

### Smart Solar Collector Company

Led by a relentless drive to optimally utilize alternative energy sources and to find effective solutions to rising energy costs, Ali Al Nahar turned to the European Union (EU) and Jordan Enterprise Development Corporation (JEDCO) in hopes of receiving a grant that would allow him to establish Smart Solar Energy.

Valued at EUR 57,537, the grant enabled the Company to commence production in mid-2014. The support covered 60% of Ali's expenses, allowing him to purchase shearing, welding and pressing machinery; raw materials for the central system such as copper pipes, storage cylinders and solar panels; as well as a water pump and an automated control system.

Furthermore, the grant encompassed the development of a comprehensive marketing strategy aimed at promoting Smart Solar Energy's products and services. This included brochures and advertisements, in addition to an official website dedicated to serving that purpose.

As such, the Company - located in the village of Safout in Balqa - began manufacturing solar heaters. At the start, demand for Smart Solar Energy's products was low, especially given the widespread popularity of vacuum tube solar heaters. This prompted Ali to begin producing customers' solar heaters of choice in order to cater to current market needs, as well as to offer metal forming services to neighboring factories.

Smart Solar Energy has created five job opportunities for the residents of Safout, a number that is expected to rise upon the Company's expansion and the establishment of new production lines.

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