

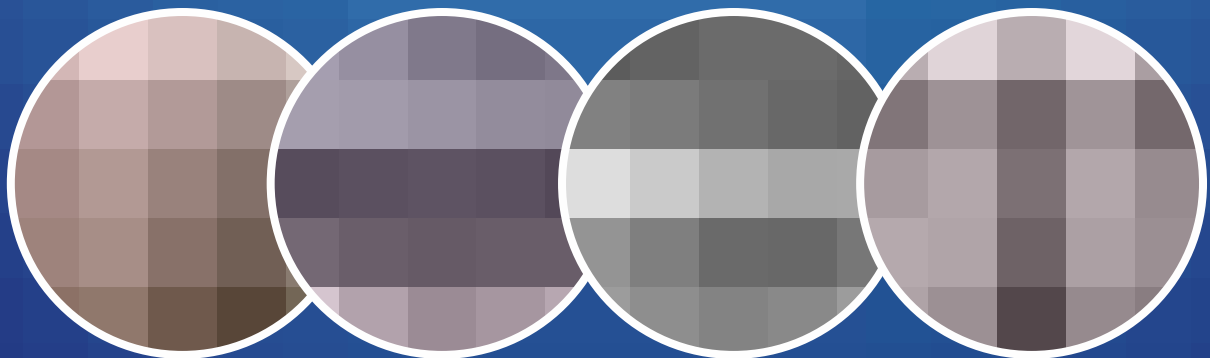
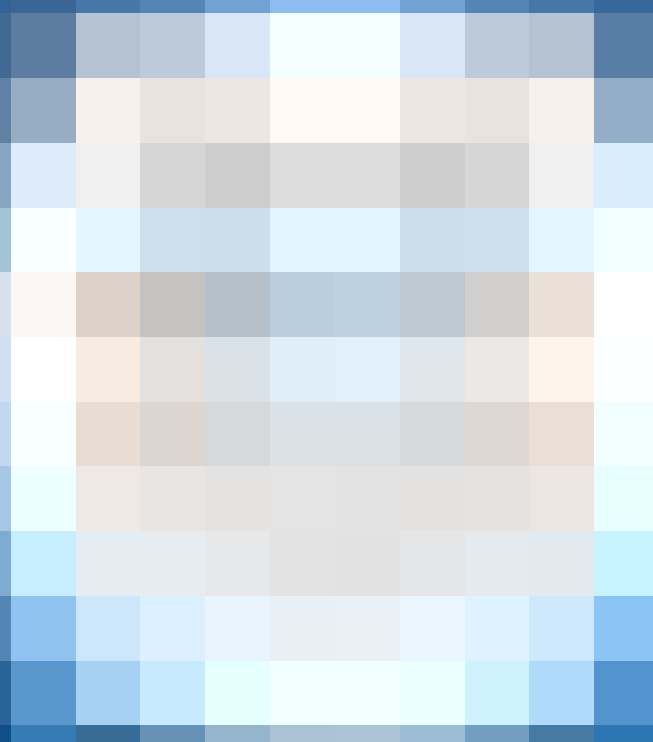


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MULTILINE
" POWER SOLUTIONS "

NEWSLETTER

VOLUME VIII, SEPTEMBER 2019



www.multiline.com.pk



MESSAGE FROM OUR CEO

For the last few months the electricity situation has stabilized which is good news for most of the consumers and country in general. On the other hand, electricity bills are constantly going up due to several factors including currency devaluation, circular debt, bad recoveries, power losses etc. The power problem in Pakistan is multifaceted. Even if there is ample power being generated the distribution system in Pakistan that is absolutely unreliable. We see overhead poles in poor condition, badly laid out wires, loose connections and over-loaded transformers; even on a larger scale the main high voltage power carrying lines may not be suitable for the increasing demand. As soon as there is even a mild rain or storm or any adverse weather condition, the power breakdowns come frequently. Unlike load shedding, these are not scheduled and extend over several hours. Thus in any critical situation, industries, offices, banks, restaurants and hospitals, etc. Still require backup power.

The other challenge is to fight against the increasing cost of electricity. There is a great service introduced and is being encouraged by the government to sell back the electricity. Due to the highly reliable inverters and excellent quality solar panels, it has become very feasible and the payback for such a system has come down to nearly 3 years.

These systems have a predicted life of 25 years and warranties can be extended up to 10 years or more. Some government funds are also available at low interest rates in case such a system is to be installed for a commercial and industrial entity. Even at homes by spending about 1 million rupees you may also be able to reduce or entirely eliminate your electricity bills for a long time.

Multiline has established a complete new wing which provides such services starting from evaluation to installation and net metering process from NEPRA. There may be hundreds of organizations seemingly providing similar services. Most of these organizations have not even existed for 5 years while they talk about providing extended warranties for several years. Furthermore, the use of fake solar panels, counterfeit inverters, and poorly designed systems is unfortunately very common and on the rise.

Over the years, multiline has installed thousands and thousands of generators for their clients. Mostly these clients are fully satisfied with the kind of work multiline provides and trust us because of our reliability. We sincerely hope that you will get in touch with us to get a free "no obligation" survey and proposal for installation for on-grid solar system..

SOLAR MULTILINE & PAKISTAN

Q What is Solar Power?

A Solar Energy is a long-term Power Solution. The solar PV Technology gives access to affordable, abundant, clean, sustainable electrical energy supply during system life.

Q What is the potential of Solar Energy in Pakistan?

A According to the studies, Pakistan has 2.9 million Mega Watt of solar energy potential. But we are using only 400-500 MW of this huge potential, however, renewable friendly policies from the government are increasing our reliance on solar energy.

Q What are Photovoltaic (PV) panels and What is a typical setup?

A Photovoltaic is a process of converting light into electricity using a photovoltaic effect. A PV system consists of a number of PV panels, an inverter and some other hardware that converts light into electricity.

Q What option do I have if I want to install Solar Power System and which one is better?

A There are two types of options that are available in the market for the installation of solar power systems.

On-Grid

On-Grid solar systems are by far the most advanced form of the solar power system. These systems significantly reduce the electricity bills. The excess energy produced by the system during the daytime can be exported to the National Grid and the customer will buy back the energy from the grid when it is needed. At the end of the month, both export and import energy will be calculated. The bill will be prepared on the basis of Net Energy purchased by the customer. In most cases, the energy bill can be reduced to zero. However, in case of power failure, no backup will be provided as the batteries are eliminated altogether.

Hybrid

A Hybrid system has been very common before the net-metering availability in Pakistan. These systems do provide backup for a limited time however, The installation of the hybrid system with the battery backup option is very expensive and have a recurring battery replacement cost.

Q What is Net Metering

A In September 2015, NEPRA issued its net-metering regulations that allow the DISCOs in Pakistan to purchase excess units of electricity produced by the residential and commercial customers with grid-tied PV system having a three-phase electricity connection and net them off against the units consumed from the grid.

Q How can Net Metering benefit me?

A The most obvious benefit of net metering is to the consumers. If you install net metering in your home, you can reduce the amount of money you spend each year on your electricity bill. You can even make money if you produce more than you consume and your DISCO pays you for that excess energy at the retail rate.

Q. What does Multiline offer?

A We are committed to providing quality products to our customers. We have designed a system which will remain trouble-free in the years to come. We work with world-renowned and reliable brands in order to provide flawless renewable energy.

- A. We offer European On-grid inverters with 5 years warranty, which can be extended to 20 years.
- B. We ensure that the PV's are of the highest quality. Bloomberg tier 1 panels are used with 25 years linear output warranty.
- C. We are striving to provide our customers with the greatest value for their money.
- D. Our highly trained technicians make sure that the system is installed accurately ensuring that the façade/elevation of the site is not compromised aesthetically. We have experience in installing hundreds of PV systems successfully, and we believe that experience is the key factor when it comes to saving money from solar.
- E. The payback period of our systems ranges from 3-4 years. Which makes the system viable in the longer run. The payback is calculated wrt WAPDA's tariff, the growing rate of Wapda will further reduce the payback period.
- F. We provide complete after-sales services of our installations. We take responsibility for the efficiency of the system. We have comprehensive annual maintenance contracts to make sure that the system is regularly inspected and cleaned thoroughly, ensuring the optimum performance of the system.

Q. Is it possible to reduce or completely eliminate my electricity bills?

A Sounds too good to be true, but it is possible to practically minimize your annual bills to zero. We have a very talented team of engineers, who design and customize it according to your requirements. We can produce enough units from solar Power System, that can meet your total annual electricity consumption. However, In certain cases, rooftop space can be a limiting factor.

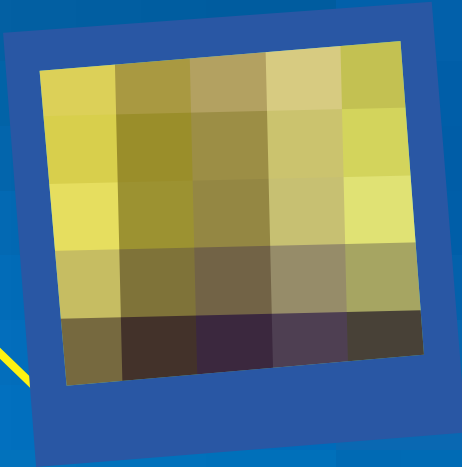


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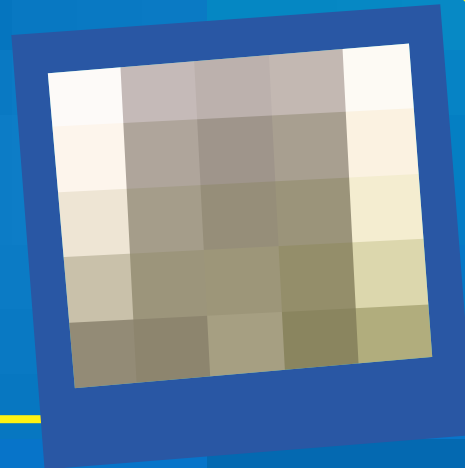
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Employee Corner

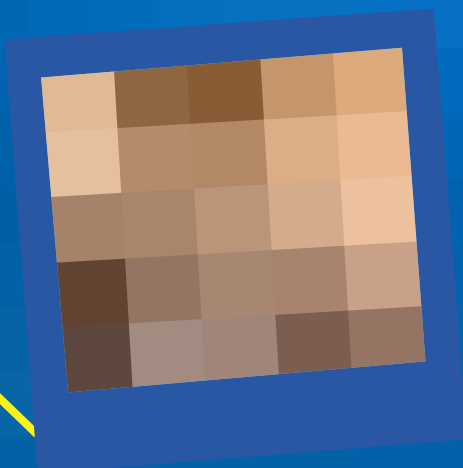


My name is Ahmad Habib Qureshi. I am heading Solar Division in Multiline Engineering Company as a Business Relationship Manager. I am an Electrical Engineer, graduated from The University of Sheffield, UK, and hold an extensive engineering experience. I've been very passionate about renewable energy for years, particularly solar energy and its capacity to bring abundant clean, sustainable energy to meet our energy needs.

My name is Nasika Rizvi. I occupy the position of digital/Social media Specialist in Multiline. I did my bachelors in Geoinformatics Engineering from NUST. My job provides me a platform where I can channel my innovative skills and introduce unique and creative solutions for the company. It allows me to apply all the things engineering taught me and combine them with my passion for marketing.



My name is Engineer Irfan Raza. I work as a Sales Executive in Multiline. I did my Engineering in Electrical Power from University of Lahore and currently pursuing my MBA alongside. This has been helping me develop a better sense of market and its needs. Multiline has helped me achieve excellence in work and discover my true potentials.





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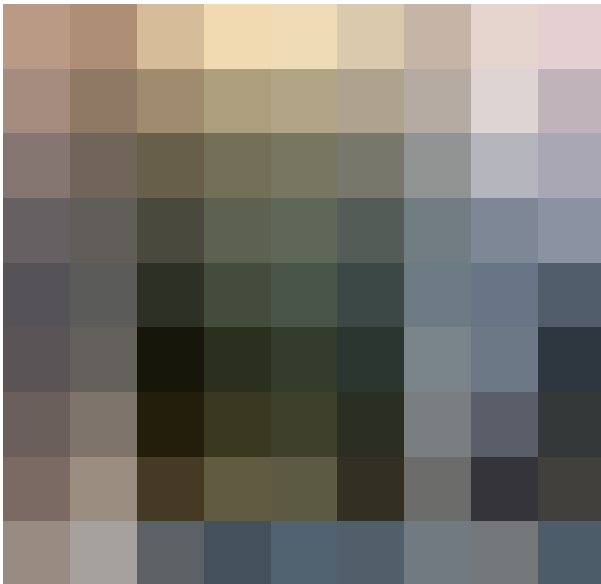
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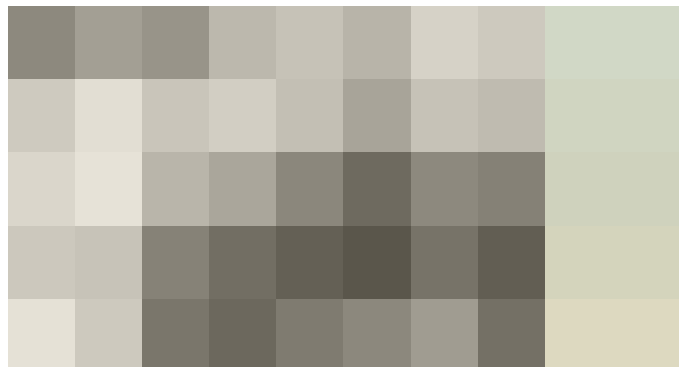
GIVING BACK TO THE COMMUNITY &

FULFILLING OUR SOCIAL RESPONSIBILITY

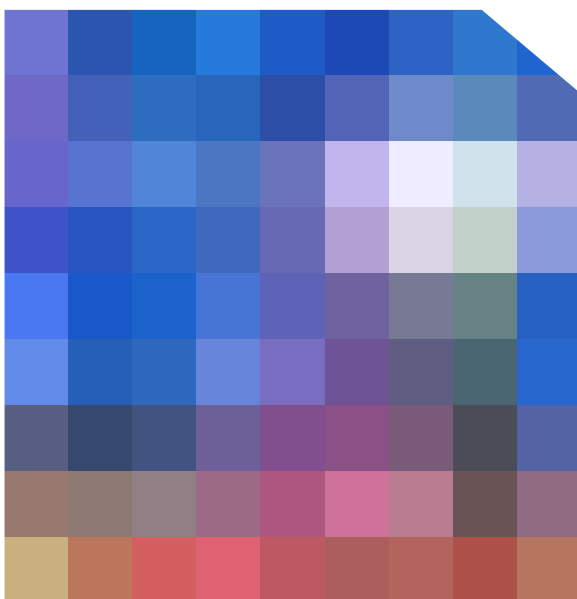
Multiline sponsors Aitchison junior tennis championship 2018 and ITF tournament



Awards were distributed by Multiline CEO Mr. Zubair Khaliq, Aitchison Principle Mr. Michael Thompson and Mr. Faraz Sheikh CEO for Unifoam.



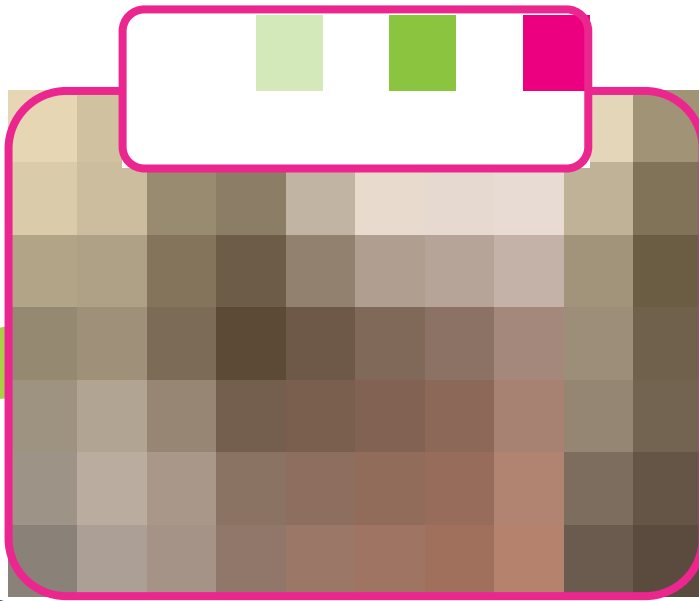
Multiline team Mr. Waqas Ahmad Khan (CFO), Mr. Amir Shafat (Head of Sales) and Mr. Fawad Ahmad (Asst. Manager Sales) with Pakistan Tennis legend, Former Davis cup winner and Tamgha-e-Imtiaz winner Rashid Malik



Multiline sponsored the 2nd Aitchison College Junior National Tennis Championship 2018 which was held in Bagh-e-Jinnah from 15th to 20th October. Final match was played between Huzaifa Abdulrehman and Abdullah Adnan.

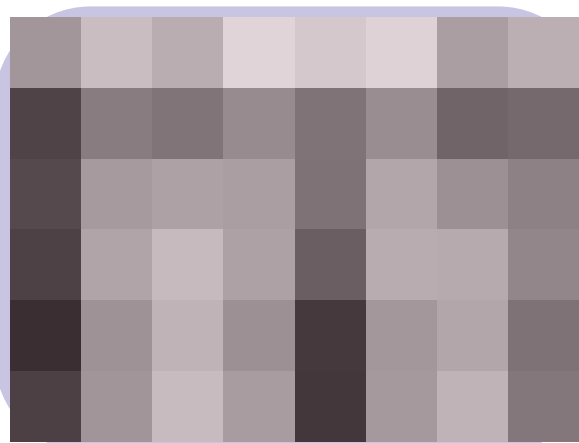
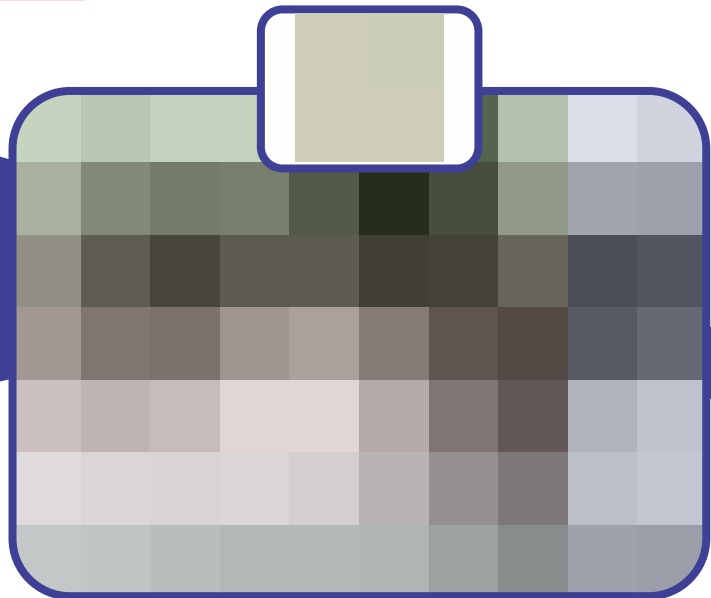


Multiline receiving memento from the Aitchison Principal

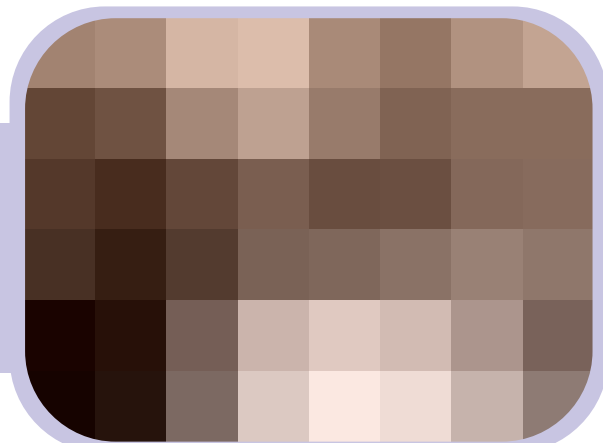


Team Multiline's meeting with ZONG in Karachi
MULTILINE is ranked as one of the top vendors for ZONG

Team Multiline with Motorway Police for generator installation



Employees at Multiline pose for a group photo at our Head Office



Waqas Khan and Hassan Nadeem with Antonio and Mia from Cummins



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Rental Generators

Renting a generator can be beneficial in a variety of circumstances including scheduled power shutdowns, remote construction sites, new or expanded facilities, seasonal peak load need and unscheduled maintenance of equipment. A few good reasons of renting a generator includes

No capital investment is involved as renting frees up your business capital.

No need to maintain a storage yard once you are done with the generator.

Renting a generator can actually increase your borrowing power by offering a better ratio of asset to liabilities.

Renting allows you to test a certain capacity of generator before making that potential purchase.

Our highly skilled team can knowledgeably consult you on equipment and applications.

Service Contracts

Generating sets contain an internal combustion engine and other moving parts that need cyclic maintenance. It is very important for technically qualified personnel to have a look at the generator and do periodic cleaning of radiator, filters and other parts on a regular basis. If any fault goes unnoticed the generator will shut down and will cause expensive repairs and downtime.

Thus we urge you to sign up for our annual service contracts. Our technical team will come at your doorstep every month to keep a track of your generators. Please contact our office for further assistance.

Product Range

Perkins Powered Generators
13 kVa to 1250 kVa

Cummins Powered Generators
30 kVa to 500kVa

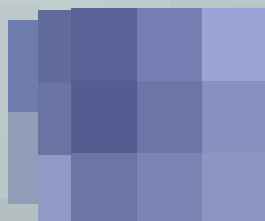
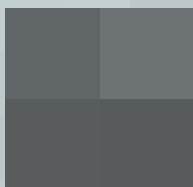
Rental Generators
Different capacity generators are available to meet your requirements.

Service Contracts
For periodic generator checkups, we offer our clients with reliable annual service contracts

Repair & Maintenance
We have mobile teams for minor repairs and a factory that is well equipped to provide high quality overhauling services and major repairs.

Solar System
Renewable Energy Systems for domestic, commercial and industrial users are available.

Gate Automation Systems
For Swing and Sliding gates with Battery Backup



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