



Istanbul Africa
Trade Company



Product Catalogue

Renewable Energy

2020



About Istanbul Africa Trade Company

Istanbul Africa Trade Company improves economic and commercial relations between Turkey and African countries, through professional and effective trade services.

We offer trade consulting for businesses which are interested in importing Turkish and European products.

Moreover, our professional team works with companies in order to increase their presence in the African markets.



Headquartered in **Istanbul, Turkey.**



Regional company partners in **Ghana** and **Zimbabwe.**



Distribution agreement with **15+ Turkish Corporations.**



Partner companies have more than **150,000 square-meters manufacturing area** and **1,500+ employees combined.**



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Burak Unal, Director of African Markets

Burak Unal is the Director of African Markets and Relations of Istanbul Africa Trade Company. In this role, he is responsible for leading the company's global trade initiatives and client relations. Burak is responsible for managing relations with national business councils and businessmen.

Prior to Istanbul Africa Trade Company, Burak Unal worked at Oliver Wyman, New York based management consulting firm, as a Financial Services Consultant. In his career at Oliver Wyman, he had several banking projects in Turkey, Italy and Greece. He also took part in business development activities in the Middle East region, including the United Arab Emirates, Saudi Arabia and Lebanon.

Burak holds a master's degree in finance from London School of Economics, a bachelor's degree in management from Bogazici University. He is a Chevening Scholarship Alumnus.

Academic Thesis: Development of the Textile Industry in Kenya and Its Impact on the Balance of Trade (London School of Economics, MSc Finance)

Import from Turkey

According to current GDP figures, Turkey ranks as the 18th largest economy in the World and 7th in Europe. Economic size of Turkey is larger than the combination of Nigeria and South Africa.

Turkish companies are specialized in construction, machinery, textiles, furniture, chemical industry and metal production.

Key Facts in Focused Industries



Chemicals

Turkey is the 2nd largest producer of plastics in Europe and 7th largest producer globally. In the paint industry Turkey ranks as the 5th largest paint producer in Europe.



Metal Production

Crude steel production in Turkey rose to 37.5 million tons in 2017. Turkey's crude steel exports also increased in volume by 8.4 percent from 2016 and reached 18.3 million tons in 2017.



Construction

In the period between 1972-2018 Turkish contractors have undertaken 9300 projects in 120 countries, with a total value of 360 billion USD.



Textile

Turkey is the 3rd largest clothing supplier in Europe and 6th in the world



Machinery

Total export value of the machinery industry reached USD 13.4 billion in 2016, up from USD 5.2 billion in 2005.

Istanbul: The Business Center of Turkey

Organized Industrial Zones in Istanbul

Istanbul and neighboring cities (Kocaeli, Tekirdag and Sakarya) are the main body of Turkish industry. 38 of 271 organized industrial zones in Turkey are located in these cities..

Headquarter of the largest corporations

Most of the firms in Turkey are headquartered in Istanbul. Also, many international firms manage their Middle East, Central Asia and Eastern Europe operations from Istanbul.



Presence of international companies

Major international firms have Foreign Direct Investment and management office in Istanbul region. Some of these companies are Toyota, Mercedes-Benz, Nestle, McKinsey and Citibank.

International conferences and business forums

Istanbul hosts leading business conferences and business forums in many sector. There are specific conferences for Africa-Turkey relations such as International Turkish-African Congress and Turkey-Africa Economic Forum

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Solar Lighting System



Solar Water Heater



Solar Electricity Generation



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Biogas and Biodiesel Facility



Energy Efficient LED Bulb and LED TV



About Manufacturer of Solar Street Lights

Fipronet A.Ş., develops smart furniture solutions. Currently, they have been focusing on outdoor lighting solutions using renewable energy sources. The company had a rapid entry into the industry by combining LED technology and solar energy in the aim of providing proper lighting solutions. Fipronet supplies cable-free reliable lighting appliances to the customer.

Besides its energy saving and zero carbon emission features, the product also provides various options to user with its IoT compatible structure. Light level adjustments can be made easily by automatic dimming and Bluetooth remote access features. Thus, the system allows to avoid light pollution.

Fipronet A.Ş. provides various outdoor lighting solutions by its different models.

Solar Lighting for Parks

Off-grid solar lighting system for parks, sidewalks and cyclepaths.



Street Type Solar Light

Off-grid solar lighting system for highways, streets & city main roads.



Emergency Lighting System with Battery Backup

On-grid lighting model and operates in the event of a power failure with battery backup.



REFA-L

Solar Lighting for Walkways and Parks



The model REFA-L, specifically designed for walking trails, parks and gardens, provides secure and smooth illumination at nights as well as in emergency cases such as power cuts, disasters and earthquakes.

System does not require cabling and trenching, also it provides simple plug-in solution with its aesthetic and portable structure.

Luminaire options between 1600-4800 lumen and pole heights ranging from 3m - 3,5m are available.

Model	REFA L300	REFA L350
Luminaire	ZONE - symmetrical 60° - 120°	ZONE - symmetrical 60° - 120°
Lumen	4000	4800 lm
Color Temperature	3000K - 6000K	3000K - 6000K
protection Class	IP65	IP65
Battery	Lithium	Lithium
Autonomy	min. 2 days	min. 2 days
Working Temperature	-20°C +60°C	-20°C +60°C
Pole Height	3 m	3.5 m
Weight	21.1 kg	22.4 kg
Price (EXW Istanbul)	\$780	\$870

REFA-T

Solar Lighting for Walkways and Parks



REFA-T model, specifically designed for walking trails, parks and gardens, provides secure and smooth illumination at nights as well as in emergency cases such as power cuts, disasters and earthquakes.

System does not require cabling and trenching, also it provides simple plug-in solution with its aesthetic and portable structure

Luminaire options between 1600-5600 lumen and pole heights ranging from 3,5m - 4m are available.

Model	REFA T350	REFA T400
Luminaire	ROAD - asymmetrical 120°	ROAD - asymmetrical 120°
Lumen	4800 lm	5600 lm
Color Temperature	3000K - 6000K	3000K - 6000K
protection Class	IP65	IP65
Battery	Lithium	Lithium
Autonomy	min. 2 days	min. 2 days
Working Temperature	-20°C +60°C	-20°C +60°C
Pole Height	3.5 m	4 m
Weight	29.1 kg	32.4 kg
Price (EXW Istanbul)	\$870	\$960

ROTA

Angular Solar Lighting



Rota model is suitable for various application areas with its aesthetic and modular structure.

The solar panel can be rotated manually to obtain maximum utilizing from the solar irradiation.

System does not require cabling and trenching, also it provides simple plug-in and play solution with its aesthetic and portable structure.

Luminaire options between 1600-5600 lumen and pole heights ranging from 3,5m - 4m are available.

Model	ROTA 350	ROTA 400
Luminaire	ROAD/ZONE - symmetrical 60° -120°	ROAD/ZONE - symmetrical 60° -120°
Lumen	4800 lm	5600 lm
Color Temperature	3000K - 6000K	3000K - 6000K
protection Class	IP65	IP65
Battery	Lithium	Lithium
Autonomy	min. 2 days	min. 2 days
Working Temperature	-20°C +60°C	-20°C +60°C
Pole Height	3.5 m	4 m
Weight	23.0 kg	24.4 kg
Price (EXW Istanbul)	\$870	\$960

ILKA Street Type Solar Lighting



ILKA Solar Lighting System is a suitable solution with its comprehensive configuration options for areas, parks, streets and highways that require high illumination.

Luminaire options between 30W-100W and pole heights ranging from 4m-9m are available.

Model	ILKA 400	ILKA 600
Luminaire	ROAD/ZONE 60° -120°	ROAD/ZONE 60° -120°
Lumen	6400 lm	9600 lm
Color Temperature	3000 - 6000 K	3000K - 6000K
protection Class	IP65	IP65
Battery	Lithium	Lithium
Autonomy	min. 2 days	min. 2 days
Working Temperature	-20°C +60°C	-20°C +60°C
Pole Height	4 m	6 m
Weight	149 kg	160 kg
Price (EXW Istanbul)	\$1,300	\$1,500

ISMA

Battery Backup Emergency Lighting System



ISMA Battery Backup Emergency Lighting System, on-grid lighting model, operates additionally in the event of a power failure. System provides 3-12 hours of illumination during blackout.

Luminaire options between 40W-80W and pole height 4m, 6m and 8m are available.

The system provides standard illumination via utilizing the electricity from the grid. In the event of blackout, ISMA continues to provide illumination uninterruptedly by using the power stored in its battery backup system.

Model	ISMA 400	ISMA 600
Luminaire	ROAD/ZONE 60° -120°	ROAD/ZONE 60° -120°
Lumen	6000 lm	9000 lm
Color Temperature	3000 - 6000 K	3000K - 6000K
protection Class	IP65	IP65
Battery	Lithium	Lithium
Autonomy	2-15 hours	2-15 hours
Working Temperature	-20°C / +60°C	-20°C +60°C
Pole Height	4 m	6 m
Weight	53 kg	85 kg
Price (EXW Istanbul)	\$700	\$780

About Manufacturer of Solar Water Heaters

Our partner solar energy systems company has been established in 1984. The company expanded its service network with 10,000 m² high-tech factory in Antalya/Turkey, direct sales points, nationwide organized service network system and a fleet of 335 vehicles to meet the increasing demand.

SER-GÜN increased production capacity with expert engineers and 635 employees. SER-GÜN will achieve a total of 75,000m² production area after construction of 26,000m² factory at Antalya Organized Industrial Zone and 15,000 m² factory in Adana is complete.

SER-GÜN Solar Energy Systems Company manufactures its products according to TS EN ISO 9001:2008 Quality Management System criteria. Its Production-Sales-Installation-After Sale Services are conformed to ISO 14001:2004 Environment Management System and applies to OHSAS 18001:2007 / EL0T 1801:2002 Management System for occupational health and safety.

Open Loop Solar Water Heating Systems

High quality systems.
Customizable brand



Closed Loop Solar Water Heating Systems

High quality systems.
Customizable brand



Price List – Open Loop Solar Heating System

Servak galvanized solar water heater is an open loop system with vacuum tubes. Water circulates naturally through this system.

Servac galvanized solar thermal systems may be used at extremely hot and cold weathers. It is suitable to use where temperature goes below zero degrees, even without the need of a solar liquid.

Polyurethane isolation is standard with Servac galvanized solar water heaters. Inner tanks are galvanized, outer tanks are special electrostatic powder painted galvanized and inner surfaces of tanks are made of food grade epoxy coated steel sheets. Copper alloy selective surface vacuum tubes are standard with these systems



Factory Price

Model	Number of Vacuum Tubes	Hot Water Capacity	Unit Price
Servak 14G	14	110L	\$155
Servak 18G	18	180L	\$185
Servak 24G	24	180L	\$200
Servak 30G	30	250L	\$240

Price List – Closed Loop Solar Heating System

Serkap is a closed loop solar water heating system. A special solar liquid that heats water indirectly and prevents the system from freezing circulates through collectors.

Serkap closed loop solar water heater is suitable for hot-cold areas with really dirty or hard water. System never freezes even below 0°C, performs well and its performance remains same as First day after long years.

Aluminum collectors are standard, copper and selective collectors are optional with Serkap closed loop system.



Factory Price

Model	Number of Collectors	Hot Water Capacity	Unit Price
Serkap KDG-2A	2	150L	\$325
Serkap KDG-3A	3	200L	\$395

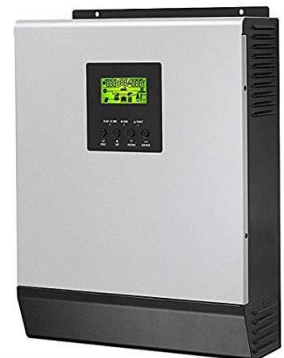
About Manufacturer of PV Solar Panels

Our solution partner for PV panels is one of the leading solar energy companies in Turkey. It was established in 2013. We provide Turn-Key projects in solar energy farms. We are experienced in automation, project design, manufacturing and installation.

The company designed and implemented projects with more than 15MWp total energy capacity.

Sales of PV Panels and Electricity Equipment

Thermal Cracking method to produce oil



Turn-Key Solutions

Integrated system for storage, neutralization and electricity generation



Solar Electricity Plant

EXW Price: Depends on the MWp of the project



- **Design:** We design all the elements of a solar plan according to your business needs and environmental conditions.
- **Procurement:** We procure the necessary items for a solar plant (PV panels, cables, inverters, control unit, etc.). We supply from renowned companies in the world.
- **Automation:** The automation systems are integrated to increase efficiency and decrease labor cost.
- **Installation:** Our expert engineers and technicians install the whole system in your country.
- **Optimization:** The system is optimized for more output and less maintenance requirement.

About Manufacturer of Biogas & Biodiesel Facilities

Istanbul Africa Trade Company works with the major biodiesel and biogas machinery manufacturer in Turkey. We provide installation and training for your employees in Africa.

We manufacture integrated systems. The biomass is extracted, neutralized and burnt to produce electricity. We customize our machine set according to your business needs. We provide turnkey solutions.

Waste Oil Management Facility

Thermal Cracking method to produce oil



Biodiesel Plant

Integrated system for storage, neutralization and electricity generation



Biodiesel Plant

**EXW Price: Starting from \$245,000 (NEUTRALIZED FOOD OIL
BIODIESEL PLANT AND 1450 KW/H GENERATORS)**



- Integrated Biodiesel and Electricity Generation Facility.
- This set consists of 22 machines, tanks and equipment.
- We provide training and know-how transfer.
- For the installation, our company is responsible for the salary and flight ticket of 2 engineers/technicians. The buyer is expected cover the accommodation and living expenses.

About Manufacturer of LED TV and LED Bulb

Istanbul Africa Trade Company is the distributor of Yu-Ma-Tu in the Sub-Saharan African countries. Yu-Ma-Tu manufactures LED TVs, Led Bulbs and TV Receivers in Turkey.

With its 55 years of experience, Yu-Ma-Tu produces in the categories of led television, led bulb and satellite receiver. Yu-Ma-Tu operates in the state-of-the-art production facilities. YU-MA-TU produces environment-friendly lead-free (RoHS) products in European standards. And their products are used in European countries.

Yu-Ma-Tu is one of the leading electronic companies in Turkey. The company has 26,000 square-meters modern production facility in Istanbul, Turkey. All of the production processes are compatible with Turkish and European quality standards.

Since 1964 to present



Yu-Ma-Tu Cassette
Player



Tube Television



Modern LED TVs

Price List – Led Bulb



- CE Certificate Energy Saving: A+
- Voltage: 180V-240V AC
- 3000K-6400K, 50/60HZ
- Made in Turkey

DESCRIPTION	Lumen	Pieces per box	Unit Price
5W E27 Led Bulb	475	240	\$0.55
7W E27 Led Bulb	710	240	\$0.58
9W E27 Led Bulb	920	240	\$0.60
10W E27 Led Bulb	920	240	\$0.63
20W E27 Led Bulb	2,200	54	\$1.58
30W E27 Led Bulb	3,300	54	\$2.75
50W E27 Led Bulb	4,150	54	\$3.05
6W E14 Led Bulb	450	650	\$0.48
8W E27 Emergency Led Bulb (Battery)	850	200	\$3.45

All prices are EXW.

Price List – LED TVs



Yu-Ma-Tu 24"LED TV



Yu-Ma-Tu 32"LED TV



Yu-Ma-Tu 40" LED TV



Yu-Ma-Tu 50" Smart LED TV

- A++ Panel
- 2 year guaranteed
- Made in Turkey

DESCRIPTION	Specifications	Loading Quantities (40hq container)	Unit Price
24" DLED	<ul style="list-style-type: none"> • HDMI/USB/VGA/AV/T 2+S2 inputs • Brown cartoon box with our design • Customised logo and cartoon available for bulk orders 	2520 pcs	\$68
32" HD DLED		1478 pcs	\$83
32" Smart DLED		1478 pcs	\$98
40" DLED		764 pcs	\$108
40" Smart DLED		764 pcs	\$128
50" Smart DLED		500 pcs	\$210
65" 4K Smart DLED		206 pcs	\$395

All prices are EXW.



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