

EnTri Consulting GmbH
Schoenbrunner Str. 297
1120 Vienna

Vienna, February 15th, 2022

RE: Letter of Reference

hei Technology International GmbH with its headquarters in Vienna, Austria, is market and technology leader in vertically integrated solar lighting with world-wide references. We are specialized in

- development, manufacturing and distribution of **high-efficiency outdoor LED luminaires**, and
- solar, AC-grid-connected and hybrid power supply of lights.

All our energy efficient products are designed and made in Europe.

In 2021 we started our market expansion in Sub-Sahara Africa. Upon recommendation of the Austrian Chamber of Commerce we got in contact with **Dr. Klaus Tritscher**, Managing Director of EnTri Consulting GmbH. Hei Technology was involved in a public tender for solar streetlights in **Senegal**, in which a good financing offer was requested. The cooperation with Mr. Tritscher, EnTri Consulting, paid off immediately. He came up with all the right ideas and arguments to convince the Austrian Export Credit Agency (OeKB) as well as numerous commercial banks. **Based on his efforts we received an outstanding financing proposal.**

Our collaboration with EnTri Consulting expanded towards **drafting a new supply-contract** incl. operation & maintenance. Again, the experience and professionalism of Mr. Tritscher were convincing.

EnTri Consulting's network in Senegal enabled us to find the perfect candidate for the post of future CEO in case we open a subsidiary in the country.

Finally, Mr. Tritscher suggested and helped us getting a grant to cover a part of his fee.

Being extremely satisfied with our ongoing cooperation with Klaus Tritscher, EnTri Consulting GmbH, we are looking forward to further joint success.

Best regards,

Dr. Dieter Hornbachner
(Founder and Managing Director)

A handwritten signature in blue ink, appearing to read 'D. Hornbachner', is written over a small square logo that contains the word 'hei' in a stylized font.

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