



Scatec Solar

Lowering OPEX Cost for PV Projects

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Scatec Solar
Improving our future™

Scatec Solar – a leading emerging market player

Develops, builds, owns and operates utility-scale solar power plants



Scatec Solar Value Chain: OPEX is optimised when planning CAPEX



Project development

- Site development
- System design
- Business case
- Permitting
- Grid connection
- PPA negotiation/tender/FiT



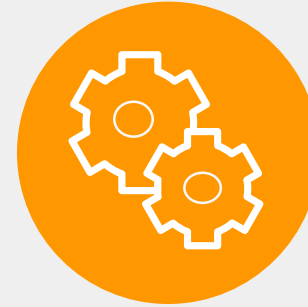
Financing

- Component tendering
- Debt/Equity structuring
- Due diligence



Construction

- Engineering and procurement
- Construction management



Operations

- Maximize performance and availability
- Maintenance and repair



Ownership (IPP)

- Asset management
- Financial and operational optimization

OPEX
Influence

The Influence of CAPEX on OPEX

Modules:

- Holistic product view: Junction boxes and backsheet
- Glass/Glass vs frame with backsheet
- Supplier bankability / insurance

Inverters (5% of the CAPEX but Major influence on OPEX):

- Maintenance strategy as part of CAPEX
- String vs Central inverters

Sub-Structure:

- Fixed tilt vs Single drive vs common drive. DC tracking

The Influence of CAPEX on OPEX - Continued

Quality Control:

- QC during construction: Cable terminations, cold galvanization after ramming of posts
- QC at suppliers: Modules, Inverters, Structures

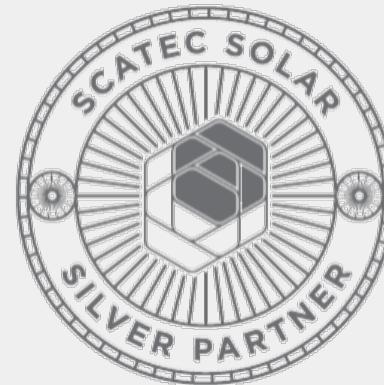
Project Design:

- PV park design with OPEX in mind i.e. drainage system, buildings and roads, string vs. inverter level monitoring
- Soiling considerations

Having a Partner Mindset

We believe that there is a co-dependent relationship between the Purchaser and Supplier that should be leveraged into partnerships.

- Suppliers can provide substantial competitive benefits in the form of lower costs, improved quality, on-time delivery, technological innovation, and customer service.
- The Purchaser can in turn provide the Supplier with continuous feedback, sustained business and long term planning.



Effective management of down time during operations

- Spare part philosophy and strategy
- Training of O&M staff to technician level
- Availability guarantees
- Staffing requirements
- Use of data in continuous improvement and optimisation

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