



Press release

## Acquisition: Fonroche Lighting acquires SolarOne, the American leader in solar public lighting

Part of its international growth strategy,  
this acquisition enables the French firm to step up its presence in America  
and strengthen its global leadership in the sector.

Agen, France, 5 September 2019 – Fonroche Lighting, a global leader in solar lighting based in Lot-et-Garonne (south-west France), today announced that it has acquired American firm SolarOne, a solar lighting pioneer and US market leader.

This acquisition demonstrates the strong ambitions of Fonroche Lighting, which has already captured 50% of the French solar lighting market and has successfully extended its footprint into other regions worldwide. This includes Senegal and Benin, where in 2017 and 2018 respectively the firm was awarded the two largest-ever international solar lighting contracts, for the installation of 65,000 units.

The tie-up with this major American player will enable the French company to strengthen its presence and rapidly deploy its off-grid solar lighting technology in the United States.

SolarOne is headquartered in Boston, Massachusetts, and has been manufacturing solar streetlights for over 15 years. With a dense network of more than 50 distributors covering the Americas and a solid roster of loyal customers, SolarOne quickly established itself as the undisputed leader in its market.

Through the acquisition, Fonroche Lighting will tap the benefits of SolarOne's experienced sales force and intimate knowledge of the American market.

Fonroche Lighting, which is already present in more than 40 countries and has subsidiaries in Kenya, Senegal and South Africa, plans to step up its international expansion in 2020 with the opening of two new subsidiaries in South America and Asia.

“We are delighted to have concluded the acquisition of this American business that shares the same values and vision of the future as us. We’re looking forward to developing major public lighting projects with our new American team. This acquisition reflects Fonroche Lighting's

desire to expand in the US market and worldwide. It's a new opportunity to promote our solar public lighting technology to American local government and industry. This latest success is testimony to the competitiveness of our lighting system, which is the only one to guarantee 365 a year anywhere in the world," said **Laurent Lubrano, President & CEO Fonroche Lighting**.

The solar lighting market is growing at a brisk pace, with solutions more readily available to more people. This is because installing and using solar lighting is now cheaper than grid-connected systems in terms of initial investment costs. Combining both economic and environmental benefits, solar lighting is a win-win solution. And these are still the early days.

#### **About Fonroche Lighting**

Fonroche Lighting is a family-owned business that has been pioneering solar power solutions for more than ten years. Now considered the world's leading provider of off-grid public lighting, we offer a comprehensive range of solar streetlights under our Smartlight brand. Designed and manufactured in France, Fonroche Lighting systems offer high-performance, cost-effective and sustainable solutions. They deliver maximum autonomy and illumination to meet the requirements of all types of customers, from local authorities and municipalities to businesses, industry and retail. Fonroche Lighting deploys its advanced public solar lighting expertise worldwide and has put its name to hundreds of successful projects.

Fonroche Lighting is part of the Fonroche Group. Founded in 2008 by Yann Maus in Lot-et-Garonne (SW France), Fonroche is a major player in the renewable energy industry, specializing in three main areas: biogas, deep geothermal energy and solar lighting.

<https://www.fonroche-eclairagesolaire.fr/>

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