

## Newsletter 2025

# Strategic Partners, EPCs & Developers

**Theme:** *Bridging Finance & Engineering: The IPP-First Approach*

**Focus:** Active Pipeline Opportunities, Industry Analysis, and Partnership Models.

**Subject:** Partner Update: Financing 850+ MW of Infrastructure in 2026

Dear Industry Partners and Colleagues,

At Solar Sawa, we know that the true bottleneck in clean energy isn't engineering capability it's finance structure.

In 2025, we pivoted from a residential focus to an IPP-first infrastructure model. Why? Because we identified that while established IPPs have capital, early-stage utility-scale projects are often locked out of scalable finance.

We are building the solution: a platform that merges Canton-native atomic settlement with real-world construction execution. We are looking for EPCs, Co-Developers, and Strategic Partners to execute on our funded pipeline for 2026.

## The Active Pipeline: Opportunities for Execution

We are currently structuring over 850 MW of capacity. We bring the finance and development equity; we need partners for execution.

### 1. The UAE "Home Ground" Portfolio (500 MW)

- **The Opportunity:** We are aggregating a massive portfolio of utility-scale assets within the UAE, targeting large-scale government and semi-government tenders.
- **Partner Requirement:** We are seeking Tier-1 EPCs capable of delivering large-scale deployment within the Emirates to serve as our primary execution arm for this sovereign-backed infrastructure.

### 2. The Phased Utility Giant: Zamora (Zambia)

- **The Asset:** A 250 MW project delivered in five 50 MW phases, plus an additional 100 MW+ expansion pipeline.
- **The Advantage:** Backed by a Master PPA with ZESCO and a fixed tiered tariff, this project is engineered for speed.

- **Execution Focus:** We need partners ready to mobilize quickly for early phases to deliver dispatchable energy while subsequent phases are built out.

### 3. "Ready-to-Build" Acquisition: Rajasthan (India)

- **The Asset:** A highly de-risked 100 MW asset with land secured (~300 acres) and full evacuation approvals.
- **Strategic Flexibility:** The PPA is deliberately pending, allowing us to partner with developers to either sign a utility PPA (SECI/NTPC) or structure a high-tariff corporate open access deal.

### Why Partner with Solar Sawa?

- **Capital Velocity:** Our platform uses atomic settlement with fiat rails (e.g., RippleNet), reducing payment friction and counterparty risk.
- **100% Equity Models:** Projects like our Hawiyah C&I site are 100% equity-funded, eliminating debt refinancing delays and allowing for immediate mobilization.
- **Technical Excellence:** We value engineering precision. From SCADA-controlled zero-export systems to bifacial module integration, we align with partners who deliver utility-grade quality.

### Strategic Insight: The "Broken" Finance Gap

Traditional project finance is opaque and fragmented. By utilizing the Canton Ecosystem, we are replacing complex legal structures with digital securities (STOs). This allows us to provide immutable proof of asset performance to our investors while keeping your commercial pricing data private.

This means faster closing, transparent payments, and a continuous flow of capital for our EPC partners.

Let's Build the Grid of Tomorrow. If you are an EPC or Developer with the capacity to execute on MW-scale projects in the MENA or Sub-Saharan regions, we want to talk.

### Contact Our Partnerships Team

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