

## INTERVIEW

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### Exosun validates its solar tracking solutions

The result of one year of activity for this photovoltaic pilot plant puts in evidence a superior net yield in comparison to systems with fixed panels. Exosun is comforted in its sales objectives.

#### What conclusions do you come to after one year of operation?

The Montesquieu solar plant located in Martillac, in Gironde, built by Exosun for EDF Energies Nouvelles produced 159 MWh in one year, or a yield superior by 25 to 26% in comparison to a fixed system. This result validates the high efficiency of Exosun trackers, that allow the panels to follow the course of the sun, to increase the hours of sunshine (1580 hours), and thereby the production. We had planned to produce 148 MW: the 15% gap due to the favorable weather this year (10% more sunshine than the average of the past twenty years) and greater system efficiency.

#### However these motorized systems consume energy...

Which represents less than 0.4% of the production: corresponding to one minute of production per day, a negligible amount. The trackers are adapted to zones that benefit from direct sunlight (non-cloudy), and require a precise geographical location study.

#### What is the impact of surcharge linked to these systems?

The surcharge of a mobile structure is difficult to evaluate. We reason in terms of the return on investment of a complete installation, which is, on average, a little over 11% a year. It's a little more than fixed installations (1% for Montesquieu). This rate can achieve 14 to 15% for sites with better exposure. And paradoxically, the addition of motorized parts protects the investment: the panels are automatically placed into a horizontal position in the case of a storm, which allowed them to resist the Klaus storm without any damage, and the fact that they can achieve their nominal power from the very first hours of sunshine protects the inverters. They grow old faster when used below 90% of their capacity.

#### Do you maintain your objectives of 130 MWp of installed capacity, as announced last March (see EMH n°9)

It is maintained. We will deliver October 15<sup>th</sup> the 2MW plant of Losse (Landes). We are currently studying projects for a total of 250 MWp. 25 Mwp's should be launched in 2010. We are aiming Europe, Mediterranean countries, to begin with Italy, and especially the United States. The installed capacity across the Atlantic will go from 250 MWp's to 1 GWp in 2012. Today 30% of installed American solar power plants are equipped with trackers. Eventually, France will only represent 20% of our activity. JPB

### Exosun aims for financial balance in 2010

Strong with 50 persons and a 5.5 M€ turnover, Exosun hopes to balance its accounts next year, with a turnover "in the roundabouts of 15 to 20 M€", "the sustainability of the economic model" for this supplier of equipments or complete plants "having been proven". The company is developing in parallel a solar concentration application supported by the Crédit Agricole PE, who entered the capital with 2.5 M€ last March, and who will bring an additional 2 M€ before the end of the year. [www.creditagricole.com](http://www.creditagricole.com)