



Solar
Payback



Business Opportunities with SHIP

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www.solrico.com

www.solar-payback.com

What is Solar Payback?

- A three-year project: Promoting the use of Solar Heat for Industrial Processes (SHIP) across four partner countries – South Africa, India, Mexico and Brazil.



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Momentum of SHIP

**Fast
growing
demand**

**120 SHIP
systems (2012)**

**> 500 SHIP
systems (2016)**



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Momentum of SHIP

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Suppliers of Turnkey Solar Process Heat Systems

Supplier ready-to-offer

16

Collector producer ready-to-offer

13

Supplier with references

13

Collector producer with references

29



BUT

6

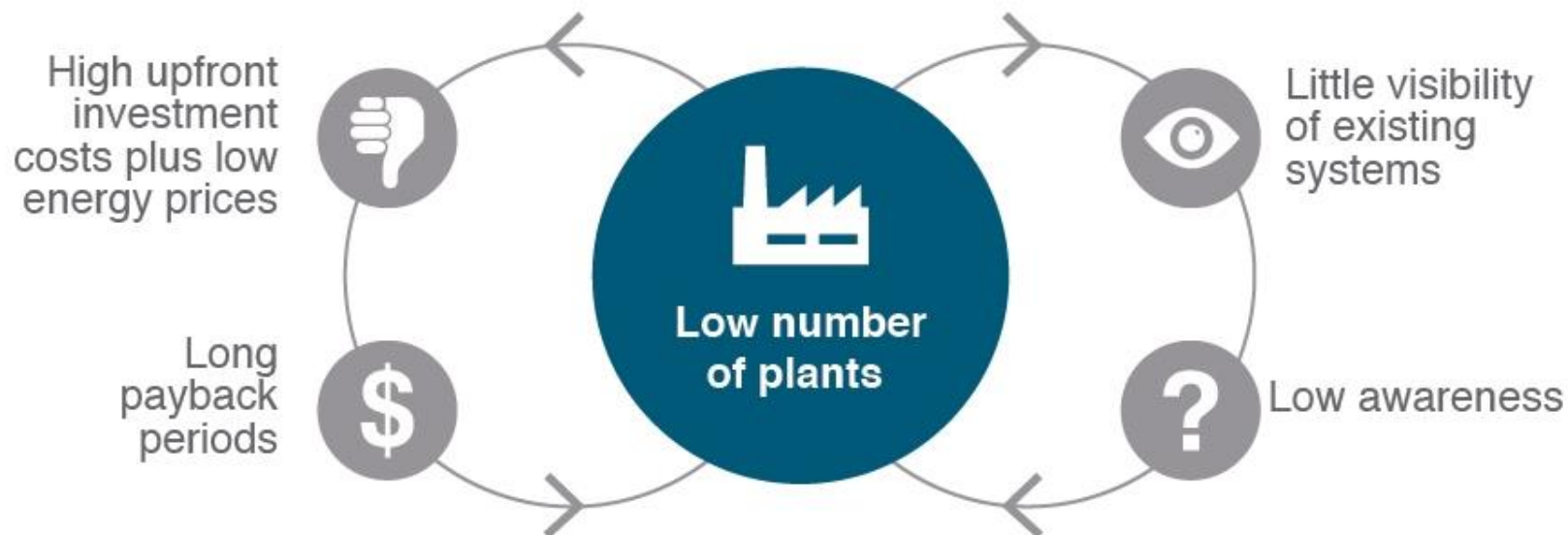
Most demanding clients!

Industrial clients are the most demanding clients the solar thermal industry has ever served:

- Short payback times against rather low fossil fuel energy prices
- Turnkey solutions (not interruption of production)
- Bankability (absolute transparency in costs and yields)

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VICIOUS CIRCLE OF LOW DEPLOYMENT RATES



Break the vicious circle!

- Greatly step up communication efforts to raise awareness of SHIP among potential customers in industry.
- Support financing models (e.g. ESCO) to reduce risks and initial costs to small and medium industrial investors.
- Implement measures for raising energy prices (e.g. carbon tax) or stipulating a renewable quota in certain industries.



Thank you • Obrigado • Gracias

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