

Solight Solar Lighting Systems

Solight has developed an innovative natural lighting system, making our buildings healthier and energy efficient.

The Need

An energy and health paradox exists all over the world -> Free, Full-Spectrum, healthy Sunlight outside. Fossil fuel dependent, flickering, unhealthy, artificial lighting inside.

- **Energy challenge:** Using fossil fuel electricity, to light up buildings during daytime, is unacceptable at our day and age. In modern office buildings, **lighting accounts for up to 40% of electricity consumed**, and up to 25% in typical residential buildings. Even the most efficient LED lighting systems emit up to 85% of their incoming electricity as waste heat into the room, thereby also increasing the AC cooling loads.
- **Health challenge:** Humans evolved under natural sunlight for millions of years, making us finely tuned to the natural daily light/darkness rhythms, **yet today all of us spend most of our waking hours in artificially poorly lighted spaces; Resulting in Daytime-Fatigue, Insomnia, learning and attention disorders, Obesity, and Depression.** Even the best artificial light sources are still a far cry from the qualities and benefits of **the real thing - natural solar light!**

Solight's Solution

- Our innovative and patented technology, enables efficient harvesting of large amounts of natural sunlight using our durable Optimized Static Collector (OSC) that is installed on roofs or side of building.
- The Solight solution reduces lighting and AC cooling costs, while providing accurate full spectrum, healthy solar lighting indoors.
- Solight has developed 3 collectors: A **Mini DIY Solution**, a **Versatile Collector** for the residential market, and a large **Industrial Collector** for the commercial market (offices and industrial buildings).



Kedma Hotel 8 SOLIS Industrial units installed.

The Market

Based on the EU Built environment (BPIE 2011) and a modest ~7% penetration in proven market segments, our bottom-up **Global Market (SAM)** estimate is in order of **158,000 M €**

Competitors

The competitors are divided into two categories:

- Solar lighting solutions, including basic non-concentrating Reflective Pipes - relatively low-cost low-performance systems, and Complex 2 Axis Tracking systems - expensive and complicated tracking systems. SolaTube (basic reflective pipe systems), is estimated as selling 150M\$ annually.
- High end Human Centric Lighting, artificial lighting LED based systems.

Solight Solution Advantages

Combining cost and health benefits, Solight solutions outperform significantly any available solution. Our systems contain these benefits:

- **Accurate full-spectrum natural lighting**, with customizable heat ingress, **without dangerous UV exposure.**
- **Significant energy saving during daytime**, on lighting and HVAC electricity bills.
- **Superior price/performance – SOLIS supplies X3 and better performance/price**, compared to other solar lighting solutions; better ROI versus LED/other artificial lighting due to energy and replacement cost savings.
- **A static minimal maintenance durable collector** - The patented product design enables uniform and efficient, light collection through both daily and seasonal solar angles, with **no moving parts.**
- **GHG Reduction Certified** - Solight technology had been assessed by **Impact Forecast**, and had been found to be: Valid, Positive and Significant. **Mitigates climate change with an impact potential of -859 tCo2eq/year.** Validation ID JW0025 verifiable at www.impact-forecast.com

Business Model

- Solight shall engage with **synergetic, global and local partners**, to commercially deploy our innovative systems worldwide.
- **SOLIS Sales Prediction: Year1 750 K\$; Year2 3.1 M\$; Year3 7 M\$;**
- The Solight value chain is estimated at 30% gross profit, and a further 20% for distributors.
- The Solight lighting systems are easily implemented by skilled subcontractors, removing the need for dedicated production lines, and enabling fast and flexible mass production.

Key Personnel:

Dror Becker - Founder Active Chairman
- Vast management experience Infrastructure, Transportation, Security, Finance sectors.
- BSC Economics, TA University.

Ofer Becker - Founder, CTO
- Expert of Solar Design, Advanced Polymers, Composites, Defense, Medical, Production Tech.
- Mechanical Engineer, Technion

Maayan Bar - CEO
- An experienced manager with broad systemic vision.
- Rich background in corporates and start-ups
- Executive MBA, Bradford University; LLB, University of London

Shareholders:

- Dror & Ofer Becker (Founders)
- SIBF2 VC.

Strategic Partners:

- Green Construction ZEB.
- Renewable Energy Implementers.
- Lighting Designers/Architects.

Intellectual Property:

- EU 2, Nat. Granted.
- US: 2 PCT, Nat. Granted.

Funding Requirements:

- 2 M\$ Strategic Partners.

Funding sources to date 4M\$:

- IL IIA Tnufa, Incubator Program.
- EU SME Horizon 2020 Phase 1+2.
- Ministry of Energy Pioneering Tenders X2; Eilat Municipality.
- Ministry of Environment Tender, with Hp-Indigo.
- SIBF2 VC.

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