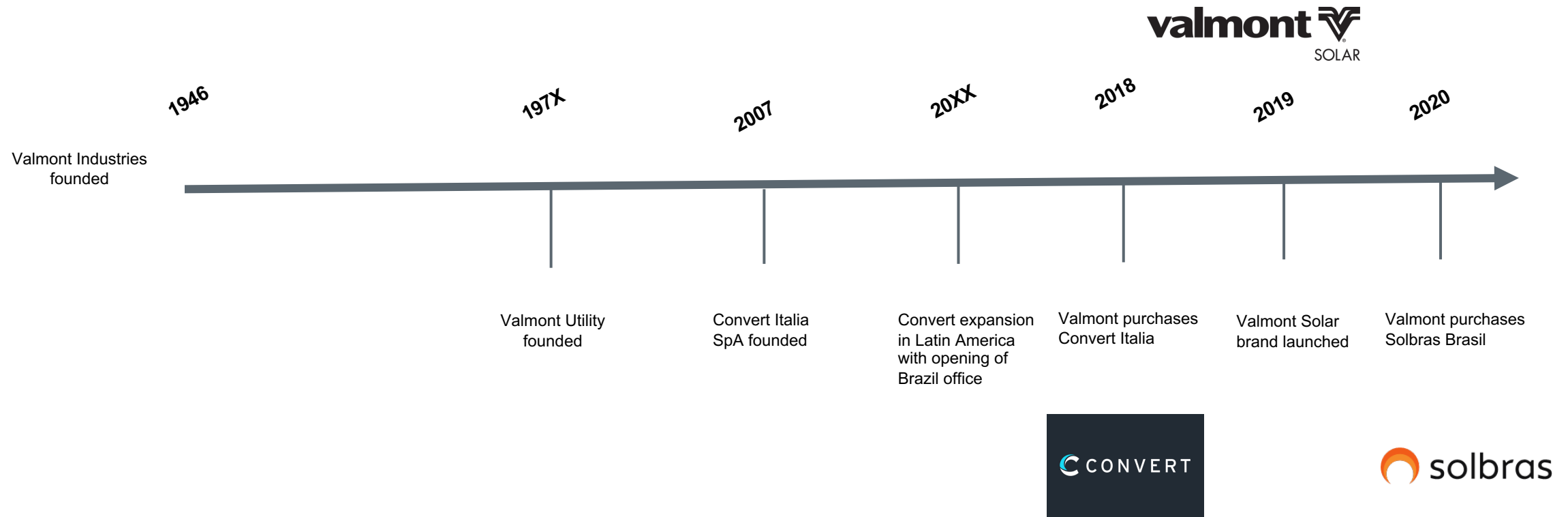




# **Valmont Solar Presentation**

Petre Ciobanu, Key Account Manager

# Valmont Solar History



# Valmont Solar History

**Valmont Solar** brings together more than 75 years as a global manufacturer of vital infrastructure, decades of trusted partnership with utilities and Convert's 15 years of technical expertise in renewable energy generation.

## Convert Italia

- Convert Italia is a reference company in the photovoltaic industry.
- Valmont acquired Convert in 2018.
- 35 years of experience in the energy sector with Valmont one, leading steel manufacturer, developing global supply chain expertise for 75 years.
- Valmont Solar expansion in the international markets, started in South Africa and India, has been continuing till becoming a global organization with offices in Italy, US and Brazil.

## Solbras Brasil

- Valmont acquired Solbras - Energia Solar do Brasil in 2020, a top player in the photovoltaic energy industry.
- Solbras has a presence across Brazil with headquarters in São João da Boa Vista (SP) and Goiânia (GO), and a reliable network of representatives and partners.
- They offer cutting-edge solutions in photovoltaic solar energy.



# The Valmont Solar Difference

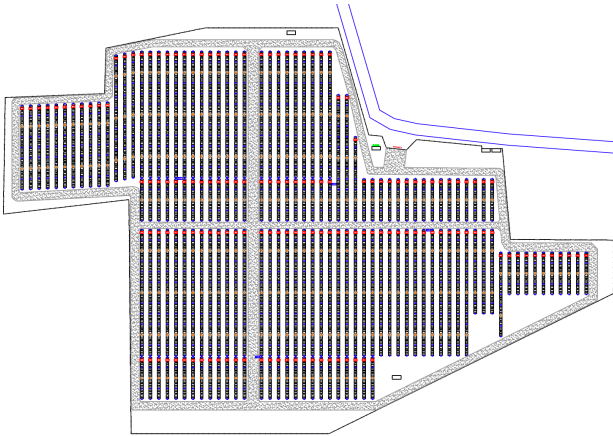
- ✓ High level of service for projects big and small
- ✓ Global engineering and logistics pedigree
- ✓ Unmatched price stability
- ✓ Tested and proven products & technology for 15+ years in the field
- ✓ Lifetime product and parts support backed by Valmont's maturity and bankability

## **Project Capabilities**

- ✓ Personalized Project support for projects < 5MW to >100MW
- ✓ Single projects, multi-site rollouts, and portfolios
- ✓ Difficult substrate and topography

# Capabilities

## 1. Engineering



## 2. Procurement



## 3. Construction



## 4. Consultancy (external)



# Project Execution

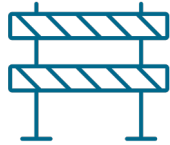
ENGINEERING



## Project Design Support, Engineering Services:

- Preliminary Plant Layout Options
- Project Optimizations, Final Layout & Stamped Construction Drawings
- Foundation Design: Foundation Load and Length Calculations
- 3D Simulation for grading optimization

CONSTRUCTION



## Construction Training, Site Supervision Services:

- On-site Logistics: Parts Dispatch & Storage Management
- Installation Support: Technical support, Training & Follow-up
- Risk Management: Quality Check, Training & Procedures

## Commissioning, Plant Operations and Training:

- Efficient Commissioning and Coordination with On-site teams
- Tracker Operations Training
- Helpdesk Accessibility during Critical Commissioning Phase
- Performance Monitoring Service

O & M



## Ongoing Product and Project Support, Operations and Maintenance:

- Tracker Maintenance Training
- Helpdesk Accessibility
- Spare Parts and Preventive Maintenance Support



# Trackers vs. Fixed Structure

## Trackers

- Moves to align the panel at an optimal angle to the sun.
- Designed to maximize your solar energy collection throughout the year.
- Fewer panels required to generate the same yield as larger fixed arrays in roughly the same amount of space needed for fixed-tilt systems
- They can track seasonal variations in the height of the sun in addition to normal daily motion.

## Fixed Structure

- Allow more peak power to be installed than trackers.
- The product requires minimal maintenance and has a lifespan of 25 years.
- Good productivity but smaller than tracker solution with about 17% to 20% and around 20% higher ROI to achieve same productivity.



# Projects

 Drăgănești Vlaşca, Romania



 Greece



 Nardò Apulia, Italy



 Scalea, Italy



 Montalto di Castro, Italy



 Spain





# THANK YOU!