

# 4<sup>th</sup> South East Europe Energy Dialogue

Hyatt regency Hotel, Thessaloniki  
Spyros Kopolas

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**MARTIFER**  
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*Pure Energy*

June 3-4, 2010



# Agenda

1. Hellenic PV market - legislation
2. Current PV market situation
3. Greek market graphical view
4. About Martifer group
5. Martifer solar corporate structure
6. International experience
7. Martifer solar Hellas
8. Martifer Solar Factory

# Hellenic PV market legislation

- **A new law was voted by the Hellenic parliament, which:**
  - ❖ Translates the EU target of 20-20-20 to a national target.
  - ❖ Aims at reducing significantly the bureaucratic delays with respect to the licensing (remains to be seen !).
  - ❖ Introduces a “new” category of PV investments up to 500kWp that will not require production license.
  - ❖ Supports the PV installations on buildings and industrial areas up to 1 MW.

# Hellenic PV market legislation

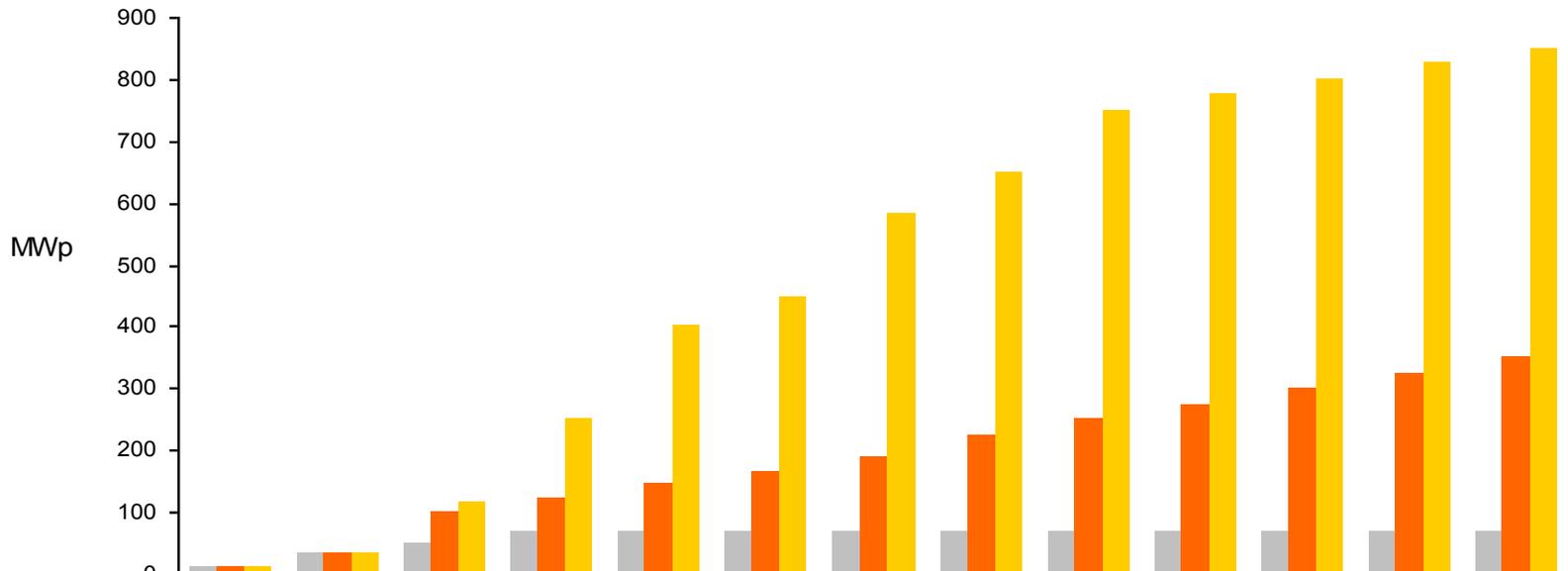
- ❖ Although the new law aims at improving the legal framework for the investors there are still many critical factors that should be addressed urgently, such as the grid capacity.
- ❖ The green development should be accompanied by strategic positioning and commitment. We have a lot of work to do until we reach this point as a country.

# Current PV market situation

- Bureaucracy significantly influenced PV market' growth.
- **60 MW have been installed during the last 4 years !**
- PV installations are dominated by small & medium plants (up to 150kWp)
- Market consolidation takes place at a very low pace.
- Due to the financial crisis, appeared in 2009, the banks are very reluctant to borrowing money.

# Greek market grafical view

**Annual PV market in Greece  
2008-2020**



	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
■ Bureaucratic	10	36	52	70	70	70	70	70	70	70	70	70	70
■ Current trends	10	36	102	125	145	165	190	225	250	275	300	325	350
■ 12% PV in 2020	10	36	117	250	400	450	585	650	750	775	800	825	850

# Martifer Group

**MARTIFER**  
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- 3 divisions spreaded in 5 continents

**MARTIFER**  
CONSTRUCTION



**MARTIFER**  
ENERGY SYSTEMS



**MARTIFER**  
RENEWABLES



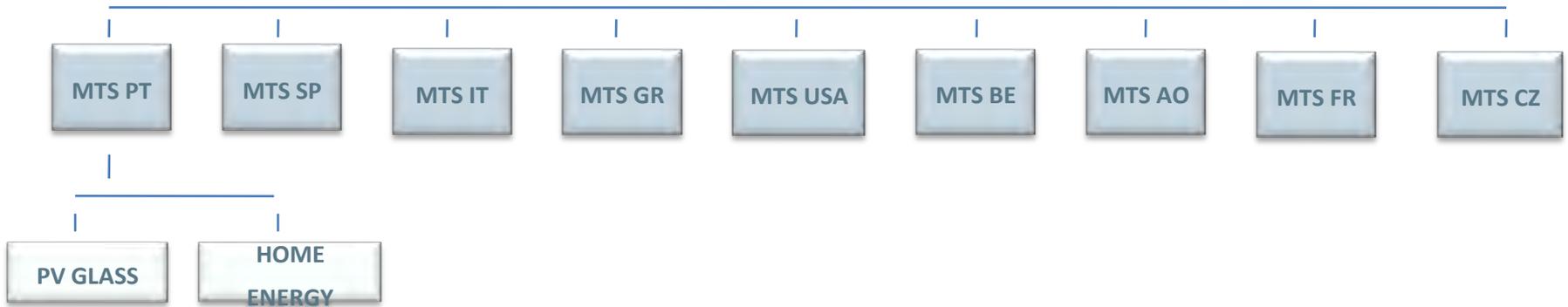
# Martifer solar corporate structure

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ENERGY SYSTEMS



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SOLAR

PV Solar Energy



# International experience

- Martifer Solar is pursuing a worldwide expansion process.
- Being a transnational company means that Martifer Solar gains in several aspects :
  - In experience for our works in different markets such as Spain, Belgium, USA, Portugal, Italy, France, Greece and Czech Republic.
  - In the capability to adapt to different cultural and economic realities.
  - In security for our clients, because being an international company also signifies being a large, strong company.
  - Having installed more than 80 MW in Europe, we have created a strong network with main suppliers, investors, banks and equity funds.



- ❖ **Core business:** Engineering, Procurement, Construction (EPC) turn key contractor of grid connected photovoltaic plants
- ❖ During the last 2 ½ years of its existence in Greece, we have implemented and we are executing projects of more than 3 MW.
- ❖ Most of the Martifer Solar Hellas personnel are highly experienced and specialized in the PV sector.
- ❖ In the near future Martifer Solar Hellas has to implement a pipeline of projects with a total capacity of 15MW owned by the company.

# 360 ° PV Solutions and services



# Market segments

Ground



Rooftop



BIPV

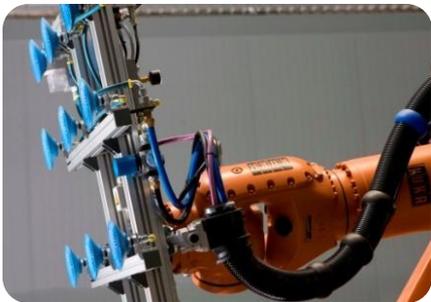


Residential



# Martifer Solar Factory

- Located in Portugal.
- Surface: 10.000 sqm.
- Production capacity: 50 MWp.
- Technology and R&D Investment. It has the most innovative technology and robotic automation from KUKA , leader in its activity sector.
- Module power: from 200 to 240 Wp.



# Our Products

## ▪ MTS MODULE

- Models MTS 220P | 230P | 240P
- 90% output power 10 years warranty.
- 80% output power 25 years warranty.
- 5 years product warranty.



## ▪ SMARTRACKER

- Monoaxis tracker: azimuthal tracking (East- West).
- Optimal inclination.
- Up to 20 % of output increase.



# MARTIFER

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*Pure Energy*

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**Thank you for your  
attention !**

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