

WORKSHOP
The Competitiveness of the European
PV Manufacturing Industry



STRATO
glass interlayers



STRATO® Solar PV Encapsulant is founded in 2018. STRATO® is the **first photovoltaic encapsulant made in Italy by Satinal Spa**. These materials are processed from the granular raw material into a cast film in order to be used as an interlayer for the manufacture of solar modules.

The production site is the first ever located in Italy and it ensures the high standards required by a top-quality product.

Together with its technological leadership, STRATO® is now supported by a total of **four production lines** installed in an area of 5.000 square meters that make Satinal able to respond to the European and international market needs in shorter time and with increased flexibility. This production capacity is able to supply approx. 30 Million square meters of encapsulants per year.

STRATO® is also supported by an **R&D Laboratory** to develop new products and to assess the continuous production quality.




STRATO® PHOTOVOLTAIC product range offers EVA (Ethylene Vinyl Acetate) and POE (polyolefin) encapsulating films used in the Photovoltaic industry to laminate solar panels.

Satinal selects **raw materials exclusively from European suppliers**, to have better control over quality and to reduce carbon footprint; the required raw materials are considered commodities in the plastics industry and are produced and sold all over the world by large multinational chemical companies. STRATO Solar PV Encapsulant also uses chemical additives to improve polymers mechanical and optical properties, also cataloged as commodities for the many applications of plastic materials.

Europe has many plastic raw materials manufacturers, the plastic supply chain in Europe is well established and has been a pioneer industry for many decades with value added products. However, the photovoltaic industry, till now, was not considered as a strategic one and there was no interest to compete in a price war against competitors from Asia.

PRODUCT RANGE | STRATO® Photovoltaic EVA

It is a ultra fast cure and PID resistant EVA (ethylene vinyl acetate copolymer) photovoltaic encapsulating film.

 EVA SOLAR PV	 COLOR QUANT™ TERRACOTTA
 EVA SOLAR PV HLT	 COLOR QUANT™ GREEN
 EVASOLAR PV WHITE	 COLOR QUANT™ DARK GREY
 EVA SOLAR PV BLACK	 COLOR QUANT™ LIGHT GREY

PRODUCT RANGE | STRATO® Photovoltaic POE

It is a ultra fast cure and PID resistant POE (polyolefin elastomer) photovoltaic encapsulating film. STRATO® POE products are crosslinkable for improved mechanical properties and light transmission compared to pure thermoplastic POEs.

 POE SOLAR PV
 POE SOLAR PV HLT
 POE SOLAR PV WHITE
 POE SOLAR PV BLACK





A strength in Europe, is the presence of large multinational chemical companies that supply all the necessary raw materials.



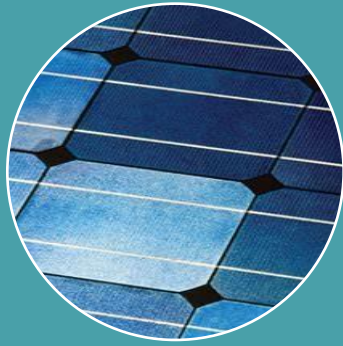
Satinal has all the **production capacity** and **technical skills** to produce and satisfy the European market demand for Solar PV Encapsulants. Production capacity can be easily further improved by Satinal.



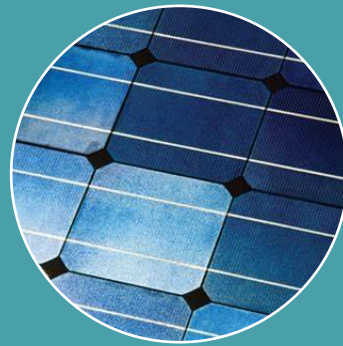
Satinal production plants technologies are **advanced** and require a basic manpower. Today the problem is the energy costs increase and skyrocketing raw materials prices.



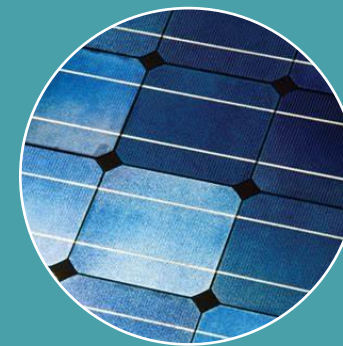




Break down market distortions between European countries. Do not allow chemical companies to operate as cartels to increase prices and eliminate arbitrage pricing of raw materials across the European countries.



Homogeneous and coordinated approach for all countries to industrial policies, public funding, access to resources, taxation and labor costs. Guarantee all European Union countries equal access to financing and control where the funds are actually invested: European resources should be used in Europe, not in Asia, and should support the European industry.



Europe should be much more united and create a common strategy to compete against PLANNED ECONOMIES from Asian countries, where supply chains are planned and integrated from strong political leaders





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