

VOLTEC SOLAR

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FRENCH PV MODULE MANUFACTURER

A close-up, low-angle shot of a Go board (goban) with black and white stones. The board is made of light-colored wood with dark lines. The stones are arranged in a pattern, with black stones forming a central vertical line and white stones forming a horizontal line across the middle. The lighting creates soft shadows on the board.

COMPETITIVENESS

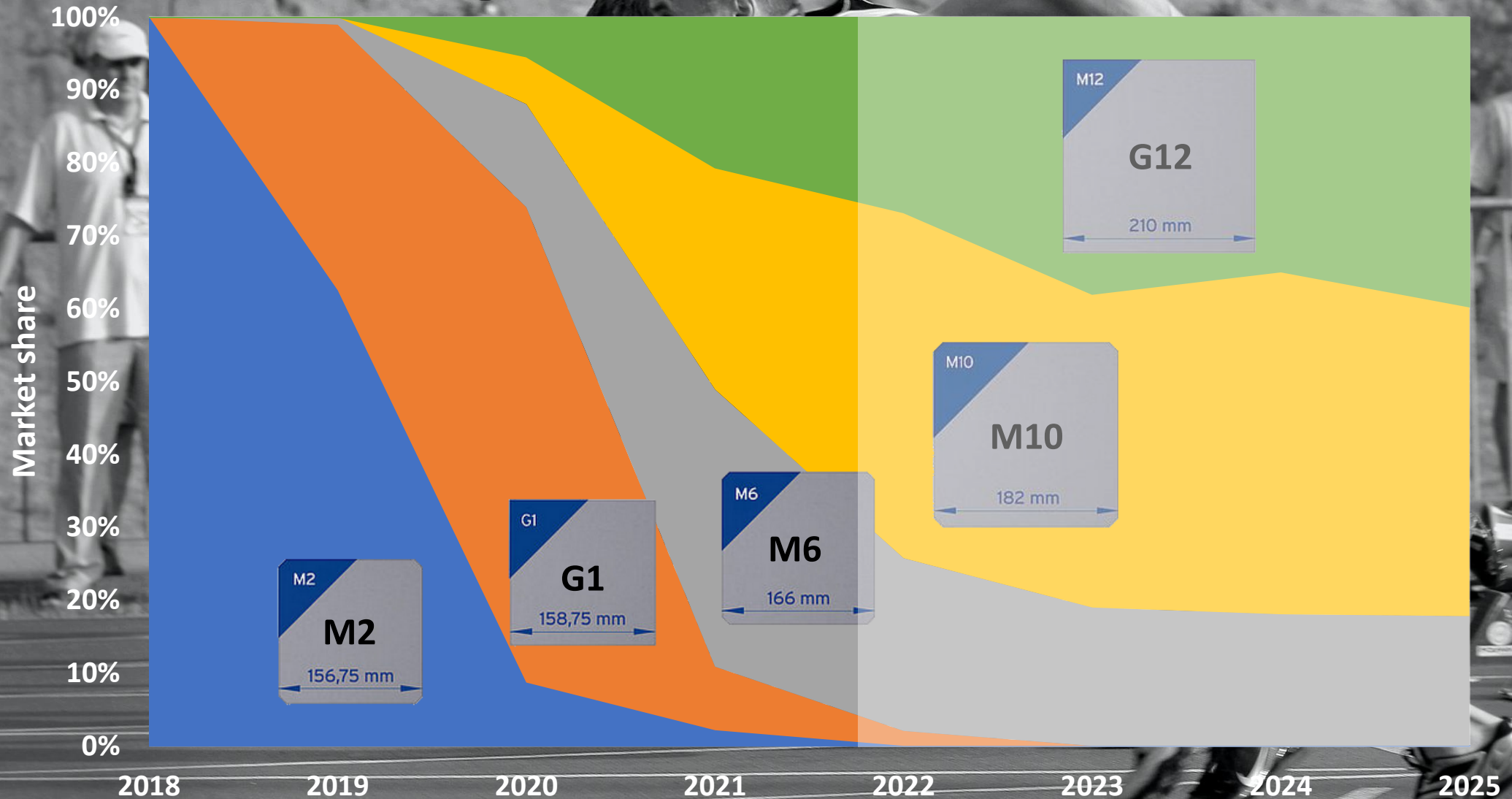
of EU PV manufacturing



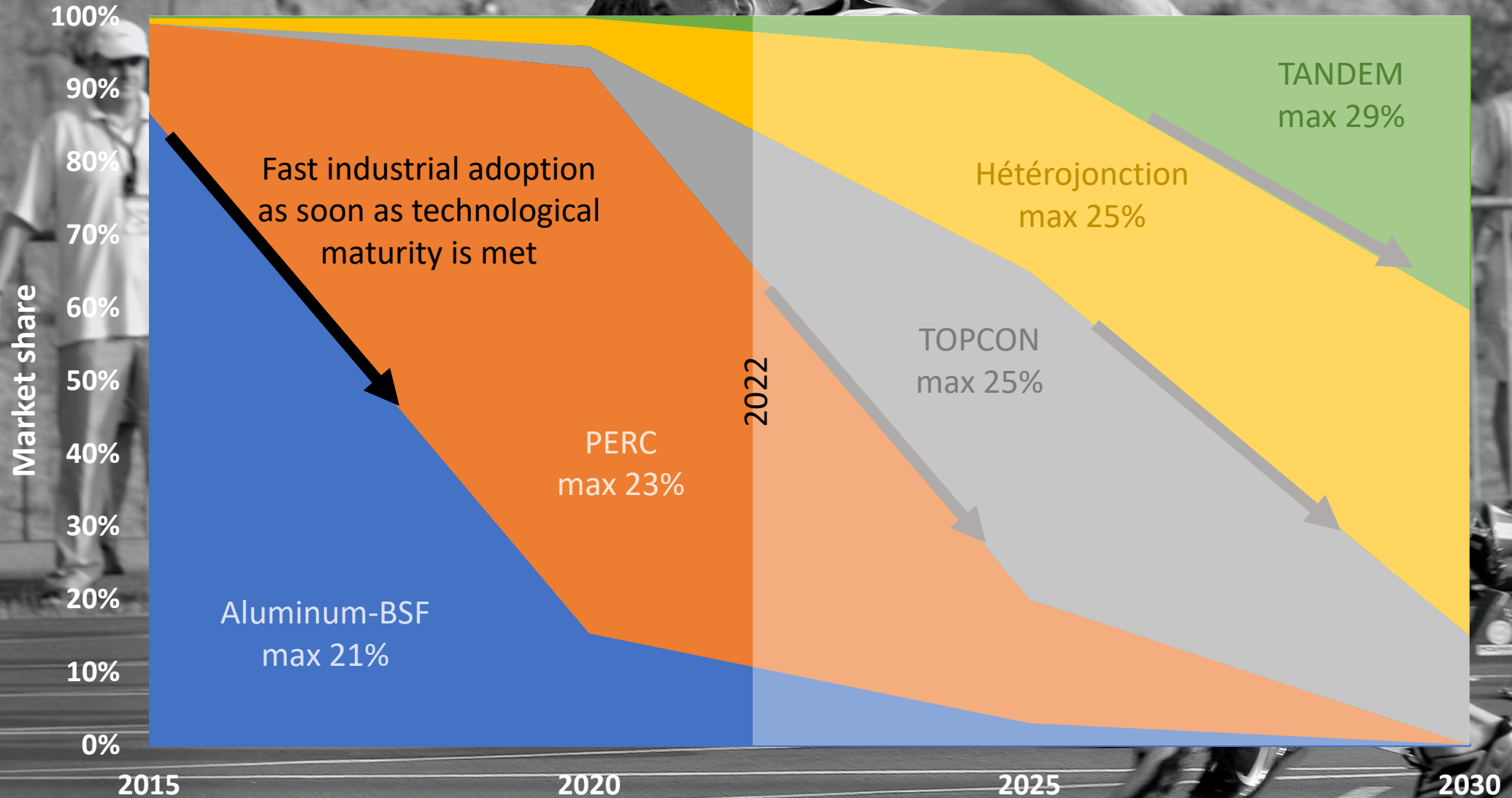
China
is

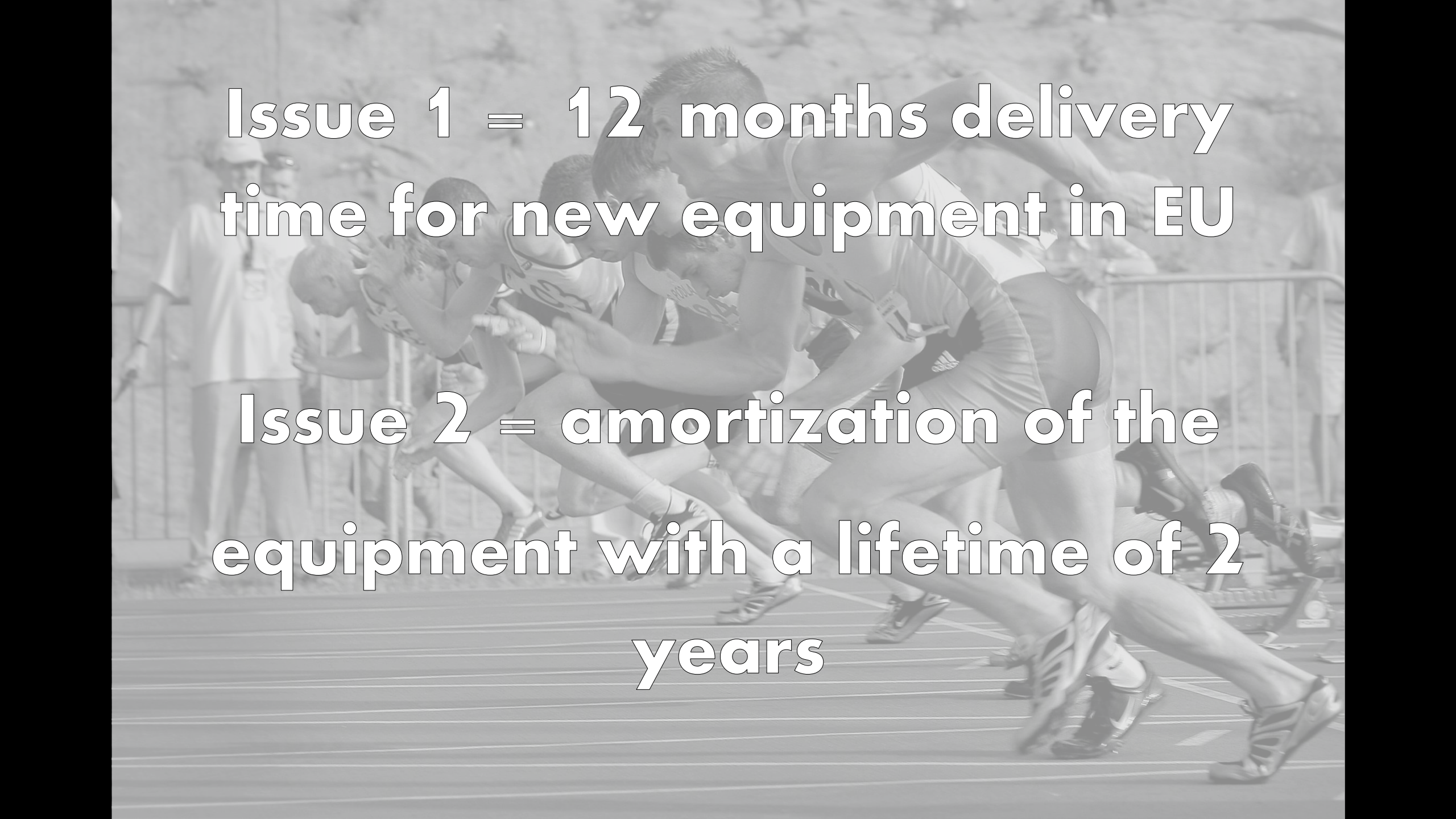
faster

Change in dimension



Change in technology



A grayscale photograph of several sprinters in a starting crouch on a track. The runners are in various stages of their start, with some leaning forward and others beginning to push off. The background shows a blurred crowd of spectators and a metal barrier. The text is overlaid in white with a black outline.

**Issue 1 = 12 months delivery
time for new equipment in EU**

**Issue 2 = amortization of the
equipment with a lifetime of 2
years**



China
is

biggger

David vs Goliath syndrome

On Corporate Social Responsibility,
Quality standard, ISO certification, IEC certification,
Life cycle analysis,
Financing, new technologies etc.

Large companies

get better results and faster



TRINA SOLAR



JA SOLAR



DMEGC SOLAR

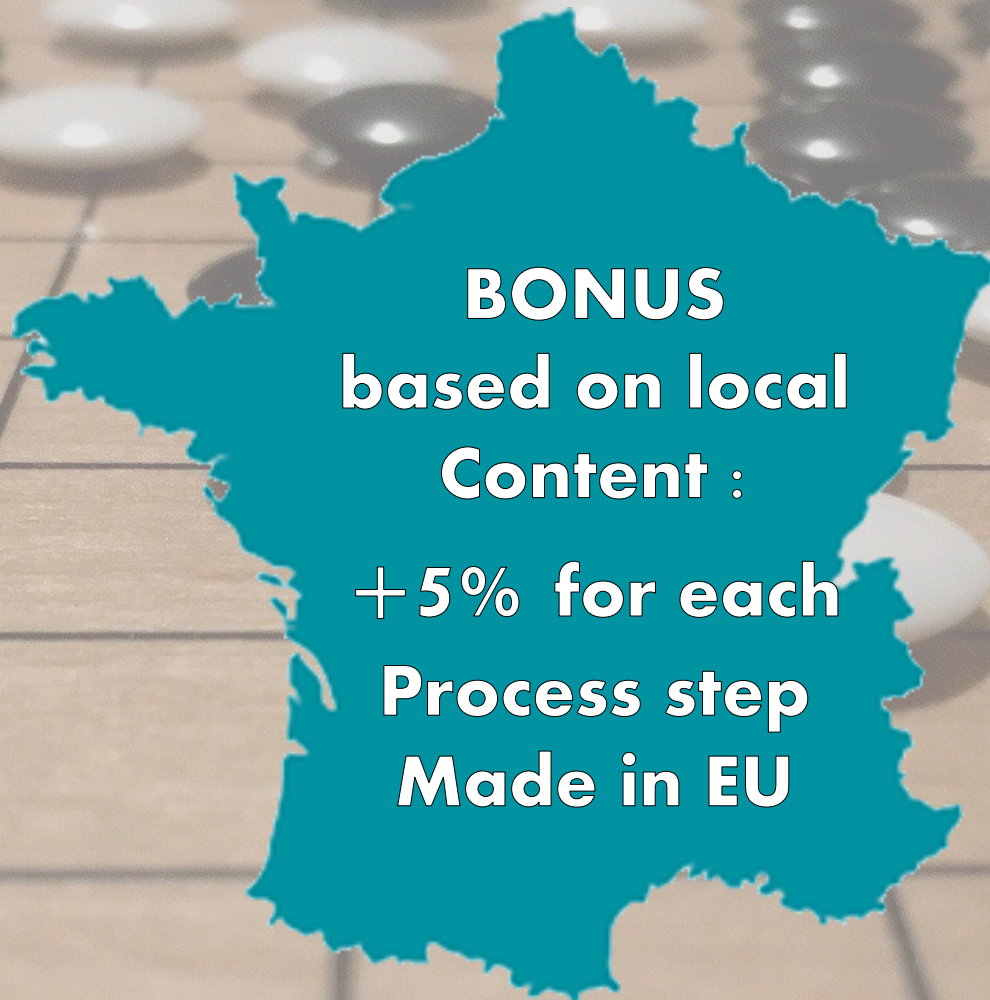


VOLTEC SOLAR

What did the French ? 1/2

+ 5%

**for wafer
or cells**



**BONUS
based on local
Content :**

**+5% for each
Process step
Made in EU**

+ 5%

for modules

More value for local content (2013)

What did the French ? 2/2

70%

€/Wh



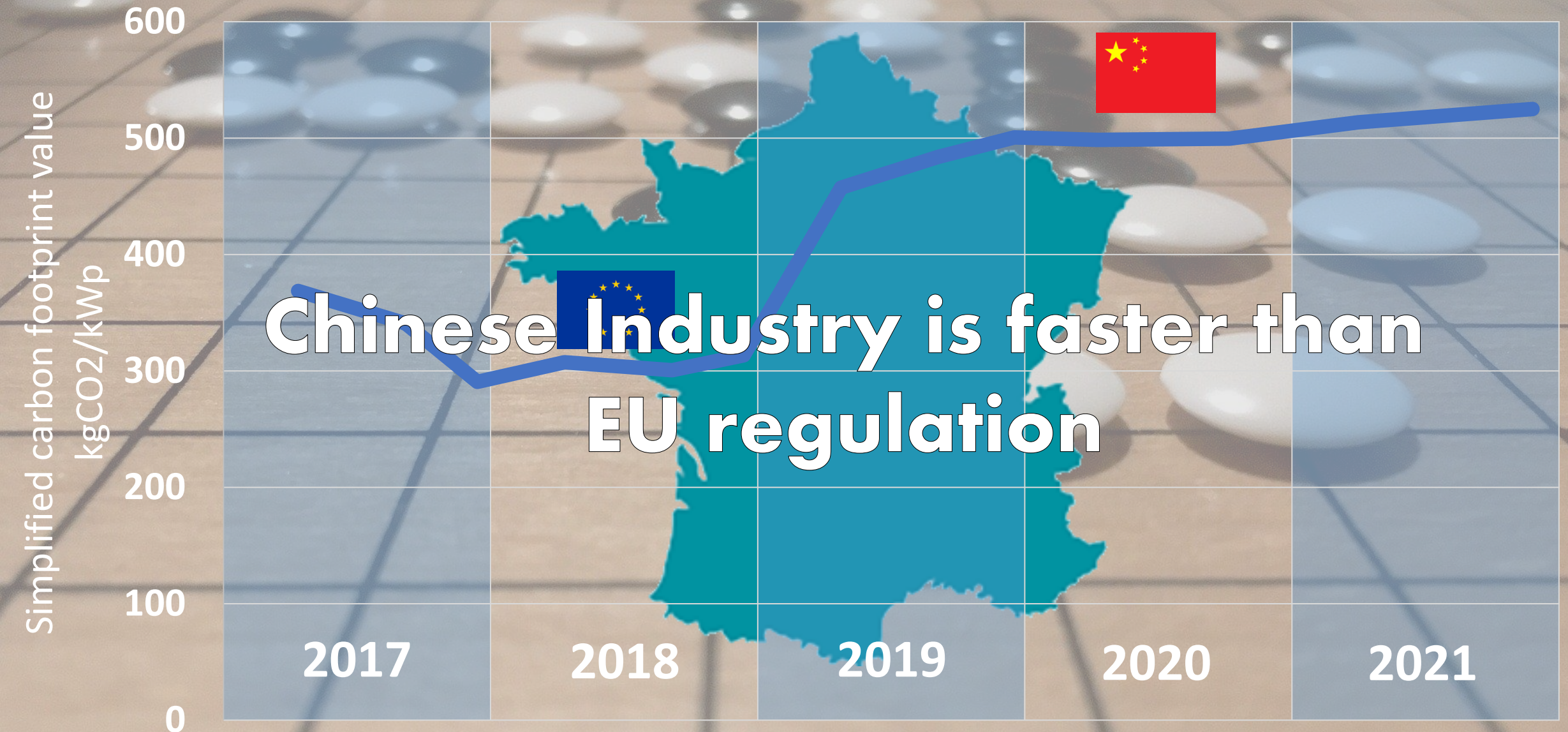
TENDER RULES
based on
CO₂ footprint
and
Price level

30%

kgCO₂/W

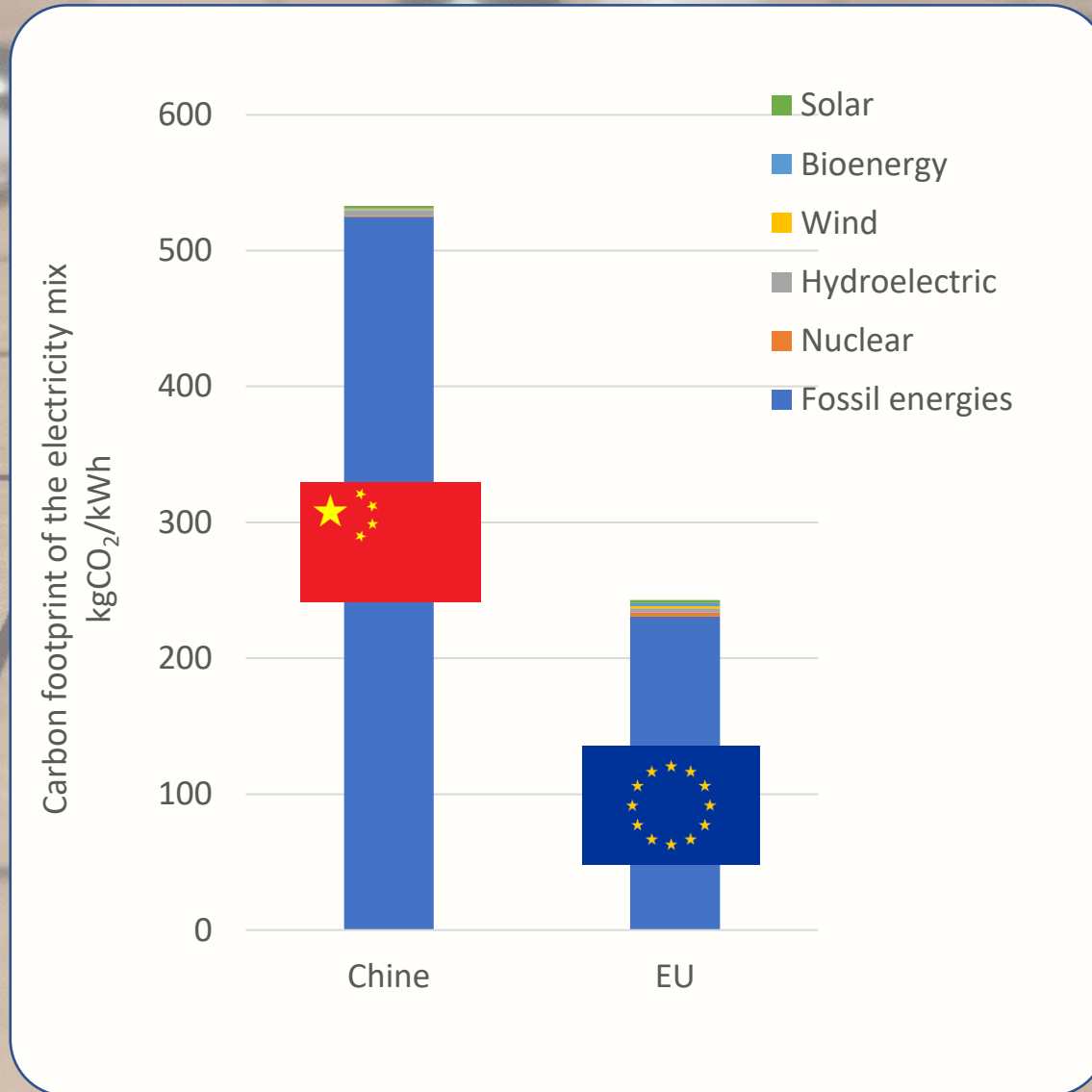
More value for low carbon footprint

Fast adaptation of Chinese industry



Average carbon footprint values of the French tenders for rooftops – for value >500kgCO₂, PV modules are coming from China

A stable differentiation : the electricity mix



Carbon footprint of the electricity mix of China and EU

**Incoming
Raw material**
Coming from PV
module recycling

Glass 0%
Silicon 0%
Aluminum 0%
Copper 0%



**Outgoing
Material**
Recycled or
up-cycled

Glass 0%
Silicon ?
Aluminum 100%
Copper 70%

« Slow and steady wins the race »

Fast

Sustainable

**We can win even if we are not the faster and the cheaper
We need to reinforce our advantages for more differentiation
We win the race if the end customers choose EU products**

A photograph of a tortoise and a rabbit on a reddish-brown dirt track with white lane markings. The tortoise is on the left, moving slowly, and the rabbit is on the right, sitting and looking forward. The text is overlaid in the center of the image.

Local content
Carbon weight
Circularity

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Bonus system

Thank you !

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