

PROJECT LIGHT



Overview of the Company

- European renewable energy company with a strong focus on developing state-of-the-art **solar lighting** projects across the globe.
- The Company specializes in undertaking greenfield development projects driving the entire value chain - from early development to installation, commissioning and operation and maintenance.
- It also structures all or part of the required equity and debt financing to realise a project depending upon the requirements of individual projects.
- The technology is **designed for 10+ years operation** in the challenging environments.
- It securely integrates the electronics and houses the batteries in the foundation to minimize vandalism threats.
- These built-to-last solar streetlights are designed specifically for operation in hot, humid and dusty environments compared with other solutions.
- The Company has installed the solar streetlights in Middle East, Africa and across Europe.



Unique Technology Highlights

- LED – Industry leading efficiency. Natural white light and more than 100.000 operating hours.
- Optional monitoring built-in
- Pole is available in 5 – 8 m of height
- Vandalism proofing through battery installation in the ground
- Solar Panels are made of prismatic glass for optimized energy harvesting from vertical axis and the nano coating prevents soiling.
- Uses latest lithium iron phosphate (LFP) battery cells with Zero Cobalt
- Illumination complies with the international road standards
- Low Total Cost of Ownership (TCO)



Business Proposal

The Company is interested to enter the Indian market and are willing to collaborate with an Indian entity to undertake government projects to supply and install high quality European designed solar streetlights across the country. The company offers financing options for the execution of project. The company is ready for any of the following arrangements:

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1. **Joint Venture** – European company would form a JV with a suitable Indian company and bid for the government projects together. EU company would share the technical know-how and the components could be manufactured, installed and commissioned in India.
2. **Distribution** – European Company is also open to get into a distribution arrangement wherein they can supply all the components to an Indian Company who can assemble the same in country.



Unique Business Proposition

The project is also available on CAPEX & OPEX model. Under OPEX model, the European company will undertake the development and installation of solar street lightings and charge on OPEX basis. For CAPEX model, low cost financing is available from European channels.



Comparative Analysis

The table below shows the shortcomings of general streetlight solutions in the market & how the unique solar lighting solutions provides by the EU company addresses these challenges:

Criteria	General Solutions	Project Light
Power Generation & Storage	Energy production and storage should be designed for high performance even in challenging environments (low light conditions) and allow for enough autonomy time.	stable and dependably harvests energy even in low light conditions and efficiently converts the electricity for energy storage.
Vandalism Prevention	Most solar lamps have the electronics box mounted on the pole. These are often vandalised for batteries.	Places the battery in the ground thereby effectively preventing vandalism and overheating (fast degradation).

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Engineering & Design	Short component lifetime due to low quality and a technical design not suitable for hot, humid and dusty environments results in short lifespan.	Engineering and design ensure long solution lifespan and stable operation in hot, humid, and dusty environments.
Light Quality	Generally, many streetlights don't comply with road standards.	Streetlights comply with European / International highway lightning standards, such as ME4a. This ensures light quality delivered is optimal for road safety.
Risk Mitigation	All cases where cheap (CAPEX) solar streetlights are deployed, they fail prematurely and hence, TCO is VERY high, due to continuous replacement or repair of streetlights.	Headache free operation over a 10-year period, through a fixed all-inclusive price, where the Buyer even receives a 95% uptime guarantee.



About Us

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