

## **SOVENTIX sees increasing demand for SmartGrid systems in developing countries**

**16 November 2016, Wesel, Germany** – SOVENTIX records sharp increasing demand for SmartGrid systems in developing countries. The company set up a new department for hybrid and storage technologies to expand its activities in this attractive high-growth market. “In the past years SmartGrid systems became an attractive economic and ecologic alternative to diesel generators. We receive more and more enquiries for SOVENTIX hybrid solutions especially from Southern Africa but also from Central Africa or Chile. With our new department for hybrid and storage technologies we develop our competence in this field even further”, so Claas Fierlings, CFO der Soventix GmbH.

The weak energy infrastructure in many developing countries confronts the population and resident companies with great challenges. Since some regions still have no access to the public energy grid, the energy supply in other areas experiences great fluctuations. “More and more managers, especially those of construction plants, express their concerns regarding the supply reliability. They install backup systems to be prepared for possible power cuts. Most company still count on diesel generators”, explains Mirko Schieszl, Director EPC der Soventix GmbH. Hence, diesel power generation for institutional consumers becomes more and more expensive and triggers operating costs. Instead the system costs for photovoltaic systems decreased considerably in the last years. Therefore replacing diesel generators with photovoltaic technology becomes more and more attractive.

“Our partners often tell us that financing SmartGrid systems remains to be a great hurdle. On one hand we see it as a duty from banks and politics to provide solutions. On the other hand we develop alternative financing models in close cooperation with renowned partners such as the German Federal Enterprise for International Cooperation (GIZ). Our joined goal is to reduce the barriers for companies changing from diesel to solar technology“, says Fierlings.

The team of SOVENTIX has many years of experience in the planning, development and realization of photovoltaic plans in development countries. Currently the company completes Offgrid container systems with storage technology at five different locations in Congo. SOVENTIX designs the systems according to the specific climatic and regional conditions as well as the individual customer requirements. The erection of the PV-systems is carried out by local subcontractors.

### **About SOVENTIX GmbH**

SOVENTIX GmbH headquartered in Wesel, Germany, has subsidiaries in South Africa, Canada, Chile, the UK, USA, Malaysia and the Dominican Republic and develops, plans, erects and operates solar installations all over the world. With its specialist knowhow in the solar industry, SOVENTIX GmbH realizes high-yield photovoltaic projects and performs a wide range of services. These include the planning, development, financing, carrying-out and management of projects as well as the servicing, management and operation of its own installations. SOVENTIX has access to a worldwide project pipeline of more than one



gigawatt, in various stages of development. You can find out more about SOVENTIX GmbH at [www.SOVENTIX.com](http://www.SOVENTIX.com).

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