



Elements Sun & Wind SARL Company profile

Beirut : Horch Tabet, GGF Bldg, Block A, 8th Flr
T/F: +961 1 492 305/6/7
E: info@elementssw.com

Table of Contents

1	General Information	2
2	Introduction	3
	2.1 Company History	3
	2.2 What the company does	3
3	Strategy	4
	3.1 Vision Statement	4
	3.2 Mission Statement	4
	3.3 Values	4
	3.4 Business Strategy	6
	3.4.1 Technical Trainings and Workshops	6
	3.4.2 Participation in Exhibitions	6
4	Business Concept	7
	4.1 Products & Services:	6
	4.2 Business Competitiveness	8
5	The Awards	8
6	Major Customers	10
7	Some References	11
8	The Team	13

1 General Information

Lebanon

Company Name: Elements Sun & Wind
Commercial Register #: 2023751
Address 1: Sin El Fil, GGF Center, Block A, 8th floor
Phone #: +961 1 492 305/6/7
Fax #: +961 1 492 305/6/7
Address 2: Zahle, Al Dirani Bldg, 2nd floor
Phone #: + 961 8 932 272
E-mail: info@elementssw.com

General Manager: Eng. Joseph Sadaka
Email: josephsadaka@elementssw.com
Head of Technical Department: Eng. Elias Abou Chedid
E-mail: elias@elementssw.com

Head of Marketing Department: Maha Tahan
E-mail: mtahan@elementssw.com

Accountant: Paul Issa
E-mail: paulissa@elementssw.com

Number of Employees: 25 Employees

Banks: FransaBank
Insurance Company: Sécurité Insurance
Law Firm: Maitre Nicolas Komati
Auditing Firm: Mr. Michel Hallak
Warehouse: Deir Tamich, Mtayleb
Office Building: Sin El Fil, GGF Center

2 Introduction

Elements Sun & Wind is a Renewable Energy Engineering Company that is specialized in Power Generation and Water Heating; it is located in Beirut-Lebanon with a MENA expansion vision. The main concern of the company is to design different solutions for all kinds of projects to minimize its energy cost.

2.1 Company History

Elements Sun & Wind was established as a Renewable Energy Engineering Company to respond to the need of reliable and cheap power. The marketing objective of Elements SW in its first



stages was to create awareness among customers and to induce them to buy SWH (Solar Water Heater) systems. This was achieved through an integrated promotional mix and by making the SWH available in as many locations as possible.

In fact Elements SW adopted the rapid penetration strategy.

After consecutive brainstorming meetings and hard study we succeeded to develop solutions based upon Photovoltaic (PV) technology that are applicable for several cases in the market. The driver of every obtained solution is to minimize the cost of energy for the client.

2.2 What the company does

As an Engineering, Procurement, Construction and Commissioning (EPCC) company, Elements Sun & Wind provides one of the finest and most affordable services throughout the country.

The company's Renewable energy business covers/delivers consultancy, analysis, design & engineering services, installation, equipment supply, maintenance, R&D as long as educational activity.

3 Strategy

3.1 Vision Statement

Elements Sun & Wind is aware of the importance of the expertise and new technologies in Renewable power production. We aim to reinforce our presence in the Lebanese market and further extend abroad and become a regional player in the MENA region.



3.2 Mission Statement

Elements Sun & Wind will make a difference each day by learning, developing and installing efficient energy systems that benefit our customers, our community and our environment.

3.3 Values

Elements Sun & Wind is a value based company. The pillars that lift its' standard are RICH (Responsibility, Innovation, Cooperation, Honesty)

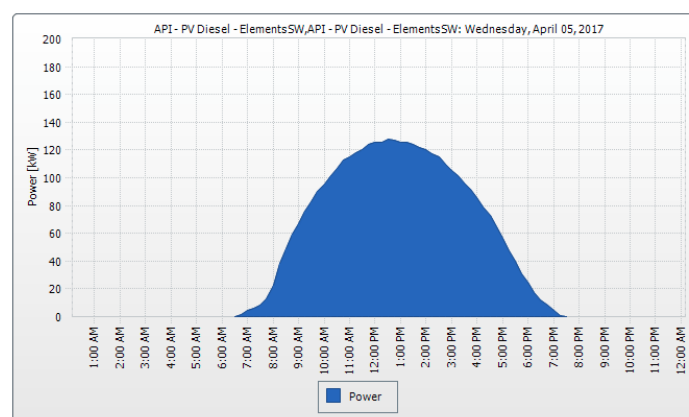


- Credibility

Our philosophy is to submit the most accurate results and studies. We are very conservative in the numbers, and the results are realistic and always achieved.

- Safety

Safety is a major concern in all our delivered projects. We develop firm safety procedures to protect our team which are the most valuable assets in the company furthermore; we adopt precaution measures for the safety of the operations. Our safety strategy is set upon international norms and standards.



- Customized Solution

For Elements Sun & Wind every new project is handled as a new case that is studied firmly and profoundly to come up with a guaranteed customized solution. Prior to submitting each offer, we provide our consultancy to set the most adequate design.



We put our customers first, providing innovative solutions and responsive services that exceed expectations.

- Operate with Excellence

Our operations pursue the highest standards, safety, conservation, and advanced energy solutions for the systems we design. Elements Sun & Wind aims to pursue excellence in every project done.

- Uphold a Culture of Teamwork

We work in TEAM since we believe that Together Everyone Achieves More.

We provide a safe, healthy, and respectful working environment. We demonstrate open communication and adaptability to the changing needs of our business.



- Serve as Environmental Stewards

As clean energy providers, we have a tremendous responsibility to find solutions that are technically and financially feasible, while improving the environmental profile of every system we influence.

- Employees Matter

We value our employees as our greatest asset. We invest in their professional development through attending international trainings and seminars and encourage work-life balance.



3.4 Business Strategy

3.4.1 Technical Trainings and Workshops

Element Sun & Wind accords high importance on developing its knowledge and skills. Our team continuously attends national and international Workshops, Congresses and trainings in order to exchange expertise and stay up to date with the latest technologies and trends.

Beside its usual technical homework, Elements always attends international exhibitions in order to stay up to date with the technologies and the latest products. Here we mention:

3.4.2 Participation in Exhibitions

Elements Sun & Wind continuously Participates in exhibitions to promote its new technologies and communicate these solutions with the market and analyze its feedback



4 Business Concept

4.1 Products & Services:

Elements SW provides energy solutions for all types of applications related to solar energy. At the micro level, we deliver the following exclusive services for project design, development and implementation:

- Site Assessment
- Resource Assessment
- Project Design review including civil, electrical and mechanical design
- Productivity forecast, Economic analysis & Environmental impact estimation
- Project implementation
- System commissioning
- Data monitoring
- Aftersales service

As per our products, our Photovoltaic portfolio covers all photovoltaic solutions some of which are the following:

- Grid Connected System: is a system connected with the EDL through the Net Metering policy to be able to exchange power and diminish the cost from the EDL and the diesel.
- PV Diesel System: is a system that merges the solar power with the diesel generator to reduce the diesel consumption.
- Solar Pumping System: is a system that is applied in the agricultural sector; it supplies water pumps with solar power, and saves almost all the diesel cost.
- PV Water Heating System: is a system that extracts electricity from the sun to heat water, it needs no maintenance and fills the gaps found in the regular SWH.
- Stand Alone System: is an electrical power system that is energized by photovoltaic panels which are independent of the utility grid



4.2 Business Competitiveness

- Elements SW is distinguished for its excellence:
 - o Installed the first to PV-Hybrid system in the Middle East and the fifth worldwide
 - o Awarded as “Solar Project of the Year 2015” at the Middle East Electricity Congress – Dubai
 - o Installed one of the biggest operating pumps on solar power
- Implemented long list of successful projects
- Has the ability to create innovative solutions for all system types
- Continuously attends international trainings
- Provides high standard qualitative products
- Commits to offering long term warranty to all systems

5 The Awards

Middle East Electricity is a trade exhibition that has been running for the past 40 years (since 1975) with 1,375 visitors. In 2015, the event drew a total attendance of 50,629 from 126 countries.

The Middle East Electricity Awards 2015 cover several awards like:

- Solar Project of the Year

It recognizes the outstanding achievements of individuals, departments, teams or an organization that contributed to the growth and development of the energy industry. The judges look for the best examples of solar energy projects, technologies and solutions in action, with particular emphasis on, its application, use and results in mind.

For that, Elements Sun & Wind has obtained the “Solar Project of the Year” Award for implementing the 1st PV-Diesel-Hybrid System in the Middle East at the roof of Advanced Plastic Industries (A.P.I.) in Lebanon.





6 Some references

Year	Project name	System Type	Capacity	Pump Size/ Depth
2012	Dagher Building	Grid Connected System	10.5kWp	
2014	Mr. Ali Zoghaib	PV Pumping System	10.5kWp	30HP/65m
2014	Advance Plastic Industry	PV Hybrid System	196kWp	
2014	Mr. Hussein El Hussein	PV Pumping System	150kWp	125HP/65m
2014	Agrica	PV Pumping System	30kWp	22HP/100m
2014	UNDP - Terboul Municipality	PV Pumping System	10kWp	10HP/180m
2015	Mr. Ibrahim El Tarchichi	PV Pumping System	135kWp	125HP/250m
2015	Georges El Herawi	Grid Connected System	7.5kWp	
2015	Arcom Ceramics	PV Hybrid System	96kWp	
2015	Mr. Fadi Al Mokdad	PV Pumping System	110kWp	11HP/240m
2015	Mr. Mahdi Kanaan	PV Pumping System	40kWp	25HP/100m
2015	Mr. Deeb Kanaan	PV Pumping System	10kWp	5HP/130m
2015	Mr. Hussein El Hussein	PV Pumping System	95kWp	70HP/65m
2015	Tamnia	PV Hybrid System	72kWp	
2015	Mr. Diab Al Maalouf	PV Pumping System	10kWp	7HP/110m
2015	Couvent Du Tres Saint Sacrement	PV Pumping System	55kWp	50HP/270m

Year	Project name	System Type	Capacity	Pump Size/ Depth
2016	Mr. Raymond Zogheib	Grid Connected System	5kWp	
2016	Mr. Raymond Nohra	Grid Connected System	10kWp	
2016	Panda plast	PV Hybrid System	700kWp	
2016	Mr. Ammar Al Dirani	Grid Connected System	13kWp	
2016	Mr. Georges Nasr	Grid Connected System	15kWp	
2016	Mr. Georges Nasr Company	Grid Connected System	9kWp	
2016	Mr. Georges Abi Samra	PV Pumping System	85kWp	70HP/305m
2016	Karout Mall	PV Hybrid System	335kWp	
2016	Balkis	PV Hybrid System	164kWp	
2017	Solino Group	PV Hybrid System	500kWp	
2018	RARrésin	PV Hybrid System	280kWp	



7 The Team



Joseph Sadaka
Mechanical Engineer
General Manager



Mazen Akoum,
Electro-Mechanical Engineer
Site Engineer



Elias Abou Chedid
Electro-mechanical Engineer
Technical Manager



Joelle Ayoub
Electro-mechanical Engineer
Design Engineer



Paul Issa
Accountant



Maha Tahan
Head of marketing

The material in this document should not be reproduced in any form without the prior permission of Elements Sun & Wind. No responsibility for any loss resulting from the use of this document can be accepted by Elements Sun & Wind
All rights reserved Elements Sun and Wind, 2013



Elements Sun & Wind
Sin El Fil, Beirut Lebanon
GGF Centre, Block A, 8th Floor
Email: info@elementssw.com
Tel/Fax: +961 1 492305/6/7