


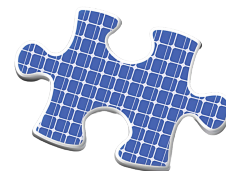
**PUTTING THE
POWER IN
YOUR HANDS!**

**SOLUTIONS FOR
PROPERTY
DEVELOPERS**

 +27 10 020 8200

 www.brightlight-solutions.co.za

 Block 1, Northdowns Office Park,
17 Georgian Crescent, Bryanston



**BRIGHT
LIGHT**

WHO WE ARE

Bright Light specialises in providing cost effective, fully funded solar and efficient energy solutions to residential home owners, gated estates, commercial office parks, industrial clients, lodges and agricultural clients, property developers and EPC's, offering the opportunity to access cheaper cleaner energy.

We offer fully funded solar and efficient energy solutions as well as the opportunity to own the solar infrastructure.

Our investment mandate is to invest in long term solar energy projects. We engage prospective clients from start to end, including deal origination, negotiation of long-term electricity supply agreements, engineering, procurement and construction of the projects, as well as maintenance, billing and monthly performance reporting.

Our credentials include:

- » Experienced solar professionals
- » Proven track record of funding and installing small, medium and large-scale rooftop and ground-mounted solar and efficient energy projects
- » Registered member of SAPVIA (South African Photovoltaic Industry Association)
- » Fully compliant with all regulatory requirements
- » Only best-of-breed equipment (Tier 1) with panel warranties of 25+ years and inverter warranties of 20 years

Bright Light Solar VCC Ltd is a registered S12J venture capital company (FSCA license number 47804) in terms of the Income Tax Act (SARS VCC reference number VCC-0060).

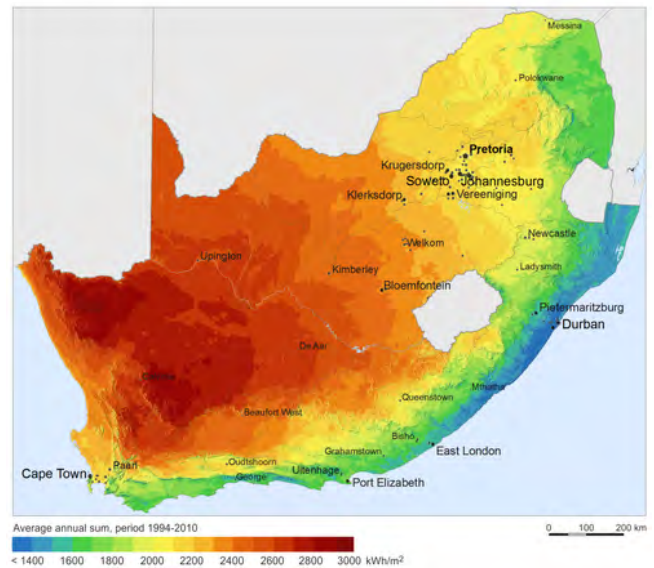
POWERING THE FUTURE

At Bright Light, we believe that we can make a positive difference to the future of South Africa, by providing unique funding solutions to clients to assist in the installation of solar and efficient energy projects on their rooftops, in their car parks, or on unutilised space on their properties.

The solar irradiation levels across South Africa, coupled with the inefficient, ineffective and expensive power alternatives, provides our clients with a significant opportunity to benefit from clean efficient solar energy as well as other efficient energy technologies.

Did you know?

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 and efficient energy are endless!



WE ARE PASSIONATE ABOUT CHANGING THE WAY SOUTH AFRICANS CONSUME ENERGY

OUR VISION



To be the leading private investment fund for solar projects in South Africa.



To enable access to cheaper cleaner energy for clients across the country.



To build unique energy solutions for our clients.



To build a better future.

SOLUTIONS FOR PROPERTY DEVELOPERS

Bright Light offers fully-funded value-add packaged solutions to property developers, which include:

- » Fully funded solar and battery storage solutions to provide solar energy to the development, providing new owners the opportunity to purchase cheaper, cleaner and more reliable energy
- » Fully funded hot water solutions
- » Smart electricity usage and water metering for all the units
- » Smart technology solutions such as visitor management, CCTV surveillance and FTTH solutions

Our value proposition to property developers is that these packaged solutions come at no cost for the developer. Through our highly appealing smart (smart metering and visitor management) and efficient (solar, battery storage and efficient hot water) solutions, a development can set itself apart from the rest.

The benefits to the development and its future unit owners:

- ✓ A smart and efficient development in which to live
- ✓ Reduced running costs such as:
 - More reliable electricity at a lower rate than the local municipality through solar
 - Significant savings on hot water generation through the use of energy-efficient heat pumps
 - Reduced insurance and maintenance costs on geysers
- ✓ The ability to recover electricity and water consumption costs through the use of prepaid smart wallets
- ✓ A safe and secure environment with the implementation of CCTV and a visitor management solution

HOW WE DO IT

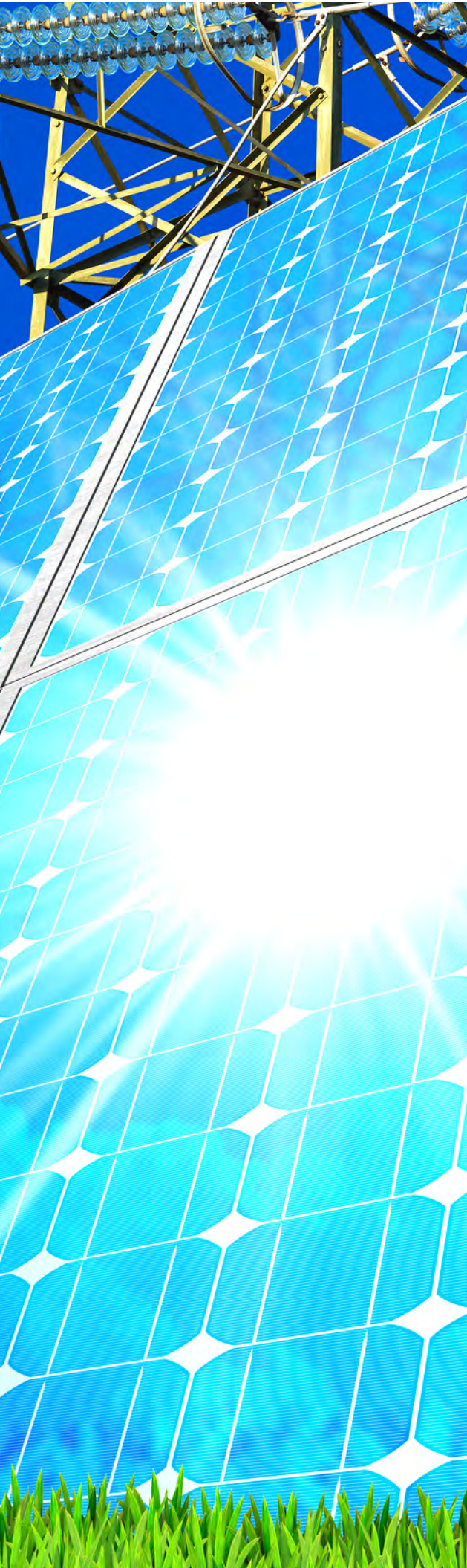
Bright Light was established in 2017. We have raised funds from private individuals, corporate entities and Trusts that were looking to invest in a greener future and utilise this funding to invest in long term solar projects. Management have invested alongside our investors.

Our funded solar offering includes the following:

- » Full 100% funding of the upfront capital expenditure requirement
- » Insuring the infrastructure over the period of the contract
- » Maintaining the infrastructure
- » Real time monitoring of the performance, to ensure full benefit passes to the client, and
- » Carport structures may be included depending on feasibility of the project

The tariff we charge to clients, if feasible, is lower than the client's current council tariff, providing them with the opportunity to purchase cheaper, cleaner energy whilst increasing property value.

We fund, insure, maintain and monitor the solar and efficient energy infrastructure and provide our clients with the opportunity to purchase cheaper, cleaner energy from us whilst providing them with energy security.



GRID TIE SOLAR SOLUTIONS

The rising price of electricity paired with the unstable and unpredictable supply of energy in South Africa is one of the greatest challenges we face as a country. Now more than ever, property developers are seeking ways to reduce unnecessary costs and what better way to do this than with the implementation of fully funded clean solar, efficient energy and smart technology solutions.

Bright Light is specialised to manage the installation of solar projects on rooftops, carports, or any other unused space in a new property development. We fully customise our solution to fit your space and energy requirements, and our team of experts are always on-hand to attend to any queries or maintenance requirements.

Our solar solutions rely on the ever-present sun, while conventional energy relies on the supply of coal, guaranteeing your development the appeal of a constant and renewable source of energy.

With our solar solution, you can expect:

- No upfront capital expenditure required, and the infrastructure is insured over the period of the contract
- Ongoing maintenance of the infrastructure is included
- We offer real-time monitoring ensuring that the development and new owners only pay for what they use
- Carport structures may be included depending on feasibility
- The tariff we charge is lower than the current council tariff (as the property developer, you can market the saving of money from day one of new ownership)
- We guarantee that our annual escalations will be 15% less than that of council's

What better way to enhance the attractiveness of a new development, than with cheaper, greener energy and smart technology.



BATTERY STORAGE SOLUTIONS

Bright Light offers a range of battery storage solutions for new developments seeking to market energy independence from the grid.

Our storage solutions offer property developers the opportunity to mitigate the effects of loadshedding for new owners looking to purchase units, with various alternatives and sizing to select from.

Benefits of our fully funded off battery storage solutions:

- ✓ Zero upfront capital expenditure, ongoing maintenance or insurance costs
- ✓ Fixed or variable tariff escalation options
- ✓ Cheaper, cleaner, consistent energy production
- ✓ No regulatory or technology risk
- ✓ The ability to upgrade as new technologies are developed
- ✓ Generator integration to ensure backup energy source available (if needed)

Bright Light has assisted several property developer clients to obtain energy security for their developments. New homeowners are thus guaranteed a constant supply of clean energy in the event of loadshedding.

We partner with our property developer clients over the long term, providing them with attractive value add packaged efficient energy solutions for their new developments to ultimately enhance the attractiveness to new owners that are looking to purchase a unit(s) within the development.

HOT WATER SOLUTIONS

Bright Light also includes centrally heated hot water infrastructure in our fully funded packaged solution for property developers.

The cost of heating water typically accounts for between 50-60% of residential unit owners monthly electricity costs.

Water is an excellent store of energy and efficient storage of water that is heated with solar power will reduce the developments monthly electricity costs substantially. Ultimately putting savings into unit owners' pockets.

Through our hot water solutions, water is heated centrally using solar energy systems that power the heat pumps and the heating in the storage tanks. We include a complete plumbing retrofit (if required) and the installation of hot and cold water meters to allow accurate, consumption-based billing.

We are able to fund all the costs related to the provision of hot water to units, provide the new development with a fully funded solar energy solution and provide energy cost savings from the first month of occupation.

This strengthens the appeal for new owners, because they do not have to raise special levies to cover these costs. Not only do we fund the costs of the infrastructure, but we will also insure and maintain the equipment at no additional cost to the unit owners or development.

We also assist with the generation and transmission of centrally-heated water to individual units within an estate through a ring main distribution system.



SMART TECHNOLOGY SOLUTIONS

Bright Light has partnered with industry-leading Smart Technology providers, to deliver value-enhancing solutions to our property developer clients.

Smart Technology solutions that can be included in our fully funded packaged solutions to property developers include:

- » State of the art visitor management solutions
- » Fibre Networks (where feasible)
- » Remote CCTV surveillance and security solutions

A fast internet connection is becoming increasingly attractive to prospective homeowners both globally and in South Africa. Bright Light can assist property developers with super fast fibre networks, installed, operated and maintained at zero cost to the developer or the new unit owners.

The visitor management solution for developments is a cost-effective and user-friendly security solution that enables unit owners to manage and control visitor access via a smart phone app or online portal. Additional features include a built-in reporting tool, bulk messaging platform and workflow management tool to accurately control visitor data.

Enjoy peace of mind and heightened security with remote monitoring of new developments through CCTV. Our smart technology security and surveillance solution is pioneering the way forward in CCTV monitoring. It is controlled by professional industry-accredited personnel and provides immediate reaction to alarm incidents through public or directed IP communication to the actual site by alerting armed response emergency services and the SAPS where applicable

Through our smart technology solutions, property developers will be able to increase the value and desirability of their developments with smart living solutions, all at no additional cost to them or unit owners.

APPROVAL PROCESS FOR NEW DEVELOPMENTS

From an approval process, the agreements need to be signed by the developer and ratified at the Inaugural General Meeting (“IGM”) of the new development (where this is a Community Scheme development). This means Bright Light requires a guarantee from the developer that, should the Community Scheme not ratify the agreements at the IGM, then we would need to recover the costs from the developer. This guarantee will fall away once approved by the Community Scheme.

The hot water agreement is structured to charge the Community Scheme for the recovery of the hot water solutions. We include the costs of hot and cold water meters to enable the Community Scheme to recover these costs from the unit owners / tenants based on their consumption. The electrical costs to heat the hot water will also be for the Community Scheme’s account.

The metering will include a full smart wallet solution (if required) to enable the Community Scheme to recover these costs on a prepaid consumption basis.

Agreements that can be included in our fully funded and packaged solutions to property developers include:

- » An Electricity Services and Supply Agreement for the consumption of solar electricity
- » A Hot Water Services Agreement
- » A guarantee from the developer to protect Bright Light in the unlikely event that the IGM does not approve the above agreements
- » Smart Technology agreements for the solutions required

We partner with our property developer clients over the long term, providing them with attractive value add packaged efficient energy solutions for their new developments to ultimately enhance the attractiveness to new owners that are looking to purchase a unit(s) within the development.

CONTACT US

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