

# Smartroof Suntiles

Just place it, connect it and produce your own green energy



Herreweghe Lode - GM  
21 October 2015 - Berlin



## Aesthetics ?

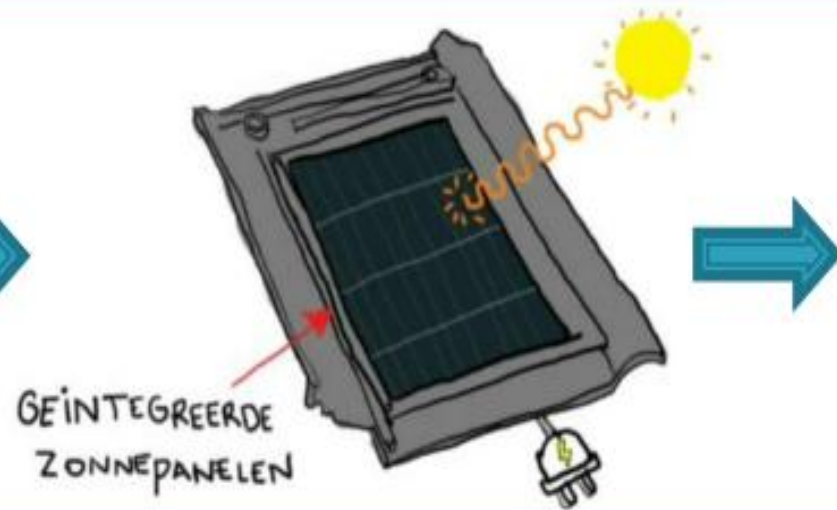


## Suntile was born!

Idee



Concept



Prototype



Product





## Renosolpan



75 Wp/m<sup>2</sup>

## Neosolpan



125 Wp/m<sup>2</sup>



## No special underroof



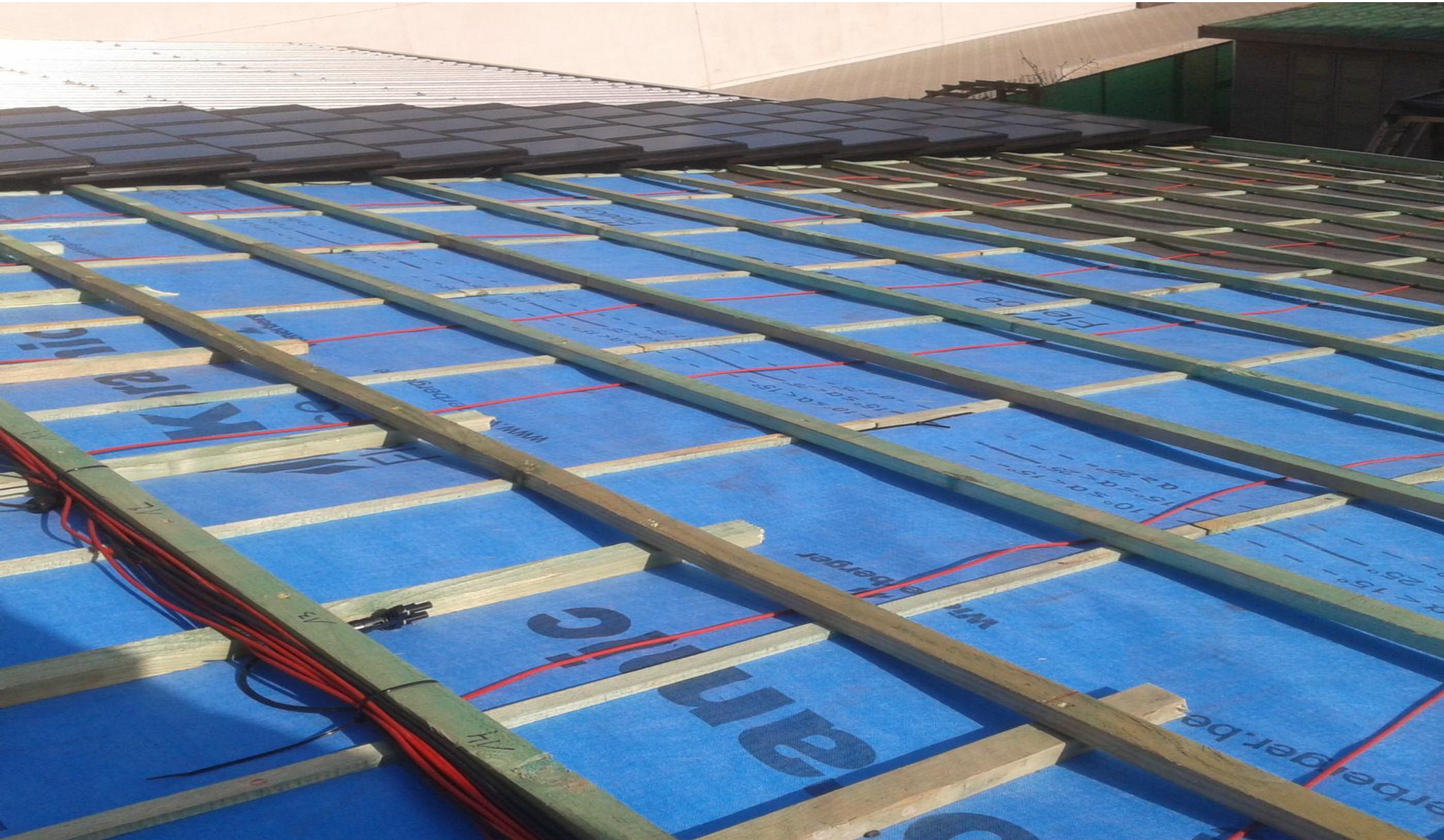


## Calibres facilitate placing the tiling battens





## DC Cabling on the underroof





From bottom to top / left to right





## Electrical connection





## Light weight





## It's a roofer's job







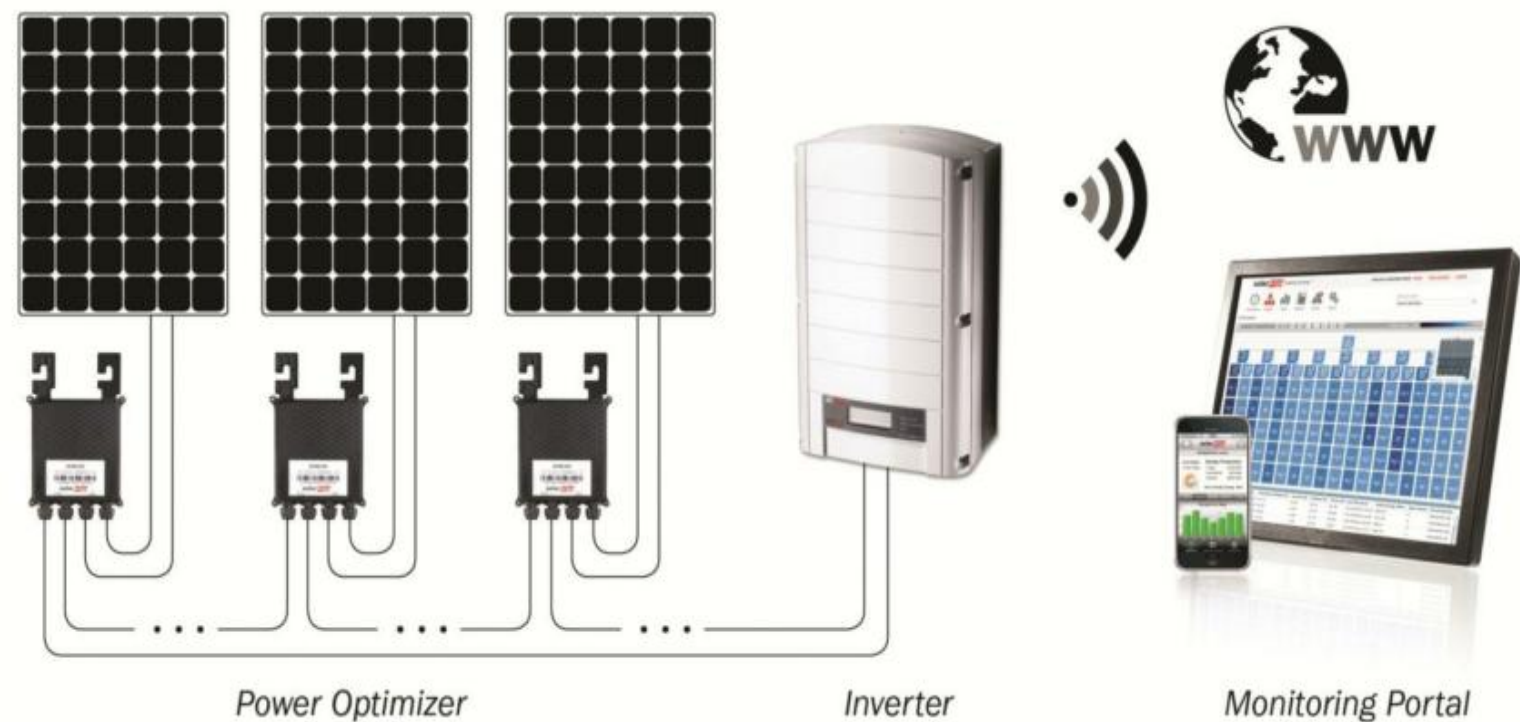


## Centralized Inverter





## Optimizers with Inverter













## Maintenance

We can replace the PV element without demounting the Suntile!









Energy neutral

10 years pay back





## Certifications

- IEC 61215 certified
- IEC 61730 - 1 & 2 certified





# Patented

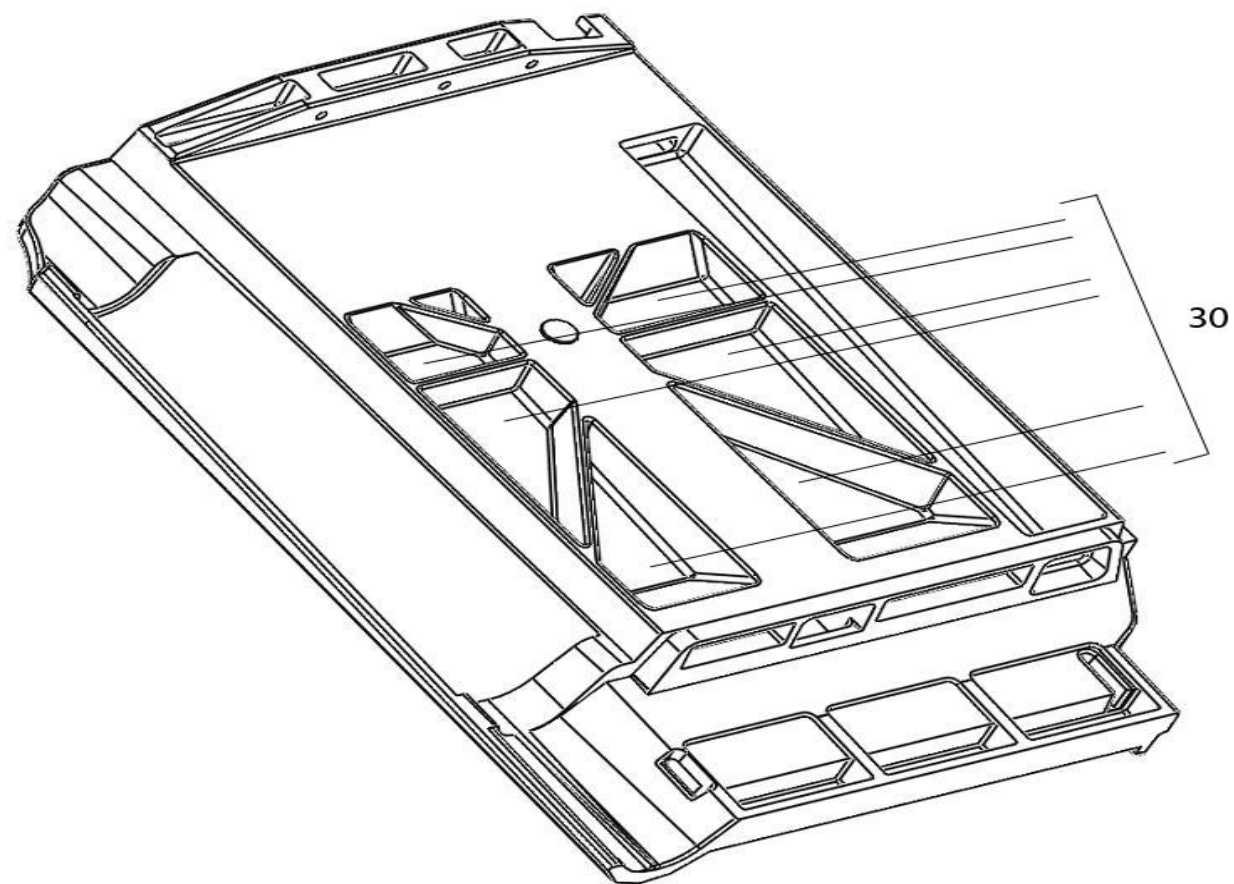


Fig. 17

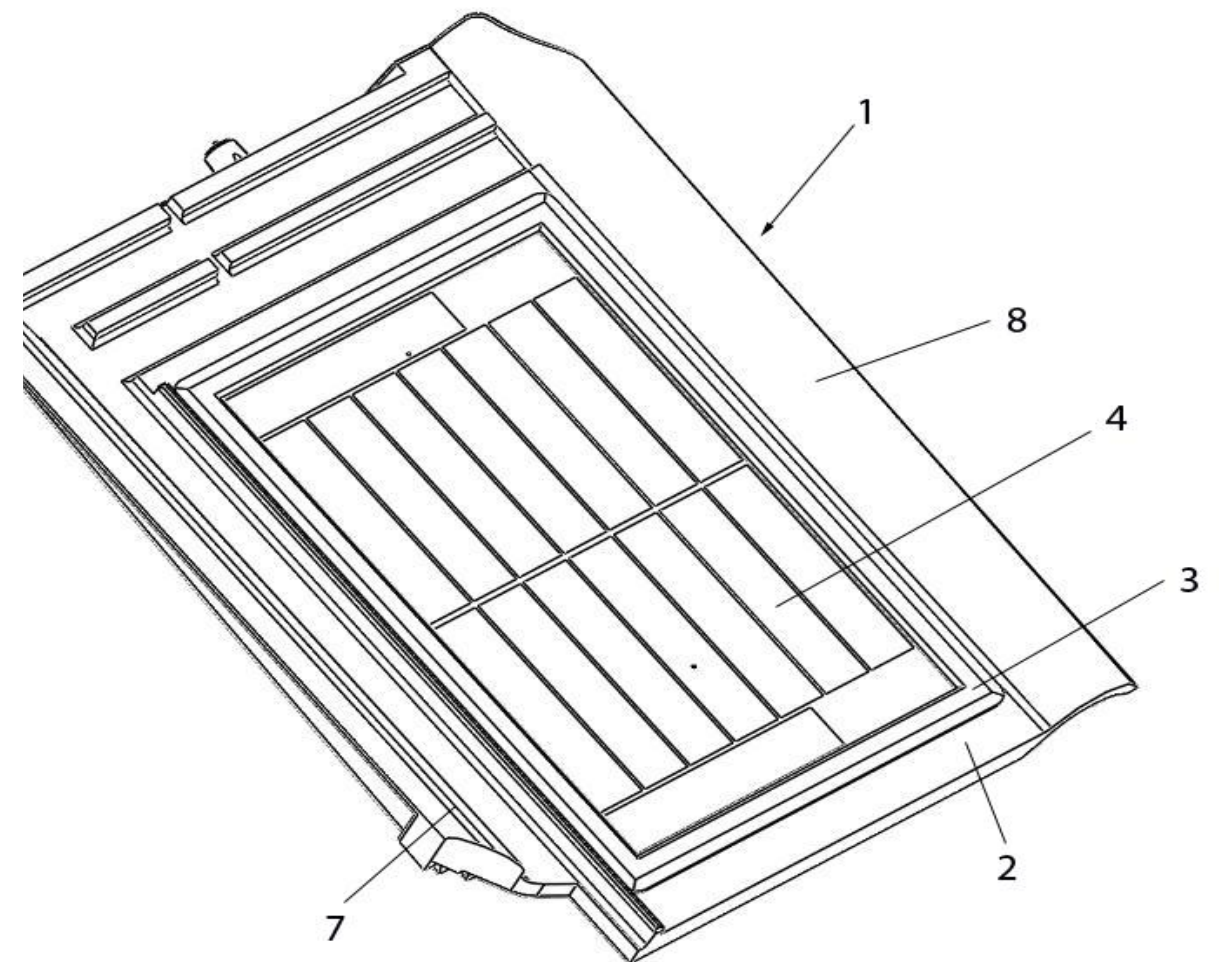


Fig. 2



## International trademark

— For Smartroof :



— For Smarttile :





## Market : residential houses

— Renovations



— New constructions





## Compatibility with other ceramic tiles



- \* **Wienerberger** ( Migeon , Langenzenn, Jura and Mega )
- \* **Imerys** ( HP 10 Huguenot )
- \* **Terreal** ( Volnay )
- \* **Monier** ( Signy )
- \* **ZZWancor** ( Plano / TL10))







## References

Belgium



Netherlands



France



Turkey





## What do we need?

- **Marketing and Sales**
- **Product development**
- **Industrialization**



## Marketing and Sales

### – Belgium

- Flemish region: Smartroof NV
- Wallonia region: Smartroof Sol
- Website
- Media
- Facebook
- Exhibitions

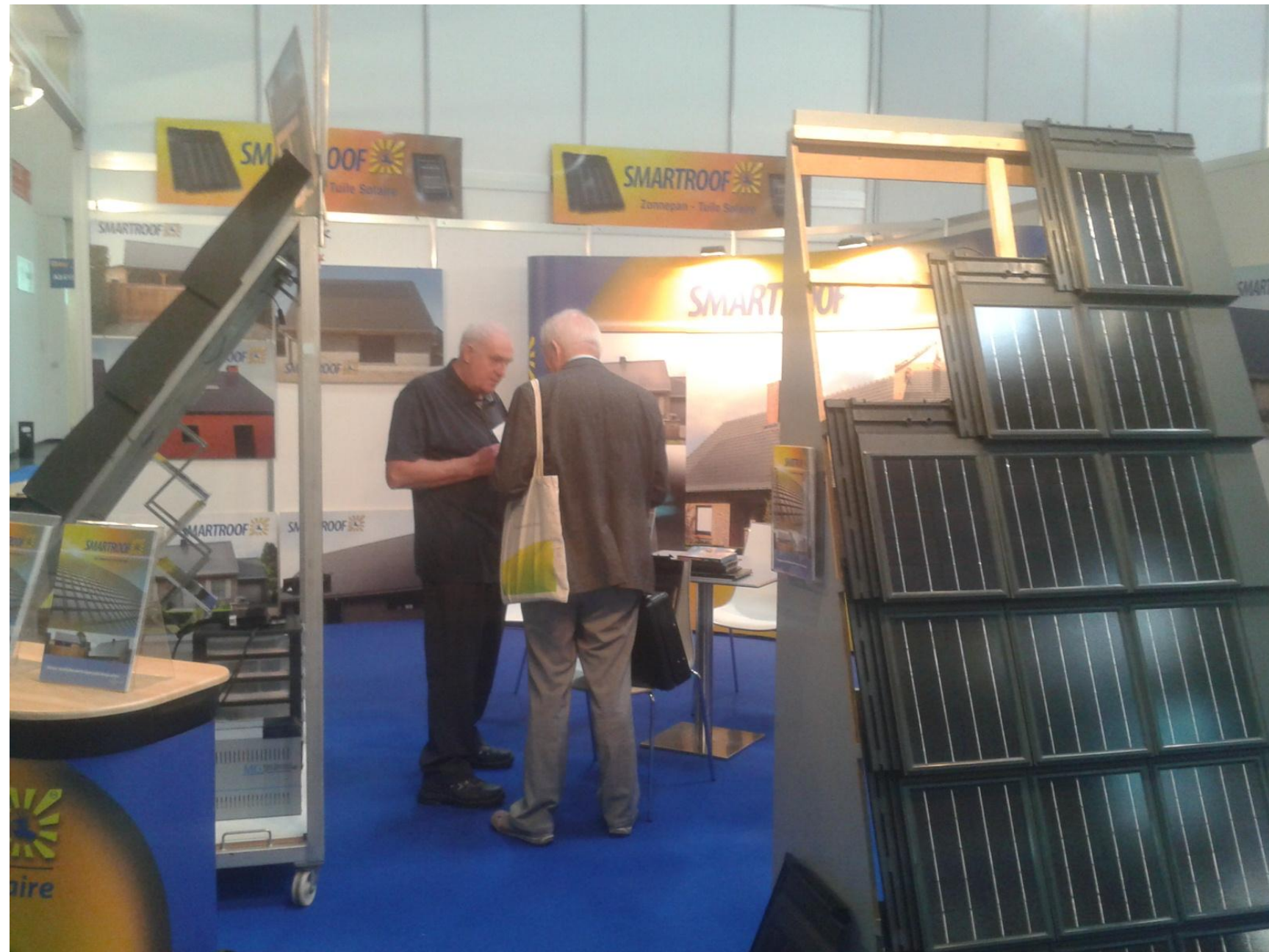




## Marketing and Sales

### – International

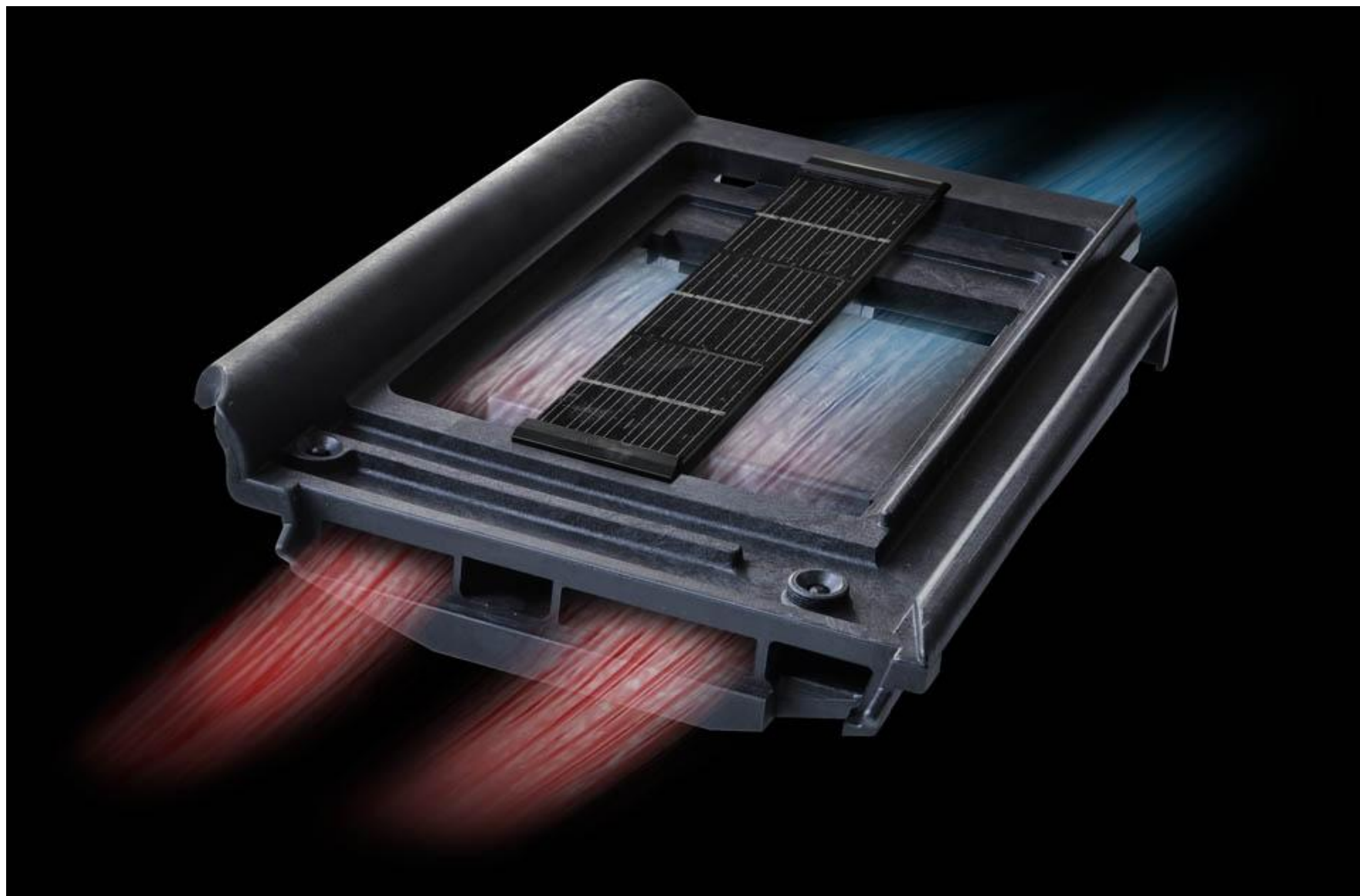
- Market research
- Partners
- Exhibitions





## Product development

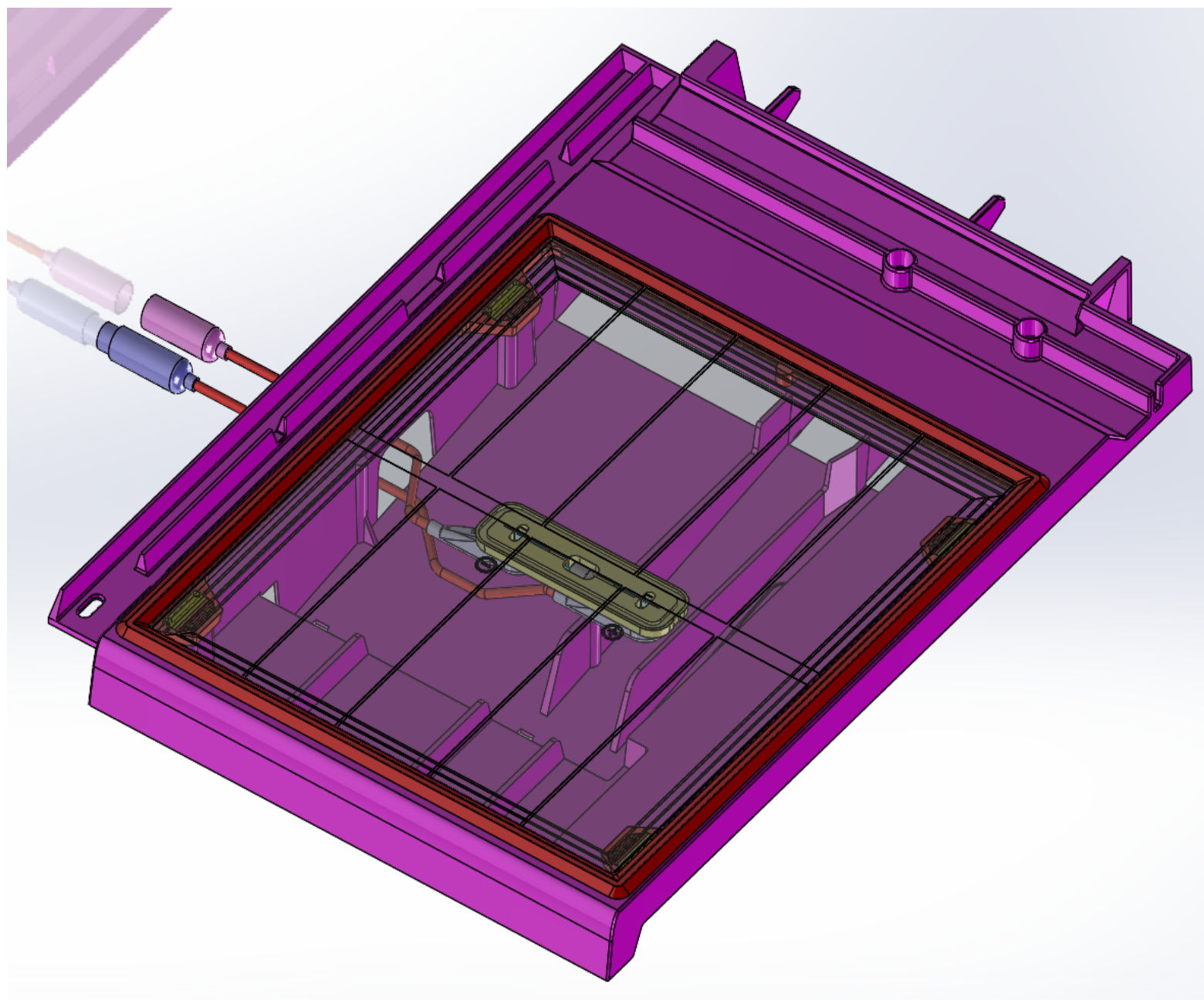
Increase efficiency in  $\text{Wp/m}^2$





## Product development

Decrease product cost in €/Wp





## Product development

Decrease installation cost in €/Wp





## Industrialization

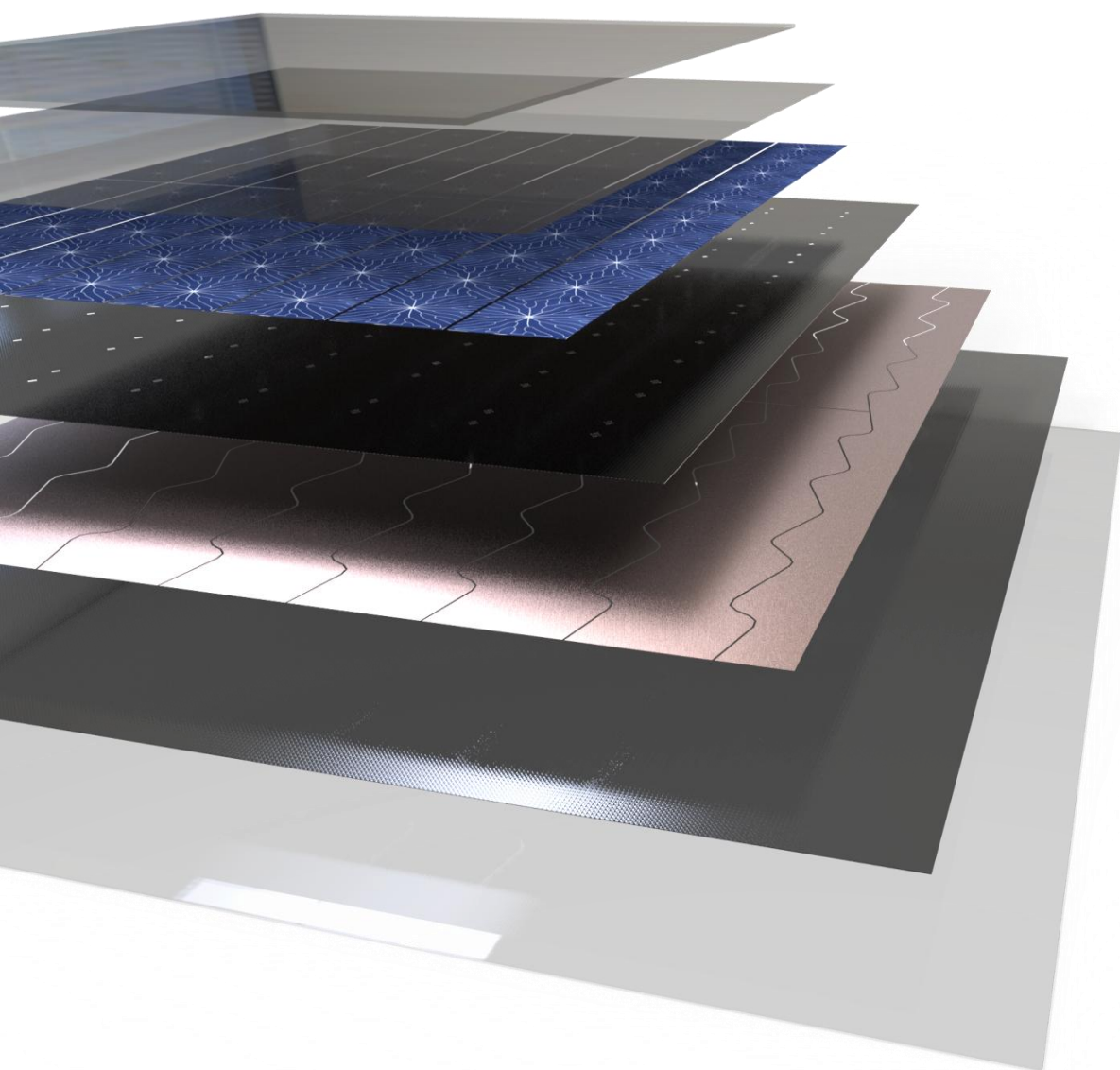
Made in Europe, so we can avoid :

- \* Import duties on PV?
- \* Exchange rates €/ \$ fluctuations
- \* Warranties



## Industrialization

Made in Europe with PV including back contact cells



**Glass**

**Encapsulant**

**Back contact cells**

**Conductive material**

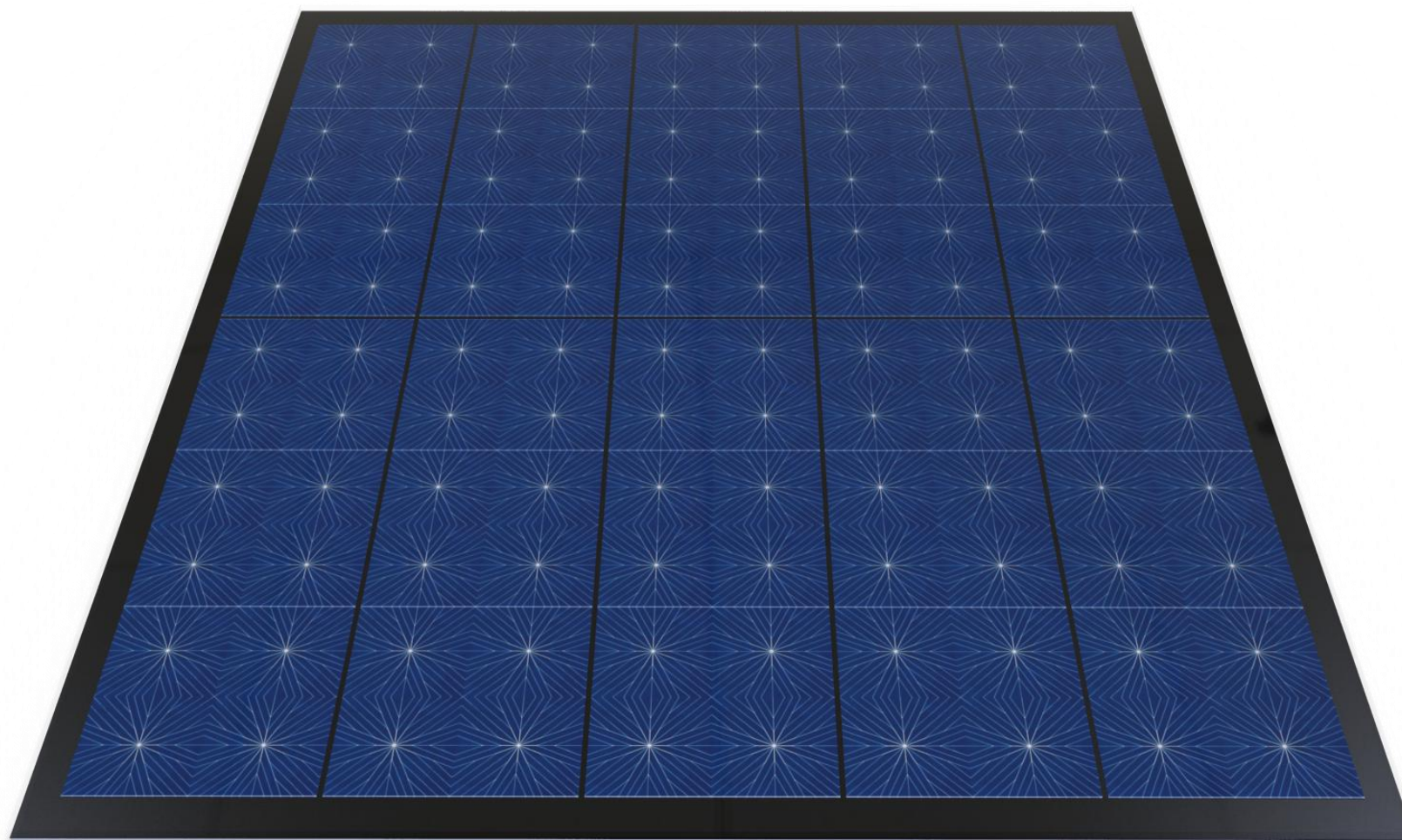
**Encapsulant with holes**

**Glass**



## Industrialization

Made in Europe with PV including back contact cells





## Industrialization













# Thank you Any questions?

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