



## ZigZagSolar for Cities

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### **What impact is intended?**

ZigZagSolar aims to install solar energy in high buildings with little roof area and large facades. This technology offers the highest electrical yields from solar panels on facades and balconies and the architecture looks great. The ZigZagSolar technology is simple, robust, cost effective, light weight and fits in any building, new or refurbished, commercial or residential. Wallvision BV has developed and patented the technology and has built several larger scale projects in the Netherlands. We are now looking to expand our business internationally and introduce this technology in big cities with high buildings, starting in Mumbai and possibly also in Chongqing, Theran, Shanghai, Being, Delhi, Tianjin, Istanbul and Guangzhou. This will contribute to the government policy to increase the share of renewable energy and reduce the cost of electricity.

### **What financial leverage can be realised?**

We intend to use the franchise agreement where we grant a license to a local partner and together on a shared-risk-basis introduce the ZigZag Solar technology in the country. A detailed feasibility study and a solid business plan need to be prepared before the actual introduction of the technology can start. The potential market for the ZigZagSolar technology is big. For example, in Mumbai the TAM market is approximately 200.000 m<sup>2</sup>. At a license fee of EUR 15/m<sup>2</sup> this would result in EUR 3 million annually. In terms of full turnkey installation of the facade at EUR 250/m<sup>2</sup> this would result in a total turnover of EUR 50 million per year.

### **What are the strengths of this technology?**

The ZigZagSolar technology harvests approximately 70 % more energy from solar panels than traditional solar facades. The technology is provided along with special parts, use of Intellectual property (IP), training, support, joint marketing, guidance for the first projects, use of Wallvision's networks and regular updates of the technology. In countries with a subtropical climate like Iran, India and China the solar radiation is about 100 times higher compared to the Netherlands which makes the ZigZagSolar technology very well suited for these countries.

**What input is requested?**

We are looking for the following input:

- Guidance and coaching in commercial, legal and intellectual property aspects of doing business internationally.
- Introduction to businesses in India, China and Iran.
- Guidance in setting up production facility together with local partner: production, assembly, packaging, transportation, handling, installing, electrical, logistics, quality management.
- Grants and assistance for travelling, feasibility study, intellectual property, business planning and demonstration projects.