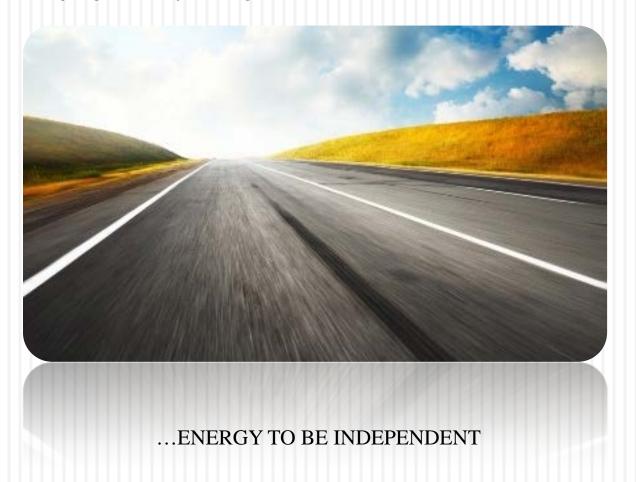


INNOVATION WEEK ON R.E.S.

ENTREPRENEURSHIP CHALLENGES & PERSPECTIVES FOR DEVELOPMENT & EMPLOYMENT





EUROPEAN ENERGY POLICY

DIRECTIONS

- Reducing the use of energy resources (Energy Saving)
- Increasing energy efficiency
 (Improving the Efficiency of Energy Conversion)
- "Decarbonisation" of power
 (Promotion of Renewable Energy Sources)





EUROPEAN ENERGY POLICY



MAIN TARGETS

The main strategic energy objective of the EU is to reduce their greenhouse gas emissions by 20% by 2020 compared with 1990 levels.

To achieve the main strategic goal, the European Commission proposes parallel to achieve three related goals for 2020

- improving energy efficiency by 20%
- increase the rate of penetration of renewables in the energy mix to 20% level
- > and increasing the share of biofuels in transport to 10%



NATIONAL TARGET FOR RES PARTICIPATION

NATIONAL TARGETS

According to EC Directive 77/2001 the participation of RES in total electricity consumed in the EU 2010 should be around 12%. For Greece the figure was 20.1%.

Greek government issued an Intended proportion of installed power and distribution in time between various RES

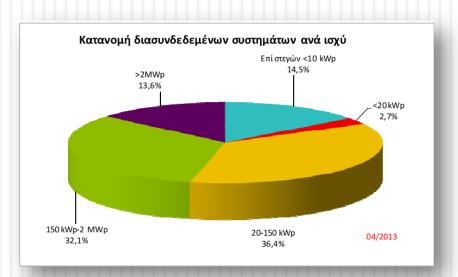
| TECHNOLOGY | TIME F | TIME PERIOD | |
|---------------------------|--------|-------------|--|
| | 2014 | 2020 | |
| HYDRO | 3700 | 4650 | |
| Small (0-15MWp) | 300 | 350 | |
| Large (>15MWp) | 3400 | 4300 | |
| PHOTOVOLTAICS | 1500 | 2200 | |
| Special class for farmers | 500 | 750 | |
| Other Installations | 1000 | 1450 | |
| WIND SYSTEMS | 4000 | 7500 | |
| BIOMASS | 200 | 350 | |
| SOLAR THERMAL | 120 | 250 | |

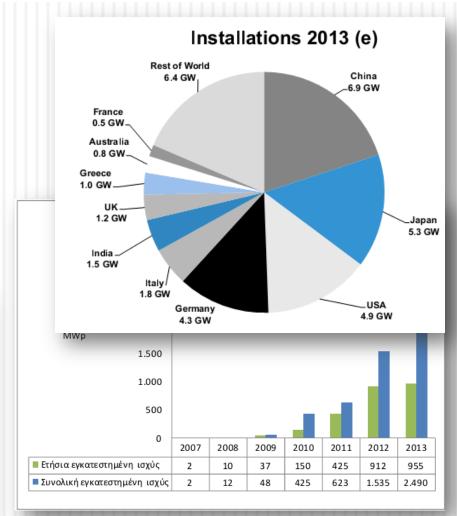


GREEK PV MARKET 2007 - 2013

GREEK PV GROWTH

- ✓ Greece became one of the Top10 (8th place) countries in the World in PV installations for 2013
- ✓ The target of 2500 MWp installations was reached on 2013 instead of 2020 that was planned







THE GREEK INCORRECT HANDLING

WHAT CAUSED THE OVERHEAT OF PV GROWTH

- ✓ Delay in reducing the Feed-In-Tarrif accordingly with the decrease of PV systems cost
- ✓ Change of Feed-In-Tarrif 3 times in less than a year
- ✓ Anti-dumping law in the Chinese PV modules
- ✓ Reached the target of 2500 MWp in 2013 instead of 2020
- √ Change of European Energy Targets from RES to cheap energy
- ✓ Lack of political will and support





WHAT'S NEXT FOR PV?



WHAT'S NEXT FOR PV?

- ✓ Sustainable growth without Government support
- ✓ Increasing of retail electricity prices can make again PV systems competitive
- ✓ Further decline of solar module price
- ✓ Technology gains will continue to boost productivity
- ✓ Balance of system costs will continue to decline
- ✓ New regulatory and institutional framework



NET METERING IS THE SOLUTION?



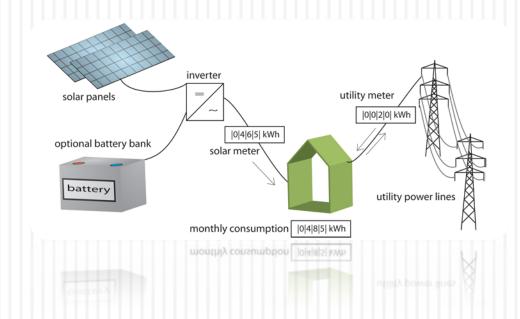
NET METERING

- ✓ Net metering is the energy offsetting of the energy produced to the energy consumed
- √ With net metering you only have to cover your energy needs
- √ The sectors that can benefit from net metering is
 - Residential buildings
 - Industrial buildings
 - Commercial buildings
- √ The energy is consumed in the same place that is produced
- √ New market for RES companies without creating more financial burden to LAGHE
- √ Keep the majority of the jobs



SINGLE HOUSE EXAMPLE

- ✓ Assume a family of 4
- ✓ In a house of 150 m²
- ✓ That consumes 4.500 kWh of electricity a year
- ✓ And pays 750€ per year



NET METERING SOLUTION WITH PV

- > Using the net metering scheme it will need a PV system of
- 4.500 kWh/1450 kWh/kWp = 3.1 kWp to cover their energy needs
- ➤ The cost of a PV system of 3.1 kWp is 6.500€
- \triangleright The payback of the system is $8^{1/2}$ years



SINGLE HOUSE EXAMPLE WITH CENTRAL HEATING

- ✓ Assume a family of 4
- ✓ In a house of 150 m²
- ✓ That consumes 4.500 kWh of electricity a year
- ✓ And pays 750€ per year
- ✓ Consumes also 2.000 It of oil for central heating
- ✓ And pays 2.600€



CHANGE OIL BOILER WITH A HEAT PUMP

- ✓ To cover the same need in heating you need a 8 kWp heat pump
- ✓ Using a heat pump with COP of 2.5 instead of an oil boiler your addition in electricity is 8.640 kWh
- ✓ Thus the total consumption is 13.140 kWh of electricity a year
- ✓ And pay 2.760€ per year



NET METERING SOLUTION WITH PV + HEAT PUMP

- √ The new PV system you will need is
 13.140 kWh/1450 kWh/kWp = 9.0 kWp to
 cover their energy needs
- ✓ The cost of a PV system of 9.0 kWp is 14.000€
- ✓ The cost of a heat pump is 7.500€
- ✓ The total cost is 21.500€ and with a cost saving of 3.350€
- ✓ The payback of the system is $6^{1/2}$ years



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NET METERING EXAMPLE

SINGLE HOUSE EXAMPLE WITH A CAR

- ✓ Assume a family of 4
- ✓ In a house of 150 m²
- ✓ That consumes 4.500 kWh of electricity a year
- ✓ And pays 750€ per year
- ✓ The family has a car that drives 20.000 km per year
- ✓ With an average consumption of 5lt/100km and the price of oil at 1,67€
- ✓ The yearly cost is 2.000€
- ✓ The total cost is 2.750€





NET METERING WITH A PV + E-MOBILE

- ✓ Changing the conventional car with an E-car
- ✓ The energy consumption of an average e-car is 30 kWh/160 km
- √ With 20.000 km per year we will need
 3.750 kWh to cover transportation
- ✓ The total cost of electricity is 1.732€
- ✓ Using net metering we will need 5.7 kWp of PV
- ✓ The cost of the PV system with a charge station that can full charge the car in 6 hours is 14.000€
- √ The payback time is 8 years



NEW MARKETS

NEW PV MARKETS

- ✓ BIPV + Zero Emission Buildings
- ✓ Hybrid PV/Thermal Modules
- ✓ PV Heating/Cooling
- ✓ Stand alone systems
- ✓ PV grid connected parks with storage ability for covering night load
- ✓ PV combined with Energy Management and Saving Systems
- √ Solar Lighting





PV & INNOVATION





HQ

4-6 Gounari str.

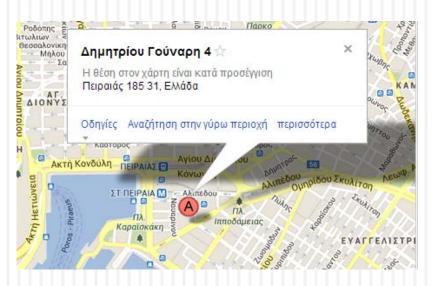
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THANK YOU FOR YOUR ATTENTION

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