



Fonroche Lighting wins new contract for 67,000 solar streetlights in Senegal

New success for Fonroche, which will light 265 local communities in Senegal.

Agen, France – 10 March 2022. On 26 February 2022, the Senegalese Minister for Finance and the Budget signed a contract with Fonroche Lighting to supply and instal 67,000 solar streetlights. Building on the success of Phase 1 of the project in 2018, when the company provided lighting for one-third of Senegal, Fonroche — the global leader in this sector — continues its upward trajectory with another major contract in Africa. These latest-generation off-grid streetlights manufactured in Agen, southwest France, will light roads, walkways and village squares in 265 of Senegal’s most remote communities. Almost 6 million people will benefit. Installation will begin in October 2022 at an average rate of 1,200 streetlights a week and will complete in under three years.



A HISTORY OF COLLABORATION

In 2018, Fonroche Lighting won the world’s largest solar lighting contract, with 50,000 solar streetlights for Senegal. Installed in less than two years, these solar streetlights are now part of the country’s landscape and have positively changed the lives of local people forever. A survey of more than 600 respondents showed:

- An 85% decrease in traffic accidents on the newly lit roads.
- Local residents feel safer, with 65% saying they now dare go out after dark.
- A boost for local businesses, with 60% of retailers saying income is up, due to later opening hours.

Fonroche Lighting has been operating locally in Senegal since 2019 and has hired and trained dozens of people at its Dakar facility to assemble and install solar streetlights. The company also has a monitoring centre in the country, which captures all data from its streetlight networks and checks they’re performing optimally, in partnership with the contracting authority.



Further international endorsement for Fonroche

This latest programme was initiated by Senegal's National Agency for Renewable Energies (ANER) under the supervision of the Ministry of Petroleum and Energy with the aim of rolling out solar public lighting to the entire country.

After successfully completing Phase 1 of the project, Fonroche Lighting will now manage Phase 2, which includes the supply and installation of a further **67,000 solar streetlights**. For this new project, which has a **budget of more than €121 million**, the Senegalese government has financial backing from Bpifrance Financement and Société Générale.

"It's a tremendous new achievement for Fonroche Lighting, which has a busy year ahead — with a lot of projects," says Laurent Lubrano, Managing Director of Fonroche Lighting. "This major new programme builds on several years of business and investment in Senegal. Once again, the competitiveness of our lighting solutions and the technical expertise of our teams have made all the difference. The contract also gives us months of visibility, both industrially and economically, which will help us consolidate our investments and expand our teams."

Senegal Phase 2 at a glance:

- 67,000 solar streetlights
- €121 million investment
- 265 communities in Senegal
- Work starts in October 2022

Rollout gathering pace in France

Fonroche Lighting is providing solutions for 600 new local authorities every year in France, reflecting a real transformation in the public lighting landscape. Opting for sustainable, energy-efficient lighting is the new norm for the country's towns, cities and villages. Completely off-grid and offering powerful illumination, Fonroche solar streetlights are being chosen for an average of **1,400 new projects in France every year** — and this number is constantly growing.

Fonroche Lighting is about to officially launch a dedicated service to help local authorities upgrade their public lighting. It includes a detailed local survey, which will enable authorities to make significant savings.

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