

# “Industrie Conference”, International Agro Solutions





Miami 25/26 April 2022



**PROCONSULT**  
We connect green  
energy for the future

# PROCONSULT group



- .....  **proconsult** > Preliminary studies, financing, investment, feasibility, turnkey construction.
- .....  **proconsult** > Turnkey construction at the Canary Islands.
- .....  **Solarec** > Preliminary studies, savings calculations, audits, EPC, maintenance and quality control.
- .....  **future energy** > Market opening, general concepts, financial solutions, international joint ventures.

# We offer an integrated project management



Investing financial savings



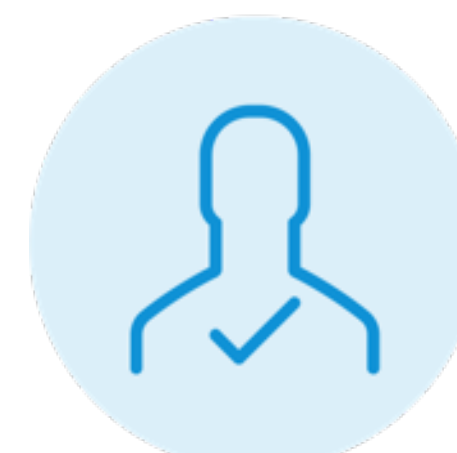
Reducing energy costs



Producing your own clean energy



Optimizing the energy use

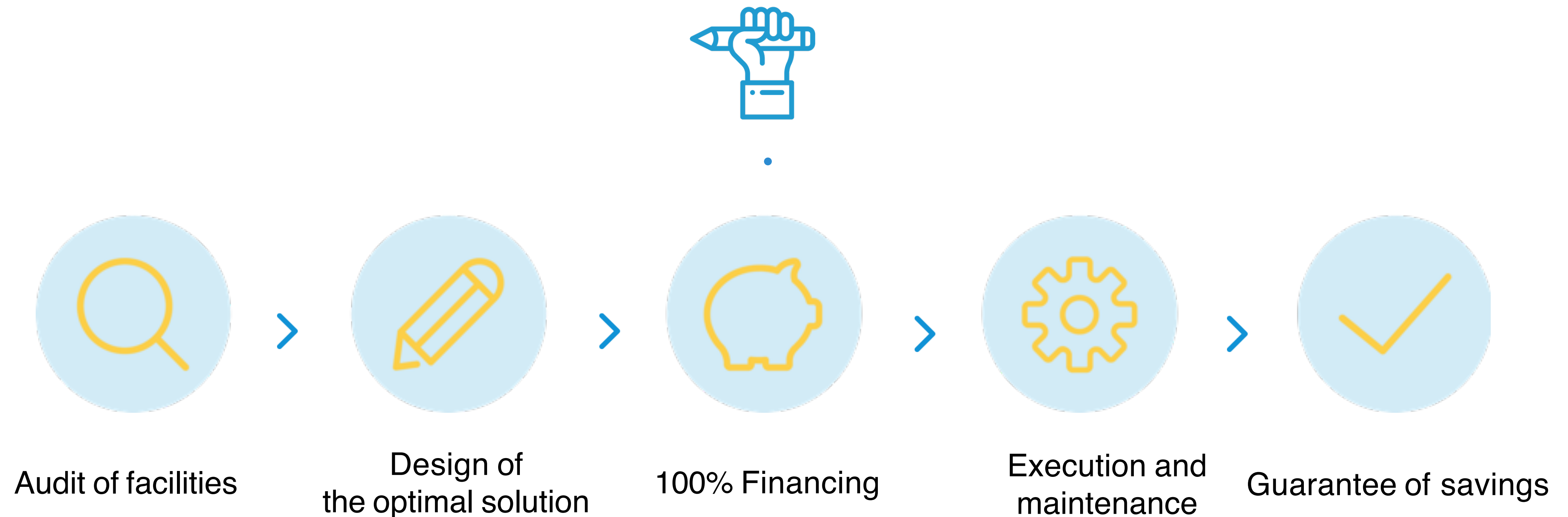


Improving your corporate image  
and added value



Reducing the CO<sub>2</sub> emissions

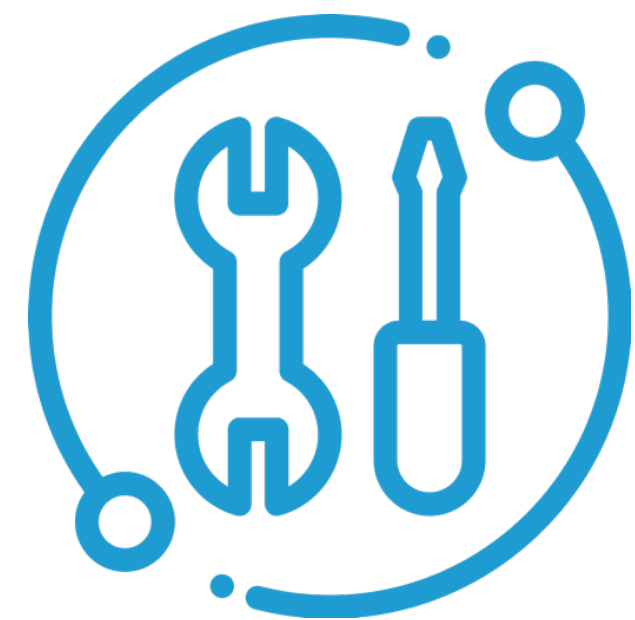
# Personalized and customized solutions for each client



We offer an integral turnkey energy solution, with a long term maintenance and management service, to make the most of your solar energy production.

# Energy management and maintenance

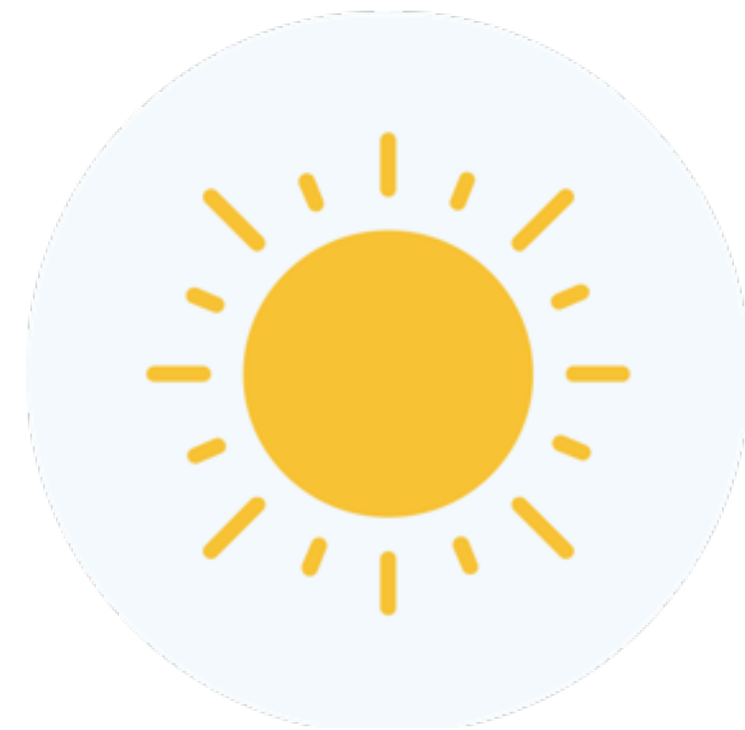
Continuous optimization of energy costs



- **MAINTENANCE** -> we offer comprehensive maintenance and energy management throughout the course of the contractual relationship, ensuring that actions are taken **to achieve the guaranteed savings.**
- **QUALITY CONTROL** -> systems are checked on a daily basis and, in cooperation with our customer, the produced solar energy is **progressively optimized in order to make the best possible use of it.**
- **COMPLEMENTARY SOLUTIONS** -> the information obtained makes it possible to offer solutions such as **energy storage, ensuring that energy is used in the most favorable way.**
- **100% RENEWABLE ENERGY** -> for the projects installed by PROCONSULT, we **negotiate annual agreements with electricity suppliers** who provide our customers with their best offer and conditions.

# The business model

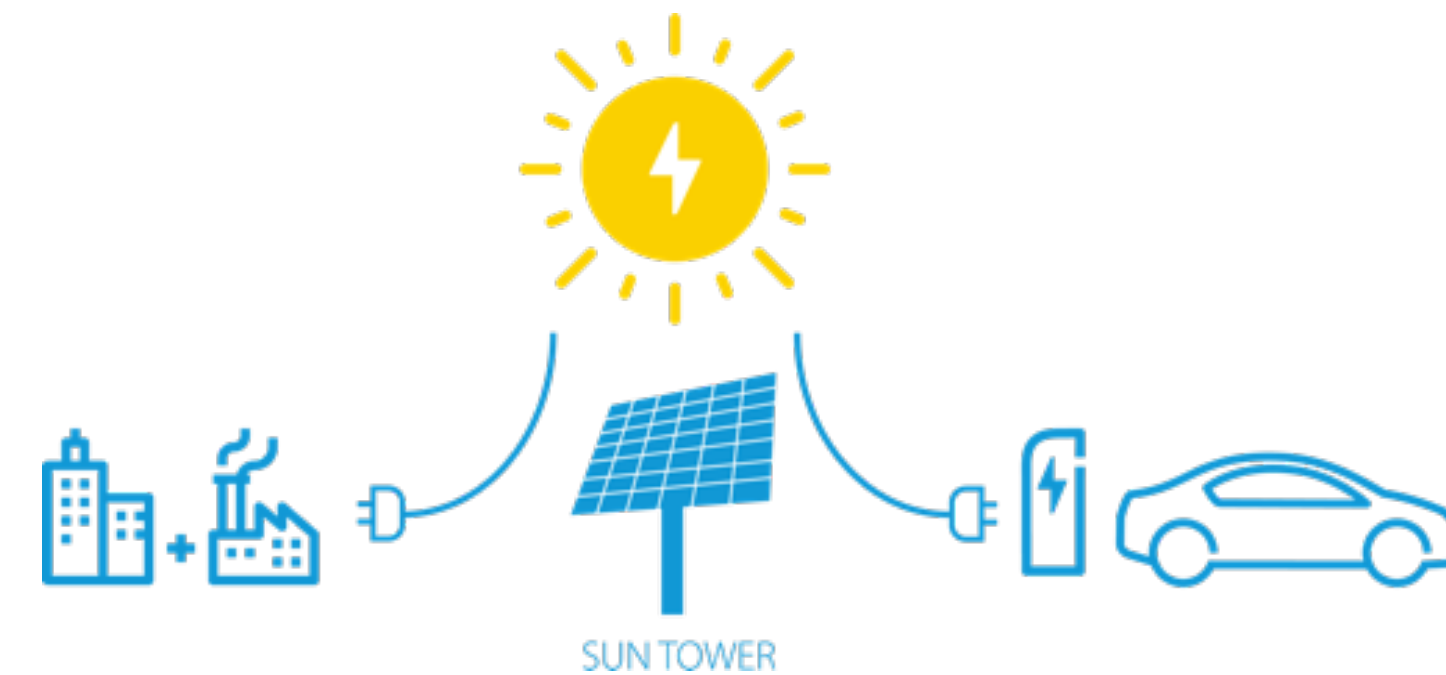
Investing savings and promoting energy independence



- **BUSINESS MODEL** -> we offer an innovative solution that combines **investment and services with a financing scheme**, thanks to the guaranteed and obtained economic savings.
- **PREVIOUS STUDIES** -> thanks to put up a **correct consumer profile** and the specific needs of each client, it is possible to instal exactly the needed energy and finance up to 100% of the installation.
- **ENVIRONMENTAL CARE** -> the installation provides great added value by using green, environmentally friendly energy from an inexhaustible source as it is the sun.
- **PROCESSING OF SUBSIDIES** -> although the business model guarantees its own economic feasibility, we offer our clients the integral processing of posible subsidies.

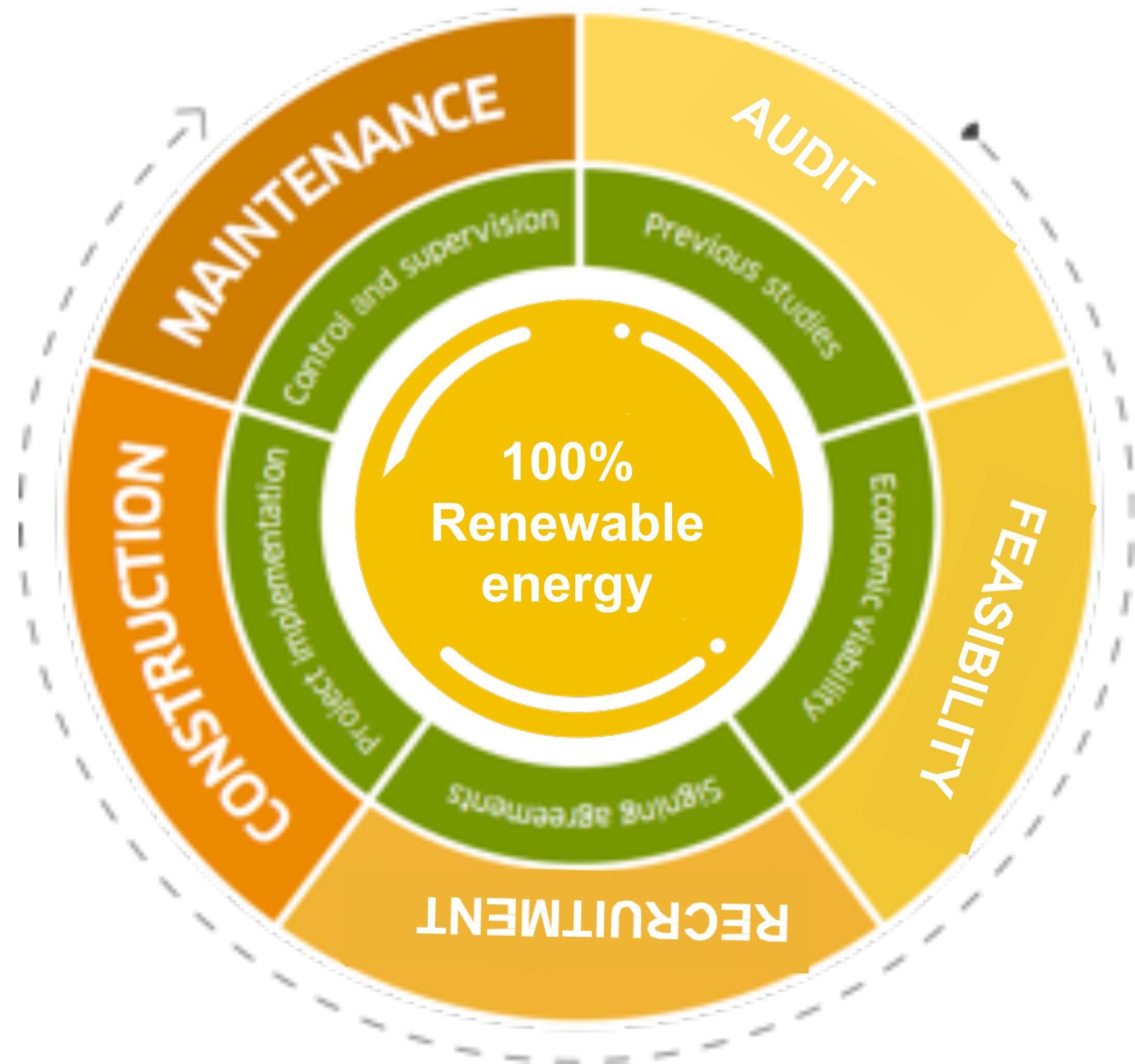
# An idea comes true (2012)

Designing a future based on experience



- ✓ Thank's to the experience acquired in international projects since **2005** in the promotion and installation of photovoltaic projects based on **energy sales to the grid (PPA)**, it was decided to apply the acquired knowledge **to the concept of self-consumption**.
- ✓ The innovative system **combines the investment of the own energy production into grid independence offering financing schemes adapted to the economic savings obtained**.
- ✓ **To safe costs, the energy is produced where it is needed, without necessity of transportation, "from the sun directly to the consumer"**.
- ✓ Thanks to the positive results achieved, banking institutions were offering soon **project finance up to 100% of the necessary investment**.
- ✓ Offering a long-term **maintenance and daily energy management control, the economic savings and energy production can be continuously optimized**.

# A safe and viable win-win model for all parts involved



## 1. AUDIT

- Determine consumption profile.
- Installation's sizing.
- Determine production and savings.
- Final designs.

## 2. FEASIBILITY

- Adaptation to the preferences of each client.
- Economic and profitability study.
- Choice of financial solution.

## 3. RECRUITMENT

- Installation's contract.
- Monitoring and controlling.
- Insurance and maintenance policies.
- Production and savings guarantee.
- Processing and legislation.

## 4. CONSTRUCTION

- "Turnkey" installation.
- We fulfill established deadlines.
- Specialised supervision.

## 5. MAINTENANCE

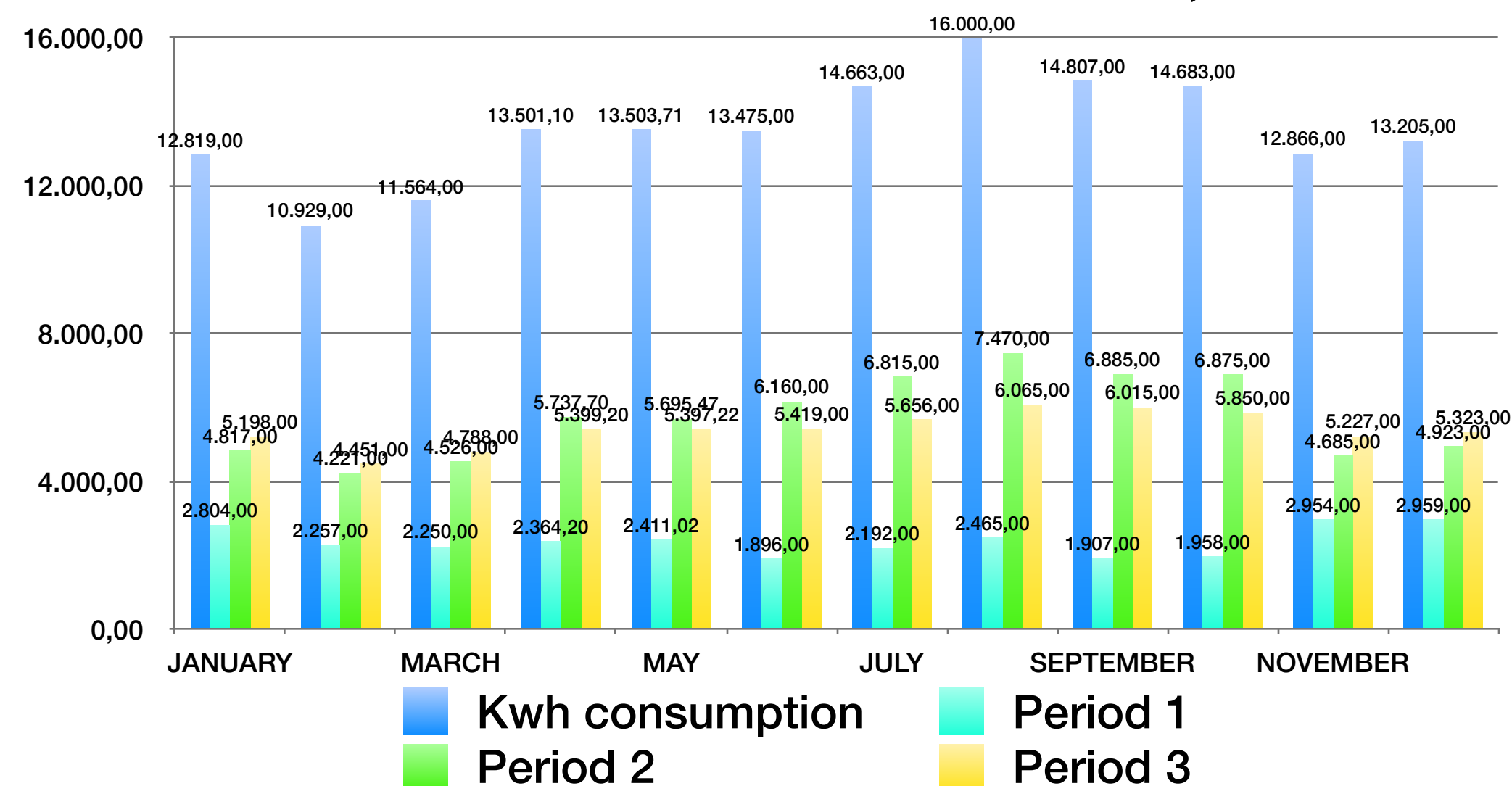
- Maintenance report.
- Energy management and control.
- Daily quality control.
- Optimizing savings.

# The importance of the preliminary studies and designs

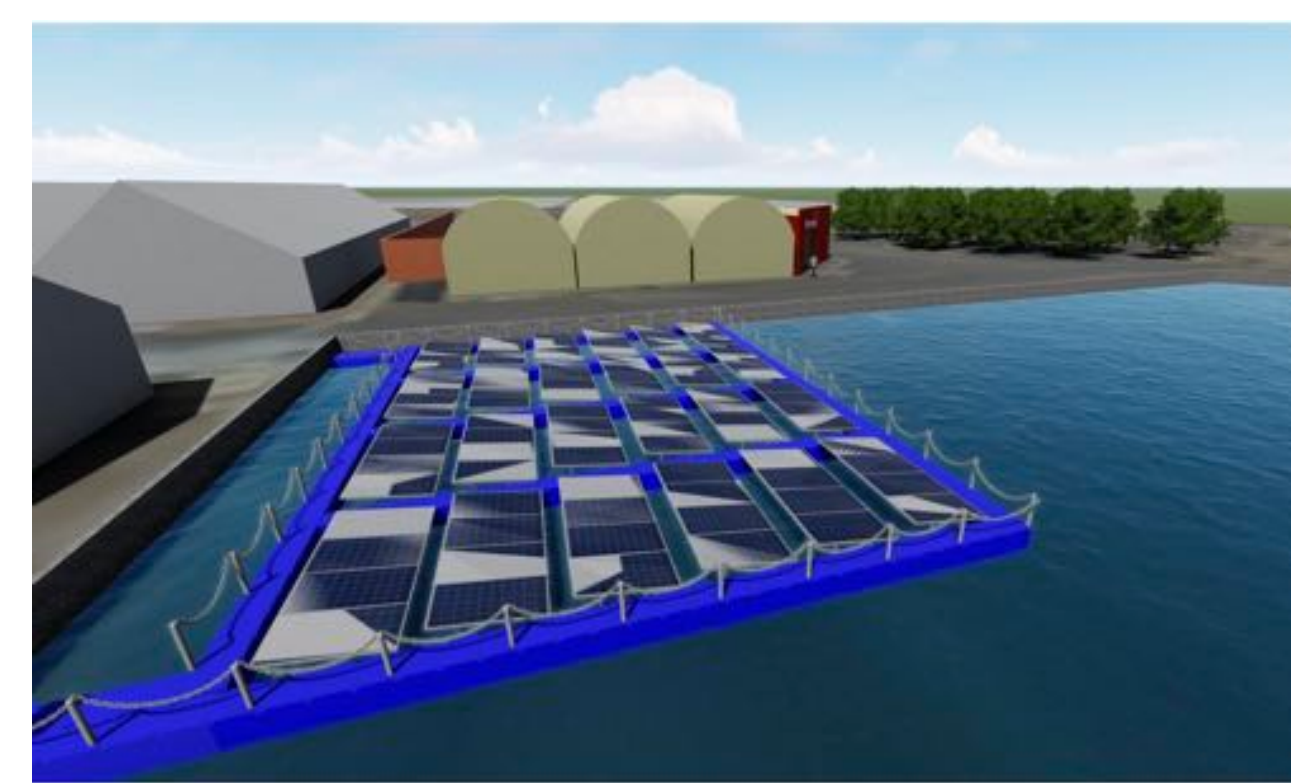
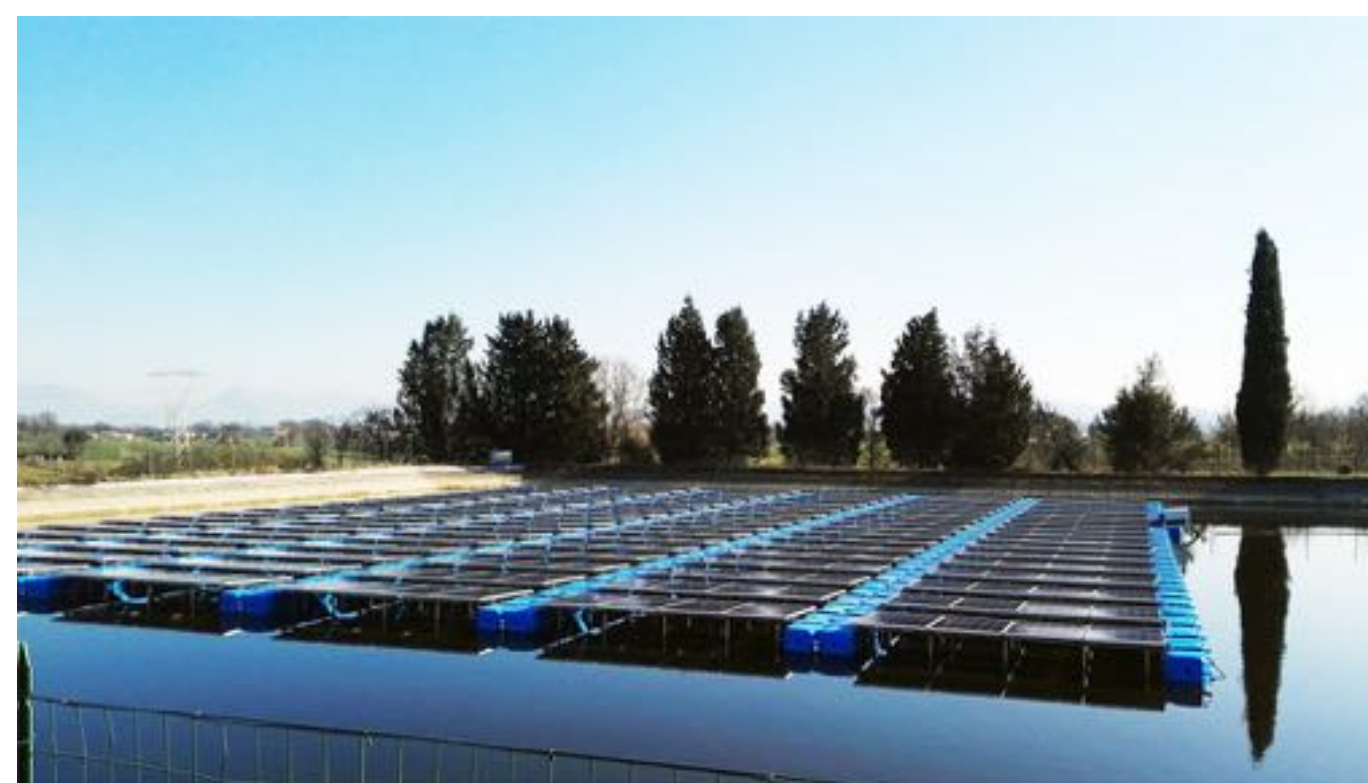
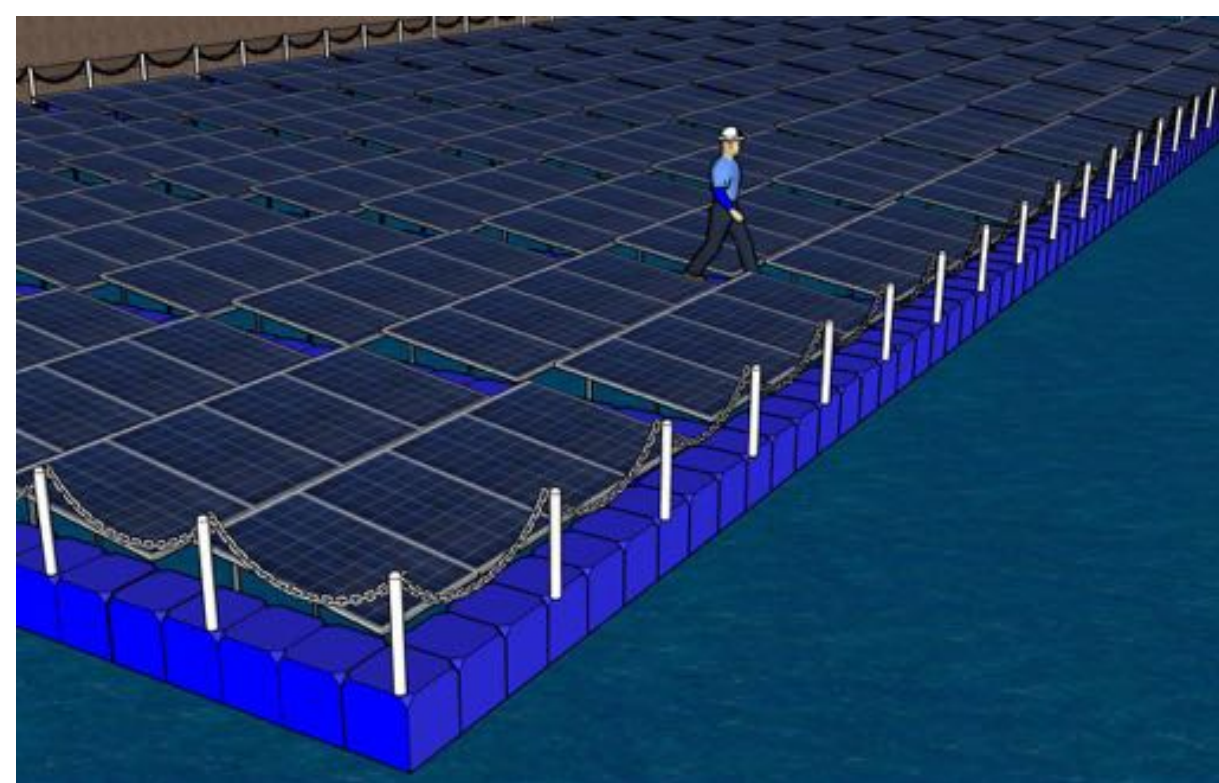
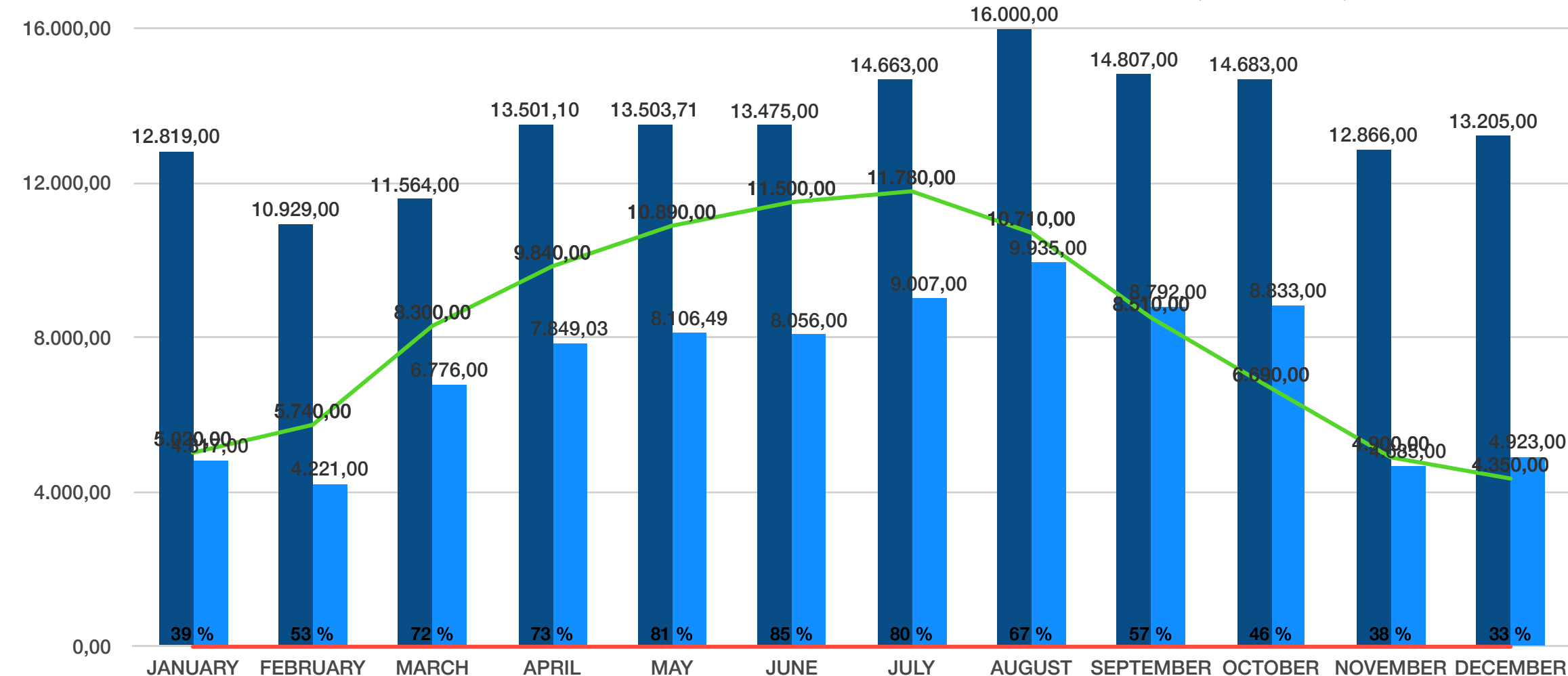
Establishing the consumption profile and correct dimensioning of the photovoltaic installation.



ANNUAL INVOICE COST: 17.307,59 €

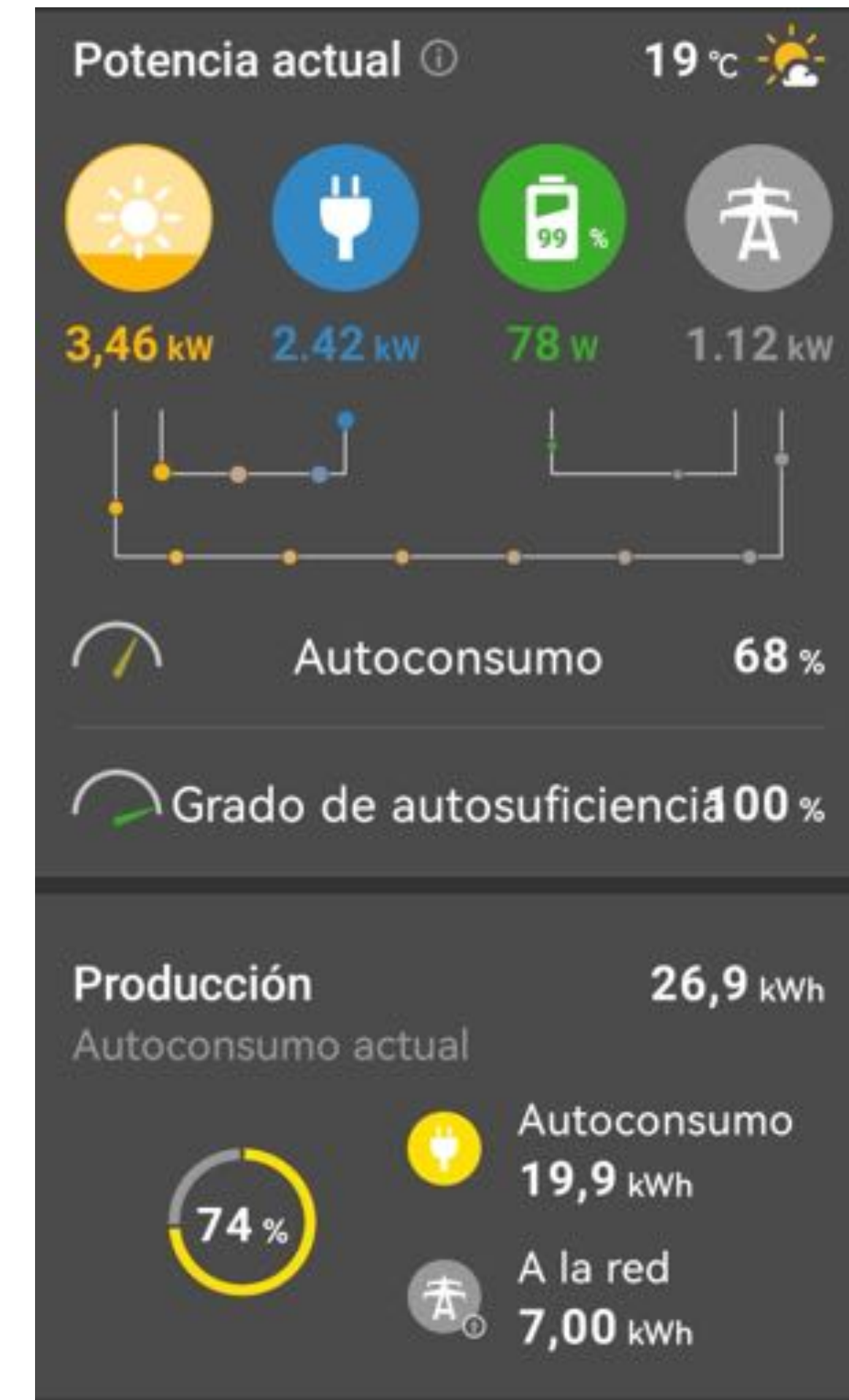
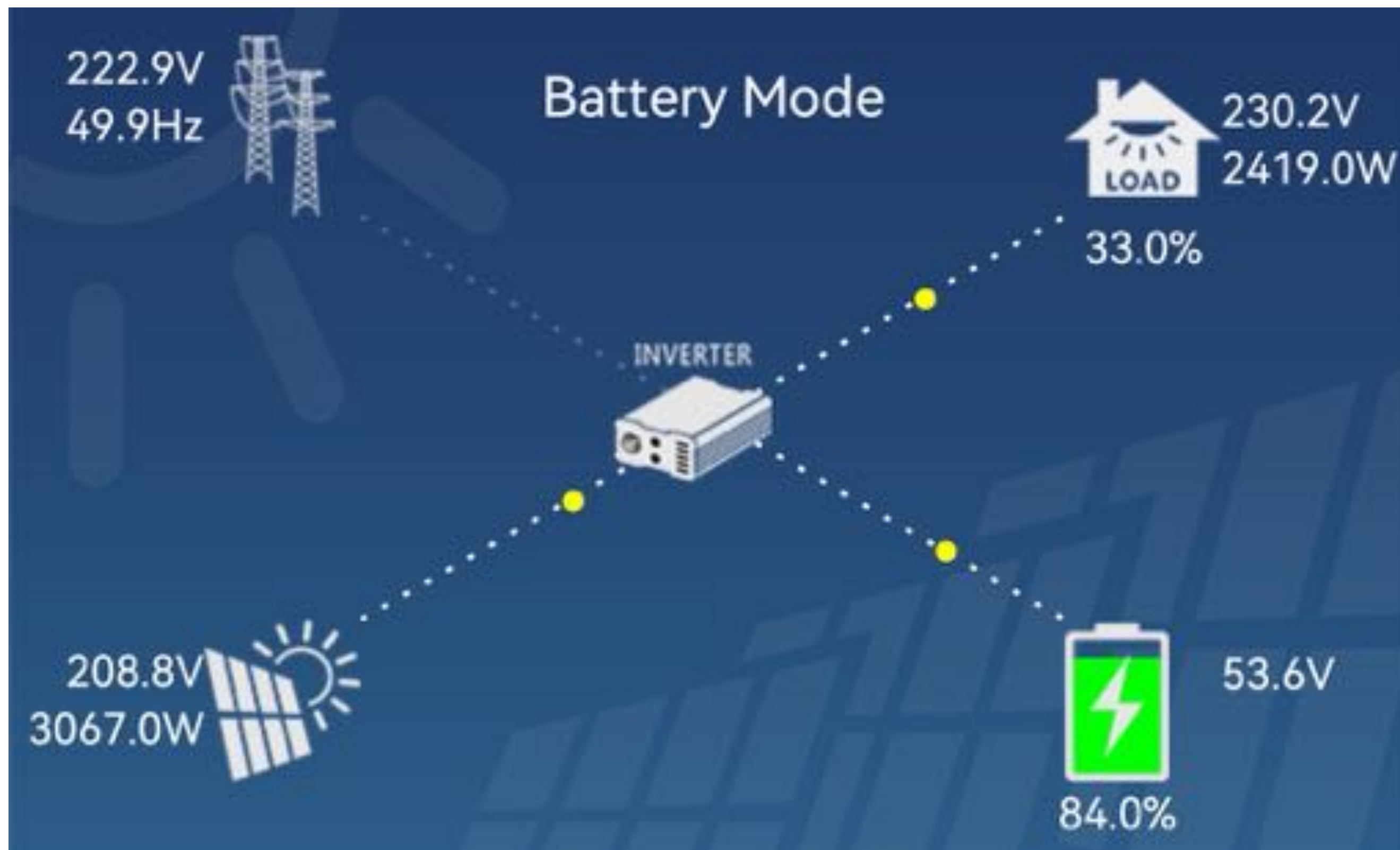


ENERGY AVAILABLE FOR SELF-CONSUMPTION: 98.230,00 kWh ; \*60%



# Customized monitoring

The importance of real-time energy flow control to optimize the installation.



# Environmental sustainability & friendly framework

10 years ago, the first companies trusted in the idea and concept.



- ✓ Faithful to **their pioneering and entrepreneurial attitude**, companies from Almeria determined to invest with environmental sensitivity and in our business model.
- ✓ **BMW Ibérica, Frutas ESCOBI, Hortofrutícola LAS NORIAS, and Cartonaje MMAX** have been committed to the initiative **from day one**, and these projects have led to numerous installations in **Andalucía, Murcia, and the Canary Islands**.
- ✓ Soon followed installations promoted by for companies such as **Agrobio**, many exporters and producers in the agricultural field such as **banana plantations, greenhouses, pumping, irrigation and water recycling solutions, rural tourism, oil mills, residential houses, golf courses and hotels followed the example**.
- ✓ **Gas stations as DISA (SHELL), REPSOL and CEPESA** have also applied the concept designed by PROCONSULT, combining self-consumption with the need to offer the service of **high speed e-charging of vehicles** with the **necessary power**, avoiding to **extend the procurement from the electricity grid**.



PROCONSULT considers

# Almería as an international reference in solar energy applications as a whole.

- ✓ **Renewable energies and sustainability** are undoubtedly **leading challenges** that provide **adequate support** for the **current economic crisis** in the agriculture, water, tourism, and labor markets.
- ✓ Almería is the European area with the **highest solar (and light)** potential.
- ✓ Companies and consumers in general are **accelerating their sustainability** strategies, **seeking for more energy independence**, and are in urgent need of **increasing efficient and viable solutions**.
- ✓ The importance of the agricultural sector in Almería, its background experience in the application of sustainable and viable solutions, its capacity to produce quality water at adequate long-term costs, and the optimization of the cost of food production, is setting a growing international benchmark.
- ✓ The acquired experience of its companies, institutions, and research centers over the last 50 years, together with the world-renowned technological applications in greenhouses, offers today for Almería today an perfectly achievable milestone, designing an effective model to help and reduce hunger in the world.

# Solar self-consumption projects carried out in all types of sectors by Proconsult from 2012-2022)



- ✓ More than 200 completed projects, 15 in execution, and more than 100 under study.
- ✓ 6,000 kW of installed power in direct self-consumption, another 3,500 kW in preparation.
- ✓ 8,500,000 kWh of 100% renewable energy produced and managed.
- ✓ 6,644 tons of CO2 emissions reduced every year.
- ✓ 65 recharging points for EV installed in Andalusia and the Canary Islands.



The recent energy boom gives no respite

# The more renewables, the cheaper the energy bill.



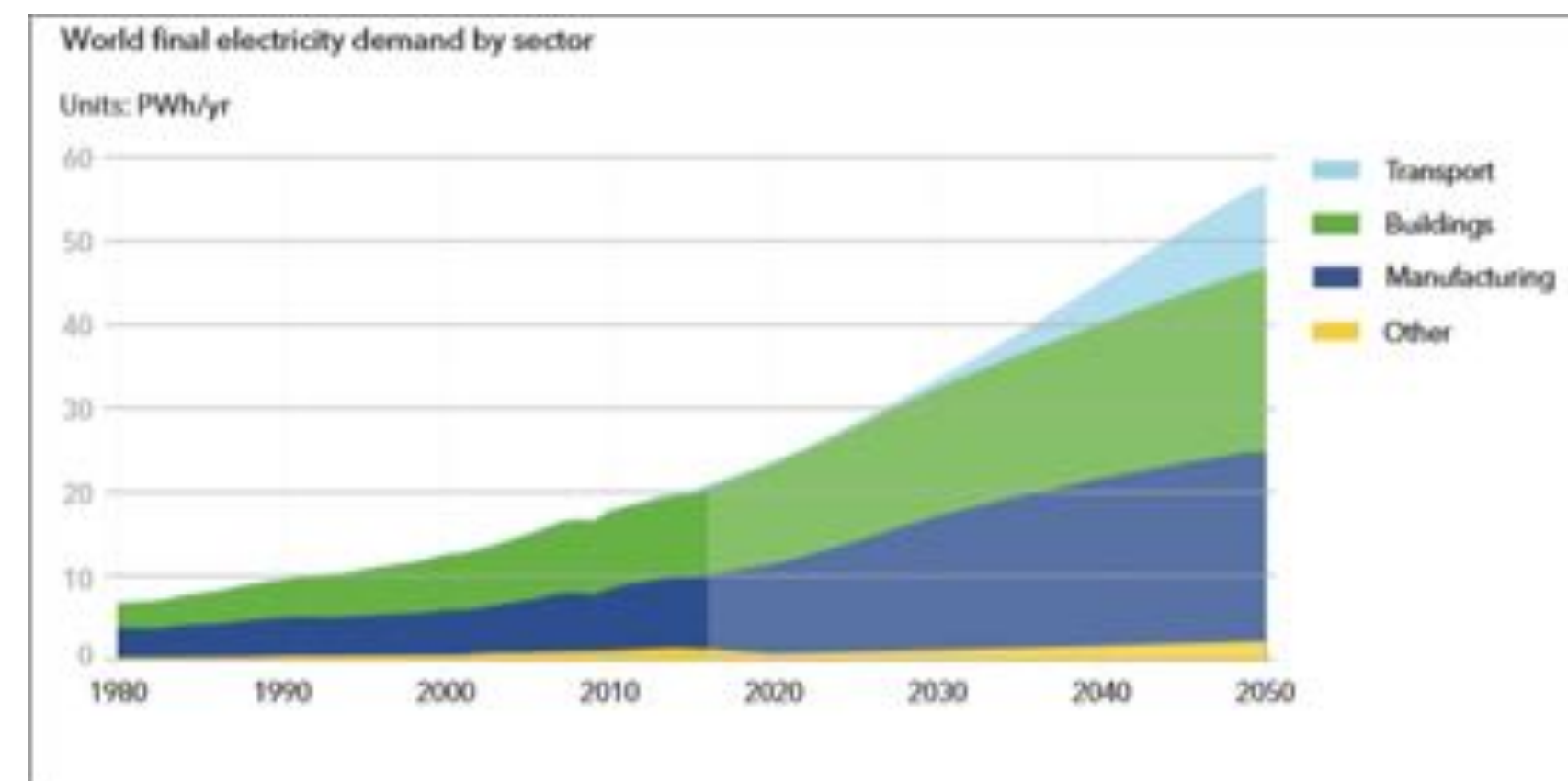
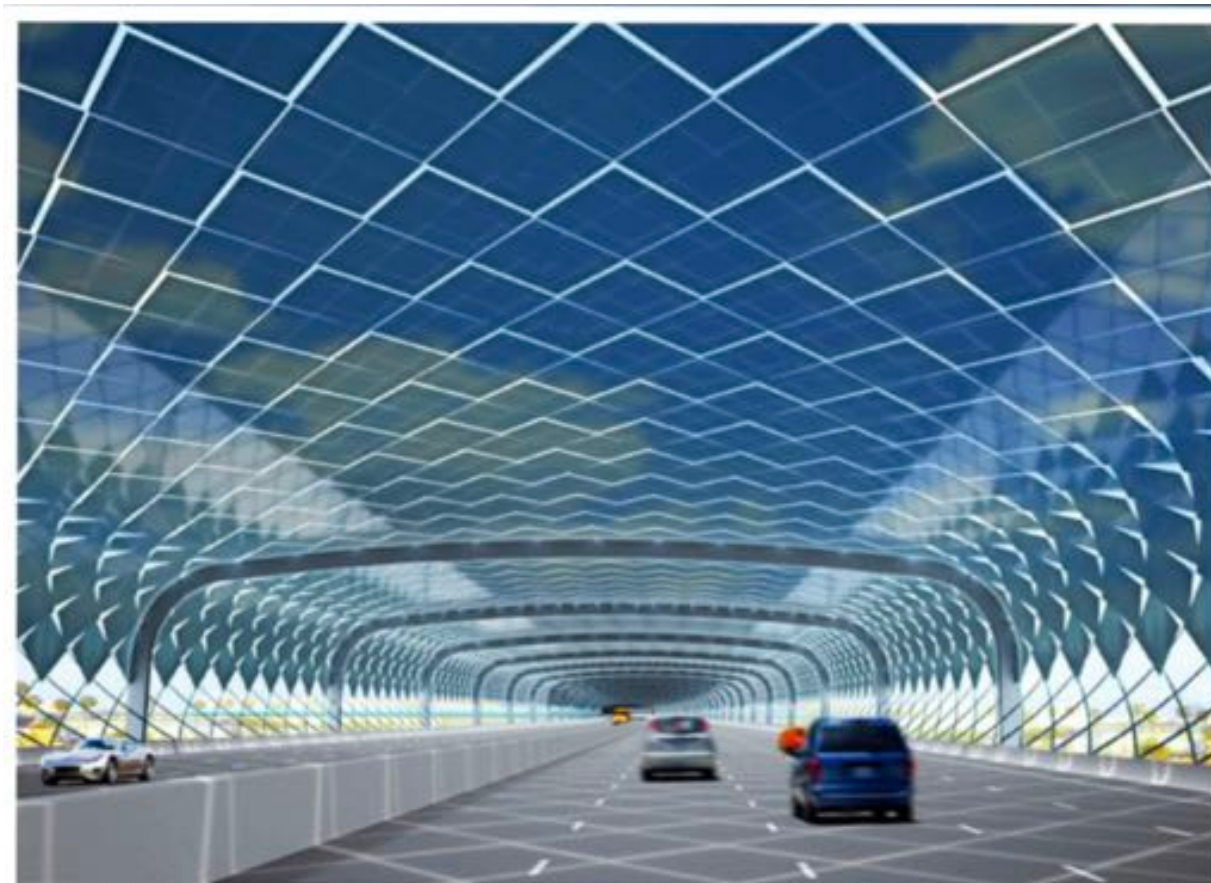
- ✓ 2020 was the year of the **real push for energy transformation** and marks a turning point in the history of renewables. This is a **historic opportunity**, neither the sector nor the citizens can afford missing out.
- ✓ There is an **urgent need to control and stabilize in the long term and lower electricity costs** for consumers, and **the most efficient way is to ensure independence from the distribution networks.**
- ✓ The **investment in a photovoltaic system for self-consumption today pays for itself**, depending on the consumption profile, **between 3 and 5 years**, without the need for subsidies.
- ✓ Once the cash flow gets positive, the solar **power station offers energy practically free of charge**, with only the **maintenance cost, for more than 20 years. Today's top-quality modules already guarantee a linear production of 30 years.**

# Challenges for the future

In 2030, the energy demand will be 50% higher than today



- ✓ Increasing the use of renewable sources for electricity generation.
- ✓ Meeting energy demand and at the same time achieving sustainability targets.
- ✓ Storing energy in high-capacity batteries and feed them into distribution grids to create **micro-grids** that will **stabilize power quality and supply**.



# PROCONSULT's vision in the solar self consumption sector



- ✓ Both perspectives, **the growing global need to consume more energy** combined with **a necessary reduction of production costs**, inevitably lead to **renewable energy solutions**.
- ✓ **This challenge** represent the **essence and philosophy of PROCONSULT**.
- ✓ **Producing the energy where it is consumed** is one of the greatest advantages, without the need to transport it avoiding significant costs and losses of energy in the grids.
- ✓ Self-consumption facilities **balances the voltage** of the distribution networks and improve the **quality of electricity** supply to the installations and machinery that use it.
- ✓ The **solar energy application is infinite** and is **applicable to all sectors that need electricity**.
- ✓ More and more customers **value the image that environmental friendliness conveys**, provided that the **above requirements are met**.

# How to meet consumer needs and expectations.

Approach the solutions to the customer.



- ✓ We consider it essential to **bring technical solutions closer to the consumer**, and by **demonstrating their efficiency, to gain their trust in order to convince with the proposed solution.**
- ✓ The proposed installation and the investment **must meet the medium- and long-term expectations** of energy **production and economic savings.**
- ✓ The correct interpretations of the **consumption profile** and the **appropriate sizing** of the solar installations is essential to **obtain the expected savings** in the long-term.
- ✓ **After-sales service and dialogue with the consumer to optimize the efficiency** and use of the energy available correctly, is part of a **mutual learning process** that needs to go **hand in hand between installer and consumer**, both to adapt the installation to new needs and **to introduce new solutions.**

# PROCONSULT, goals for the near future.

Perfecting solar application in all sectors.



- ✓ Once the efficiency of self-consumption system demonstrated,
- ✓ **it is time to welcome battery storage.** Both technologies not only allow **to leverage the excess of solar energies**, but also **to take advantage of the grid's energy in those hours where the energy cost is cheaper**, reaching to a high and even total independency in many cases.
- ✓ **Perfecting the application off solar energy in all sectors, especially in water recycling, while stabilizing the long term costs in both items, water and energy.**
- ✓ **Applying the full range of technically and feasible solutions, pro-moving the food production in green houses anywhere, even in off grid conditions.**
- ✓ **To continue investing in its own knowledge and betting on an exciting future in the energy sector.**

# Solar energy and battery storage

Promoting grid independence in agriculture and making energy available at any time.



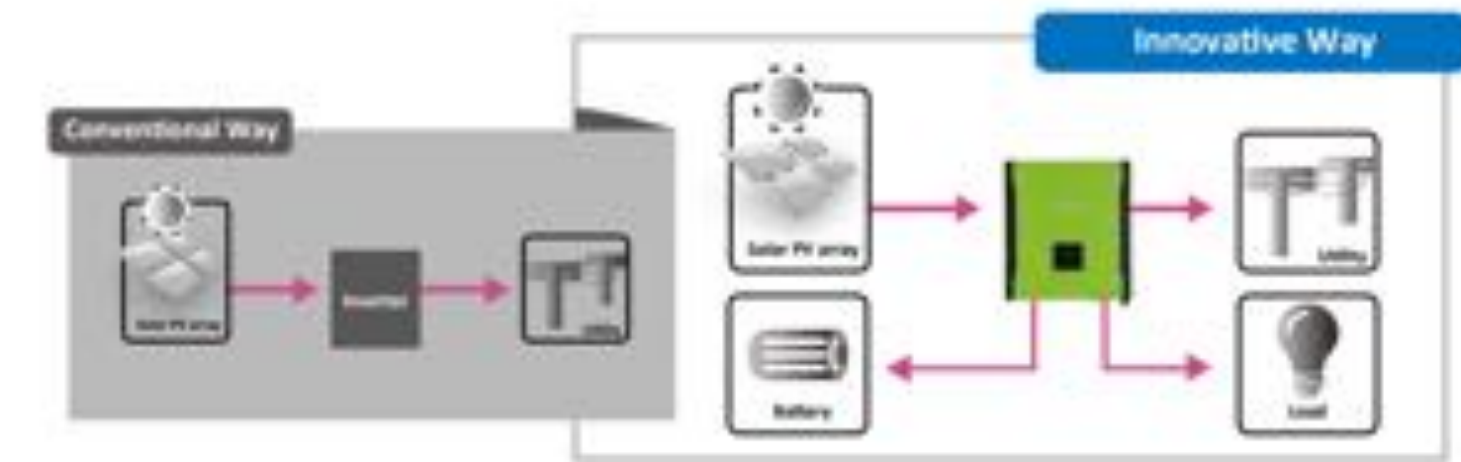
# When high volume of energy storage is needed.

Container boxes up to 150 kW power and 450.000 kWh energy storing.



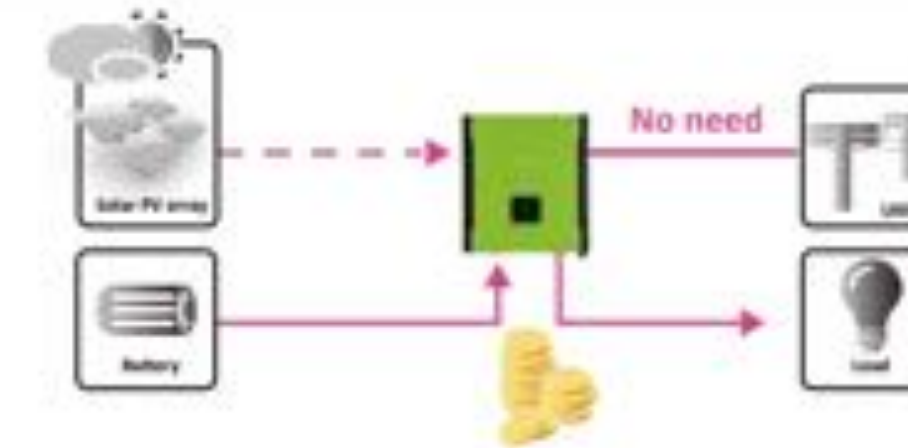
## Feed-in is not only choice

In comparison with conventional grid-tie inverter, InfiniSolar is able to not only feed-in power to grid but also store solar power to battery for future usage and directly power to the loads.



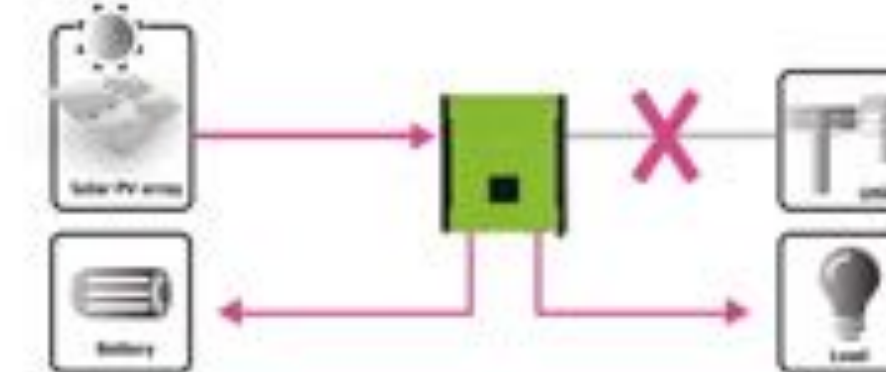
## Save money by discharging battery for self-consumption first

InfiniSolar can save money by using battery energy first when PV energy is low. Until battery energy is low, InfiniSolar will extract AC power from the grid.



## Power backup when AC failed

InfiniSolar can operate as an off-grid inverter to provide continuous power even without the grid. It's perfect power solution for remote regions or temporary AC power source such as camping or flea market.



# Agro Solutions, the greenhouses of the future.

in collaboration with the **Tecnova** R&D Center, Almeria



1. El CT TECNOVA es una organización privada sin ánimo de lucro con personalidad jurídica propia, integrada por más de 120 empresas pertenecientes a la industria y servicios auxiliares de la agricultura del territorio español y de la Unión Europea, entre las que además se da la presencia de administraciones públicas, centros de investigación y entidades financieras.



# To integrate our system into the greenhouses

we collaborate with the leading companies in the sector.



- with **presence in international markets**, designing, manufacturing and marketing products and services for intensive and sustainable agriculture.
- providing technological solutions for a **rational use of WATER** and production under shelter through **greenhouses adapted to each climatic region**.
- The mission is to research, develop and find **solutions to make the different stages of cultivation more profitable, productive and efficient, with total respect for the environment**.
- Production systems that combine **climate optimization, natural conditions and protection**, betting on HIGH TECH with a positioning in both focuses, cold and warm climates.



# The challenge: avoid seasonality and off grid energy

Increasing greenhouse profitability



CS Centro Stirling



Centro Stirling is Mondragon Componentes' medium-long term R&D resources around efficient use and generation of energy at house scale. Created in 2008, it is integrated in the Basque Network of R&D entities, in the SINAI of Navarra and, recently, in CAIT.

[www.centrostirling.com](http://www.centrostirling.com)

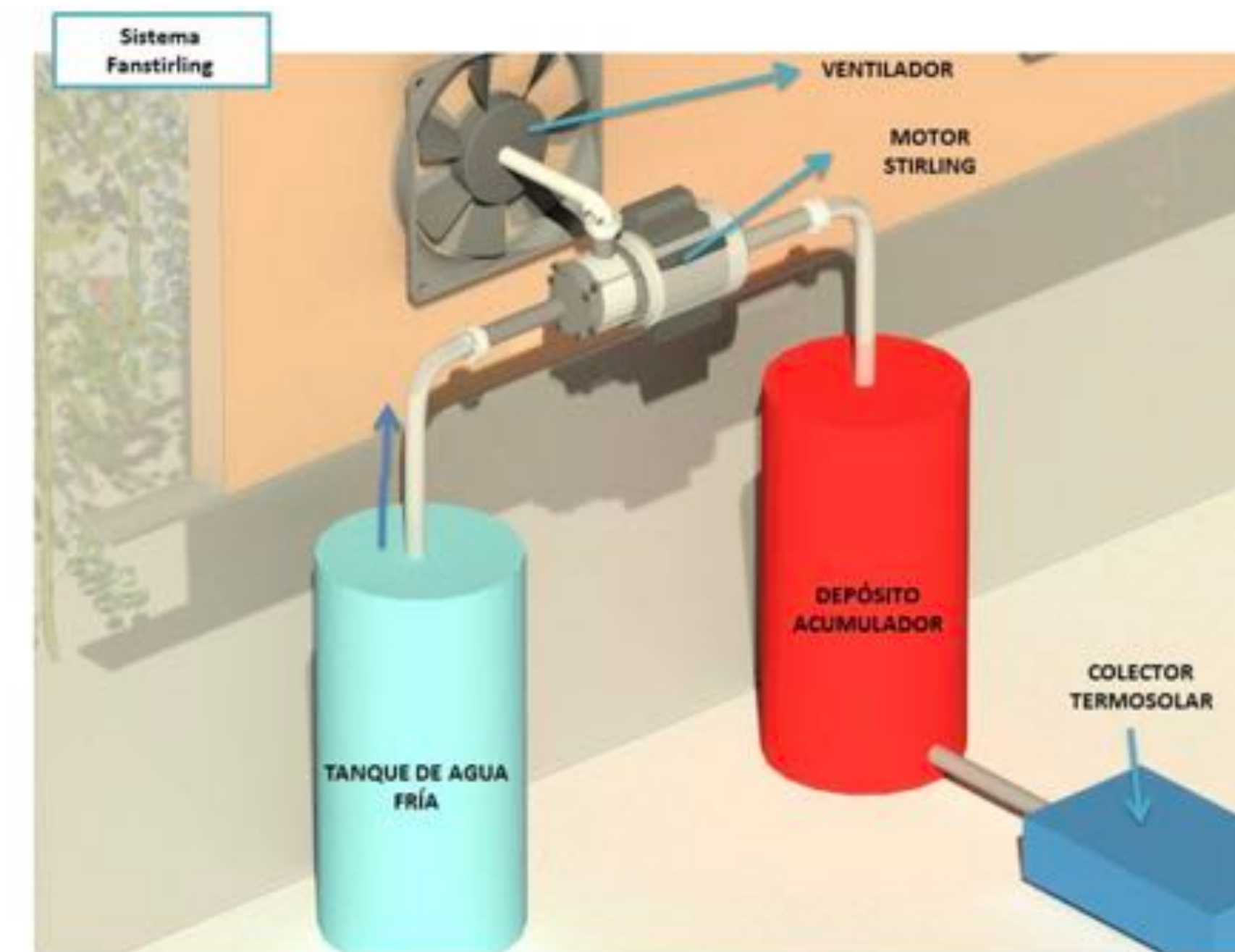
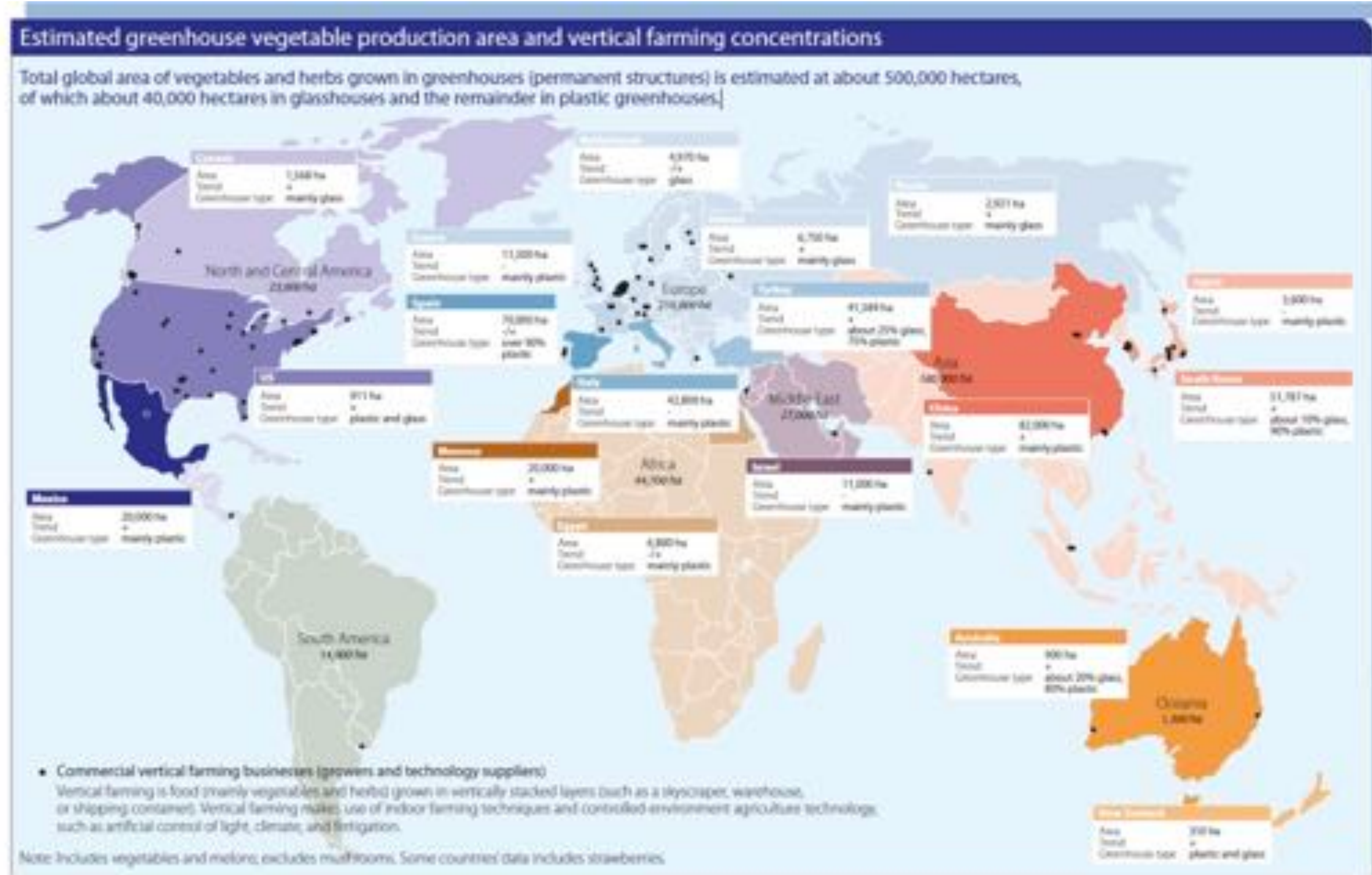


Figura 1. Vista general del sistema FANSTIRLING

# The potential of greenhouses in the world

Thanks to energy-independency can be promoted anywhere in the world



As reference:  
Installed surface of greenhouses in:  
North & Center America:  
23.000 ha  
Almeria: 33,000 ha  
Andalucia: 54,000 ha  
Spain: 70,000 ha  
Mediterranean basin:  
135,000 ha

# Some examples of self-consumption applications

In search of the energy independence



# Self-consumption Project 20 Has (Andaluza del Campo Sur, Nijar)

Rooftop installation + solar carport, for desalination and pumping



The annual production of green energy represents a saving of **15,852.12 €** per year.





# Off-grid solar pumping (El Hijate, broccoli production)

The solar tracker pumps 9 l/s at 200 m, replacing the further diesel generator produces a saving of **25.100 €** per year



# Real-time monitoring of irrigation application

Security system and daily control of the installation conditions



Monitoring system powered by solar energy and battery to control the system, ensuring proper operation and allowing quick action in case of failure.

# Solar pumping Project (Ricasur) 5 Ha greenhouse

## 15 kW photovoltaic self-consumption tracker

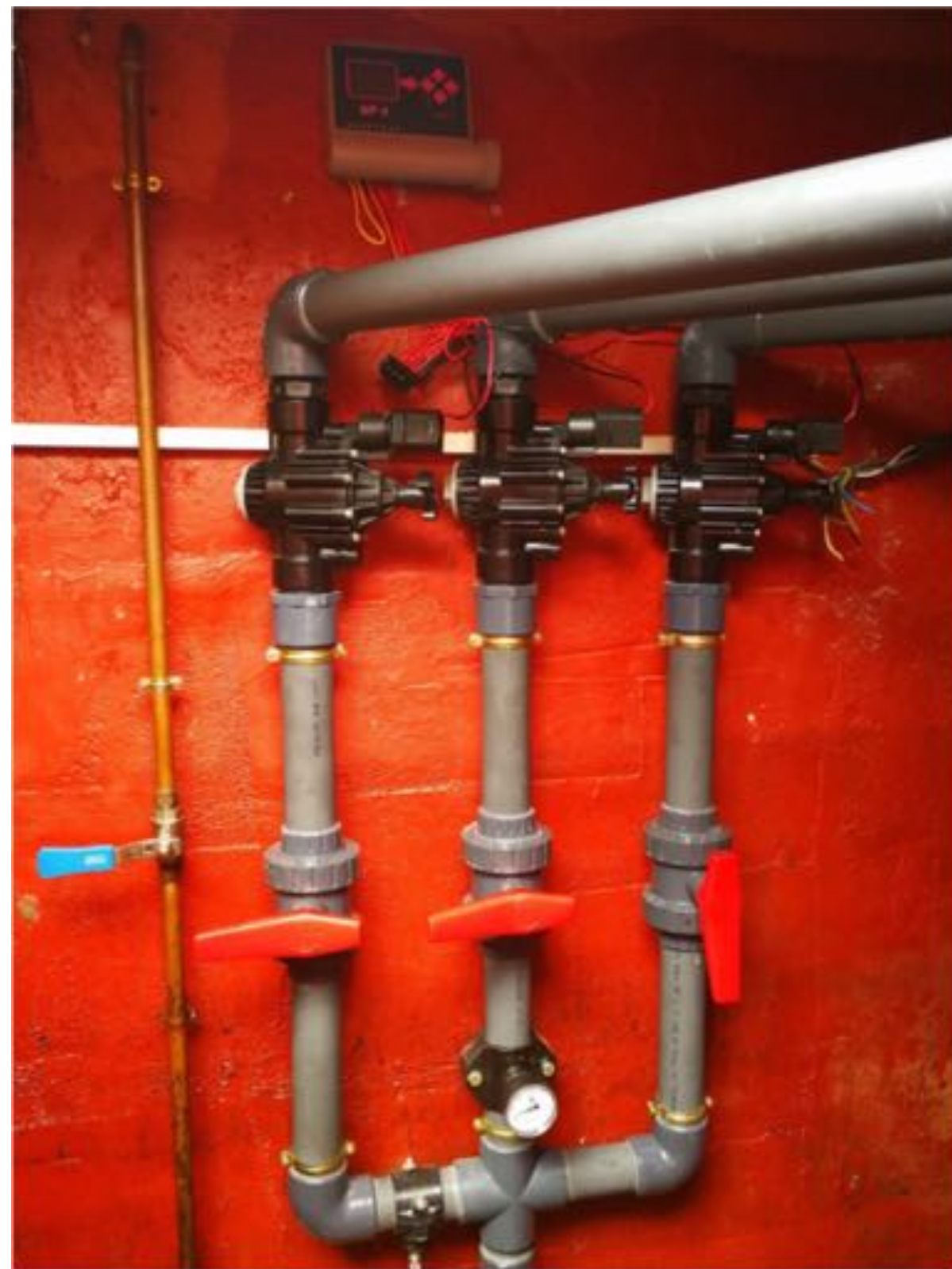


The 15 kW photovoltaic self-consumption tracker brings a saving of **4,965 €** per year.



# Solar pumping Project (Font Clara) 6 Has

2.56 Kwp of solar panels automatically irrigate six hectares of olive trees at a rate of 8 m<sup>3</sup>/h.



# Projects carried out for companies in the primary sector

**AGROBIO** 300 kWp installed offers 480.000 kWh /year for self-consumption.



# Self-consumption Project Export Escobi, Almería

Rooftop installation 500 kwp + carport + solar tracker + 22 kW e-charger



# Self-consumption for banana exporters and rural tourism in the Canary Islands





# The advantages of floating solar system

Desalination and solar pumping project of 990 kW for irrigation of 37 hectares of banana plantations



- ✓ The installation is modular, allowing it to be **adapted to any shape**.
- ✓ Thanks to the coating of the panels, the **evaporation** of thousands of liters of water per year is **avoided**.
- ✓ **Algae growth is slowed** by the reduction of radiation at the bottom of the reservoir.
- ✓ Improved **module refrigeration** enables more efficient power generation.
- ✓ They **save space** by using a surface that, with other solutions, would be wasted.

# Our reference product: **The Sun Tower**

Rotating on two axes, 1m<sup>2</sup> on the ground, 11m high, with 8 kWp produces up to 20.000 kWh/year



- ✓ The doble axes orientation brings **30% more production.**
- ✓ Translucent **bifacial modules** with high efficiency.
- ✓ It allows the transit of trucks; the sail remains in **vertical position at 4.30m free from the ground.**
- ✓ **Illumination** of both the module sail and the advertising column.
- ✓ It operates with an **anemometer for winds >80km/h** and with **pyranometers to measure light density and orientation.**



# The new **INSOLIGHT** system for agriculture

Selective solar energy and crop protection



## Dynamic Light Transmission

Insolagrín is more than a simple solar installation. It's also a new tool for farmers, with dynamic adjustment of the light to optimize crops' growth over seasons and changing climate. Our tracking algorithm integrates

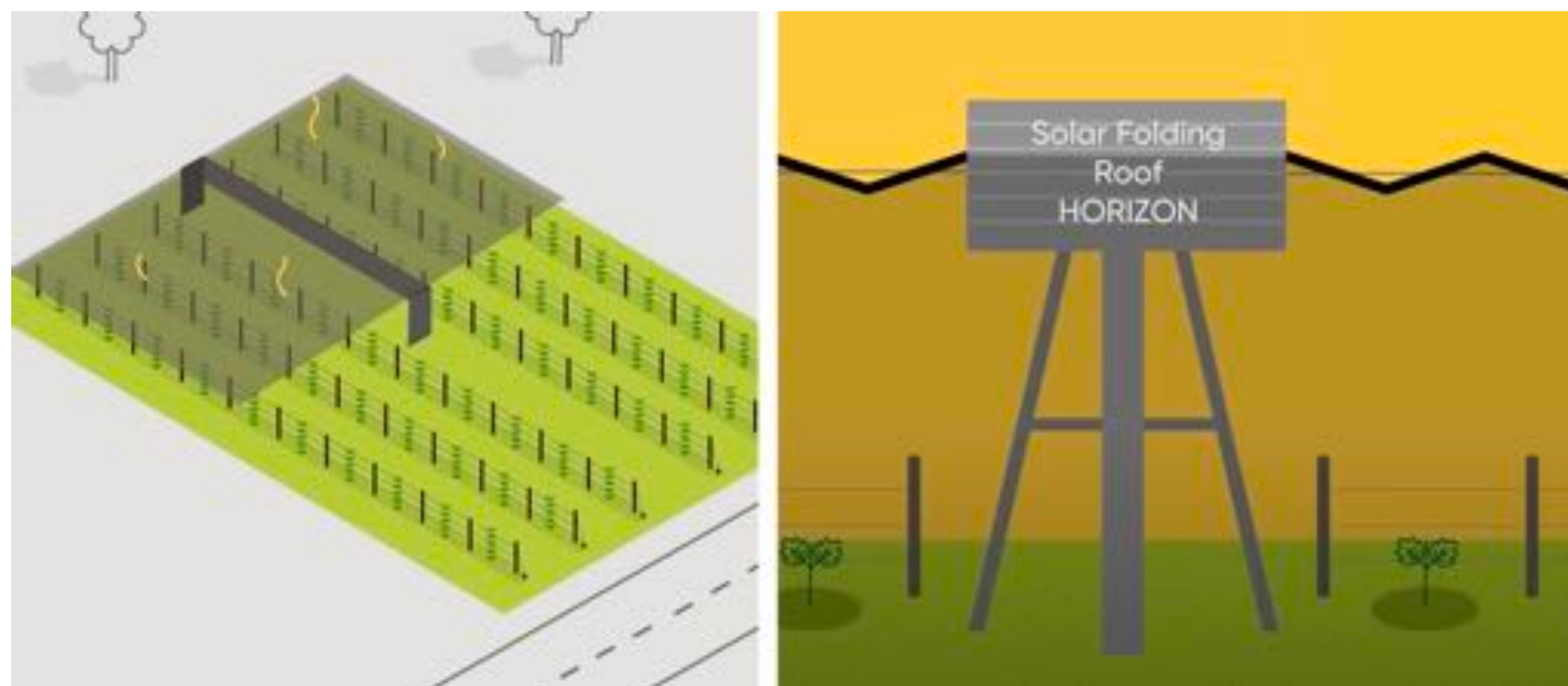


... a solution for protecting crops and generating renewable energy





# The solar Folding roof offers double benefits: Flexible shade and climate protección for crops



# The solar carports and EV charger: an ideal combination for energy self-sufficiency

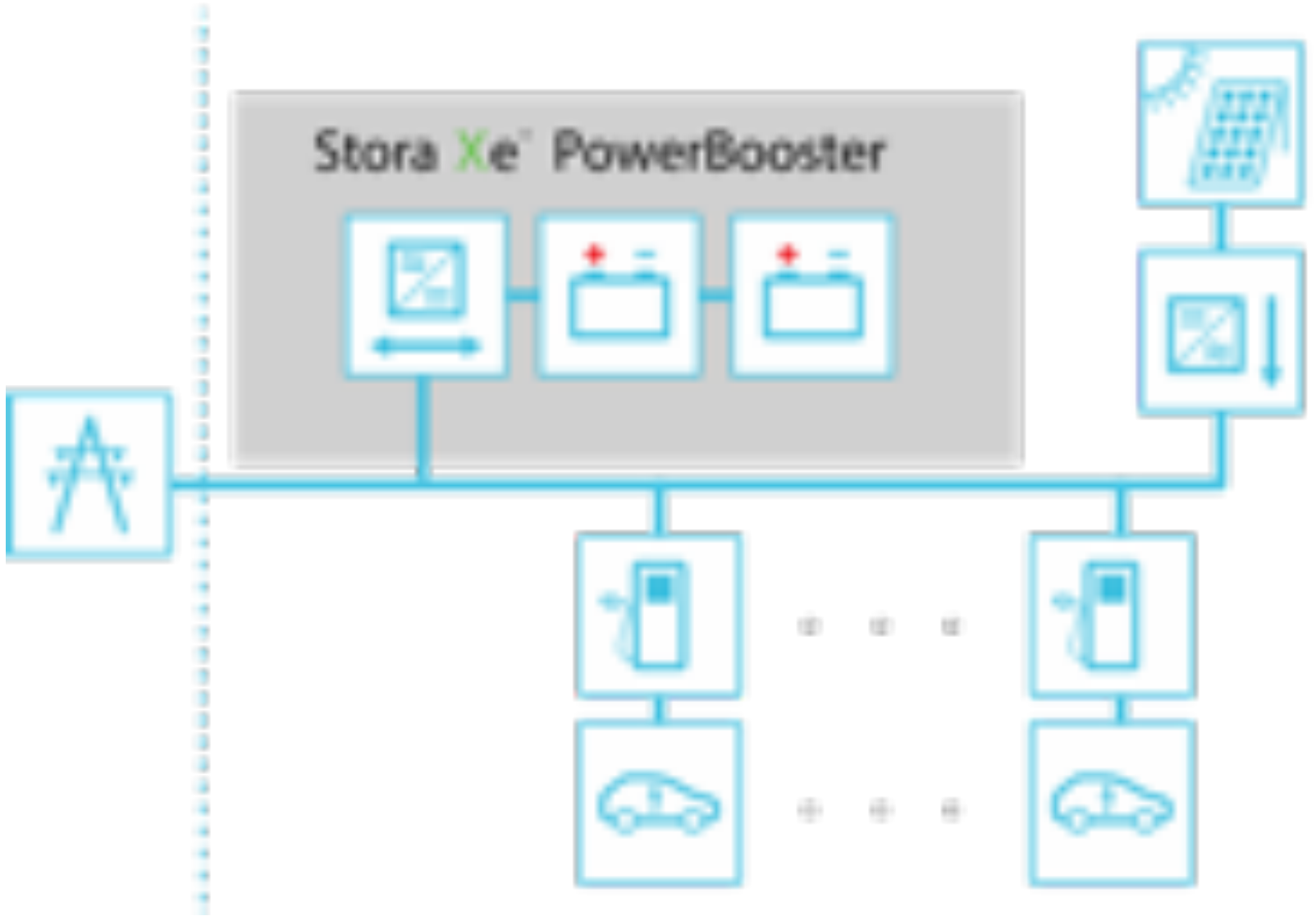


- ✓ Under deck parking, generating clean energy offering a modern and personalized image.
- ✓ The translucent modules increase the energy production, provides shade and protects the vehicles, thus offering more safety to users.
- ✓ They allow the installation of recharging points directly on each of the supports.

# For ultra-fast chargers, solar energy and batteries



The perfect union among charging systems for electric vehicles, avoiding the need to increase the contracted power from the grid.



# Some Awards

Sustainability, efficiency, CSR, and environmental commitment awards



## Andalucía Excelente Sevilla, 2015 and 2016

The work of PROCONSULT is recognized for its contribution to sustainability and energy efficiency, with special involvement in the fruit and vegetable sector.



## Andalucía In Business Córdoba, March 10th 2016

PROCONSULT's work in CSR for demonstrating a special sensitivity to the right working environment and society is recognized.



## Agricultura Almeriense Almería, June 7th 2018

PROCONSULT's work for its environmental commitment and for promoting the use of renewable energy in the agricultural sector is recognized.



# Designing new solar energy applications

“To reverse savings and promote energy independence.” Roundtable Almeria 30.11.2021



**AL DÍA JORNADAS (RE)PENSAR ALMERÍA**

**JORNADAS (Re)pensar Almería**

**Marc Royen** - Presidente de Proconsult

*Ser capaces de cubrir la demanda creciente de energía, pero logrando la sostenibilidad, es el reto actual*

## “Almería puede ser referente en las aplicaciones de energía solar”

- Las empresas apuestan cada vez más por las renovables para ahorrar y respetar el medio ambiente
- Los empresarios almerienses son pioneros en la apuesta por el uso de energía fotovoltaica

**LINA GONZÁLEZ**

“Hay que cubrir la demanda energética y, al mismo tiempo, alcanzar los objetivos de sostenibilidad”. Así cerraba su intervención el presidente de Proconsult, Marc Royen, recordando la importancia que las energías renovables tienen y tendrán en el sistema energético por la independencia que otorga para consumidores y empresas, el ahorro económico y el respeto al medio ambiente.

Su modelo de negocio llega de la mano de la experiencia en proyectos fotovoltaicos para la venta de energía a la red hasta que deciden pasar a sistemas de autoconsumo con un sistema que “combina la independencia energética convencional con la inversión en su propia producción energética, ofreciendo esquemas de financiación adaptados a los ahorros económicos obtenidos”.

Explicaba Royen que “la creciente necesidad a nivel mundial de economizar más energía, unida a una necesaria reducción de los costes de producción, evaluación de forma inabundante a soluciones basadas en energía renovable” siendo de Almería las primeras empresas en “trabaja con la sostenibilidad medioambiental en este modelo de negocio”.

Un sistema que ha tenido su mayor impulso en el año pasado España, según el presidente de Proconsult, y que piensa sobre la mesa la importancia de “producir la energía allí donde se consume en una de las verticales importantes, sin necesidad de transportarla a otros y pérdidas importantes de energía en las redes. Las instalaciones de autoconsumo equilibran la tensión de las redes de distribución y mejoran la calidad de suministro eléctrico a las instalaciones y maquinaria que la emplean”.

**Amortizables** Explica Marc Royen que “una inversión en una instalación fotovoltaica para el autoconsumo amortiza, según el perfil de consumo, entre tres y cinco años” y asegura que este permite después “el seguir ahorrando energía de forma prácticamente gratuita, solo contando con el coste de mantenimiento, para más de 30 años”.

Lo que tiene claro el presidente de Proconsult es la importancia en que las instalaciones e inversiones propuestas a los consumidores “deben cumplir a medio y largo plazo con las expectativas de producción energética y ahorro económico”.

Cree Marc Royen que ahora es el momento “de introducir el almacenamiento en baterías. El tandem de ambas tecnologías permite aprovechar las energías solares sobrantes así como aprovechar la energía de la red en horas de costas energéticas más accesibles, alcanzando una independencia muy elevada e incluso total de la red en muchos casos”.

Para Almería como referente internacional en las aplicaciones de energía solar en su conjunto. Y es que la provincia “es la zona europea con mayor potencial solar y de luz”.

Cree Royen que “la experiencia adquirida en los últimos 30 años en la provincia, unida a las mundialmente reconocidas aplicaciones tecnológicas, los ahorros energéticos y la producción sin temporalidad en los invertidos ahorros a Almería, a sus empresas, instituciones y centros de investigación un hilo perfectamente alcanzable, el cual a su vez representará el modelo más eficaz para acabar con el hambre en el mundo”.

JORNADAS

# (Re)pensar Almería

29-30 NOV. Y 1 DIC.

Almería vive un momento apasionante. Veinticinco almerienses, convocados por La Voz, reflexionan sobre los aspectos que diseñarán el futuro de la provincia.



# After 45 years trajectory looking for the future with enthusiasm

European Society, Madrid, 21.01.2022



La Voz de Almería 21.01.2022

## ALMERÍA

### Premio a la labor de este empresario almeriense

Marc Royen recibe el Premio Europeo a la Mejor Trayectoria Profesional el pasado 21 de enero

**PARADIGMA** Una trayectoria marcada por el sol de Andalucía, por su clima y una calidad de vida que atrajo por necesidad a Marc Royen y a su familia con apenas 30 años. Entonces ni él podía imaginar hasta dónde llegaría. Todo comenzó en la Costa Tropical de Granada donde atendió grandes proyectos urbanísticos. Marc inicia un viaje de ida y vuelta con la instalación de centros comerciales en España y Marruecos, regresa a Andalucía para introducir allí la singularidad y el confort de las casas de modernos estilos en el Turísmo Rural.

**Reconocimiento** Este empresario de Almería ha recibido una distinción en la 1ª Edición Premio Europeo a la mejor Trayectoria Profesional el pasado 21 de enero en el transcurso de una mesa de gala en el Hotel Westin Palace de Madrid, entre los que se encuentran destacados una selección de profesionales en diferentes ámbitos. Un premio otorgado por La Sociedad Europea de Fomento Social y Cultural. Un reconocimiento que

promueve la experiencia y tecnología adquirida aquí, a nivel internacional, aplicando un modelo de negocio novedoso basado en el aprovechamiento de la energía solar. De la mano del Padre Ángel, Marc ha recibido esta distinción, que emocionado, nos revela que "ya hemos acordado directamente con él insertar en varios proyectos de "Mensajes de La Pía".

**Agradecimientos** Marc, nos da la oportunidad de dirigir a todos los presentes, con un discurso que fue aplaudido y felicitado en el que reflejó su trayectoria. "Nací en las Andinas belgas en el 74, cuando Don Luis ingresó en la escuela oficial de periodismo. Como él, apenas 3 años, así madre sufrió una caída y parálisis irreversible. Un médico de pueblo llevaba siempre acompañado a mi padre la imagen de un niño de 4 años y así llegar un poco la vida a su mujer Teresa. Llegó a la mayoría de edad, en padre me enseñó a compartir con valores un inmenso acto de generosidad y valentía, vendió su negocio y caminó de regreso. Llegamos juntos a Andalucía sin saber hablar español ninguno de los dos, él abriendo

un supermercado en Fuenlabrada y yo, un pequeño restaurante de platos en Almería. Lo que nos encontramos en Almería fue un clima excepcional, sino un pueblo amigable con unos valores humanos excepcionales. España ofrece una calidad de vida difícil de superar, sencilla e ilustre, además de ser un país muy agradable en el extranjero. Carmen me regaló dos hijos maravillosos, los educó de manera magistral, siempre estuvo a mi lado, sobre todo en los momentos más difíciles. Aquí aprendí a valorar a la familia y a los amigos y lo que significa ser un país seguro. En Almería, tierra de emprendedores y tecnología de referencia internacional, hemos encontrado el cultivo ideal para promover desde allí nuestra visión sobre las aplicaciones de la energía solar".

En el mismo discurso, ha querido agradecer "a este gran pueblo todo lo que nos ha regalado. Mi madre ejemplo de sacrificio y amor, me enseñó a compartir con valores un inmenso acto de generosidad y valentía, vendió su negocio y caminó de regreso. Llegamos juntos a Andalucía sin saber hablar español ninguno de los dos, él abriendo

proyectos inmobiliarios hasta Alemania e Italia, punto de partida para la colaboración con otros socios internacionales. De vuelta a casa, mi hijo Daniel y David se incorporaron a PROCONSULT y juntos sentaron las bases de una marca imparable. Desde 1997 recorrimos todas las actividades de consultoría a través de la empresa Proyectos & Consulting Almería, S.L. Desde PROCONSULT ofrecemos soluciones integrales de autoconsumo fotovoltaico, bombas solares para la agricultura, monitorización energética en tiempo real y puntos de recarga para los vehículos eléctricos. Además, colaborando con Tecnova en soluciones para optimizar el aprovechamiento de los invernaderos y exportando nuestro know how a nivel internacional.



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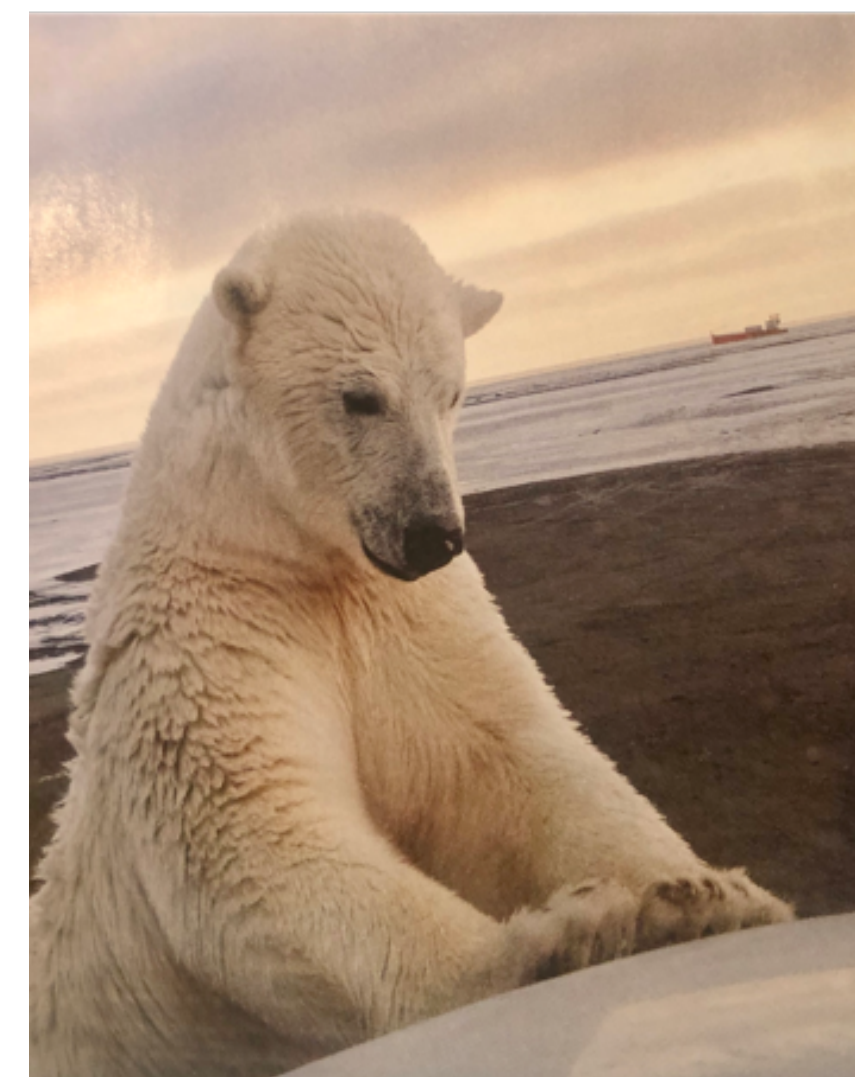
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Our logo, with the brave and noble Arabian horse, personalizes the essence of our group, and the slogan "attitude marks lifestyle", helps us in our day by day.

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Marc Royen Peters

"Attitude marks lifestyle"



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