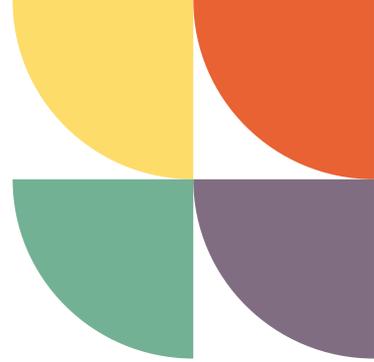




CLEAN
Create. Connect. Collaborate.



KHETHWORKS



WATT MATTERS 2025

WEEKLY MEMBER SPOTLIGHTS





KHETHWORKS

MAHARASHTRA

EST. 2016

SOLAR WATER PUMPS

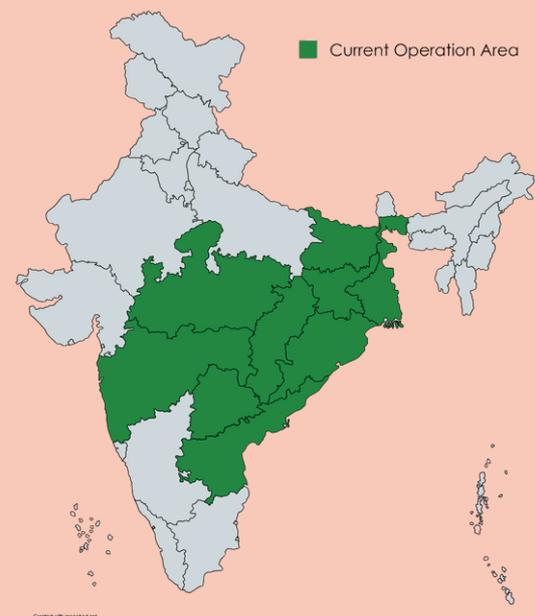
ABOUT

Founded with the vision of empowering marginal farmers, Khethworks is a pioneering social enterprise working at the intersection of clean energy and rural livelihoods. The company emerged out of technology developed at the Massachusetts Institute of Technology (MIT), where the founding team identified a critical gap in smallholder irrigation access.

Headquartered in Pune, Maharashtra, Khethworks operates in Odisha, Jharkhand, Chhattisgarh, West Bengal, Bihar, Madhya Pradesh, Maharashtra, Telangana, Andhra Pradesh. Khethworks offers a portable and convenient irrigation solution tailored for small and marginal farmers in India, who often have scattered plots located across forests, hills, and valleys. While surface water is often available near these plots, the absence of affordable lift irrigation means they remain dependent on rainfed agriculture, thus limiting productive use of their land and natural resources. Khethworks' lightweight, easily transportable pump empowers farmers to access nearby water sources, enabling reliable irrigation across fragmented landholdings.

Current Markets

Odisha, Jharkhand, Chhattisgarh,
West Bengal, Bihar, Madhya Pradesh,
Maharashtra, Telangana, Andhra Pradesh



Map. Current and Potential Markets

TECHNOLOGY & SERVICES

Khethworks specializes in solar-powered portable water pumps designed to meet the irrigation needs of marginal farmers, enabling them to cultivate more crops round the year and eliminate dependence on fossil fuel based pumps.

* 320-Watt Solar Water Pump

- Operates efficiently on just 320W solar panels
- Lightweight and portable, with motor weighing close to 4kg, becomes suited for fragmented and scattered farm plots
- Capable of drawing water from upto 50ft surface water and shallow ground water sources such as open wells, ring wells, ponds, river streams, check dams

* Key Features and Benefits:

- **Portable:** Can be carried easily to different water sources next to their fields as per need.
- **Energy Efficient:** 3 times more efficient in terms of water output per watt
- **Affordable:** low cost and easy to own via financing
- **Reliable:** Empowers farmers to irrigate independent of erratic grid or fuel availability

Khethworks also offers after-sales support and user training to ensure farmers can effectively use and maintain the pumps.



MARKETS

* Market Segments

Khethworks follows both B2C and B2B models—selling directly to marginal farmers as well as to entrepreneurs and Farmer Producer Companies (FPCs), who lease or sell the pumps to farmers. Their community-driven go-to-market strategy relies on grassroots partnerships, field demos, and peer influence to drive adoption.

* Business and Payment Models

To support affordability and adoption, Khethworks collaborates with financial institutions and last-mile partners for credit facilitation and flexible payment models. Efforts are ongoing to expand access to microloans and EMI options, especially in underserved markets.

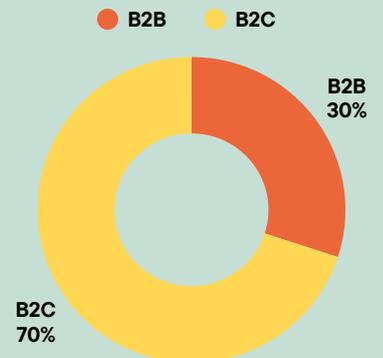


Chart. Business Segment Distribution

IMPACT

Units Deployed:

- 2,000+ solar pumps sold since 2022

Income Growth:

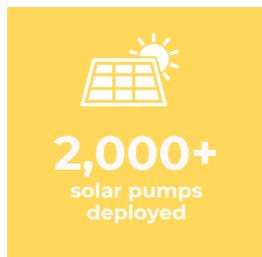
- Savings on input costs: Reduces diesel use for irrigation, saving close to ₹15,000–16,000 per acre annually
- Increased productivity: Khethworks' portable Khet Pump enables year-round farming for small and marginal farmers who were earlier doing rainfed or single crop season

Environment Impact:

- 0.3-0.44 MTCO₂e reduced annually through total diesel replacement

Social Impact:

Enhances irrigation reliability, especially in regions with frequent electricity shortage or high fuel costs



Way Forward

Khethworks is actively working to expand to parts of India which have good surface water levels and marginal and small farmer population density. The enterprise aims to scale its pump portfolio, deepen distribution partnerships, and integrate bundled services like micro-irrigation and financing. Ultimately, Khethworks envisions a future where every marginal farmer in India has access to reliable, clean, and affordable irrigation—unlocking the full potential of their land and labor.



Alignment with SDG Goals



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