

# LES (Lighting Engineering & Solutions)

The logo for LES (Lighting Engineering & Solutions) consists of the letters 'LES' in a white, sans-serif font, enclosed within a white rectangular border. This is set against a solid red background.

Education-Health-Economic Development



Creating Positive  
Deference in

Communities today!  
LES's mission is to create enduring value by enabling a communities powered by clean, affordable, and comfortable solar electricity. Our Strategic objective is to reduce the cost of solar electricity to levels that compete with other energy forms. With a commitment to social responsibility, LES is creating enduring value every day in a social, economical, and environmental manner.

## Business Highlights

BRIGHTER FUTURE FOR PEOPLE AT WHERE WE WORK, AND DO BUSINESS. LES is a national leader in solar power solution, innovation, and quality assurance with expertise. Our company is uniquely positioned to help solve some of the country's biggest challenges.

**Our Aspirational Goal:** We are reaching 200,000 families with access to solar solution by 2030.

**Social Impact:** we are creating a clean environment, economic development, health, and education for the community.

### **Bridging a breakthrough to Cambodia's energy problem:**

A large gap of living standard between urban and remote area. Resident in remote take more than 90% of the national population playing a crucial role in economic development. Solar energy bring more than just light, but saving, safer, healthier, and environment friendly.

### **Lessons Learned:**

- Innovation: design and bring in more innovation system that has been creating a large group of client satisfaction;
- Establishment of distribution channel: localize a distribution channel that brings more reliable, trust, and serviceable among users;
- Creation of demand: Self-employment of salespeople, increase incomes and access to life skills provided by the company.

**Challenges:** Improvement of stakeholder engagement (investors and MFIs) that brings together support in scaling to reach the goal.

**For more information, contact:**

LES, Tel: (+855) 23 555 1722, Email: [leakhena@lightingengineeringsolution.com](mailto:leakhena@lightingengineeringsolution.com),  
[www.lightingengineeringsolution.com](http://www.lightingengineeringsolution.com)

