



Cypriot PV Industry Experience

Fanos Karantonis

Chairman of Cyprus Association of Renewable Energy Enterprises



History

The Cyprus Association of renewable Energy Enterprises was founded in 2004 and it is a member of the Federation of Employers and Industrialists. Its members are companies and professionals, registered in Cyprus, that are activated in the RES Sector.

Scope

The promotion of the use of energy from renewable energy sources in the Republic of Cyprus and the establishment of stable and prospective investment environment.

Mission

SEAPEK aims to contribute positively and productively towards the compliance of Cyprus with the European Energy Policy and the transfer of European Directives into the national legislation

National energy legislation pillars,

- The promotion of the use of energy from renewable energy sources, Energy Targets 2020 (2009/28/EC)
- Energy efficiency of buildings, NZEB (2010/31/EC)
- Energy Efficiency (2012/27/EC)

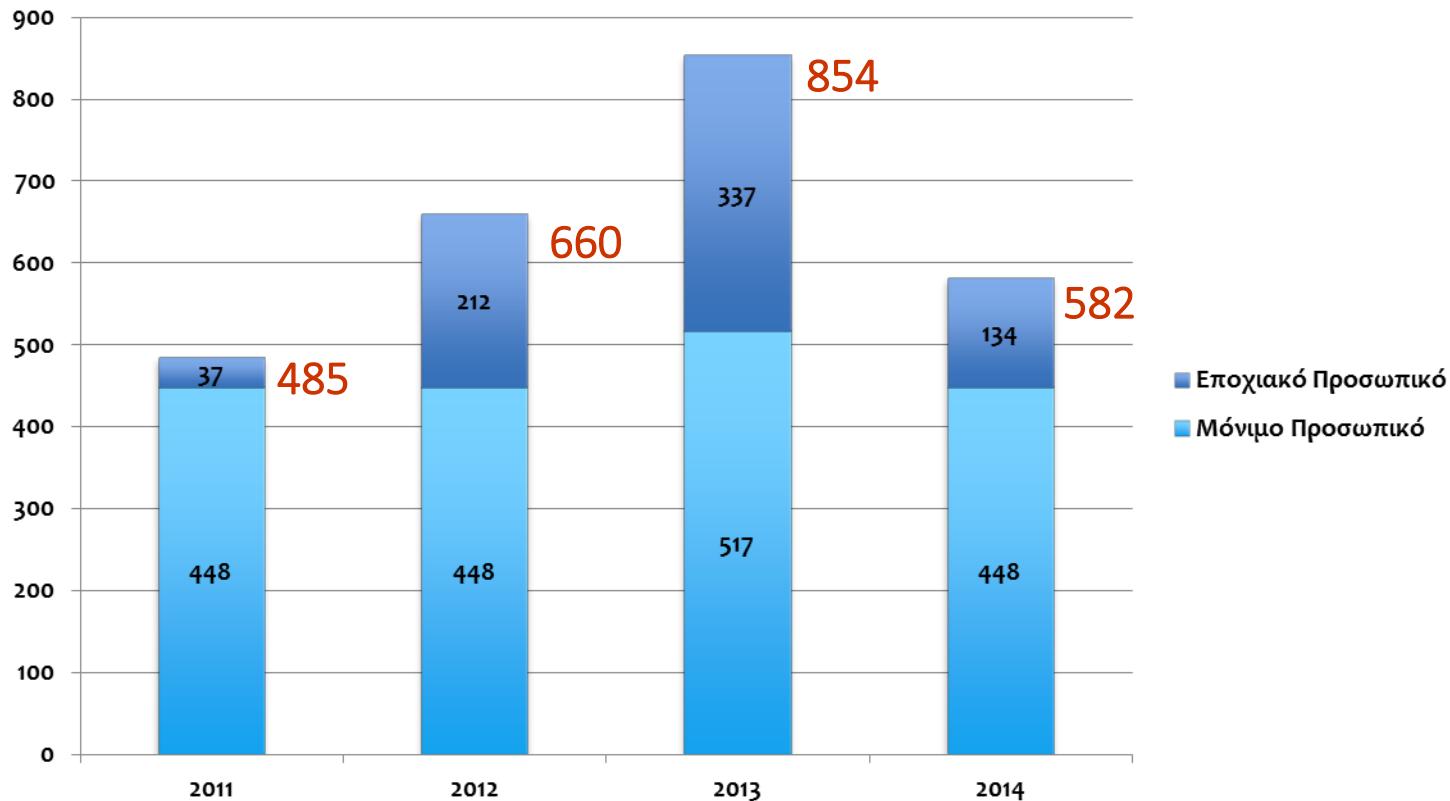
Strengthening investor confidence?

- ❖ Cyprus has chosen to promote renewable energy technologies and energy conservation by adopting annual Support Schemes.
- ❖ These Support Schemes although they assist the investment have not been able to create a stable investment environment.
- ❖ Also have not been able to maintain permanent green jobs.



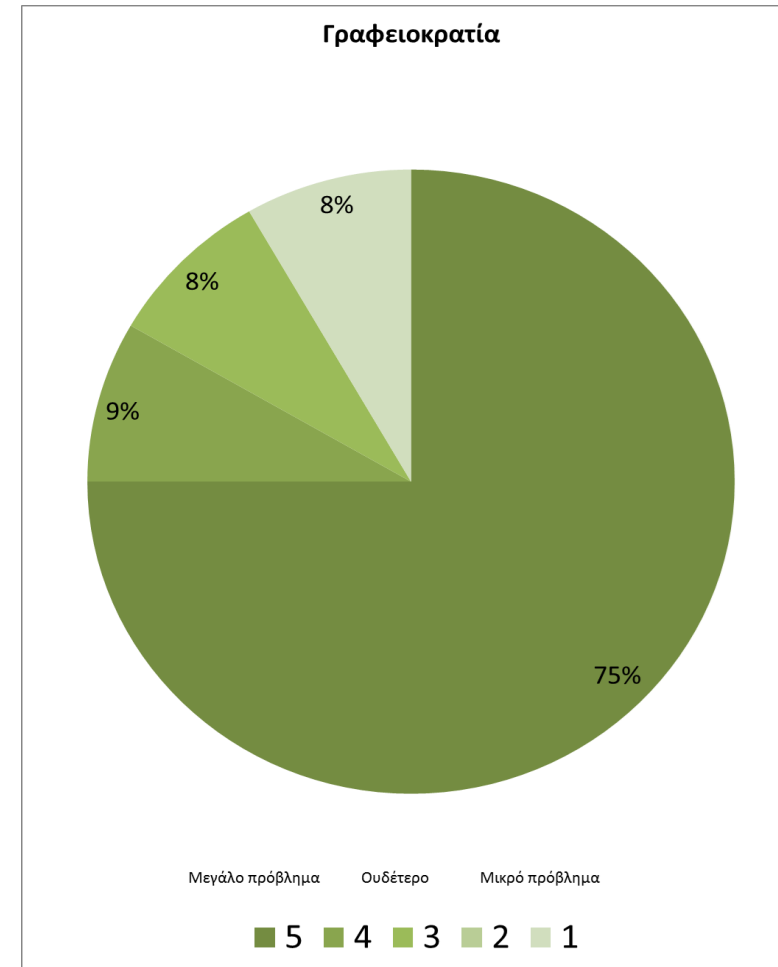
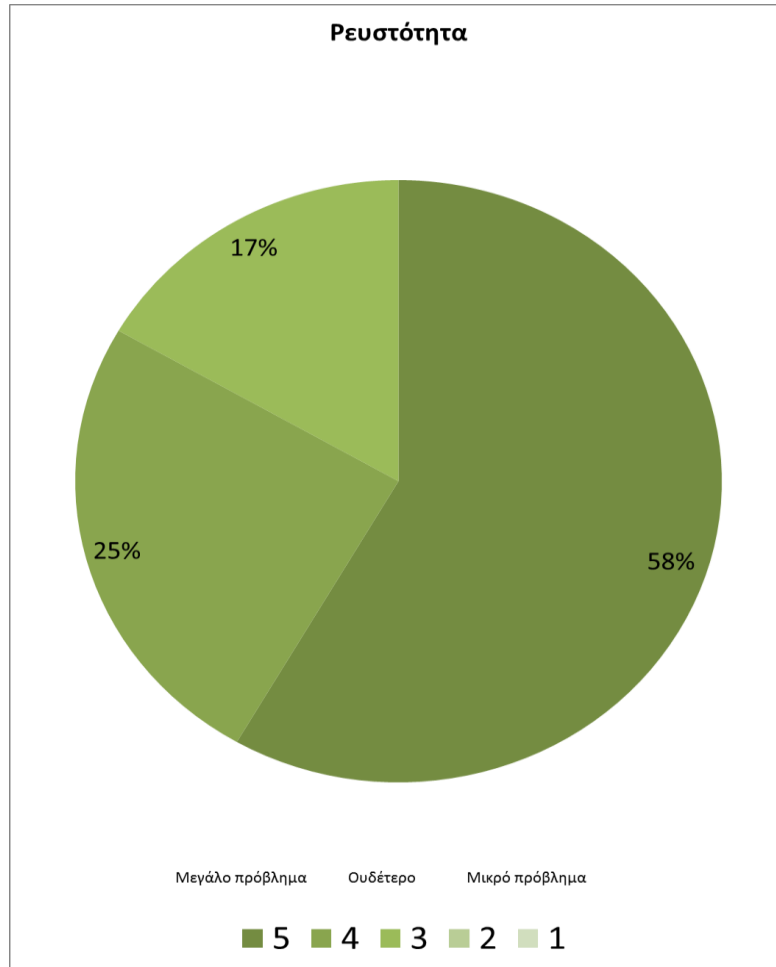
The example of RES enterprises - Cyprus

- ❖ Total number of employees in companies operating in the renewable energy technologies (2011-2014)



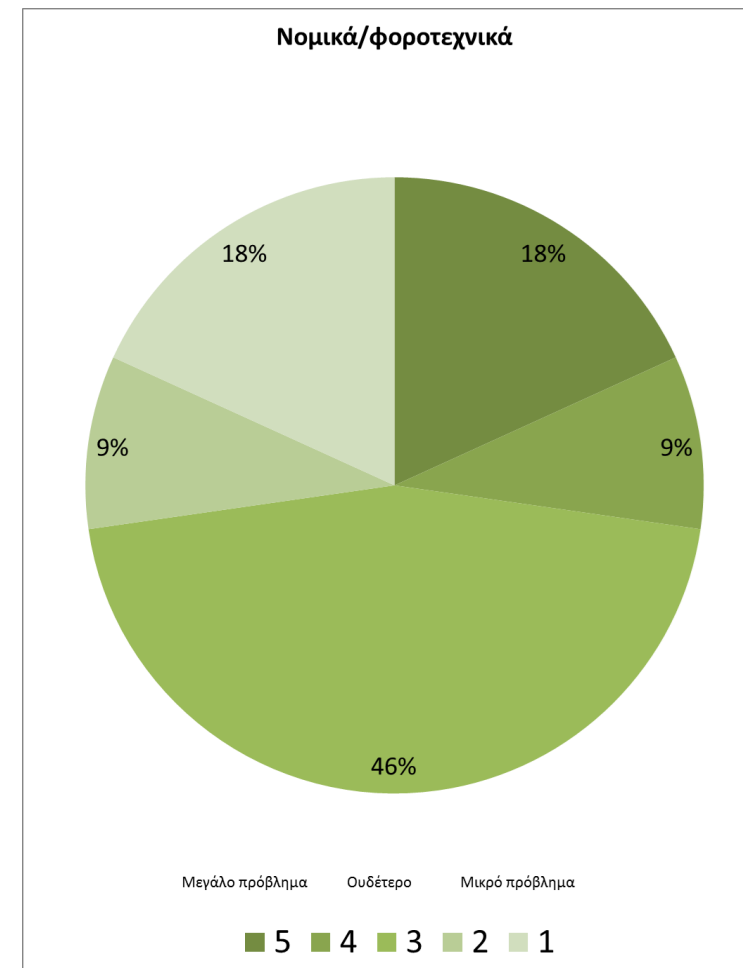
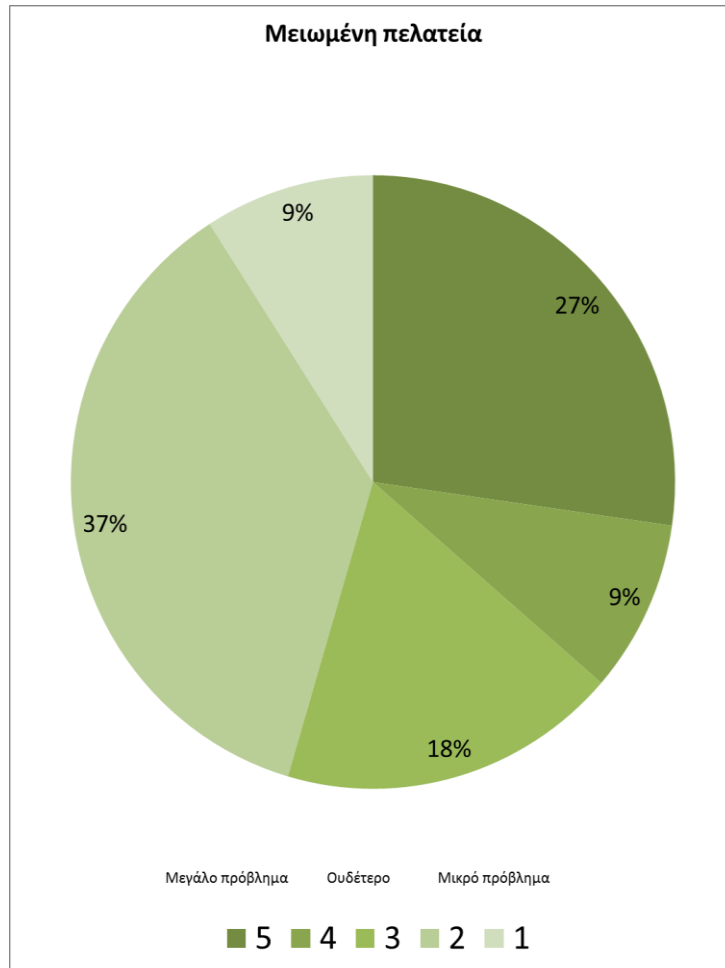
The example of RES enterprises - Cyprus

❖ The problems facing enterprises in Cyprus operating in the field of renewable technologies



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Evolution of RES installations

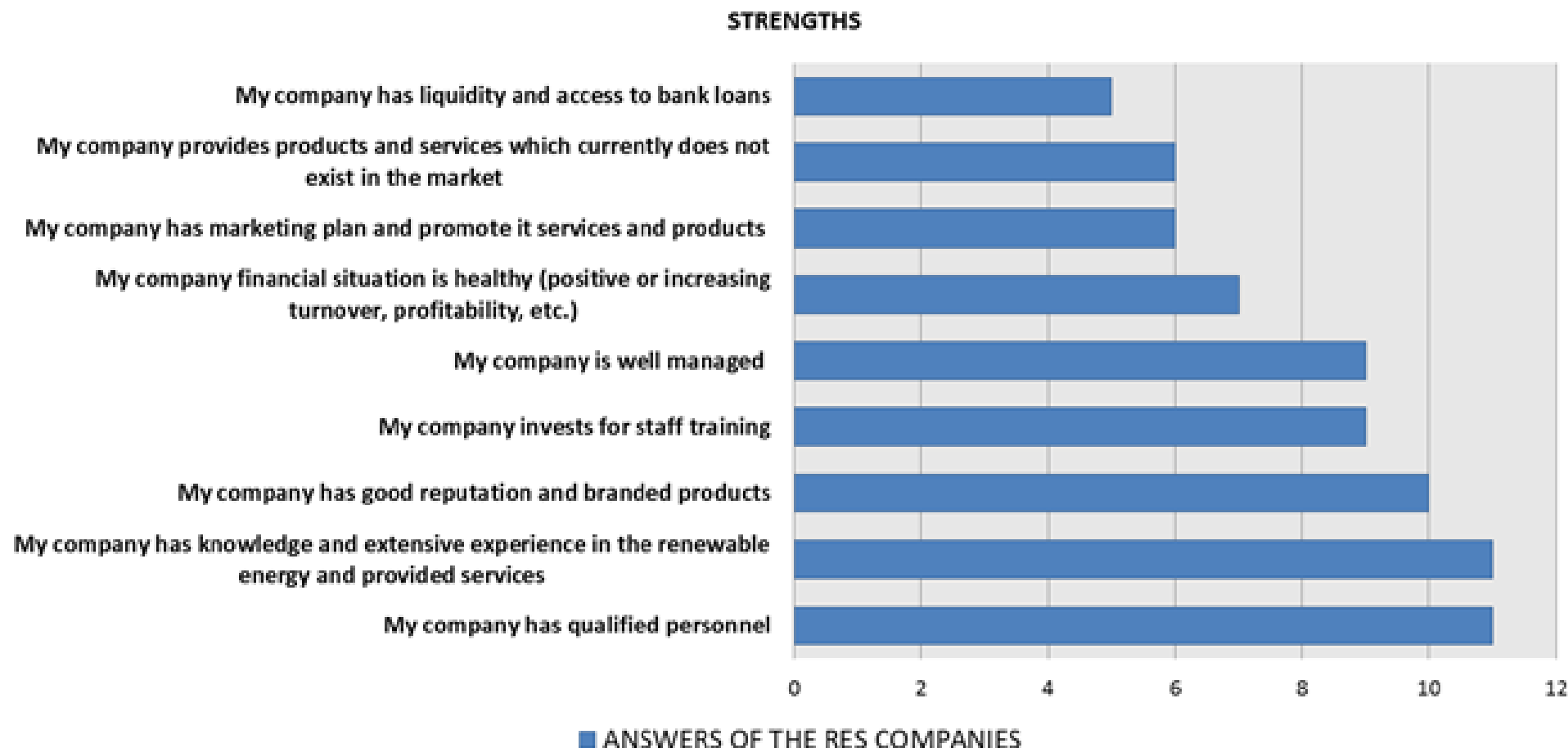
- ❖ To achieve the national targets for RES share in final energy consumption 13% by 2020, is expected a rapid development of RES projects (small or large in Cyprus). The target for renewable electricity by 2020 is 16%.
- ❖ According to the National Action Plan for Renewable Energy in Cyprus target for total installed capacity of PV systems is 192 MW.



Cyprus RES companies position



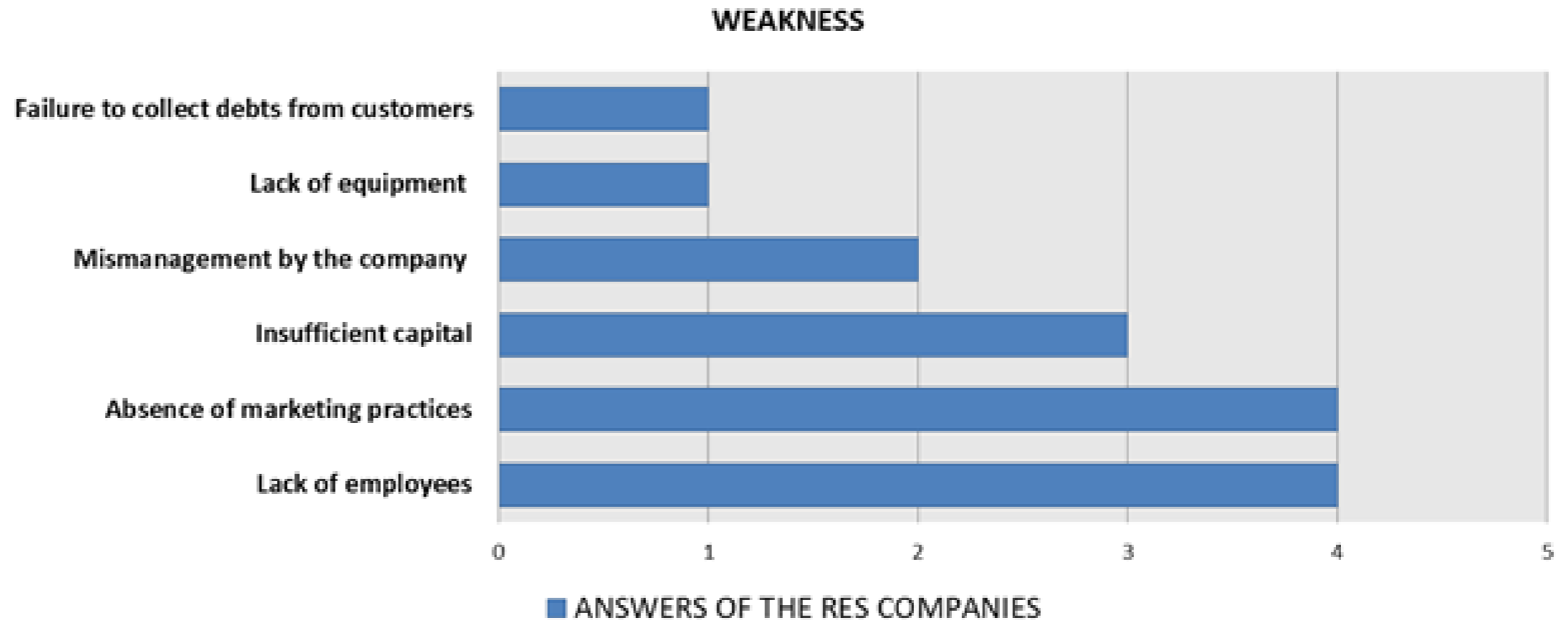
❖ A. Internal Aspects (STRENGTHS and WEAKNESSES) of Cyprus RES companies



Cyprus RES companies position



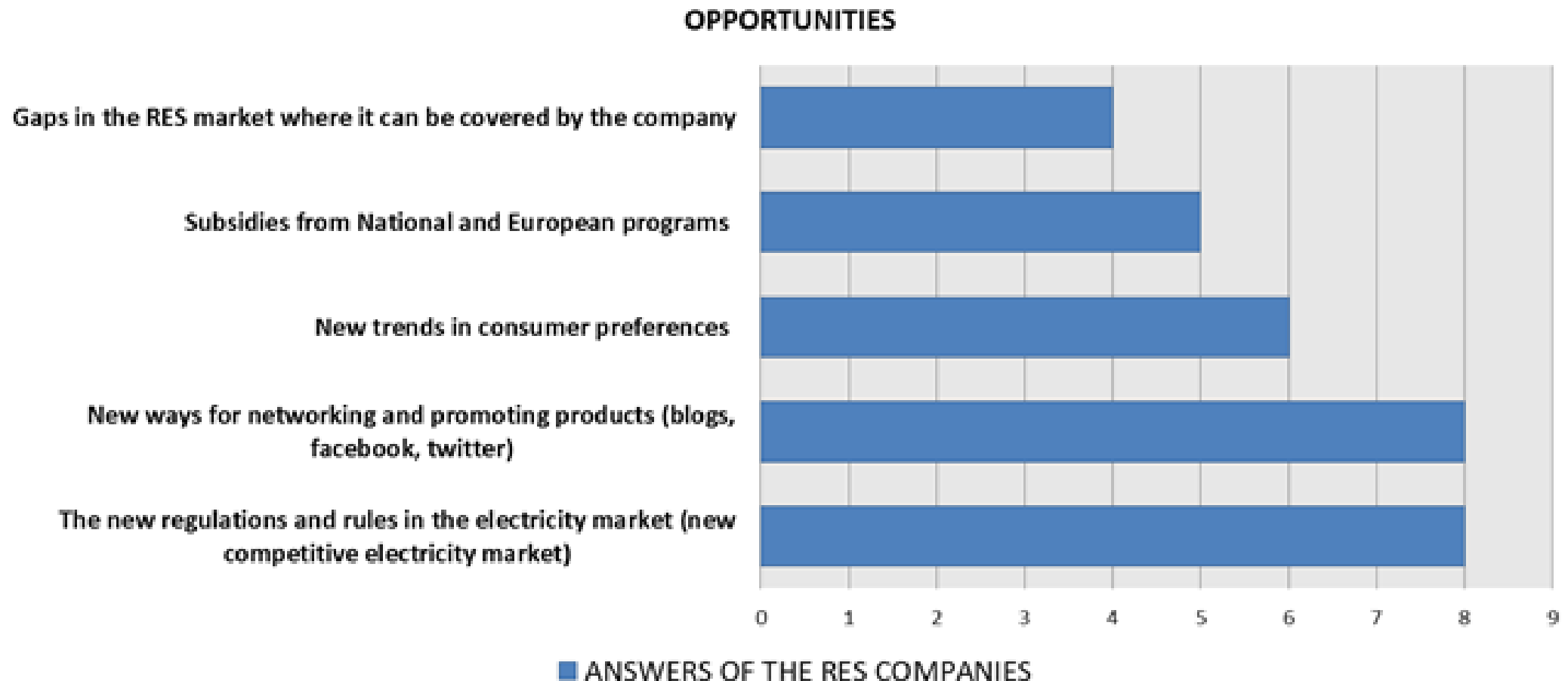
❖ A. Internal Aspects (STRENGTHS and WEAKNESSES) of Cyprus RES companies



- ❖ The **STRENGTHS** of the Cypriot RES companies can be summarized to the extensive experience and knowledge of the RES sector and to the trained –qualified local personnel.
- ❖ On the other hand, the **WEAKNESSES** can be summarized to the lack of personnel (lack of capital to hire personnel) and marketing practices for promoting their products.

Cyprus RES companies position

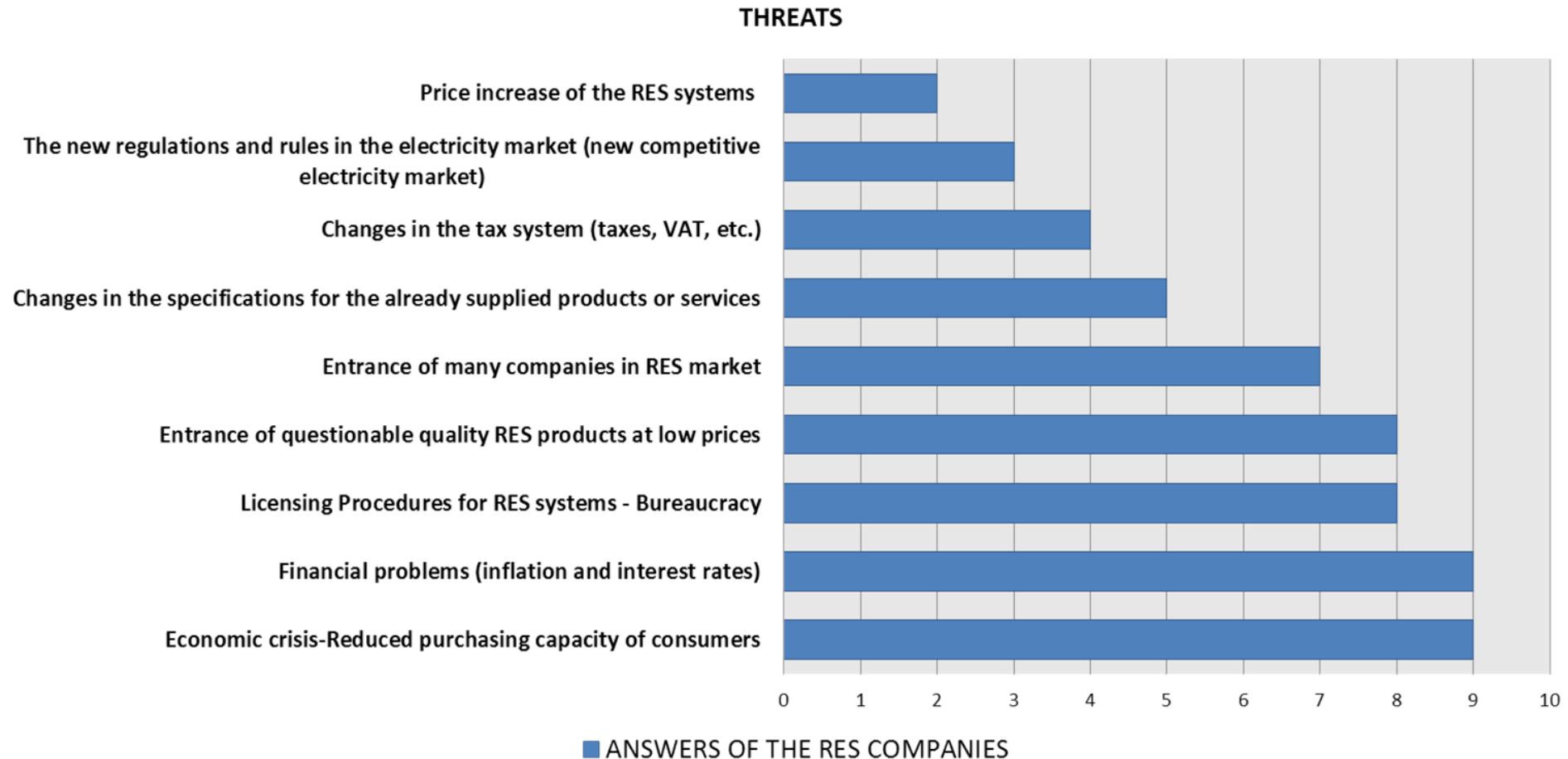
❖ B. External Aspects (OPPORTUNITIES and THREATS) of Cyprus RES companies



Cyprus RES companies position



❖ B. External Aspects (OPPORTUNITIES and THREATS) of Cyprus RES companies



Future of PV Industry in Cyprus



- ❖ Today in Cyprus there are 88 active companies that import PV systems. The PV market in Cyprus is considered to be complete.
- ❖ There is however potential for PV systems imports, in case the electricity market will be fully liberalised and the PV electricity can be provided to the electricity grid through the market rules.

Competitive advantage & disadvantage of Cyprus PV companies



	Cyprus companies
Companies liquidity and access to loans/capital	X
Market share	✓
Marketing and advertising	X
Good reputation to consumers/ distribution channels	✓
Branded products	✓
Experience in RES	✓
Qualified local personnel	✓
Profit margin	✓



Thank you!

Fanos Karantonis

'f.karantonis@karantonis.com.cy'

www.seapek.org.cy