

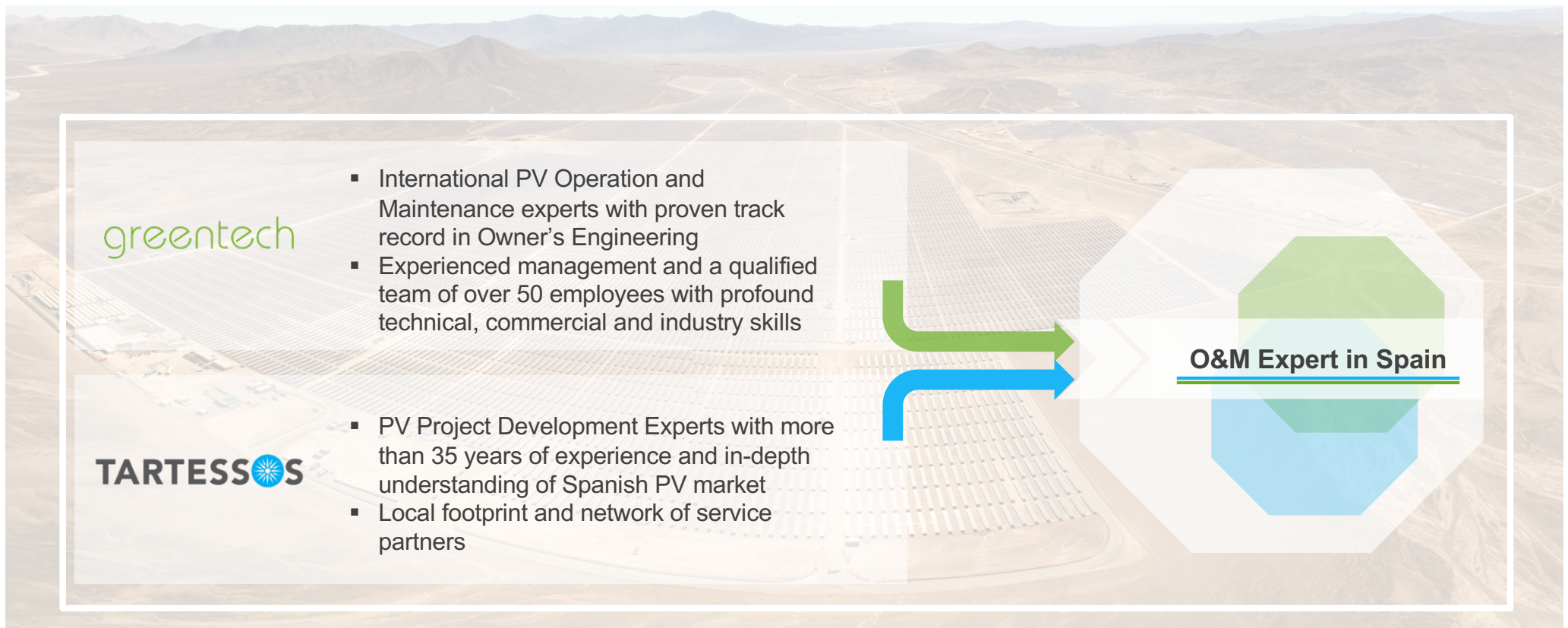


PV Operation and Maintenance in Spain:
Local footprint with international track record

May 2020

greentech and Tartessos - Joint Forces for PV O&M

Local footprint with international track record



Combined strengths for O&M in Spain

Core benefits of the partnership

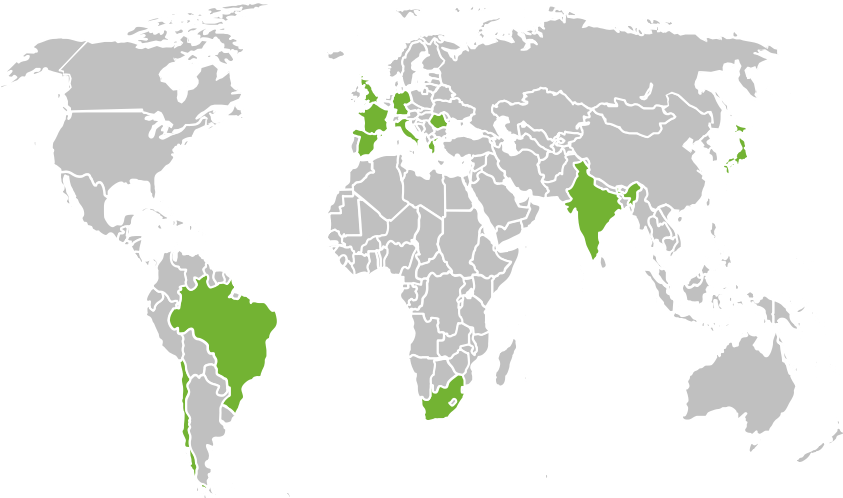
- O&M Experience from more than 600MW
- Proven team structure and processes for O&M
- Full Customer Centricity with transparent documentation and stakeholder management
- Leading Technology and IT-structure for O&M services

- In-depth understanding of Spanish PV market and regulation
- Local network of field service and service partners
- One-stop turnkey project development from greenfield to operation
- Comprehensive experience with various stakeholder groups and investor setups

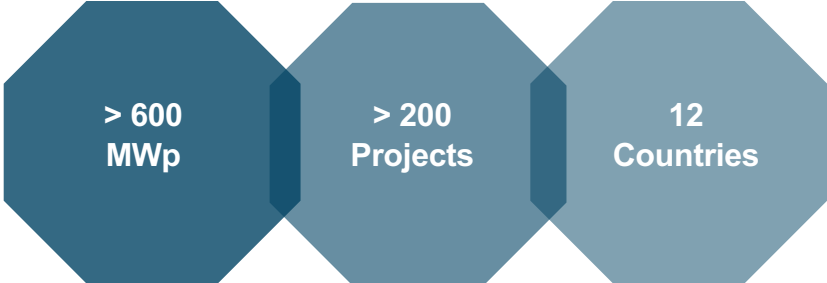
Operational Excellence

Our customers are from various Sectors and Countries greentech and TPD footprint in 12 Countries on 4 Continents

Current geographical Activities



« We address your needs with a comprehensive service concept – all around the globe.

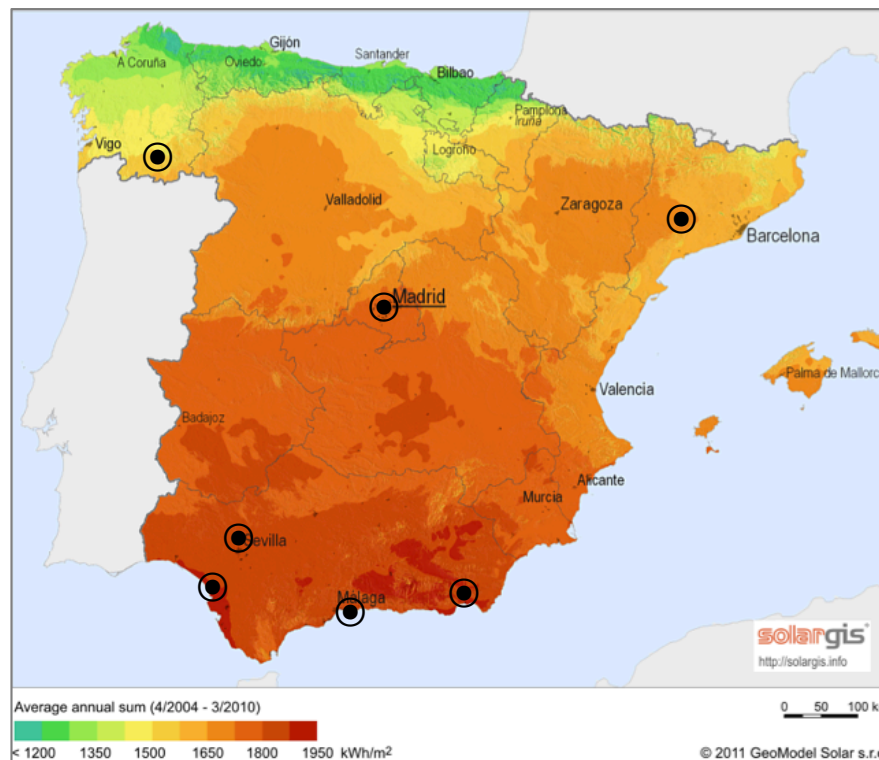


Selection of our Customers



Clear Focus on the Spanish PV Market

Widespread coverage of the entire Spanish peninsular



Facts about Spanish PV market

- 7.800 MW of new PV capacities have been installed in 2019 in Spain (with an increase of 66% compared to 2018) *
- 24.000 MW of new PV capacities are expected to be installed in Spain in 2020 (record of new capacities in Europe) **

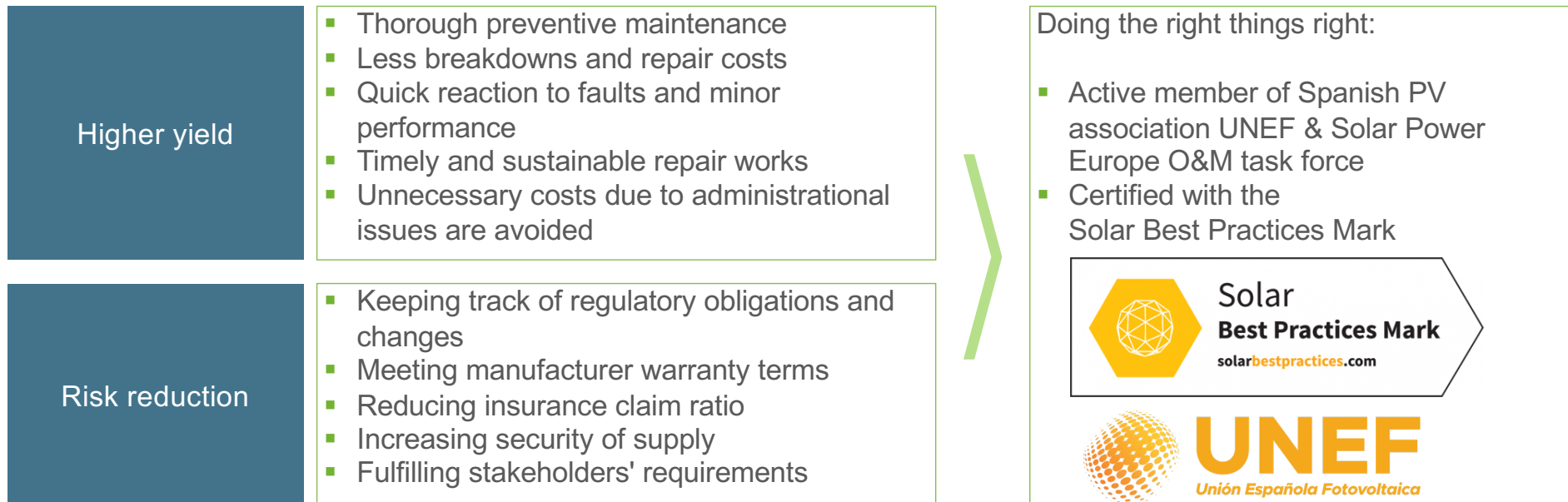
We cover all Spanish regions

- presence of experts over the entire peninsular
- Spanish headquarter is located Seville with a strong presence in Andalusia – the region with the highest solar radiation in the Spanish peninsular
- network of partners spread over the entire Spanish mainland

*according to REE press release dated 19.12.2019
 ** according to Annual Report 2019 UNEF

O&M is the key to a sustainable success of PV investments

The relevance of O&M Services



Modular service packages for PV asset owners

Customized products to serve all customers needs

Technical Operation & Maintenance

Full-Service

...for customers who need a comprehensive service package for the **technical Management** of PV Systems.



- Monitoring & Production Forecast
- Reporting
- Operations Management
- Inspection & Maintenance
- Testing
- HSE
- Corrective Maintenance
- Module Cleaning
- Landscape Management

Asset Management

Full-Service

...for customers who need a comprehensive service package for the **commercial Management** of PV Systems.



- Controlling & Reporting
- General Management
- Administration
- Financial Accounting
- Contract Management
- Claim Management
- Insurance Management
- PPA & Trading Management

Service Solutions

Additional-Services

...for customers who need **specific solutions** around the PV System besides the standard O&M and Asset Management services.



- Component Solutions
- Technical Advisory
- Repowering & Optimisation
- Commercial Advisory
- Business Consultancy

Making the difference in technical Operation & Maintenance

Six distinctive facts about our O&M services

What does O&M mean for us?

Gapless active and passive plant monitoring

24/7 immediate reaction to failures and performance reductions

Customer specific reports & KPIs

Full transparency on performance on optimisation potentials

Clear interfaces and account responsibilities

Committed and individual service relationship

360° Stakeholder Management

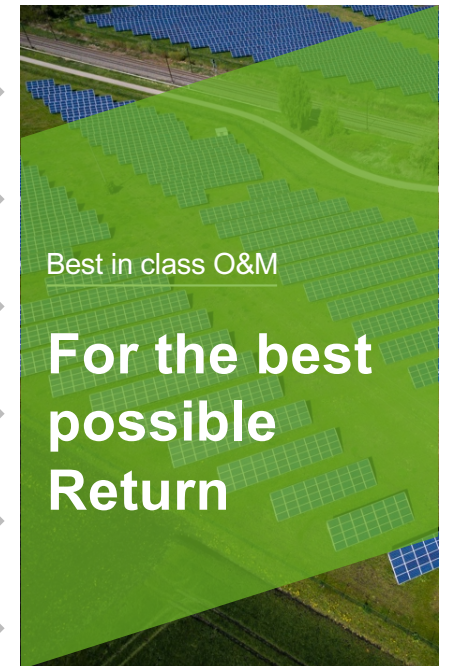
Communication & Conformity with regulatory Requirements

Integrated field service and safe operation

High service quality and strict HSE policy

Proven IT landscape with customer access

Comprehensible documentation of events and operations



Roles and Responsibilities are clearly defined

Key departments and tasks in O&M

How do we work?

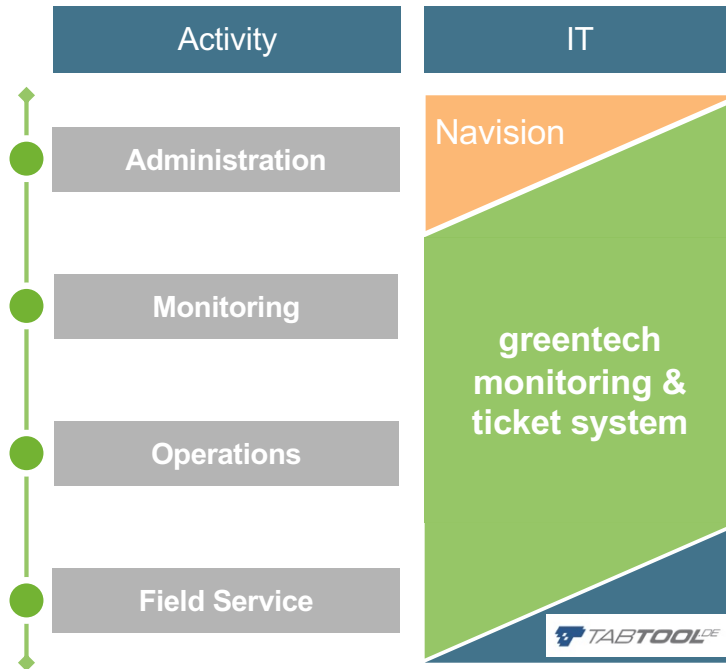


Roles and Responsibilities

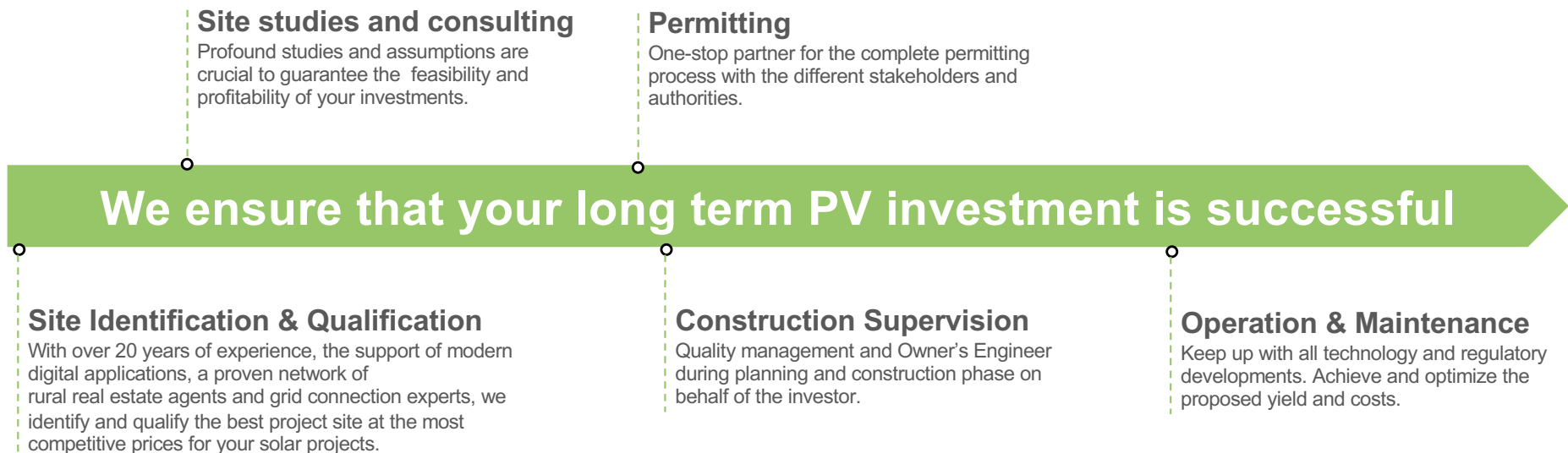
“Issue raiser”	“Issue solver”	“Solution Provider”	“Solution Enabler”	“Customer developer”
<ul style="list-style-type: none"> ▪ Daily Monitoring: reactive (alarms) and active routines ▪ Mid- and long-term performance analysis ▪ Special data analysis ▪ Performance reporting 	<ul style="list-style-type: none"> ▪ Main interface to customer ▪ Default analysis and solution development ▪ Managing preventive and corrective maintenance ▪ Contract management ▪ HSE Management 	<ul style="list-style-type: none"> ▪ Technical counterpart for ops manager and administration ▪ Inspections, maintenance and testing ▪ Call outs and repair works ▪ Quality assurance contractors 	<ul style="list-style-type: none"> ▪ Order processing: Sales quotes, Purchasing, Invoicing ▪ Dispatching ▪ Main interface to contractors ▪ Logistics and inventory management 	<ul style="list-style-type: none"> ▪ “High level” interface to customer ▪ Managing special contractual and commercial topics ▪ Introduction to new solutions and services

Our IT infrastructure ensures a seamless digital workflow

Integrated IT process



Steering yield optimized PV Projects along the value chain Expert services in every project phase



Get in touch!



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Industrial engineer in energy and environmental management. Entered the PV industry in 2006 and worked in different management positions. Since 2014, Jörn is developing major customers and new markets for greentech.

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