



NorthLite Solar Ltd.
Renewable and Sustainable Energy Service Providers

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Providers
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Ghana/West Africa

EnTri Consulting GmbH
Schönbrunner Str. 297 / 5th Floor
1120 Vienna
Austria

Att. Mr. Klaus Tritscher,
Managing Director

Bolgatanga, December 14, 2015

Letter of Reference

Dear Sirs,

NorthLite Solar Ltd. is a private Ghanaian owned renewable energy service provider, licensed by Ghana Energy Commission and accredited member of the Association of Ghana Solar industry. Our mission is to bring affordable, renewable and sustainable solar energy products to off-grid communities in Ghana and neighboring countries. Since foundation in 2009 our company became the leading distributor of solar home systems in Northern Ghana (more than 2.500 units installed), with over 500 installations in Burkina Faso, Togo and Coté d'Ivoire. In 2014 our turnover exceeded USD 1 million.

Getting access to international financing sources and finding excellent partners from abroad is a core requirement to match the steadily increasing local demand for affordable renewable energy solutions. In this respect EnTri Consulting GmbH is an outstanding partner, assisting us in

- Setting up & structuring of projects,
- creating strategic international partnerships,
- finding the most suitable financing solutions, and
- drafting funding/grant-applications.

Since start of our cooperation in 2014 EnTri Consulting

- ✓ opened up new funding sources in Europe for NorthLite Solar Ltd (first grant already received, another grant-application recently submitted and a third one in the pipeline),
- ✓ helped us widen our range of products and services,
- ✓ facilitated partnerships with 2 European solar companies.

We are impressed by EnTri Consulting's excellent, accurate services and its high-quality network. With great pleasure we confirm that we are very satisfied with our ongoing distinguished cooperation.

Sincerely yours,



(Frank A. Adabre)

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NORTHLITE SOLAR LIMITED