



# PITCHING SESSION





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**William Borderie, sales director**



# Solar Cloth



*Marine*

*Outdoor*

*Mobility*

*Agriculture*

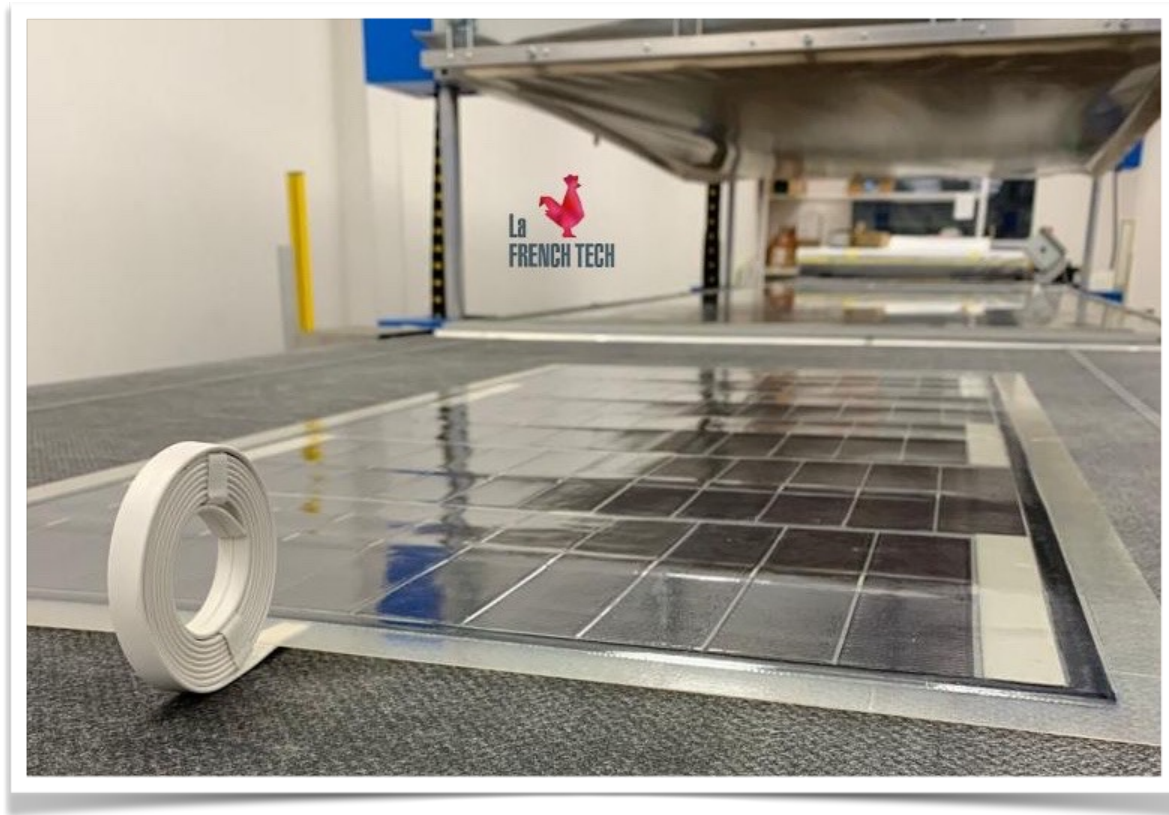
*Aerospace*

*Humanitarian*



# Tailor-made CIGS thin film solar panels

*When regular solar panels are no longer relevant, we are the best alternative*



# Roots / R&D

*From boat sails to photovoltaic panels*



# Technical specification

- |    |   |  |
|----|---|--|
| 1. | <b>Powerful</b>                         | <i>17,6% of efficiency</i>                             |
| 2. | <b>Thin</b>                             | <i>&lt; 1mm</i>  |
| 3. | <b>Light</b>                            | <i>1,7kg per m<sup>2</sup></i>                         |
| 4. | <b>Any shapes</b>                       | <i>L, trapezoid, accordion (foldable), ...</i>         |
| 5. | <b>Adapting to any surface</b>          | <i>glue, sewing, straps, welding, velcro, zip, ...</i> |
| 6. | <b>Unbreakable &amp; ultra flexible</b> | <i>no glass</i>  |
| 7. | <b>Low carbon footprint</b>             | <i>15gr of CO<sub>2</sub> per kWh</i>                  |
| 8. | <b>20+ years of lifespan</b>            | <i>and 80% of efficiency in 20 years</i>               |



# Competitive positioning

## **1** *Best weight/power ratio on the market*

2x to 5x lighter than regular solutions

## **2** *Shock & shadow proof*

1 bypass diodes every 2 cells

88 diodes for a 478W panel vs 1 to 3 for regular ones

## **3** *Heat resistant*

-10% efficiency at 55°C to 60°C

## **4** *Better capture of indirect sun rays*

start working with very first and last solar rays,  
and during cloudy days

## **5** *No micro-cracks*

handle vibrations





# Markets

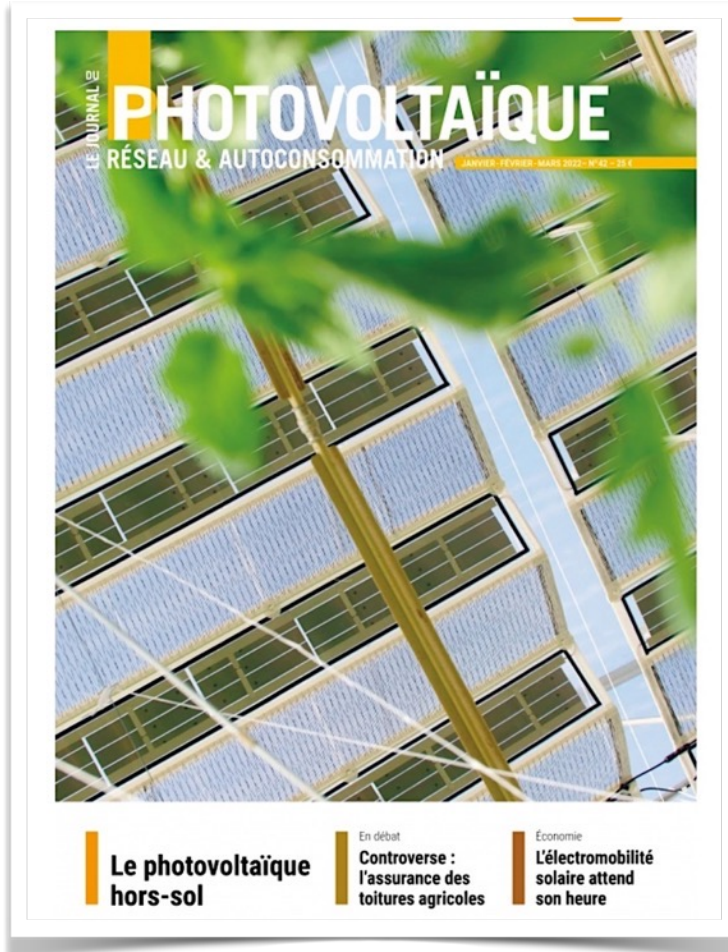




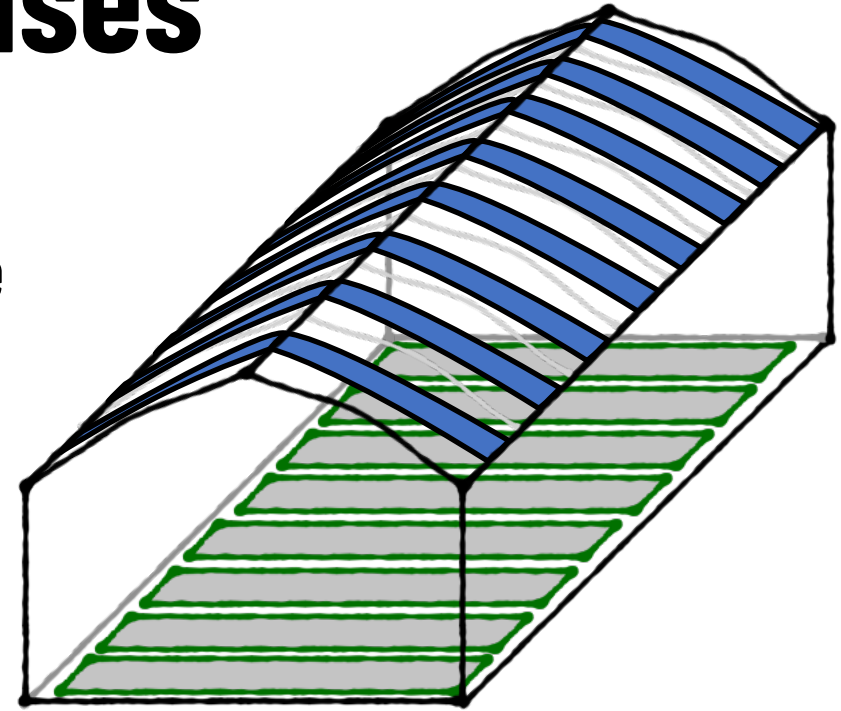
# Tents and light structures



# Greenhouses



**Internal & foldable  
solution**



*or* **tailor-made panels & fixation on the roof,  
generating the right amount of shadow**





# Mobility



*Supplier for Renault / Volvo Trucks  
and the French Army (trucks & more)  
(registered at the IMDS - International Material Data System)*



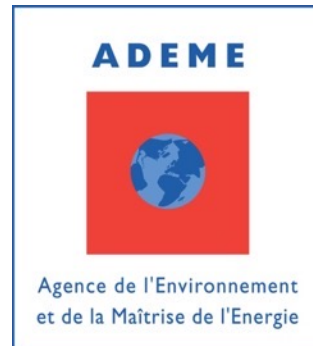


# Credibility to carry the project

## Labels *and* awards

*Working on the **French PV branch** to manage our production + R&D.*

*Target: from 17,6% to 20-25% efficiency within 3 to 5 years*





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