NOUL VAL DE REGENERABILE

OPORTUNITATI SI PROVOCARI

OCTOMBRIE 2022

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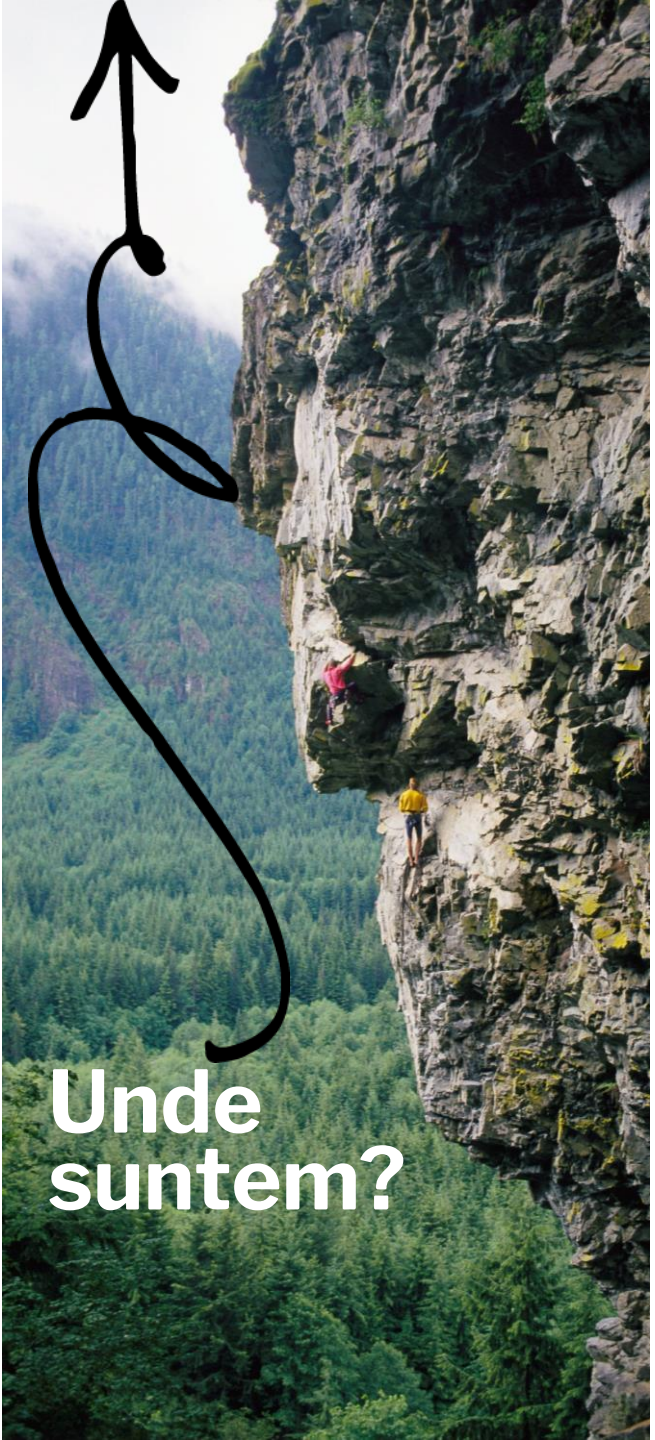
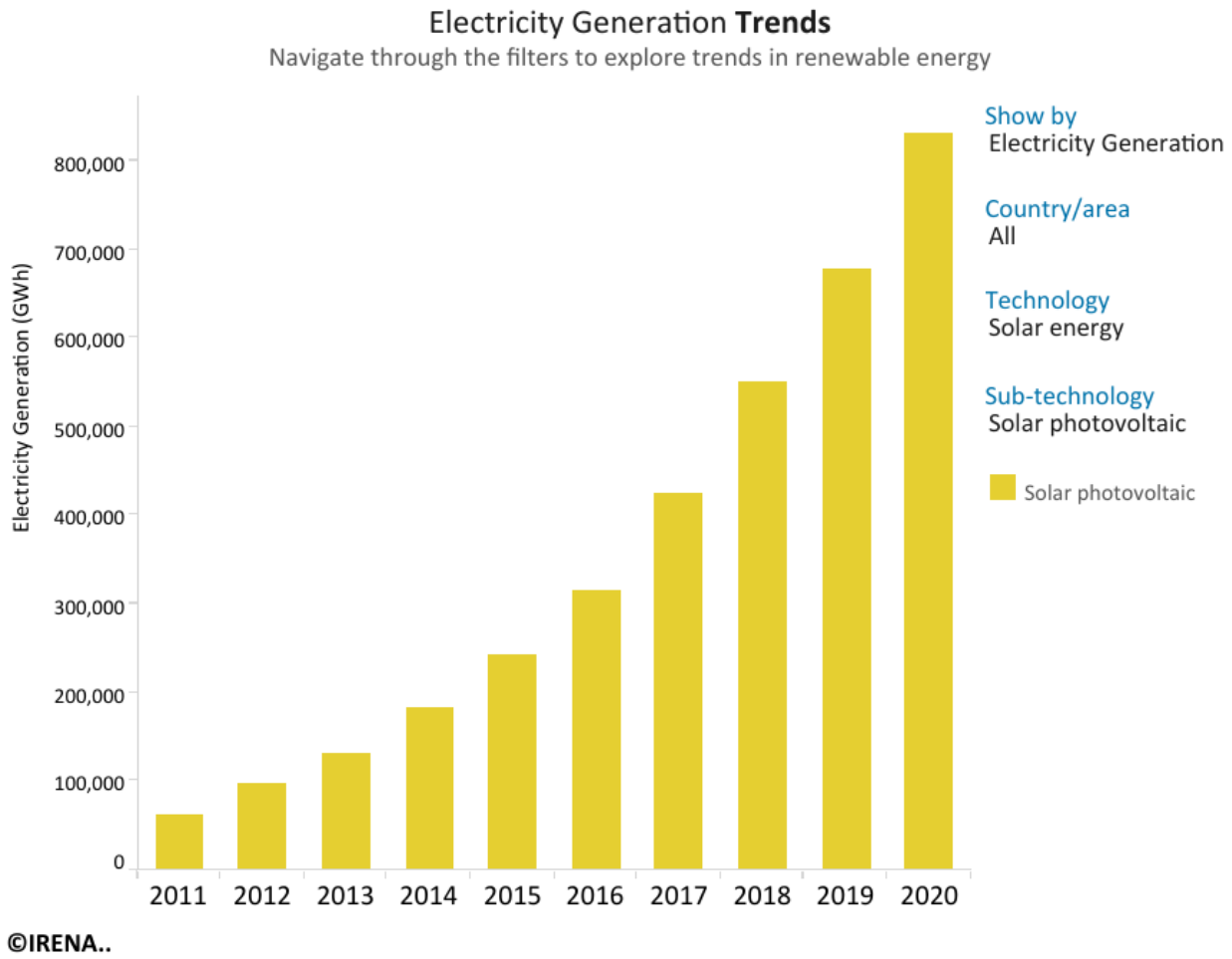


FOTOVOLTAIC GLOBAL

Total 830,7 GWp instalati din care 125,5 GWp in 2020 si 154,5 GWp instalati in 2021.



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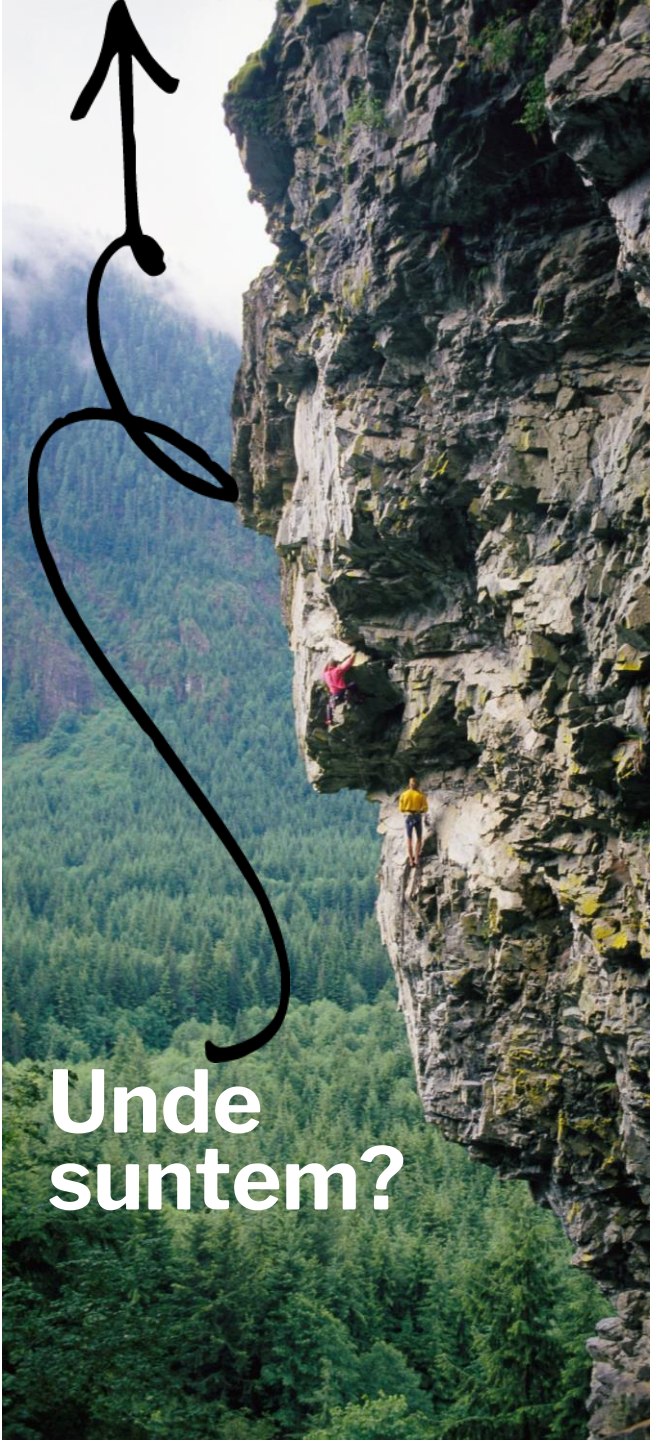
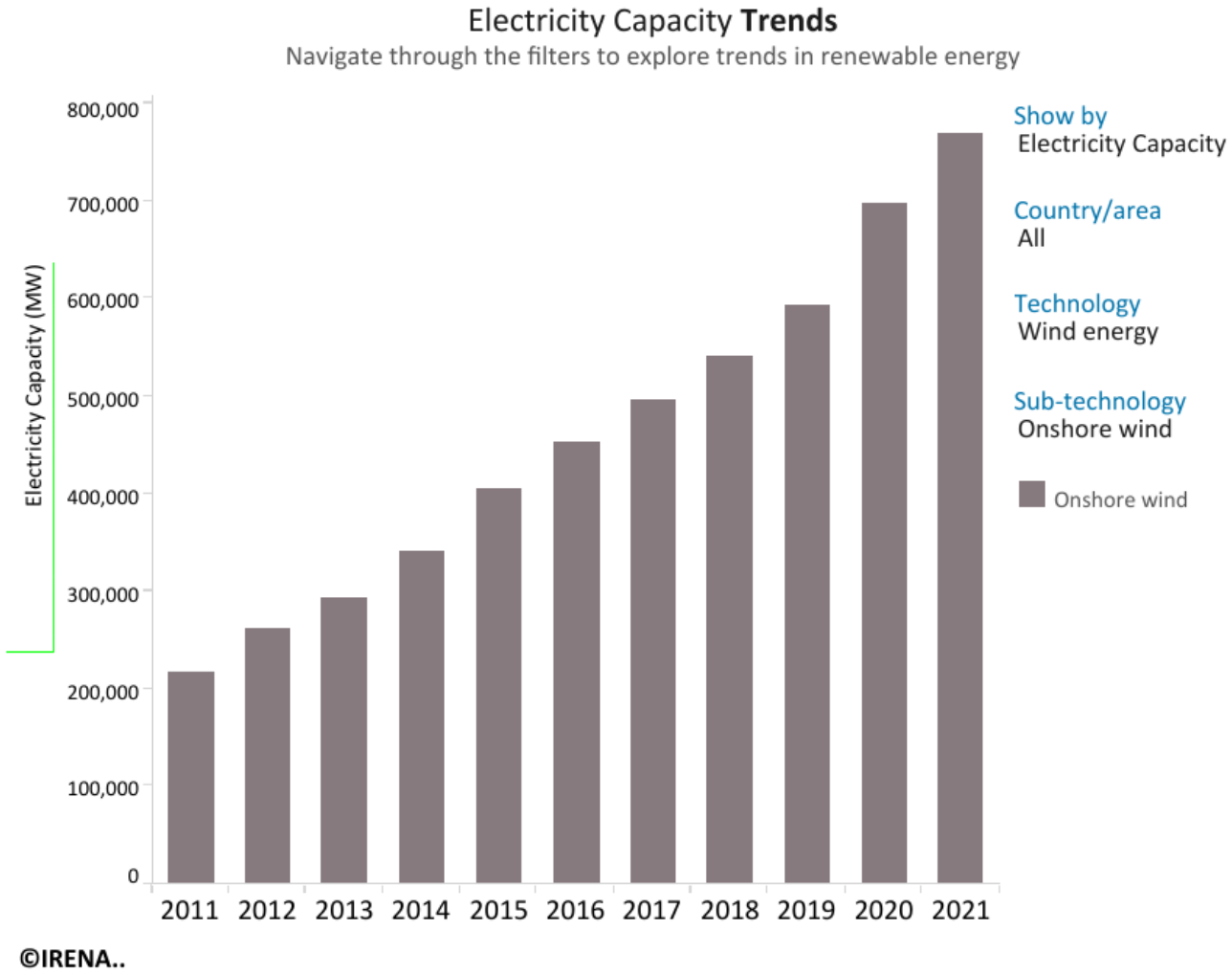
EMPOWERING A GREEN FUTURE



EOLIAN ONSHORE GLOBAL

Total 769,2 GWp instalati din care 104,4 GWp in 2020 si 72 GWp instalati in 2021.



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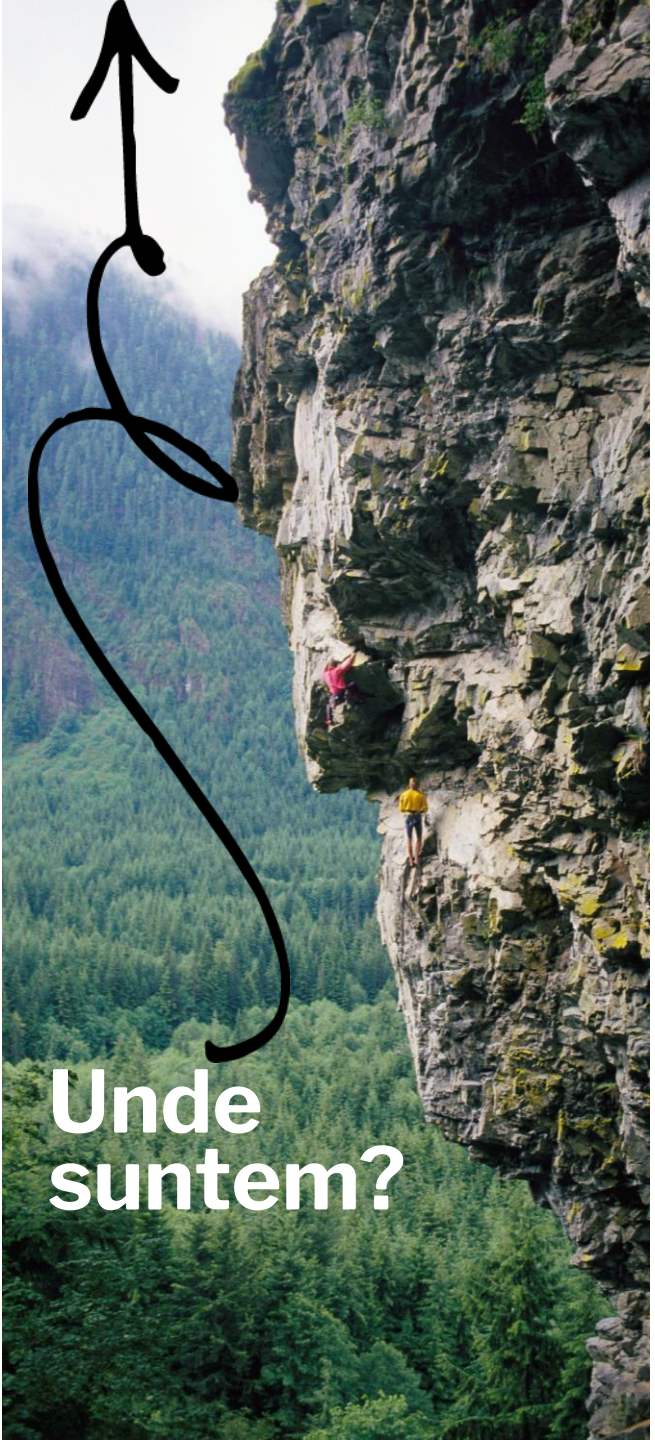
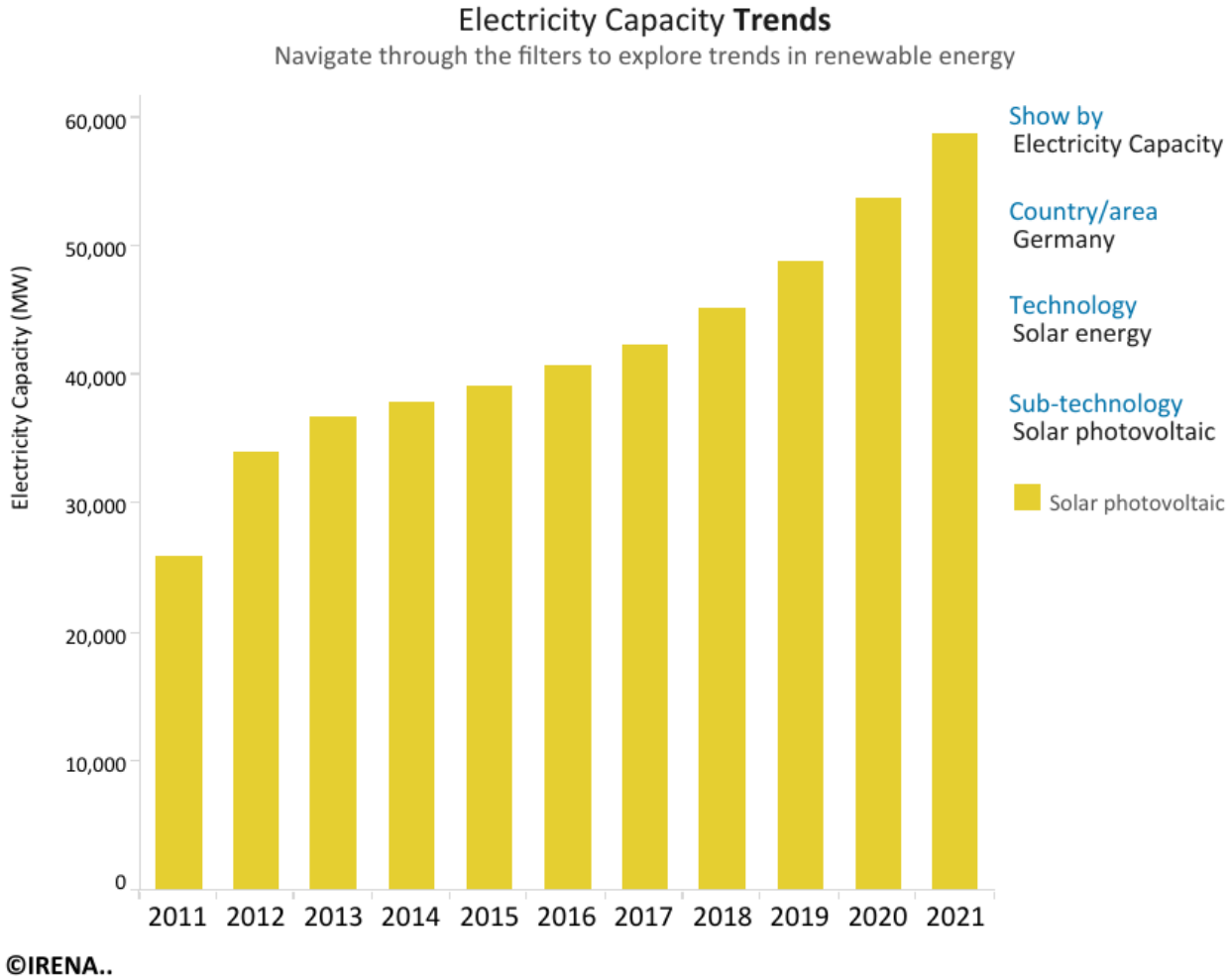


FOTOVOLTAIC GERMANIA

Total 58,72 GWp instalati din care 5 GWp instalati in 2021. In 2011 Gemania avea 25GWp.



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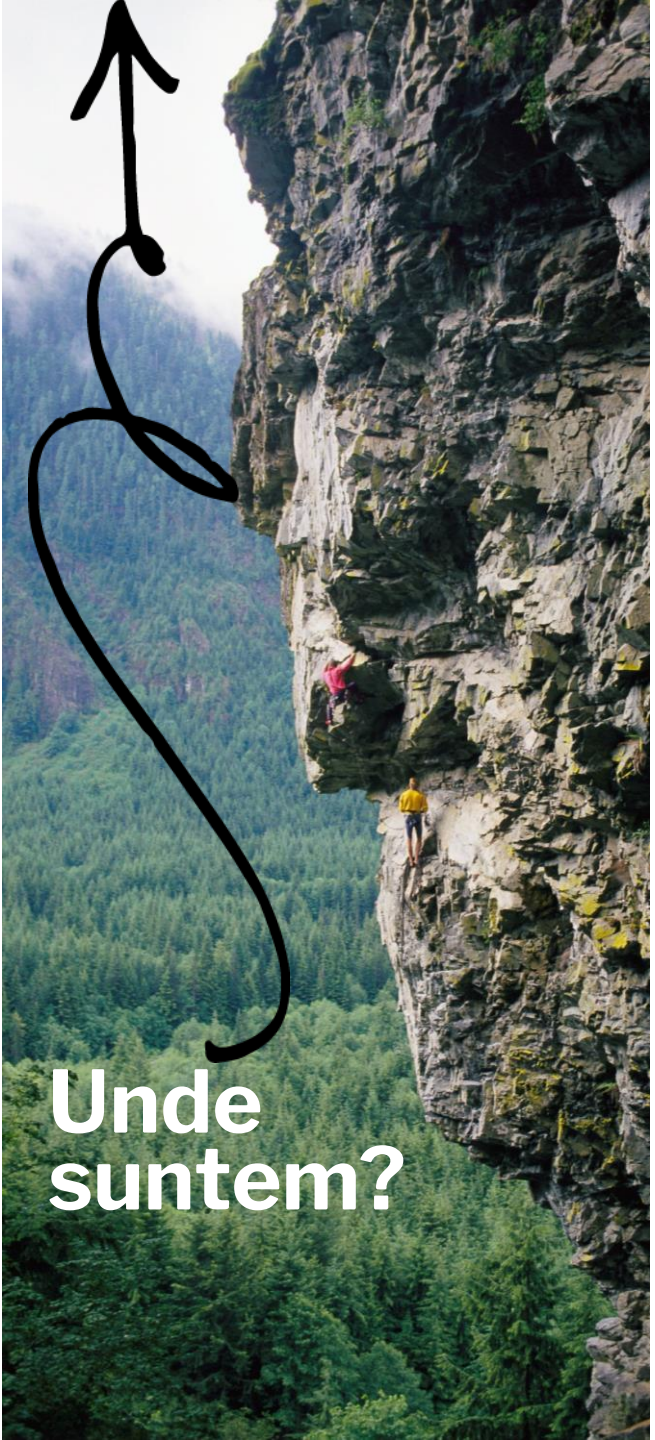
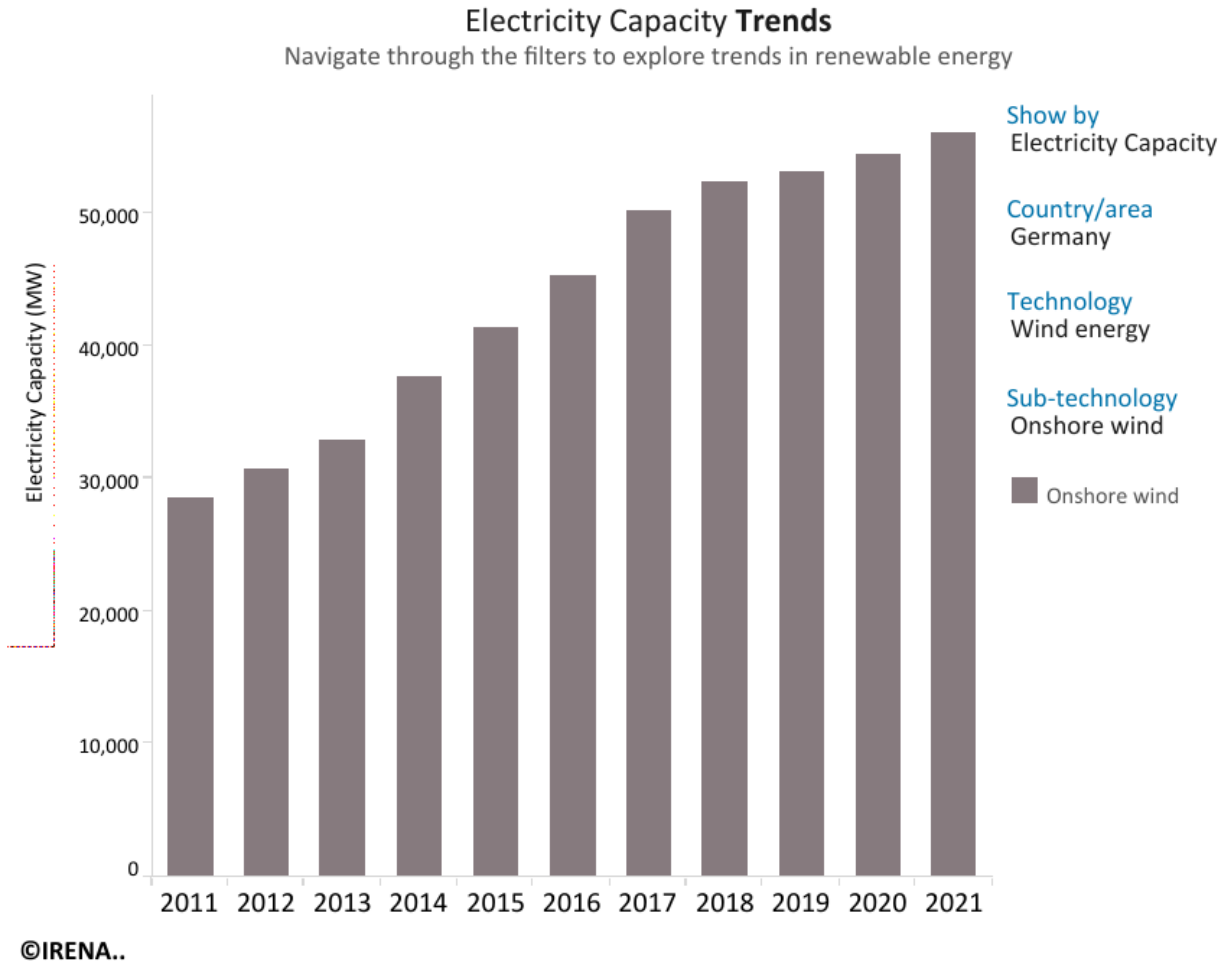


EOLIAN ONSHORE GERMANIA

Total 56 GWp instalati din care 1,6 GWp instalati in 2020. In 2021 Gemania avea 28,5GWp.



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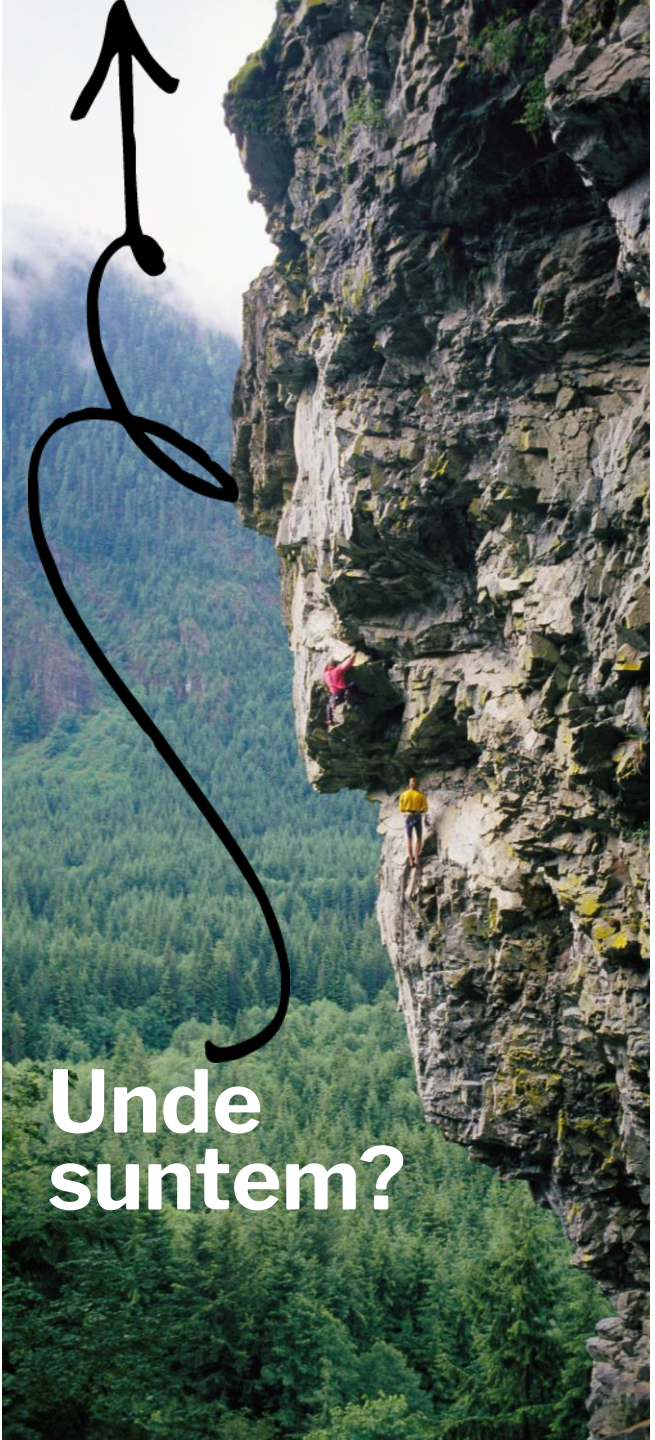
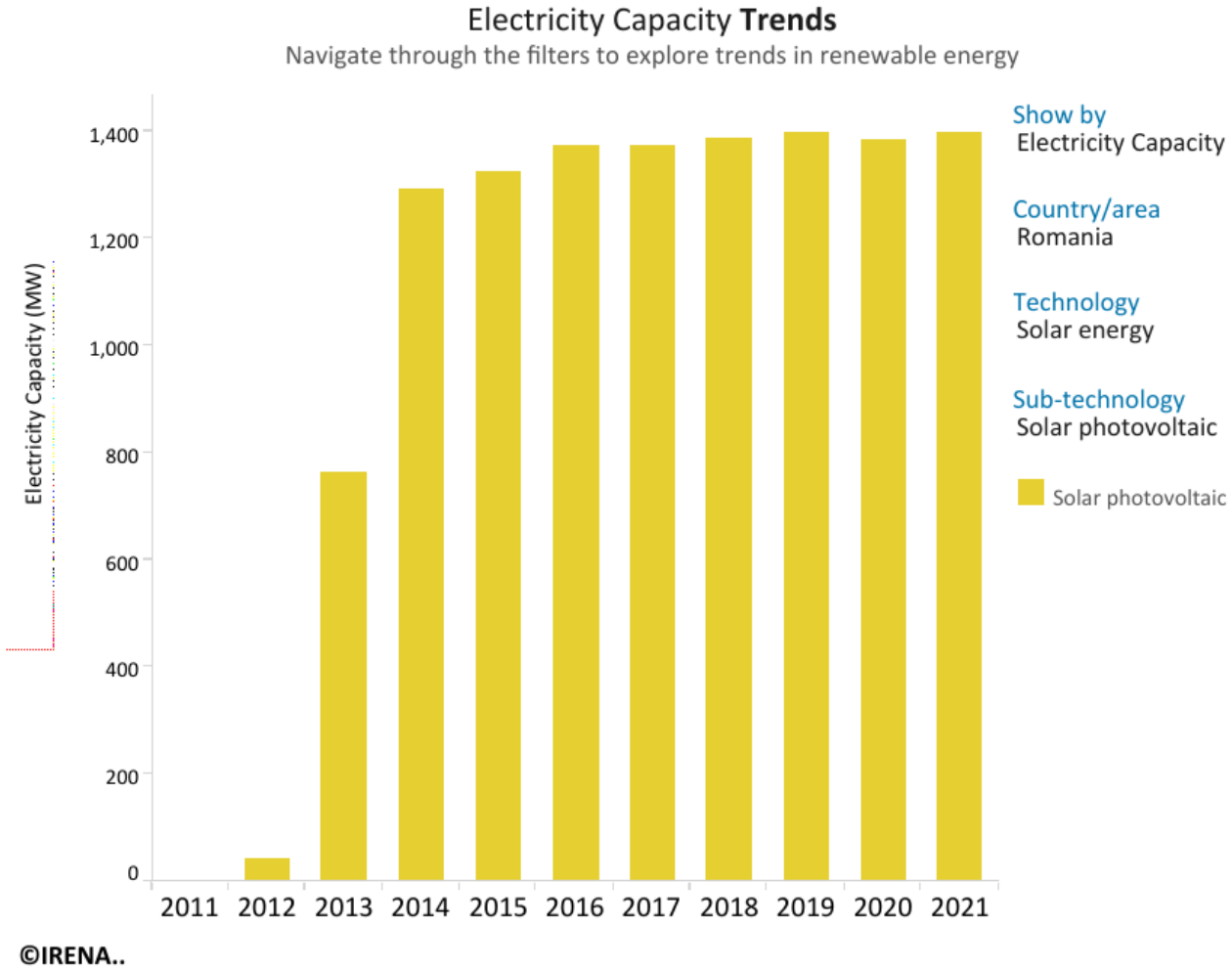


FOTOVOLTAIC ROMANIA

Total **1,39GWp** la final de 2021 in conditiile in care la final de 2015 erau **1,32GWp**.



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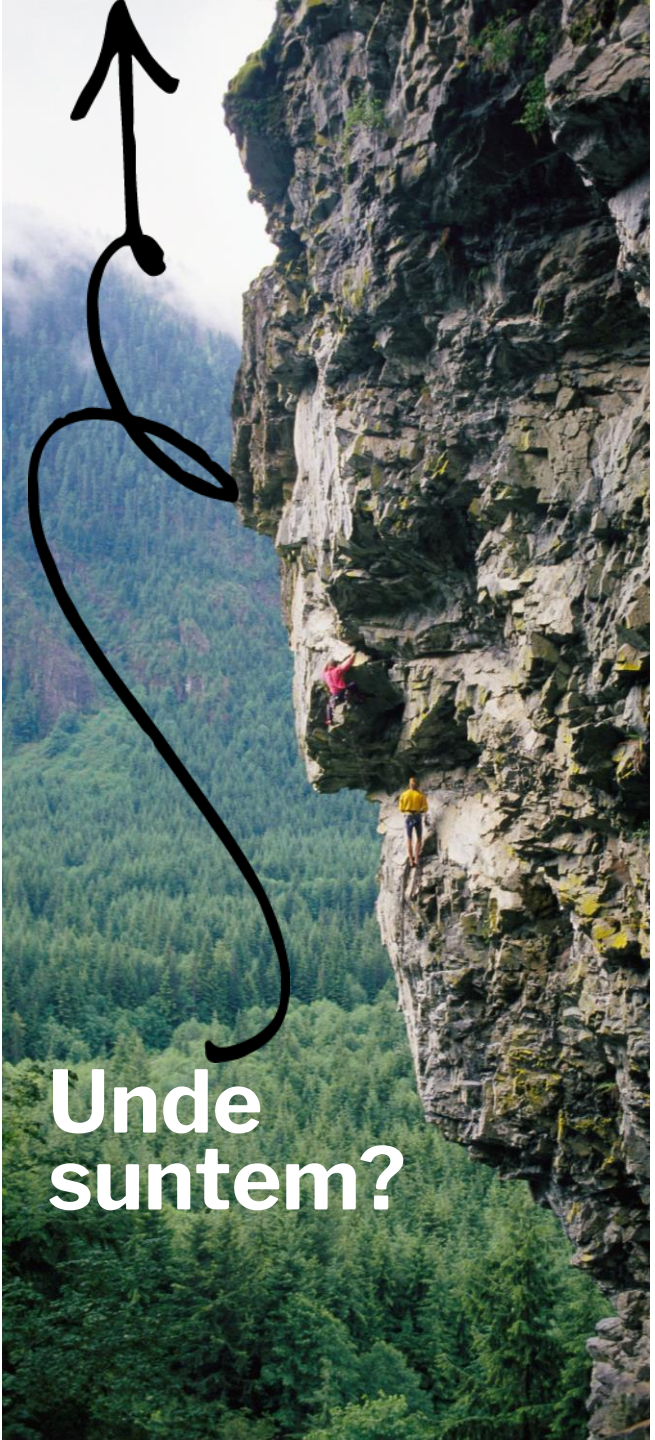
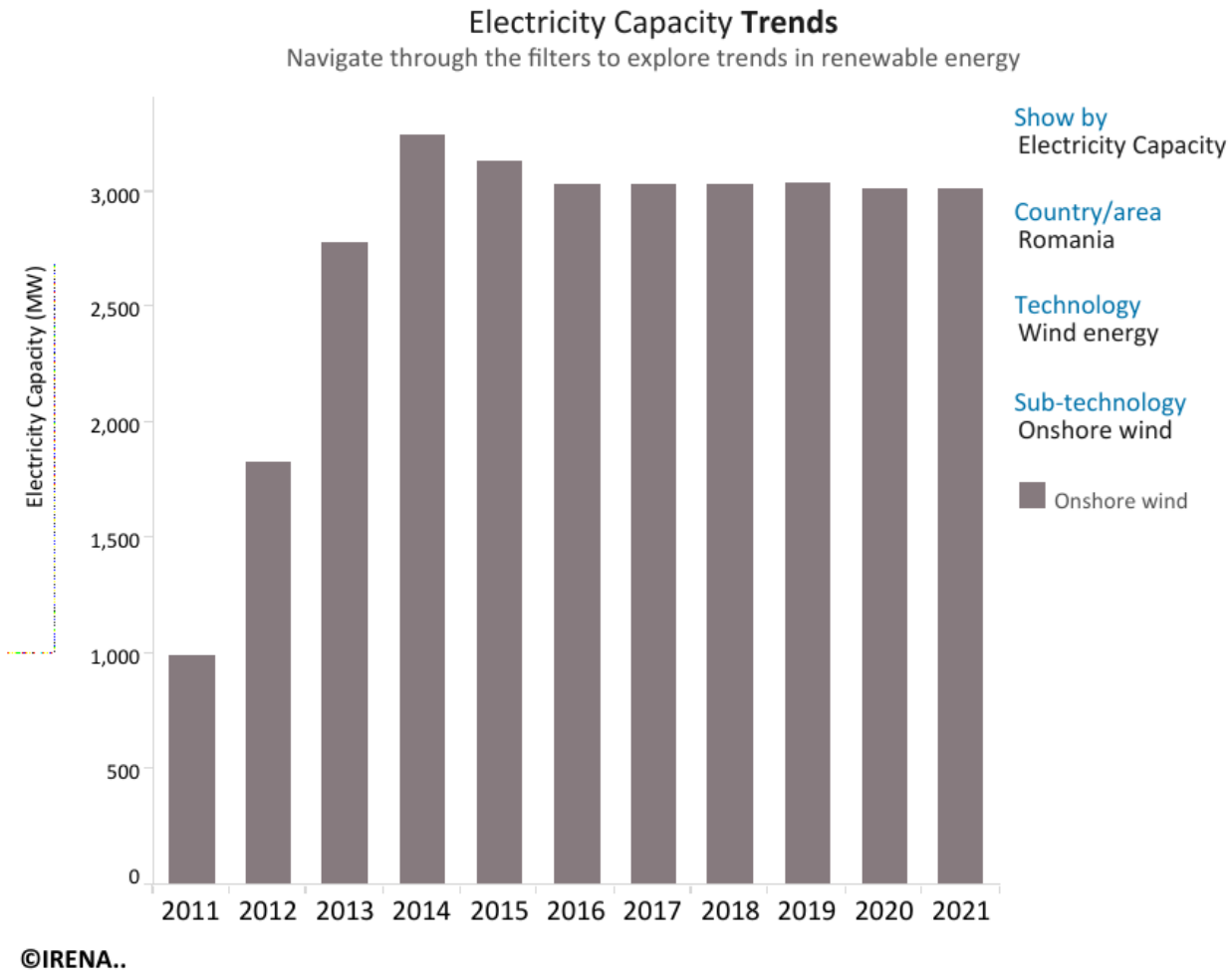


EOLIAN ONSHORE ROMANIA

Avem in total **3GWp** la final de 2021 in conditiile in care la final de 2014 aveam **3,24GWp.**



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CUM ARATA VIITORUL PENTRU ROMANIA

O CONJUNCTURA FAVORABILA

- Politici publice la nivel global, european si national care incurajeaza investitiile in regenerabile.
- Tinte ambitioase asumate de UE si de Romania.
- Exista bani alocati prin diverse programe de finantare precum PNRR, fondul de modernizare ...etc
- Multe proiecte in stadiu de dezvoltare – 3,5 GWp fotovoltaice de peste 10MWp cu ATR obtinut conform date Transelectrica.

CUM ARATA VIITORUL PENTRU ROMANIA

DEPINDE

DE CUM RASPUNDEM LA

PROVOCARI

- Legislatie clara si simpla
- Investitii in reteaua de transport
- Incurajarea companiilor romanesti de servicii din aceasta industrie
- Sustinerea investitiilor in productia de echipamente si componente in Romania
- Schimbarea regulilor de calcul al incarcarii retelelor cu unele moderne adaptate nivelului tehnologic la care ne aflam

DESPRE SIMTEL

Companie romaneasca de inginerie fondata in 2020

Puncte de lucru: Bucuresti, Cluj, Timisoara, Bacau, Chisinau

LINII DE BUSINESS:

- Telecom
- Energie regenerabila
- Automatizari industriale
- Distributie echipamente pentru centrale fotovoltaice

10 mil euro CA in 2021

100% capital Romanesc

Listata la BVB, simbol SMTL

4 Linii de business

85 angajati

30 sub-contractori

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DIFERENTIATORI CHEIE SIMTEL

Peste 500 de proiecte finalizare cu success in energie, telecomunicatii si automatizari industriale.

Parteneriate cu companii internationale precum Vodafone, ABB, Orange, Telekom, RCS & RDS, Huawei, Mega Image, Penny Market, precum si locale: Altex, Dedeman.

Certificata de ABB/Fimer si SMA, cei mai mari producatori de invertoare. Singurul service partener autorizat de ABB/Fimer in sud-estul Romaniei.

Certificate de calitate: ISO 9001, ISO 14001, OHSAS 18001.

Certificare ANRE pentru proiectare si executie instalatii electrice de joasa si medie tensiune.

Recunoscuta pentru calitatea materialelor, echipamentelor si serviciilor livrate.

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ECHIPA EXECUTIVA

Iulian Nedea
CEO &
Co-Founder

Sergiu Bazarciuc
Executive Director & Co-Founder

Radu Vilau
Technical Director & Co-Founder

CE STIM SA FACEM

Proiecte turn key ENERGIE REGENERABILA

- ❑rooftop PV si greenfield
- ❑statii de incarcare masini electrice
- ❑carport PV
- ❑stocare energie
- ❑full O&M for PV plant
- ❑predictie de productie PV si eolian
- ❑vanzare de energie pe bursa

SIMTEL

CE STIM SA FACEM

Proiecte turn key TELECOM

- ❑statii de baza 2G-3G-4G-5G
- ❑sisteme PV pentru statii de baza si data centere
- ❑sisteme WI-FI
- ❑acoperire 2G-3G-4G-5G in cladiri
- ❑retele de fibra optica
- ❑generatoare cu hidrogen si amoniac

SIMTEL

Cateva proiecte realizate de Simtel in Romania

- 20 PV plants for Mega Image 50-200 kWp – 2018-2020
- 45 PV plants for Dedeman 200-600 kWp – 2019-2022
- 55 PV plants for Rewe – Penny Market 50-1000kWp 2017-2022
- 350 PV plants for Telekom
- 15 PV plants for Vodafone
- Kaufland – 3 magazine
- CTP – 11 MWp
- HS Baco – 4MWp
- Radicstar Stefanesti – 1 MWp
- many other shops and production and warehouse spaces

Inginerii Simtel au in grija 250MWp parcuri fotovoltaice in care facem mentenanta, ceea ce ne face lider de piata.

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Proiect fotovoltaic Radicstar Stefanesti

1 MWp PV greenfield Stefanesti, Arges - 2021

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Proiect fotovoltaic Hotel Mariott Bucuresti

165 kWp Hotel Mariott Bucuresti– Septembrie 2022

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Proiect hidrogen Vodafone Romania

Statie de baza telecomunicatii jud Tulcea, Romania

- **Putere generator – 5kVA**
- **Producator – Gencell Israel**
- **Combustibil – amoniac**
- **Functionare cu success – 1200 ore**
- **Instalare si comisionare - Simtel**

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Proiecte fotovoltaice realizate in afara Romaniei

50kWp PV plant ISOPAN in 2020 – HALLE, Germania

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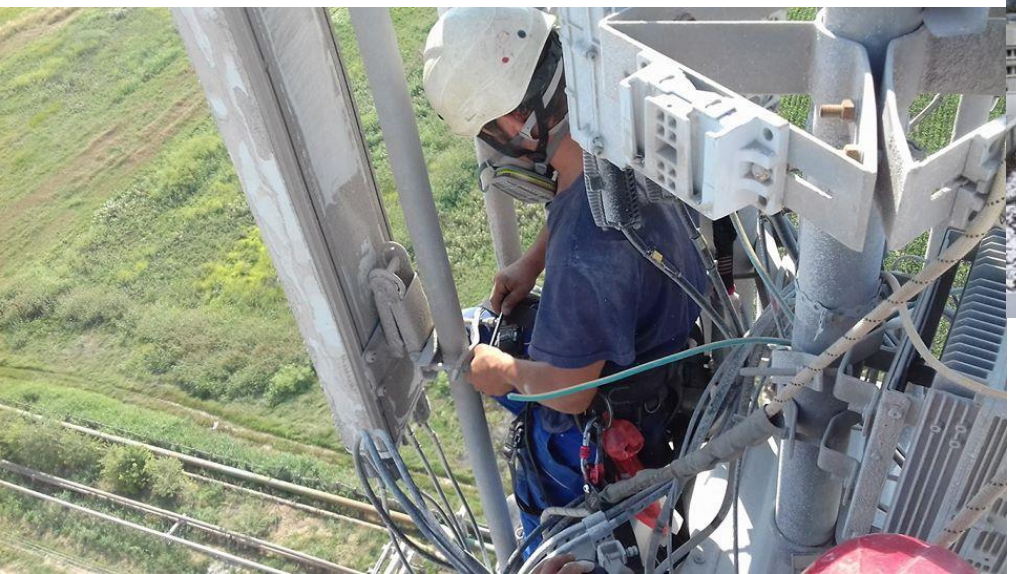
Proiecte fotovoltaice realizate in afaraRomaniei

Mentenanta in 147Mwp PV Plant pentru Energie de France in 2016 – ATACAMA DESERT, Chile

PROIECTE TELECOMUNICATII

Huawei, Vodafone, Telekom, Orange

- Location: peste 2,000 locatii in Romania
- Perioada: din 2005 pana astazi
- Servicii: instalare, commissioning, testare, echipamente de telecomunicatii



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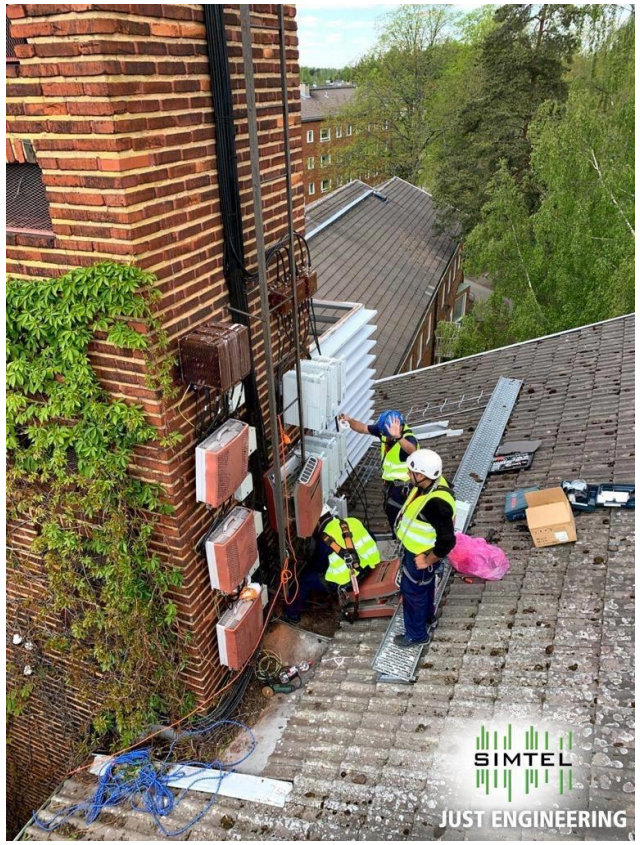
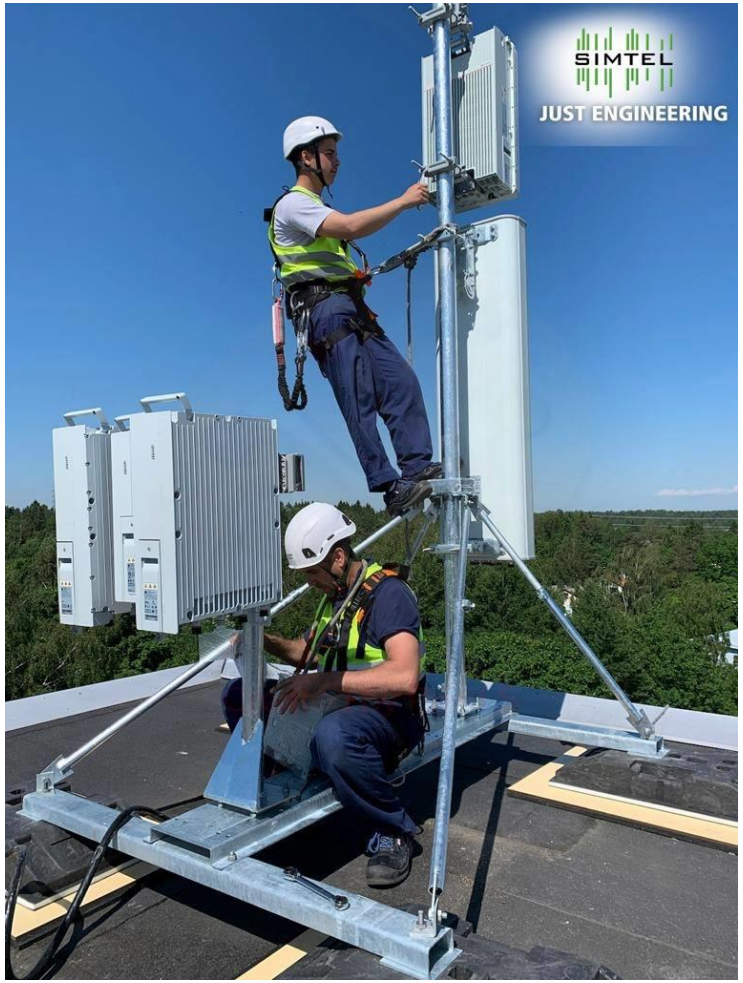
SELECTED PROJECTS: TELECOMMUNICATIONS

DNA FINLAND – SWAP si adaugare 5G

- Locatie: peste 100 site-uri in Helsinki si Tampere
- An: 2020
- Servicii: instalare, commissioning, testare, echipamente de telecomunicatii





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