

THE FUTURE IS BRIGHT WITH SOLAR

SOLAR GUIDELINE



BRIGHT
LIGHT
SOLAR



WHO WE ARE

Bright Light Solar are specialists in providing fully funded residential solar installations to Sectional Title Bodies Corporate and Homeowners Associations (“Community Schemes”) across South Africa.

Solar is not only the best renewable energy solution currently, but it also provides your residential estate with an energy solution that reduces carbon emissions. There has never been a better time to install Bright Light Solar.

Key features of our fully funded solar solution:

- ✦ No upfront capital expenditure;
- ✦ Fully insured and maintained infrastructure for the period of the contract;
- ✦ Annual servicing and cleaning included;
- ✦ Real time monitoring of performance, ensuring clients receive the full benefit of the savings generated;
- ✦ Carport structures may be included depending on feasibility of the project.




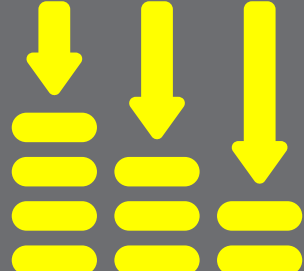



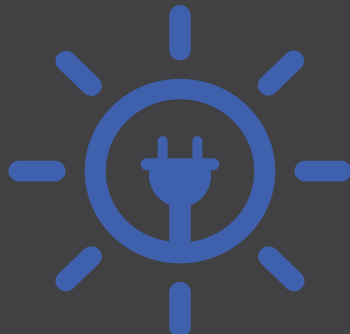
Our clients benefit from the energy savings from day 1, with lower than council annual escalations guaranteed.

We effectively fund, insure, maintain and monitor the solar infrastructure and provide our clients with the opportunity to purchase cheaper, cleaner energy from the solar installation. No hassle solution designed to reduce costs, add value and promote green energy, whilst increasing the rentability and saleability of units within your residential estate.

As part of the larger Sectional Title Solutions (Pty) Ltd group, we have a thorough understanding of Community Schemes.

WHY SOLAR?

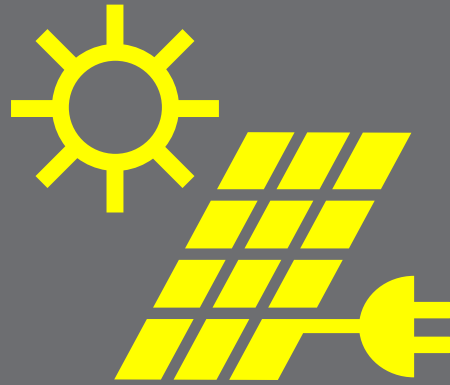
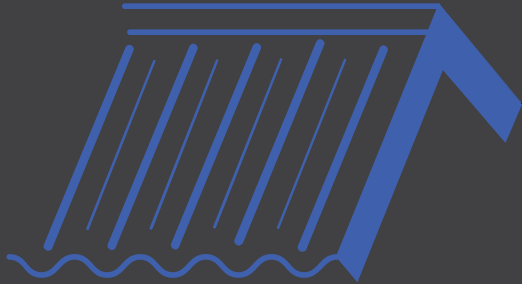
At BLS, we believe that we can make a positive difference to the future of South Africa, by providing fully funded solar solutions to clients installed on their rooftops, in their carparks, or on unutilised space on their properties. The solar irradiation levels across South Africa, coupled with the inefficient, ineffective and expensive power alternatives, provides clients with a significant opportunity to benefit from clean, efficient solar energy. Every day, enough energy from the sun hits the earth, to power all earth's energy needs for nearly 30 years. The possibilities with solar are endless. We are passionate about changing the way South Africans consume energy.

 <p>NO UPFRONT CAPITAL EXPENDITURE REQUIRED (THIS IS A FULLY FUNDED SOLUTION)</p>	<p>INCREASES THE VALUE OF PROPERTY INVESTMENTS</p> 	 <p>EASY TO INSTALL AND MAINTAIN WITH AN EXPECTED LIFETIME USE OF 20-25 YEARS PERFORMANCE GUARANTEES</p>	<p>REDUCED ENERGY COSTS RESULTING IN IMMEDIATE SAVINGS TO THE BODY CORPORATE OR HOMEOWNERS ASSOCIATION</p> 	<p>BENEFITS TO YOUR RESIDENTIAL ESTATE AND UNIT OWNERS OF INSTALLING SOLAR:</p> <ul style="list-style-type: none"># Installing a solar solution increases the value and desirability of the estate;# Increases saleability of units;# Reduced energy costs increase the rentability of units;# Immediate savings generated, which only escalate over time (the sooner we install, the sooner you enjoy the energy savings);# Ultimately, the energy savings generated form an additional income to the residential estate, or are passed on to the unit owners.
<p>WITH TECHNOLOGY RAPIDLY IMPROVING, STORAGE SOLUTIONS WILL BECOME FEASIBLE AND EASILY BOLTED ONTO ANY EXISTING SOLAR INSTALLATION</p> 	 <p>STABLE ENERGY PRICES</p>	<p>DOING YOUR PART TO REDUCE GLOBAL WARMING EMISSIONS</p> 	 <p>AN INEXHAUSTIBLE SUPPLY OF ENERGY FROM THE SUN</p>	

HOW IT WORKS

1

PANELS ARE MOUNTED ON COMMON AREAS SUCH AS ROOFS AND CARPORTS, ABSORBING ENERGY FROM THE SUN

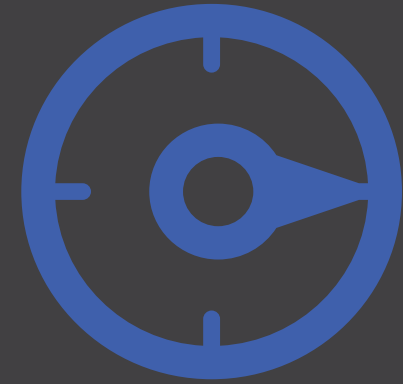


2

INVERTERS THEN CONVERT THE SUN'S ENERGY INTO ELECTRICITY THAT CONNECTS WITH THE CLIENT'S ELECTRICAL SYSTEM

3

METERING IS INSTALLED TO PROVIDE REAL TIME DATA



4

PERFORMANCE IS REAL TIME MONITORED AND ANY LOSS OF SOLAR PRODUCTION IS IMMEDIATELY FLAGGED



6

YOU ONLY PAY FOR THE SOLAR ENERGY CONSUMED



5

OUR SUPPORT DESK LOGS THE EVENT AND IMMEDIATELY DISPATCHES A TECHNICIAN TO INSPECT THE SITE








Note: Your current utility provider will continue to provide energy that can't be generated from the solar panels



WHAT YOU NEED TO DO

As part of the larger Sectional Title Solutions (Pty) Ltd group, we understand Community Schemes. Our dedicated sales team will guide the Trustees / Directors of your residential estate every step of the way.

 STEP 1	 STEP 2	 STEP 3	 STEP 4	 STEP 5	 STEP 6	 STEP 7
Initial feasibility assessment	Solar proposal presented to the residential estate	Acceptance of proposal	Compliance and design (includes detailed drawings and regulatory approvals)	Infrastructure installation	Testing is conducted to ensure everything is working optimally	Go live date (online monitoring system presented to the residential estate)

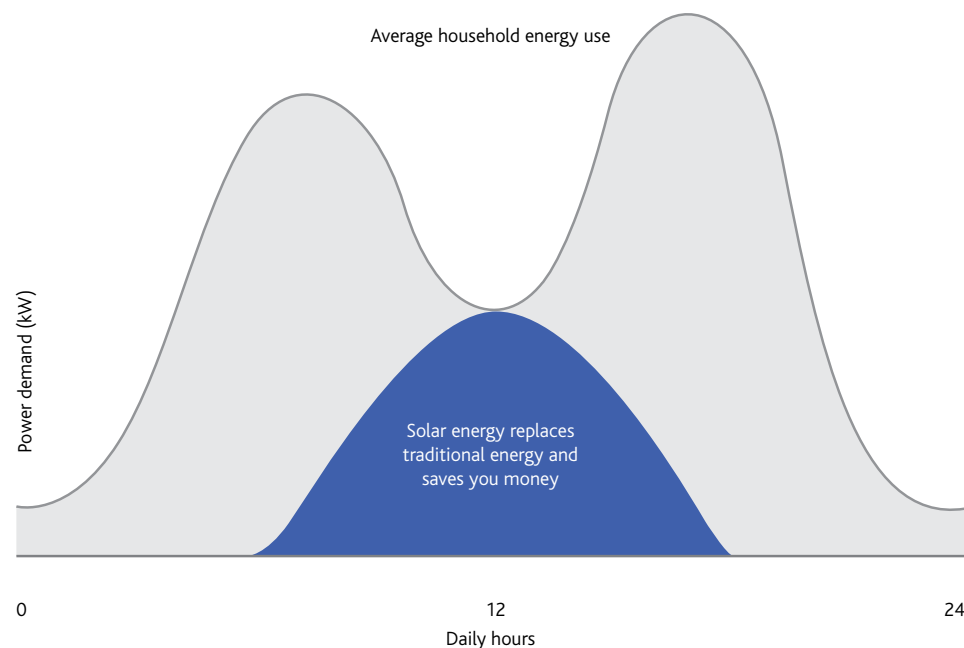
FREQUENTLY ASKED QUESTIONS

1. WHAT IS A GRID-TIE SOLAR SOLUTION?

A grid-tie solution requires the national electricity grid or a generator to provide power before it will work. In the event of loadshedding and no generator or battery storage system to provide a reference point, your grid-tie solution will not deliver any energy.

2. HOW MUCH ENERGY AND WHEN DOES SOLAR GENERALLY CATER FOR:

Solar energy comes from the sun. We size the solar system to cater for the average daytime energy consumption pattern of the residential estate. This generally follows the pattern shown in the below illustration.



Residential Profile

3. WHAT HAPPENS WHEN IT RAINS OR IS OVERCAST?

Solar panels generate less power during periods of cloud cover. Your residential estate would obtain more power from your utility provider or from battery storage (if you choose to install) during this time.

4. WHAT HAPPENS WHEN NEW TECHNOLOGY ARRIVES?

Solar technology is improving every year, while costs seem to have flattened out. This will likely result in less space being utilised in coming years, as the solar panels become more efficient. As technology improves and new technologies become feasible, we endeavour to offer your residential estate the opportunity to install storage solutions and potential upgrades to existing infrastructure, although you will not be under any obligation to do so.

5. HOW MUCH CAN MY RESIDENTIAL ESTATE SAVE FROM INSTALLING SOLAR?

Residential tariffs differ vastly across the country and savings will depend on several factors, including installation complexity, Rand exchange rate and current tariff structure. We have however on average achieved between a 15% and 25% saving compared to current client tariffs.

6. WHAT DOES THE SOLAR INSTALLATION COST?

There is absolutely no upfront capital cost for the residential estate. We fund and own the infrastructure until the end of period and charge the residential estate based purely on consumption of solar energy. The residential estate can however purchase the solar infrastructure from us after a period of 5 years.

FREQUENTLY ASKED QUESTIONS

7. WHAT HAPPENS IF THE RESIDENTIAL ESTATE CANCELS THE CONTRACT?

You can cancel the contract and pay an early termination cost, which includes the cost of relocation of the solar infrastructure, or you can purchase the solar infrastructure from us.

8. WOULD A SOLAR SOLUTION ADD VALUE TO MY PROPERTY?

Definitely. A solar solution will provide electricity and shield a tenant / future unit owner from future tariff increases. The residential estate has the benefit of retaining the financial benefit of the savings or sharing the benefit with the unit owner, who in turn can pass this on to the tenant to attract a better-quality tenant and / or maximize occupancy rates.

9. WHAT HAPPENS IF HAIL AND / OR OTHER INCLEMENT WEATHER DAMAGES THE SOLAR INFRASTRUCTURE?

We insure the solar infrastructure over the period of the contract and will replace any damaged and / or non-performing solar panels. There is no cost implication to the residential estate.

10. WHAT ARE THE BENEFITS OF THE BRIGHT LIGHT FULLY FUNDED MODEL VERSUS OWNING THE SOLAR INFRASTRUCTURE OUTRIGHT?

One of the most commonly asked questions by residential clients is why a residential estate should fund rather than own the infrastructure outright. There are several reasons why we motivate a funded model versus ownership, including the elimination of technology and regulatory risk associated with ownership. In addition, the management of residential estates may not have the expertise to operate, maintain and monitor the solar infrastructure, and even if they currently do, that management team may leave

when they sell their properties, leaving the residential estate without the expertise. This will very likely result in loss of performance and savings generated from the infrastructure.

11. WHAT EQUIPMENT CAN I POWER FROM THE SYSTEM?

Any equipment that uses electricity to operate can be powered from the solar infrastructure.

12. WHAT IS THE LIFESPAN OF THE SOLAR INFRASTRUCTURE?

Solar infrastructure generally has a design life in excess of 25 years but can last for as long as 35 to 40 years. However, solar panels do gradually lose efficiency over time (performance guarantees from suppliers ensure that they do not drop below 90% efficiency after 10 years and 80% efficiency after 25 years).

13. HOW DOES THE RESIDENTIAL ESTATE MAKE PAYMENT?

A calibrated meter with industry level accuracy is installed and each kWh that is produced and delivered to the residential estate is recorded in 5-minute intervals. This gives all stakeholders the ability to view what generation and consumption is being used in almost real-time fashion. We process an invoice at the end of every month based on the consumption data from the meter, which is then presented to the residential estate for payment.

Speak to us about your energy requirements. We offer:

- ✦ Fully funded solar solutions;
- ✦ Financed generators (catering for only common property, or the entire complex);
- ✦ Battery storage solutions.

Bright Light can provide you with battery backup and storage solutions, as well as backup generator solutions (which can be financed through us), simultaneously with our fully funded solar solutions.

Shed those power outage “outrages” and contact us now to start reducing your energy costs and secure your estates’ energy future.

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