street food in the middle of the night and serve their customers well.

The use of the SKH200X has increased their daily income where they can earn up to more than ₱2,000/day. It has become a huge help for their livelihood and daily expenses as they are now able to earn four times more.



ADDITIONAL INCOME



Nanay Crisiting is lighting and moving the way towards four times more income.



SEDP CLAVERIA



SKH200X

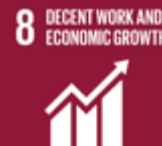




Nanay Arlene is the mother of Michael Angelo, one of her four children. Angelo has a remarkable talent for art that he is able to use to generate income through commissioned artwork. Nanay recognizes Angelo's talent in art and wants to nurture this skill.

During power shortages, Angelo is forced to stop working on his art so it would take longer to complete. Because of this, Nanay availed an OV Stand Fan with lights suitable for her son's preference. Now, Angelo has a reliable source of lighting and comfort while he draws in solitude, and he is even more motivated to learn and improve his skills as an artist.

Similarly, Nanay finds joy in witnessing her son's artistic pursuits, believing in his potential to fulfill his dream and use the skills that he has developed now to graduate as an architect.



EDUCATION



It brings me immense joy to see my son Michael Angelo flourishing in his hobby and talent



ASHI-UNISAN
QSWB



OV STAND FAN



GOODBYE TO WORRIES

by Yolanda Caralipio

September

2020



Nanay Yolanda lives in Maasin, Aborlan, Palawan, where she works by making brooms.

They use kerosene lamps because they don't have electricity.

But, after their pet cat, Miming, knocked over one of the lamps, the entire house burned down because the house was made of easily flammable materials.

Because their brooms burnt down as well, they had to completely restart their work after the fire.

After this incident, they avoid using the kerosene lamp and instead use the SKH60, which makes them feel much safer. The solar light also helped them recover from the fire by providing adequate light for their broom business and allowing them to work even at night. Now, they no longer worry about Miming causing another fire.



SAFETY



Thanks to Solar, "they no longer worry about their cat causing another fire."



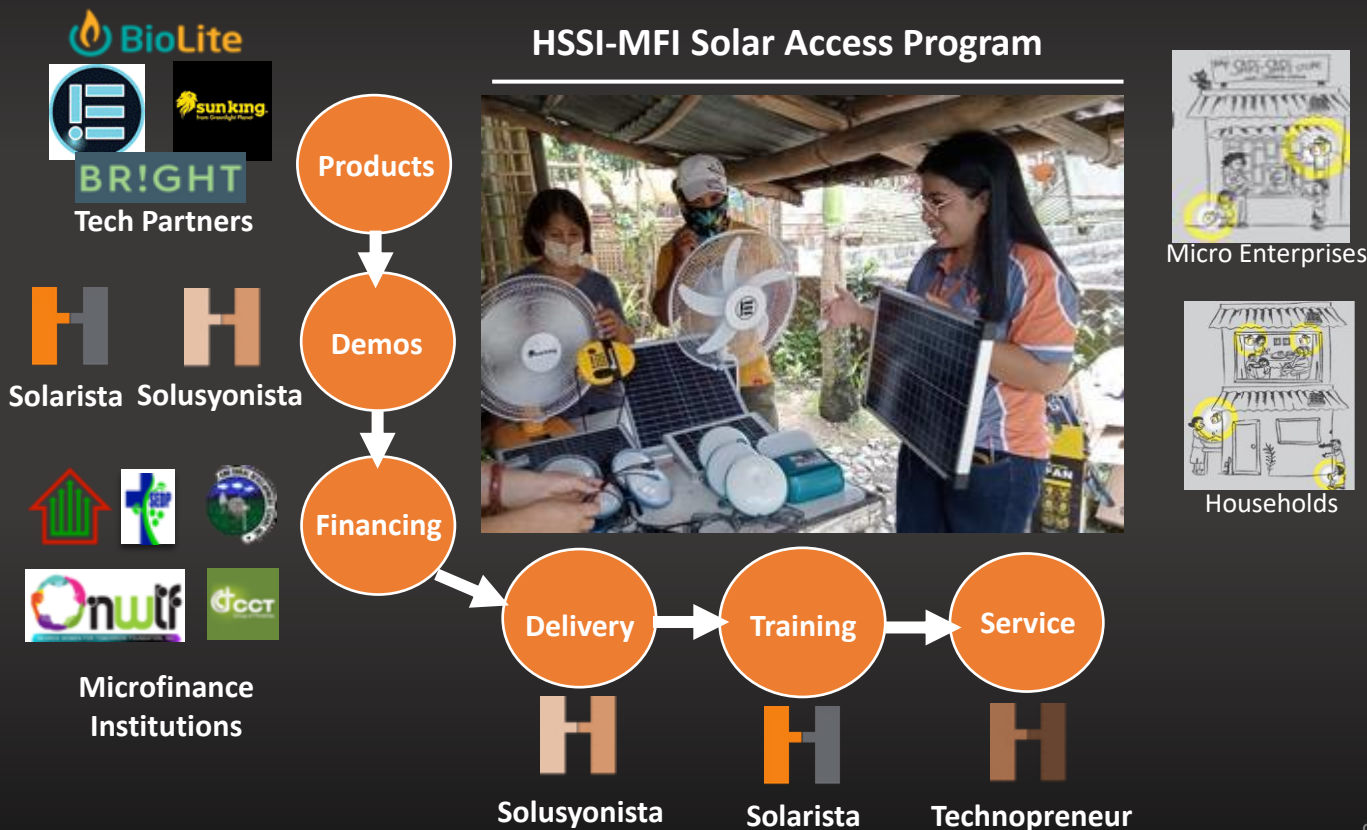
NWTF-Narra
Aborlan, Palawan



SKH 60



DISTRIBUTION SOLUTION: LAST MILE VALUE CHAIN



LET'S PLAY A GAME

Question #1

CASH FLOW

Can you afford it?

What does it cost?
What is the weekly
payment?

Question #2

PAYBACK

**How quickly does
the investment
pay for itself?**

How much do you save
each week?
Are you better off even
while paying the loan?

Question #3

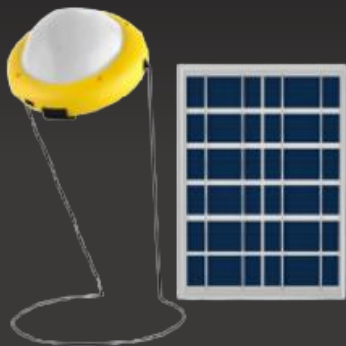
ROI

**What is the return
on investment?**

What is the return on the
investment over the life
of the product?

PARA SA SARI-SARI STORE NI NANAY

Off Grid Nanay



**SKPRO 400
SOLAR LAMP**

PRICE

Php 3,000

Php 60

Weekly cost

50 weeks

Duration

Php 100/wk

kerosene expense eliminated

Php 300/wk

additional income from sari sari store

Php 400

total weekly benefit

8 years

Product Lifetime

CASH FLOW

Weekly cashflow

Php 340 during loan

PAYBACK

6.7 weeks

RETURN ON INVESTMENT

Php 163,400

PARA SA BAHAY NI NANAY

Electrified but unreliable



OVTABLEFAN

SAMPLE PRICE
Php 8,000

Php 8,000 sample price
Php 160 weekly payments
50 weeks duration

Php 250/wk savings on electricity and charging

Php 100 /day value of addl productive hour
Php 700 /wk value of addl productive hours

Php 950 total weekly benefit while paying Php 160

6 years Product Lifetime

CASH FLOW

Weekly cashflow improves by Php 790

PAYBACK

8.5 weeks

RETURN ON INVESTMENT

Net Php 277,000.

PARA SA ISAWAN NI TATAY

Electrified but unreliable



BLSTOVE+FL

SAMPLE PRICE
Php 4,000

6 days

Php 100/day

operates isawan 6days / week
savings on charcoal expenses
(assume 200/wk)

Php 250 /day

additional income per day

Php 4,000

sample price

Php 80

weekly payments

50 weeks

duration

Php 2100 / wk

total weekly benefit
while paying Php 80

7 years

Product Lifetime

CASH FLOW

improves by Php 2,020
per week

PAYBACK

less than 2 wks

RETURN ON INVESTMENT

Gross Php 735,000
Net Php 731,000

SOLAR HUB PROFILE



Average Hub

Households reached: 36,000 (24 branches)

Manning: 8 solaristas per hub

Coverage: 3 branches per solarista

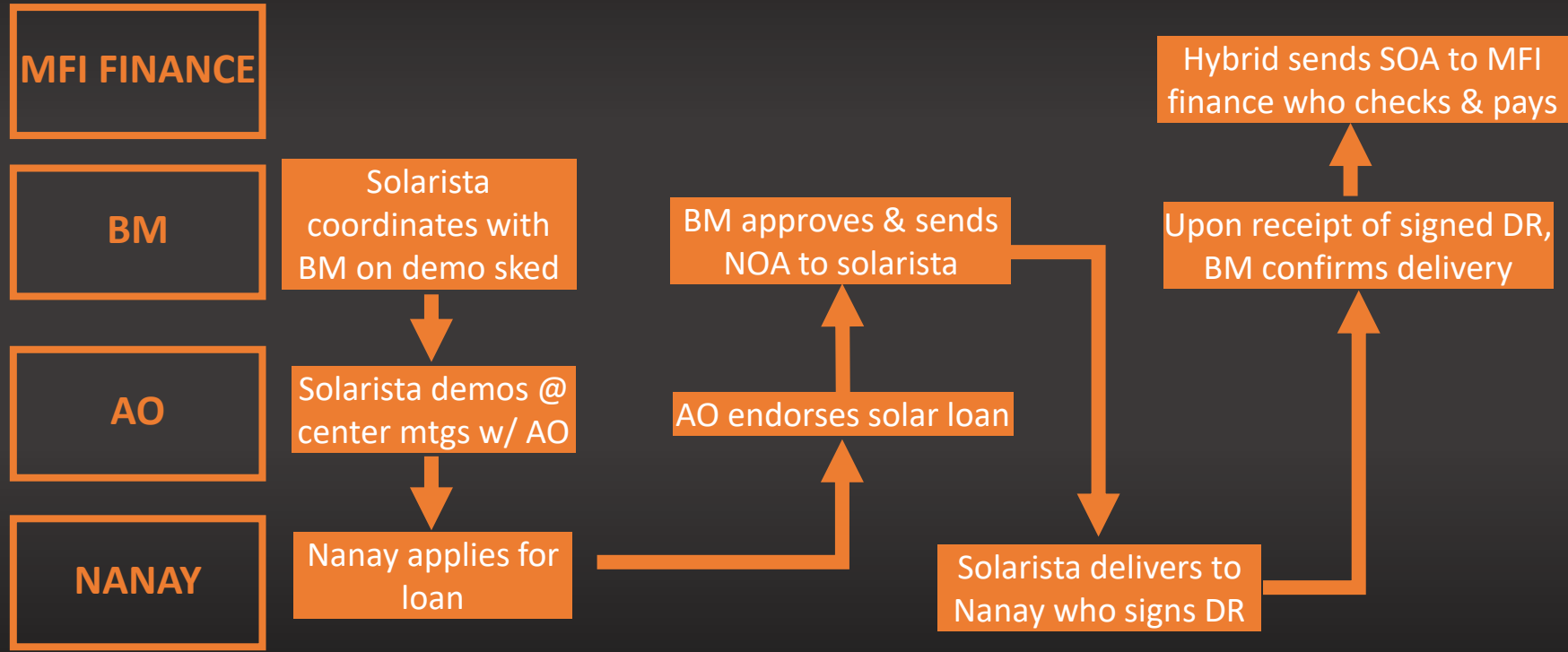
Solarista target: 2units/day @ P6,300 ea

Impact: 1,500 add'l people helped per month

Financials: Php 1.8M sales, Php 368k profit (23%)



SOLAR ACCESS PROGRAM (SAP) CORE MFI PROCESS



VALUE PROPOSITION TO MFIs

- Eight benefits for clients suffering from Energy Poverty → **Impact Stories**
- High repayment rate (99%). Financial benefits + customer satisfaction + long product life (quality design, user training, rapid customer service) → **PAR**
- Solar loans can be strategic product in portfolio: high impact, repeat loans, material contribution (> P150M loan portfolio in first year) → **Loan portfolio**
- Scalable program tailored specifically for MFI operations.
 - Hybrid does most of work and branch staff happy → **Branch survey**
 - Can add hubs quickly in planned expansion areas → **Branch expansion**
- Can be major ESG leg → **Impact Reports with ESG**



MFI PARTNER IMPACT

January 2025-July 2026



180,000 HHs with improved energy access



260 MM hours of additional light & charging



Php 1.8 B energy savings



60,000 metric tons of CO₂ reduced



Loan portfolio:
Php 1.1 billion

Repayment rate:
99%+



JMH
Microfinance, Inc.

CCT
Multipurpose
Cooperative



Ito ang bangko natin.



Banking, powered by faith.



Let's grow your business, together.



HYBRID CLIENT IMPACT SYSTEM



Graduated Household

Reliable energy for comfort, health, and connectivity



Solar panel



Battery storage



LED lights



Efficient fan



TV /
information access



Clean cookstove



Safe water filter



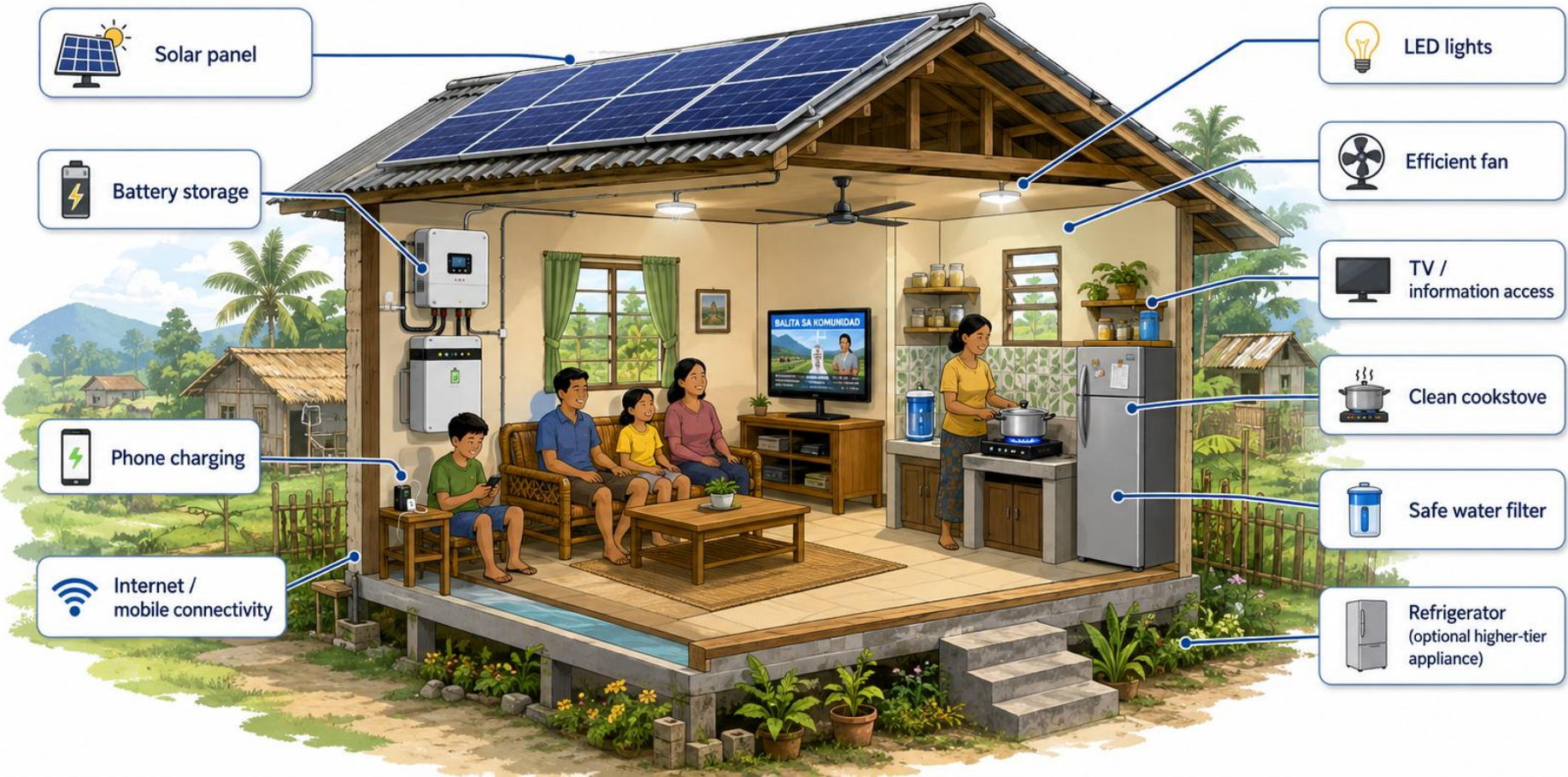
Refrigerator
(optional higher-tier
appliance)



Phone charging

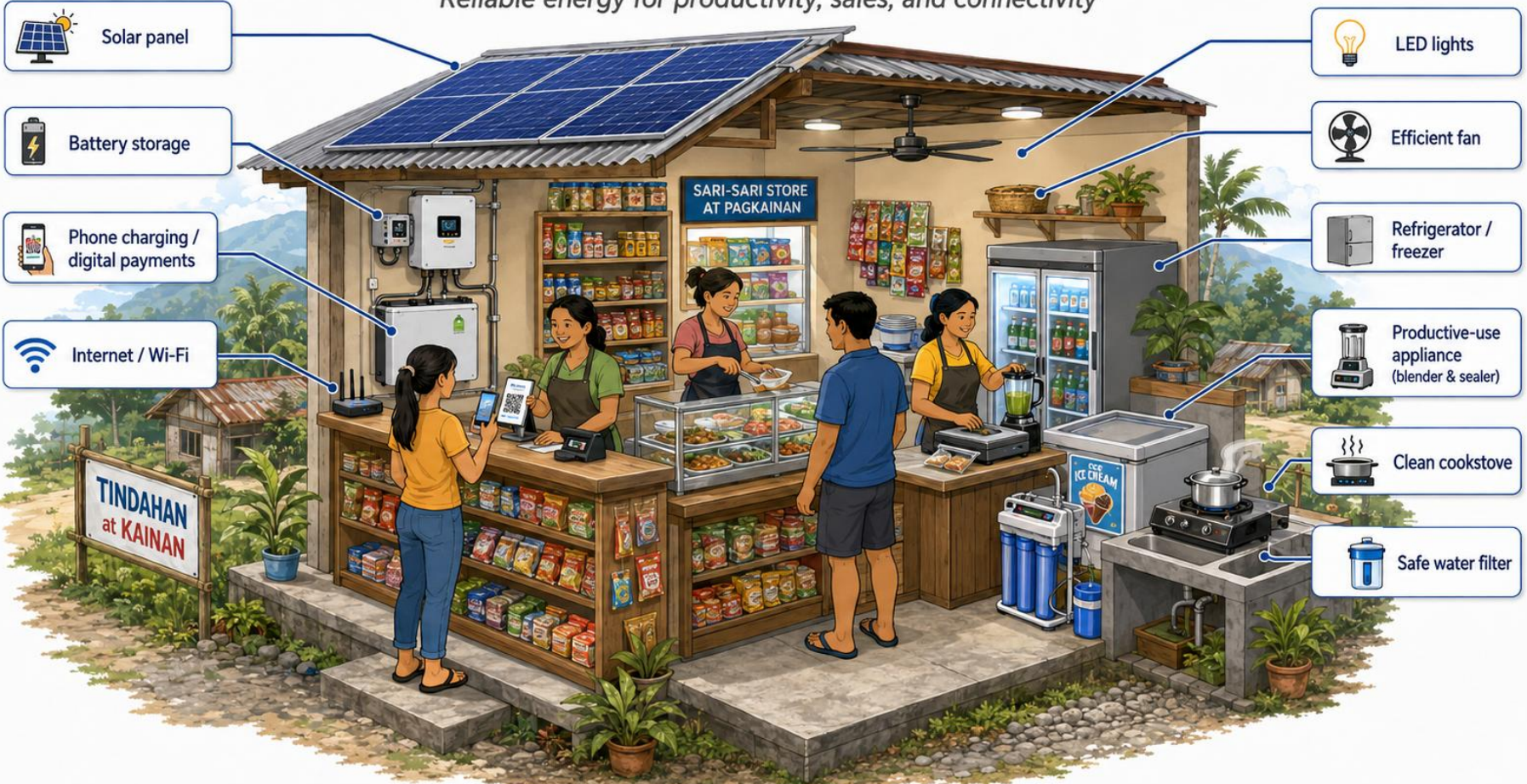


Internet /
mobile connectivity



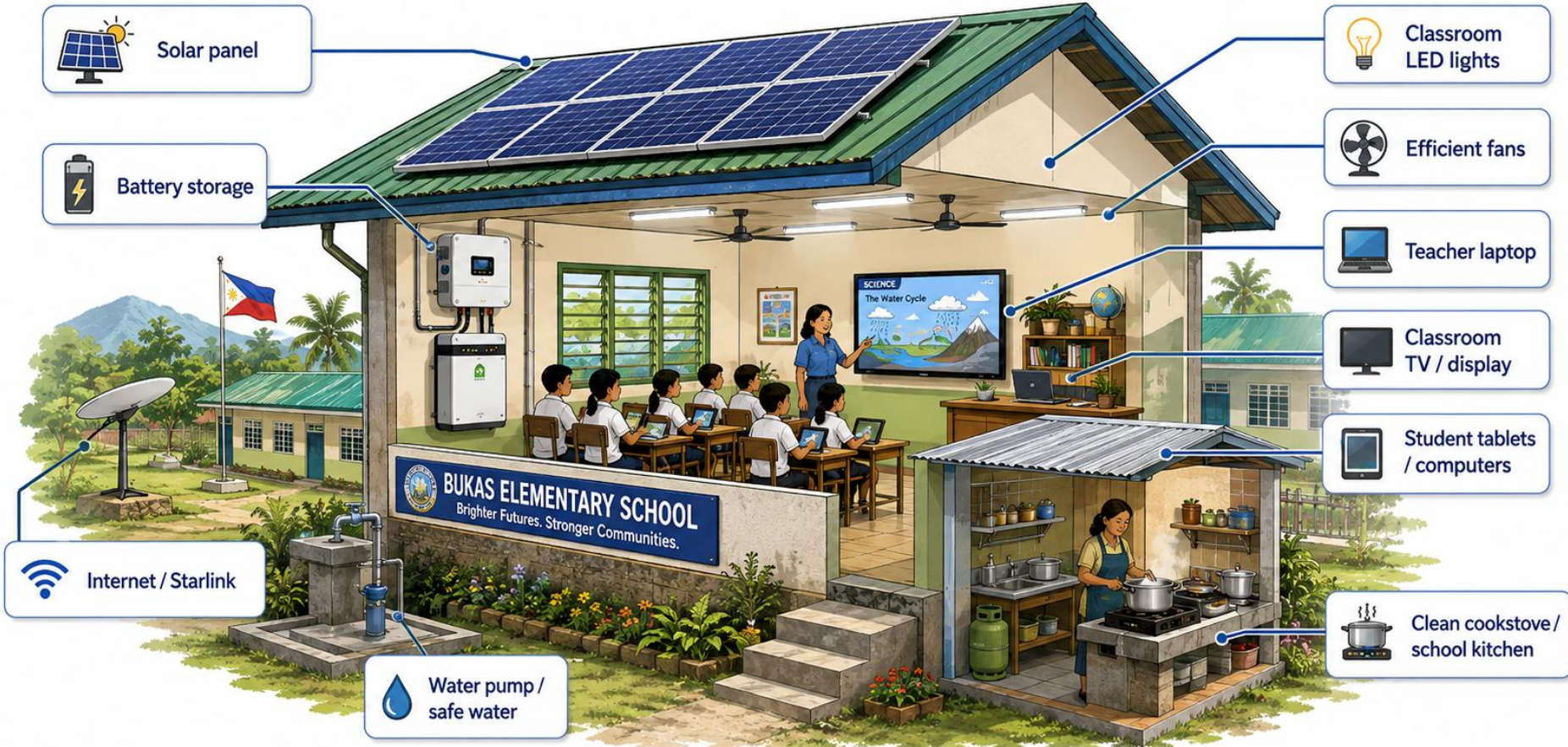
Graduated SME

Reliable energy for productivity, sales, and connectivity



Graduated School

Reliable energy for teaching, learning, and digital access



HYBRID COMMUNITY IMPACT PROGRAMS FOR GIDA COMMUNITIES

Light and
Love

Emergency
Solar
Response

Empowering
Last Mile
Education

Focus

Churches and
Communities

Disaster
Survivors

Last Mile
Schools

Partners



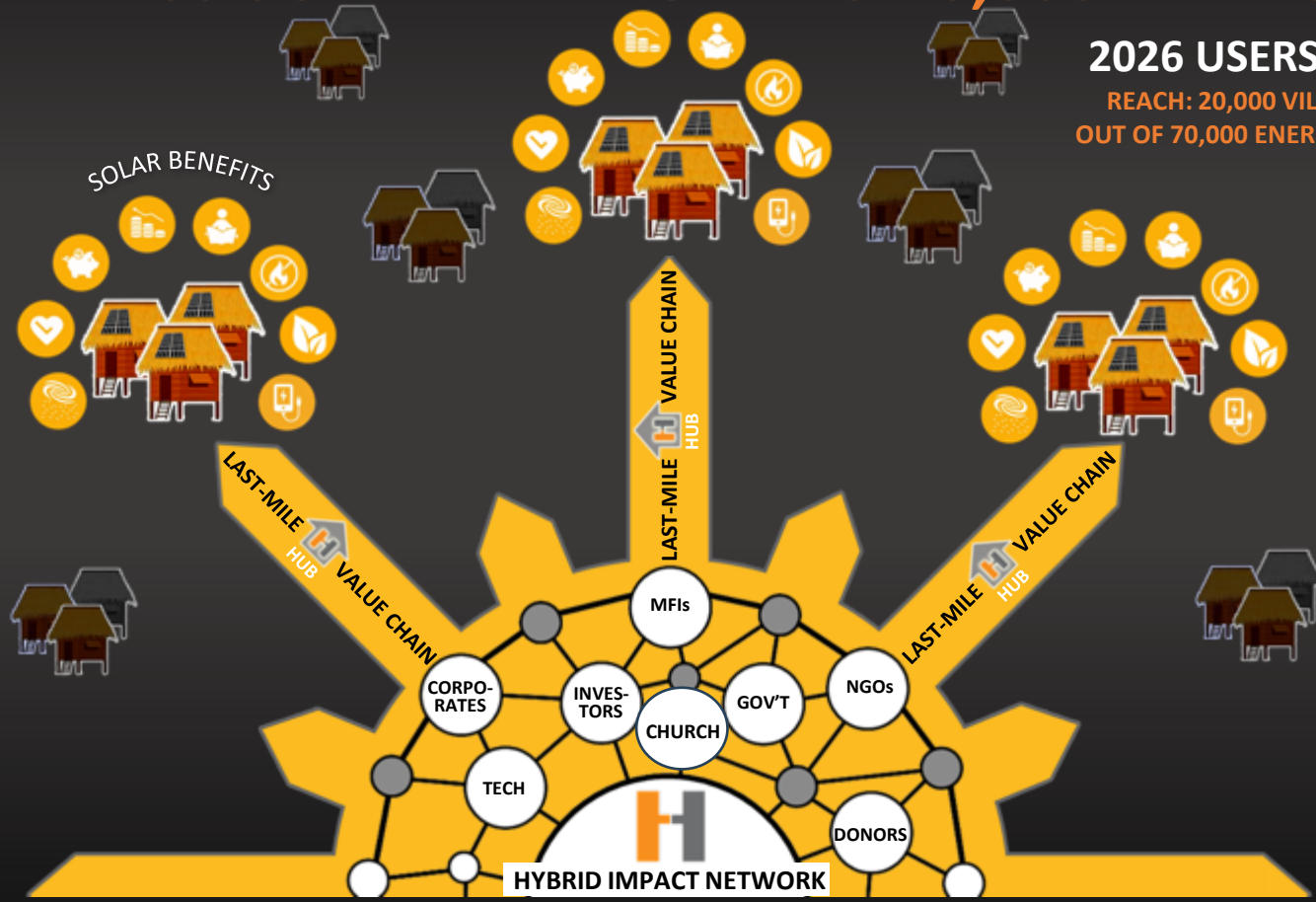
MFIs



MISSION: BUILD NATIONWIDE GRIDLESS SOLAR NETWORK TO 70,000 VILLAGES

2026 USERS: 2M

**REACH: 20,000 VILLAGES
OUT OF 70,000 ENERGY POOR**



LET'S END ENERGY POVERTY TOGETHER!

HYBRID IMPACT NETWORK FELLOWSHIP 2026

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