

Designergy – Daniel Lepori CEO Lugano, 24-9-2018



THE EVOLUTION OF ROOFING

TRADITIONAL SOLUTION

PV SYSTEM
ON THE ROOF

PV MODULS

TILES

OTHER PROTECTIVE
LAYERS



NEWER SOLUTION

BIPV REPLACES ONLY
THE TILES

PV MODULS

OTHER PROTECTIVE
LAYERS



DESIGNERGY SOLUTION

T.C.R.
FULL INTEGRATION

TCR
ELEMENTS



Multi-patented product from Designergy

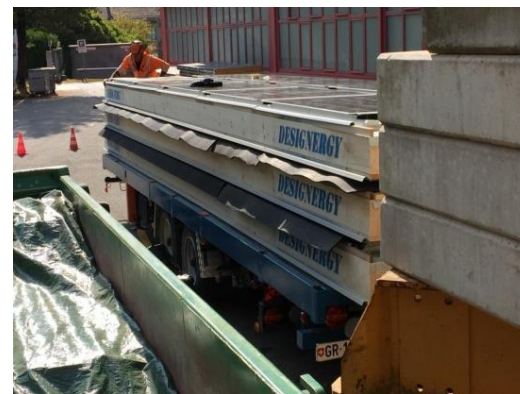


Preassembled modules including thermal insulation, water tightness, photovoltaic modules

- Less operations/manpower on the roof
- Optimal transportation
- Rapid installation (2-3 minutes each)
- No need to interrupt operations within building

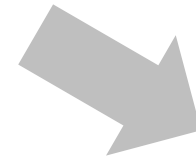
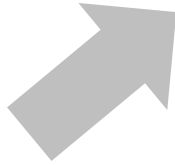


PROFIT



Multi-patented product from Designergy

Supermodules are transported directly from the factory to the construction site, ready to be installed,...



... and becoming a roof in just a few minutes installation



Example: project in Lugano

Almost 7000 sqm/70000sqft/1MWp of an old roof with asbestos, 40 years old, without possibility to interrupt activities within the building

The situation before the substitution with the asbestos already prepared for removal with a blue resin.



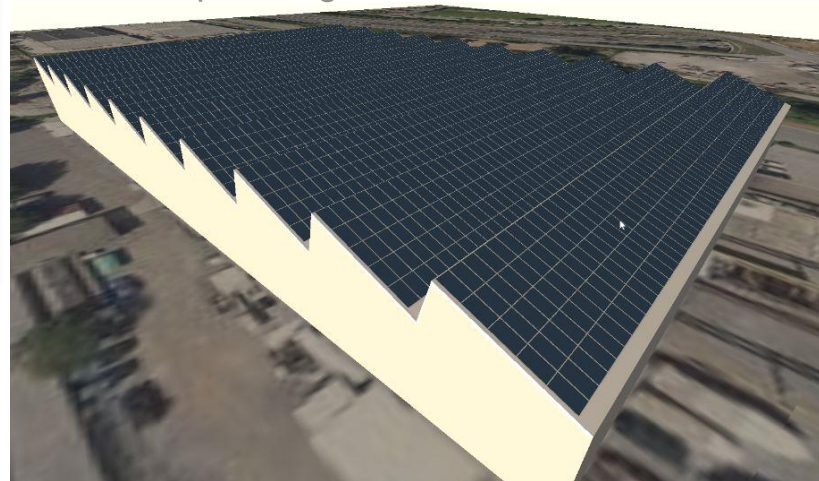
CUSTOMER: AIL, BIGGEST UTILITY OF SOUTHERN SWITZERLAND

**ORIGINAL ROOF REPLACEMENT
PLANNING: 6-17 TO 2-18**

**EXECUTIVE ROOF REPLACEMENT
PLANNING: 7-17 TO 12-17**

**«ROUGHLY 50% FASTER THAN
PLANNED»**

Initial CAD planning + 3D simulation



Example: project in Lugano



No additional preparation is required, as products are directly attached to the supporting structure of the building



Example: project in Bern



**2000 sqm, 280 kWp,
Warehouse,
During planning, installation
and in operation**

**PARTNER: BKW, BIGGEST UTILITY
OF SWITZERLAND**



Example with TCR 300: project in Bern

Start-up und Traditionsunt...

BKW Innovation und Technologie **Energie für Morgen** Menschen

Blog » Energie für Morgen

Energie für Morgen

Start-up und Traditionsunternehmen spannen zusammen

vor 1 Monat - Ivana Jazo - 0 Kommentare



Artikel teilen auf

f e t x in

Newsletteranmeldung

Melden Sie sich gratis beim BKW Newsletter an:

Abonnieren

Bereit für die Start-up Initiative der BKW?



16:11
29.11.2017

CASE ROVIO GARAGE FOR 3 E-CARS DESIGNERGY AND SUN2WHEEL



55 sqm, 8 kWp – E-mobility parking/charging for 3 electric cars plus second life recycled car-battery used as stationary buffer battery; the energy from solar roof and the buffer battery allows the three cars to drive 40'000 km / 25'000 mls per year!
Yearly petrol/service/taxes savings from own produced electricity: 8000 CHF / US\$



Thousands of buildings to be renovated only in Switzerland = Millions of square meters – many Gigawatts!

ROW 1000 times more!

MOTIVATIONS TO GO TO UKRAINE

- Huge solar potential and framework: support efforts to reduce dependence on energy imports and meet EU and international standards
- Real estate park urgently needs for renovation
- Huge multiplier chances for us
- Risky market yet means on the other „blue oceans“ that can be tackled fast
- Possibility to introduce our company's best practices for market entry and make them THE best practice without fear of having incumbent procedures blocking the process

SITUATION AND OUTLOOK FOR UKRAINE

-MoU with national State Reserve and contract with local company Extreme:



-Applications/projects: medium/big „multipliers“ is the key or important distributors

-With our exclusive business developer/agent Seraphim represented by Mr. Christian Schönwiesner we look for other collaborations leading to new projects, sales channels and support for our international setup

PECULARITIES AND RISK/OPPORTUNITIES

- Highly important to have a reliable and experienced local agent/business developer
- Swiss Embassy in Kiev and Swiss agencies are highly respected in Ukraine and can support „serious“ market entry
- High % of advanced payments are normal for Ukrainians importiers from abroad, the process can be anyway cumbersome
- Do not expect existing fast and efficient processing/procedures as in Switzerland but on the other side you can find „blue oceans“ to sell your services and products as well as interesting cost/quality ratios for local facilities or final assembly
- Despite the remaining challenges, reforms are improving the overall business climate and also the general life conditions