Prioritising sustainability and innovation

With the UK solar sector seeing a 52.9% increase in 2023 and ambitious government plans to triple solar power, the timing is perfect for Recom Technologies to introduce its high-quality, EU-manufactured solar products. This move is consistent with its core values of sustainability, reliability, and ethical business practices. Jon Camp, UK Managing Director, explains to PES how, with a robust product line up, he believes Recom is set to become a significant player in the UK solar industry.

PES: It's a pleasure to have you with us at PES Jon, giving us the opportunity to probe deeper into Recom Technologies. Your recent entry into the UK solar market signifies a significant milestone for the company. Can you elaborate on the specific market trends or factors that influenced the decision to expand into the UK at this particular time?

Jon Camp: Thank you for having us. Our entry into the UK solar market aligns with our global commitment to expand renewable energy solutions. The UK's solar market has shown remarkable growth, with a 52.9% increase in 2023 and a 7.2% year-on-year growth in solar installers. The government targets to triple solar generation and retrofit 26 million homes to create a conducive environment for our high-quality solar products.

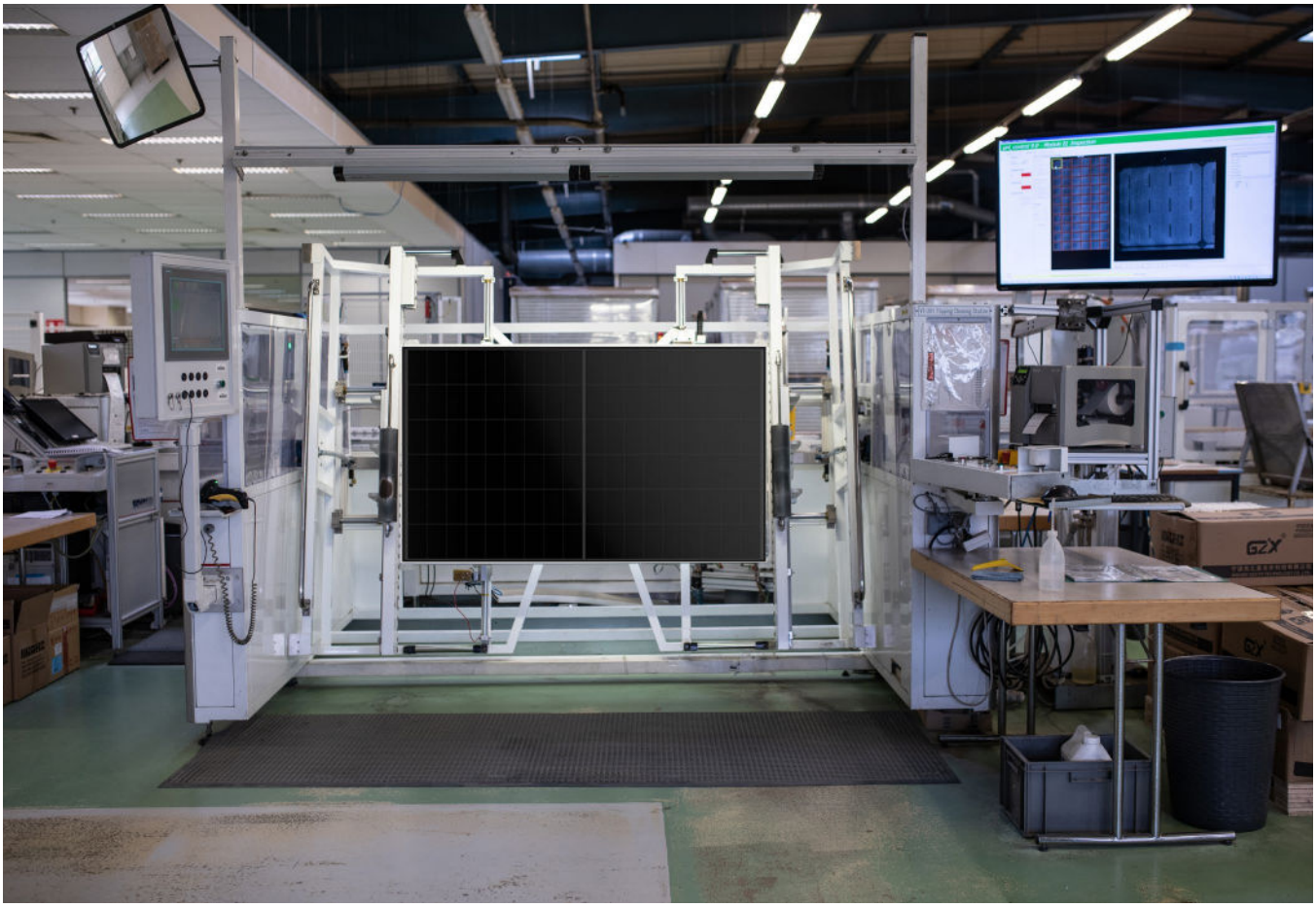
Recent legislative initiatives mandating renewable energy integration in new construction projects further bolster demand. These factors, alongside increasing environmental awareness, influenced our decision to enter the UK market at this time.

PES: You're aiming to provide high-quality, EU-manufactured solar products to the UK market. Can you discuss the importance of this commitment to sourcing and how it aligns with the company's overall values and objectives?

JC: Our commitment to sourcing high-quality, EU-manufactured solar products underscores our dedication to sustainability, reliability, and ethical business practices. As the official distributor for Recom Technologies in the UK, we uphold stringent standards to ensure that our products meet the highest quality benchmarks. By offering EU-manufactured solar solutions, we support local economies within the EU and adhere to rigorous environmental and labor regulations.

This aligns seamlessly with our company's core values of integrity, quality, and sustainability. Moreover, by providing customers in the UK with EU-manufactured solar products, we offer assurance of superior performance, durability, and peace of mind.

PES: With your focus on supporting large-scale projects in the commercial and solar farms market, could you provide insights into the advantages and capabilities that Recom offers to investors and developers in these sectors?



JC: Absolutely. Our extensive product range, including the Black Tiger, Lion, and Lynx series, offers unmatched performance, efficiency, and durability for large-scale projects. As the only Bloomberg Tier One accredited solar PV manufacturer in Europe, we guarantee reliability and quality. With MCS certifying over 220,500 installations in 2023 alone, reflecting the growing confidence in home-grown energy, our commitment to supplying high-quality, EU-manufactured products positions us as a key partner for investors and developers in the UK's thriving solar market.

PES: The UK solar market is traditionally dominated by Chinese manufacturers, what strategies do you have in place to differentiate and capture market share, especially with the introduction of your Black Tiger range?

JC: We recognise the competitive landscape of the UK solar market and have devised strategic initiatives to differentiate ourselves and capture market share effectively. As the official distributor for Recom Technologies in the UK, we leverage our partnership to offer cutting-edge solar solutions that stand out from traditional offerings. Our Black Tiger range, featuring advanced N-Type cell technology and Back Contact design, delivers unmatched performance, efficiency, and aesthetic appeal.

Additionally, our commitment to EU-manufactured products resonates with customers seeking reliability, quality, and sustainability in their solar solutions.

Furthermore, our dedicated customer service and support ensure that we build strong relationships with our clients, earning their trust and loyalty over time. Through continuous innovation, superior product quality, and exceptional customer service, we're confident in our ability to carve a significant niche in the UK solar market.

Recom UK secures customer supply by always maintaining products in, thus insuring to its clients competitive pricing with fast and timely delivery.

PES: Focusing on the Lion 450Wp Bifacial Full Black & Silver frame PV module, what are its USPs and advantages?

JC: The Lion 450Wp Bifacial Full Black & Silver frame PV module features Heterojunction (HJT) technology, ensuring high efficiency, durability, and a low temperature coefficient at -0.24%/c. Its innovative design combines mono thin crystalline silicon with ultra-thin amorphous silicon layers, resulting in increased efficiency and greater energy harvesting compared to conventional panels. With a bifaciality factor of up to 90%, compared to 70% industry standard modules, it surpasses industry standards, delivering up to 20% more energy yield in low-light conditions making it ideal for UK.

Additionally, N-type technology minimises power losses, ensuring the lowest levelised cost of energy (LCOE). With an efficiency of up to 22.52% and a 30-year product warranty, the Lion 450Wp module offers a quick return on investment and long-term value for end-users.

PES: How does its Heterojunction (HJT) technology contribute to its high performance and durability?

JC: HJT combines crystalline and amorphous thin-film silicon, maximising energy conversion efficiency. This technology minimises energy loss due to recombination, ensuring exceptional efficiency levels surpassing traditional silicon panels. With a lower temperature coefficient, the Lion module delivers consistent energy production across various climates.

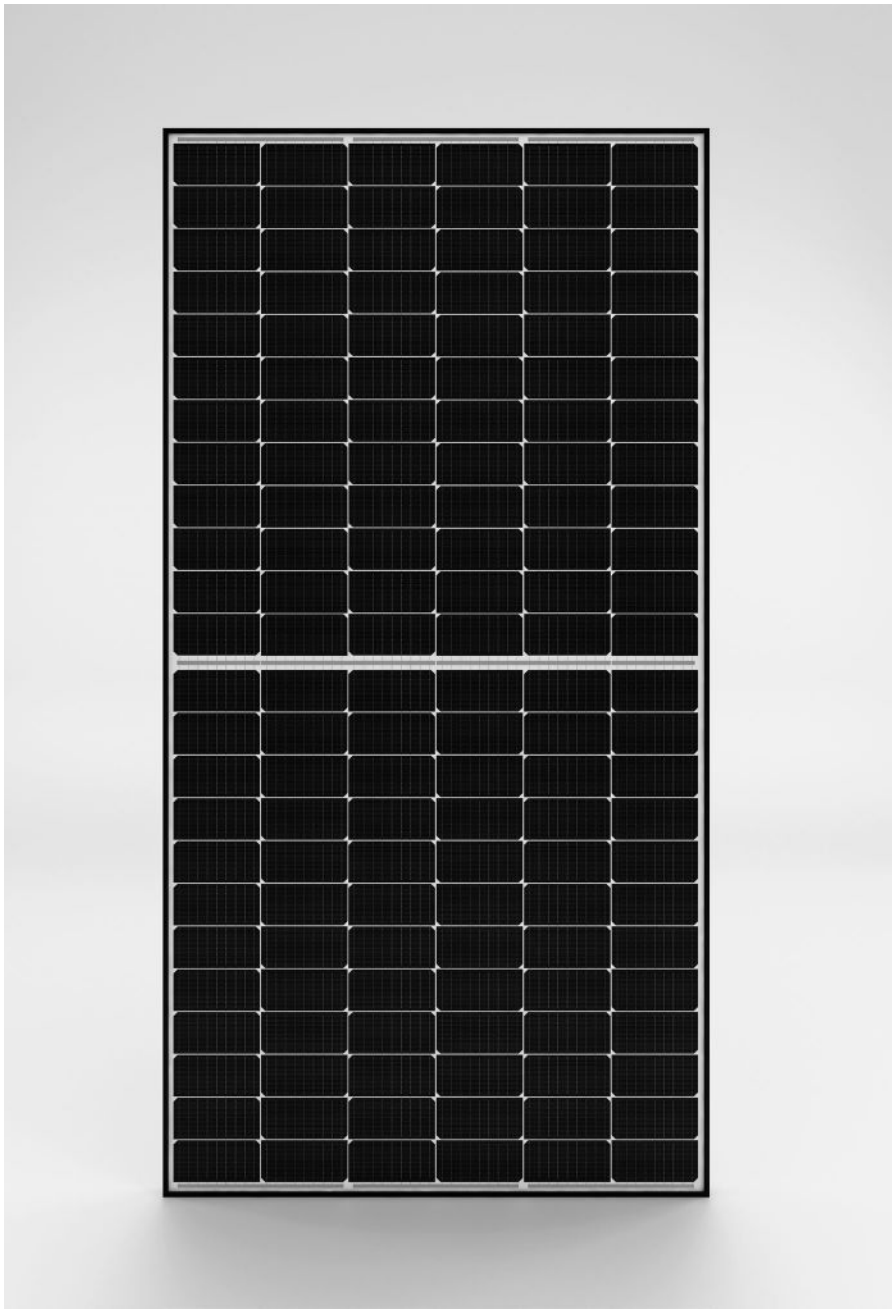
Moreover, HJT aligns with environmentally sustainable practices, offering superior performance with fewer production steps and reduced energy consumption. These features ensure maximum power output, long-term reliability, and sustainability, making it an ideal choice for demanding applications.

PES: It guarantees a 30-year product warranty and boasts high efficiency and durability. How do you ensure such

longevity and reliability in your products, particularly in terms of the materials and manufacturing processes used?

JC: At Recom Technologies, we prioritise quality and reliability in every aspect of our product development and manufacturing processes. We utilise premium materials and adhere to stringent quality control measures to ensure the durability and longevity of our products.

Our manufacturing facilities in Italy are equipped with state-of-the-art production lines and automated processes, allowing us to maintain consistently high standards of quality and performance. Additionally, our products undergo rigorous testing and certification procedures to validate their reliability and compliance with industry standards.



By investing in advanced manufacturing technologies, rigorous quality assurance processes, and continuous research and development, we are able to deliver solar products that exceed expectations and provide customers with confidence and peace of mind for years to come.

PES: In low-light conditions and cloudy skies how does the bifaciality factor of up to 90% in the Lion modules contribute to their increased energy yield? What specific advantages does this offer to end-users in terms of energy generation and cost savings?

JC: Unlike traditional panels, bifacial modules capture sunlight from both sides, including light reflected off surfaces, maximising overall energy production. This means more electricity generated, even in less-than-ideal conditions, ensuring a reliable supply and cost savings by reducing dependence on the grid.

PES: The Lion 450Wp module is said to utilise N-type technology, resulting in decreased power losses and no PID & LID effects. Could you elaborate on how these technological advancements improve the overall performance and longevity of the PV modules, and what sets them apart from conventional silicon panels?

JC: N-type technology in the Lion 450Wp module eliminates power losses and common degradation issues like PID & LID, ensuring sustained performance over time. This enhances reliability and longevity, offering end-users a more durable and sustainable energy solution compared to conventional panels.

PES: With an efficiency of up to 22.52% and retaining 91.25% of its nominal power in the 30th year after the warranty start date, how does it compare to other products in the market in terms of performance and return on investment? What factors make it particularly attractive to end-users seeking quality and reliability?

JC: The Lion 450Wp module's exceptional efficiency and minimal degradation over 30 years set it apart in terms of performance and return on investment. Its high efficiency ensures maximum energy generation, while minimal degradation provides long-term reliability and confidence for end-users. This makes it an attractive choice for those seeking quality and sustainability in their solar investment.

PES: Given the dynamic nature of the renewable energy industry and the ever-evolving technological landscape, what strategic initiatives or innovations can we anticipate from Recom Technologies in the near future to maintain its competitive edge and address emerging market demands?

JC: We have the following saying, 'If the technology exists, it's available at Recom'.

And that is our strong advantage. We have five different technologies available which is very unique: we started with Panther series with half-cut cell technology, then added the Jaguar Tri-Cut, then the Puma Shingled technology with cells cut to six pieces, more recently Lion series of heterojunction and finally Lynx series with N-Type Top-Con technology.

What strongly differentiates us is that along with our own manufacturing facility in Italy and local R&D team, we invest in, and work with leading global research institutions and manufacturers to innovate, develop, share and commercialise the latest technological advances in solar module manufacturing. Our main R&D partner, for example, is the French institute CEA/INES.

Every technological upgrade leads the technological transformation of the photovoltaic industry and promotes global energy transformation and green development.

Looking ahead, Recom Technologies is well-positioned to capitalise on emerging market opportunities and maintain our competitive edge through strategic initiatives and innovations. With the UK solar market experiencing significant growth and more than 4GW of new solar farm capacity approved in 2022 alone, our focus on large-scale capabilities and project financing solutions sets us apart from the competition.

Additionally, our commitment to sustainability and reducing our carbon footprint aligns with industry trends and regulatory requirements. As we leverage our global research partnerships and track record of success, we anticipate continued growth and leadership in the renewable energy sector.

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About the author

Jon Camp, Managing Director at Recom Technologies UK Ltd

Leading the UK expansion of Recom Technologies, the only Bloomberg Tier 1 Solar PV module manufacturer in Europe, with over 3 GW of solar modules sold in 100 countries.

Part of a global team dedicated to supporting the UK's transition to renewable energy with high-performance, affordable, European-manufactured solar PV solutions, offering unmatched quality and performance warranties.

Whether you're a solar PV installer looking to expand, a commercial or residential developer seeking a top-notch solar PV solution, or an architect needing a solar PV partner who can provide both aesthetics and performance, I'd be delighted to discuss your needs.

I have significant experience in global R&D environmental projects, including the successful completion of two Horizon 2020 Research and Innovation programs with a combined budget of over six million euros.

If you're a solar farm developer or investor interested in how Recom Technologies can support projects at any stage, I'd be happy to connect.