

## Newsletter 2025

# Commercial & Industrial Off-Takers

**Theme:** *Energy Security & Cost Reduction: The Solar Sawa Advantage* Focus: PPA Tariffs, Rapid Deployment, and Utility-Grade Quality.

**Subject:** Cut Energy Costs by 2026: The New Standard for Corporate PPAs 🏢⚡

Dear Energy Partners,

For industrial and commercial leaders, energy isn't just a utility—it is a major operational cost and a stability risk.

At Solar Sawa, we understand that your priority is simple: Reliable power at the lowest possible tariff, delivered yesterday.

We are an IPP-first infrastructure platform. Unlike traditional developers who struggle with slow bank financing, our FinTech-enabled model allows us to mobilize capital instantly. This translates directly into speed and savings for your operations.

## The Solar Sawa Promise: What We Do For You

**1. Unbeatable Speed & Turnaround** Traditional projects often stall for months waiting for bank approvals. Because we utilize 100% equity models and atomic settlement for funding, we eliminate debt refinancing delays.

- **The Result:** We can mobilize on-site immediately after signing. For projects like our Hawiyah facility, we deliver immediate savings by displacing expensive diesel/grid power without the wait.

**2. Competitive, Fixed PPA Tariffs** Our streamlined financing removes the heavy administrative fees of traditional banking. We pass these savings directly to you.

- **Example:** Our C&I partners in KSA are securing fixed tariffs as low as SAR 0.44/kWh for 15 years, generating millions in yearly savings.
- **Stability:** We offer fixed tiered tariffs that protect your bottom line from grid inflation for decades.

**3. Tier-1 Turnkey Quality** We do not cut corners. We partner only with qualified, Tier-1 EPCs to deliver utility-grade infrastructure, even for private clients.

- **Technology:** We use dual-glass bifacial modules (e.g., LONGi) and top-tier inverters (e.g., Sungrow) to maximize yield.
- **Integration:** We specialize in complex integration, including SCADA-controlled zero-export systems and Battery Energy Storage (BESS) for 24/7 reliability.

**4. Full Accountability & Zero Capex** Solar Sawa takes full responsibility. We fund, build, own, and operate the asset.

- **Zero Capex:** You pay \$0 upfront. You simply pay for the cheaper, cleaner electricity you consume.
- **Single Point of Contact:** We consolidate project governance (like our Zambian SPV), ensuring you have one partner accountable for performance, maintenance, and billing.

## The Fintech Advantage: Why It Matters to You

You might ask: *"Why should I care about Solar Sawa's blockchain tech?"* You don't need to trade tokens to benefit from our technology. Our Canton-native platform works in the background to guarantee your project's success:

- **Proof of Performance:** Our smart contracts provide immutable proof that the plant is performing as promised, ensuring transparent billing.
- **Capital Velocity:** By tokenizing the asset for our investors, we ensure a continuous flow of cash to the construction site. This means your project never stops due to a "funding gap".

## Success in Action

- **Tamimi Engineering Group (KSA):** A 9 MWp industrial project saving SAR 1.4–1.6 million annually.
- **ZESCO (Zambia):** A 250 MW utility-scale partnership delivering dispatchable energy through a phased, rapid-expansion model.

## Ready to Lower Your OpEx?

If you are spending too much on grid power or diesel generation, let us build a fully financed solar solution for your facility.

## Request a Free PPA Consultation

[bd@solarsawa.ae](mailto:bd@solarsawa.ae)

[Abdulazizsaleem@solarsawa.ae](mailto:Abdulazizsaleem@solarsawa.ae)