



Savosolar

Game changer of solar thermal energy

Tendering in China

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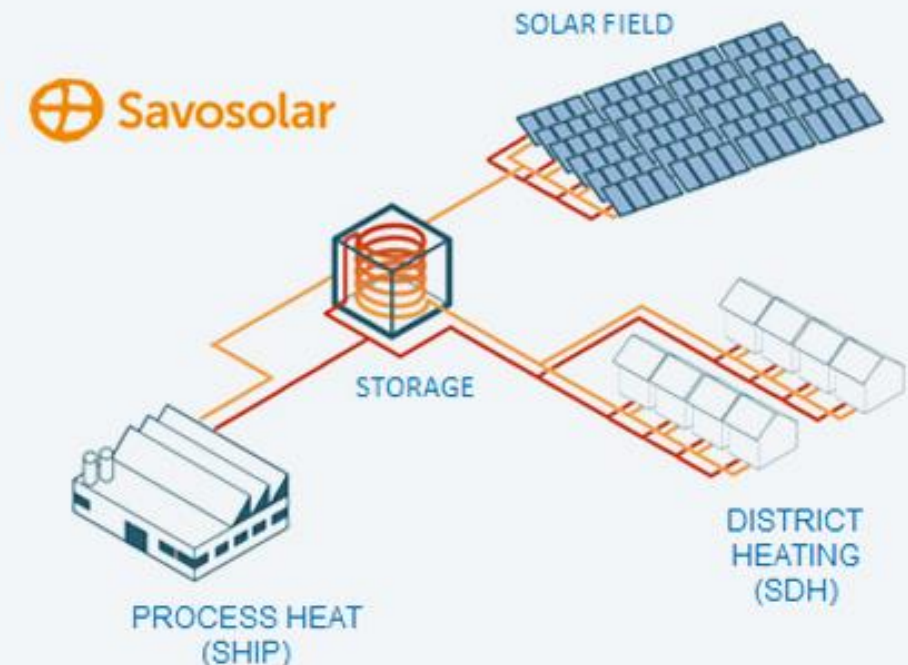
Savosolar in Brief

Savosolar is a leading provider of industrial scale turnkey solar thermal energy plants.

2020 Revenue	EUR 5.1 million (2019: 3.4)
# of Employees	36
Solar Thermal Fields Sold	> 100,000m2
Main Markets	Nordics, France, Germany Poland, China, Australia, Latin America
Focus segments	Solar District (SDH), Solar Heat for Industrial Processes (SHIP)



Designed to perform. Built to last.



Kyotherm Issoudun, France

The largest solar thermal plant for industrial process heat in France (2021). Clean heat for Boortmalt malt plant.

Collector Area 14 252 m²

Nominal Solar Capacity 10MW

Estimated Annual Heat Production 8,5GWh

Commissioning year 2021

Total investment value 6,0 MEUR

25 years

Thermal production estimate 212,5 GWh

CO2 emissions eliminated: 46 750 t/CO2

Cost saving estimate: ~50% vs natural gas



Guangzhou Power Supply, China

Tracker mounted solar thermal plant, part of multi-energy smart microgrid network

Collector Area	900 m ²
Nominal Solar Capacity	0,7 MW
Commissioning year	2021 (planned)
Total investment value	0,5 MEUR



Event log for ca. 48 months:

- Q1/2018 First contacts
- Sept 2018 Multigrid idea published in China by GZPS
- Nov 2018 MOU signed and market release by Savosolar
- Mar 2019 GZPS visit in Finland
- Nov 2019 Visit GZPS, meet top mgmt – urgent preparation for tender started
- Jan 2020 Contract with Finn Trade
- Feb 11, 2020 Dead line for binding offer – tender did not open for this schedule
 - Corona hit + GZPS focus in other agreements
- May 15, 2020 Tender materials to export agent representing GZPS
- June 12, 2020 New dead line – tender opening was moved again forward
- Oct 2020 Bid was left – rejected by the bid judge immediately
- Feb 2021 New bid opened (DL planned Mar 2021 – postponed)
- Apr 2021 Bid was sent 2nd time – approved and communicated to the markets
- Oct 2021 First parts shipped from Finland
- Nov 2021 Second shipment towards China
- Dec 2021 Installation start – planned commissioning and start-up

Lessons learnt - conclusions

- Even though in China things can happen very fast, time is second to the bureaucracy and rules
- Government owned companies not used to buy outside China + complicated tendering process
- Language is to be taken seriously – have to sell with local language, as almost everywhere in the world
- Government seems to have special rules & control for import of foreign goods
- Newcomer foreign company has no chance to handle these without a local support / knowhow
- **In China everything is difficult – and nothing is impossible**



We help communities and companies
reduce CO₂ emissions with clean heat

Thank You!