



Newsletter N7

June 2017

## REPHLECT at Intersolar and Greencities

Munich, May 31- June 2, 2017

Málaga, 7-8 June 2017



During the month of June, BSQ Solar was present in two important international events in the fields of photovoltaics and smart cities in Intersolar Europe in Munich and Greencities in Málaga.



Intersolar Europe is the world's leading exhibition for the solar industry and its partners, and takes place annually at the Messe München exhibition center in Munich.



Since it was founded 25 years ago, Intersolar has become the most important industry platform for manufacturers, suppliers, distributors, service providers and partners in the solar industry.



This year, the event was held from May 31 to June 2, and it gathered a total of 1,100 exhibitors from 51 countries that presented different innovative solutions and products and attracted a total of 40,000 visitors. The visitors learned all there is to know about the challenges of efficient, safe and cost-effective integration of renewable energies, and the new business models which will emerge in the energy industry of the future.



BSQ presented its latest products and introduced its REPHLECT project to visitors. The REPHLECT manufacturing paradigm aroused big interest, especially among visitors from developing countries which currently have the most vibrant PV markets. Our perception was that once these countries gain expertise in managing solar deployments they are becoming interested in getting into the upstream segments of the value chain and not only playing the roles of development or EPC as traditionally up to now. HCPV, and particularly BSQ's, was understood by visitors as a path towards local PV production that is cost competitive and at the same time presents a much lower entry barrier in terms of the CAPEX required by its facilities. During the event our booth had visitors from

Chile, Argentina, Uruguay, Morocco, Madagascar, Libya, Egypt Turkey, Iran, Iraq, UAE, Saudi Arabia, India, China, Japan and almost all the EU countries.

Overall, Intersolar was a great event we had expected, with plenty of interesting contacts and help to increase the visibility of our REPHLECT concept, thus confirming the good move in its choice.



Held this year on June 2<sup>nd</sup> to 3<sup>rd</sup>, the event gathered a total of 3.400 representatives of companies, institutions and administration, and professionals from 38 countries. Being a reference in the field of smart and efficient management of cities, the event was attended by 200 municipalities from around the world which resulted in 2500 scheduled meetings in its networking area.



Last but not least, Intersolar was again a great opportunity to enjoy Munich and its traditional brew houses.

The other marketing and dissemination event of the month was the Greencities fair held in Málaga on 7-8<sup>th</sup> June for the 8th edition, at the Trade Fairs and Congress Center in Málaga.



BSQ Solar attended as one of the 140 exhibitors and introduced its HCPV technology, which due to its very high energy density and low installation footprint has important competitive advantages in urban PV installations, where it can compete with the frequently inefficient rooftop installations which are today the standard. This can facilitate the transition of present day cities to a sustainable all-electric energy model, including urban mobility, by increasing the efficiency in their exploitation of solar energy. Furthermore, this can be implemented resorting to the REPHLECT manufacturing model whose distributed approach based on its network of SPCs (Satellite Production Centers) can be easily and beneficially integrated in urban environments.



Greencities is a meeting point for professionals, institutional representatives and companies to showcase their products, services and experiences among the agents involved in the development of smart cities, and in improving the quality of life of citizens.

# BSQ's CEO interviewed by Energías Renovables

May 2017



Energías Renovables (<https://www.energiyas-renovables.com/>) is Spain's most read magazine regarding the field of Renewable Energies. It is a monthly publication that covers market and industry news, technology advancements, outstanding international projects, opinion columns by experts and specialized journalists, regulatory and political analyses and interviews to actors in the field, mainly in the Spanish and LATAM arena.

For its May issue they contacted BSQ to interview its CEO, Dr. Ignacio Luque Heredia. This happened after Energías Renovables had previously published in its website, several news articles related to BSQ Solar's projects and achievements:

<https://www.energiyas-renovables.com/fotovoltaica/la-espanola-bsq-solar-lleva-su-tecnologia-20161019>

<https://www.energiyas-renovables.com/fotovoltaica/la-espanola-bsq-solar-lleva-su-tecnologia-20170116>

<https://www.energiyas-renovables.com/fotovoltaica/ignacio-luque-elegido-miembro-del-consejo-director-20170420>

The interview was conducted by its Chief Editor, Pepa Mosquera that resulted in a 4-page article very nicely illustrated. It included questions about BSQ's background and history, the fundamentals and potential of HCPV technology, an introduction to the REPHLECT project and some discussion on BSQ's vision and future projects. The interview is in Spanish and can be downloaded by clicking the following link in our server:

<http://rephlect.eu/wp-content/uploads/newsletter/revistaenergiyasrenovables-bsq%20solar.pdf>



The interview reached a wide audience and the effect can be felt about how it has increased the public awareness about our company. We thank Energías Renovables for their careful approach to this interview and what we believe is an excellent piece of technical journalism, hoping that our work will continue to be worth their attention.

## Cameo appearance of BSQ's technology in a review of the new Tesla Model S

June, 2017



Alta Gama is a Spanish monthly magazine specialized in luxury and high-end cars. In its June issue, it reviewed among other things the last released version of the Tesla Model S, the P100D.

They contacted BSQ because they wanted photographs for this review in which this outstanding ambassador of the Cleantech Revolution was also portrayed close to a source of hi-tech solar electricity. Having read about BSQ's advanced PV technology, different from the conventional silicon-based one, they wanted to use one of our systems as a background for some of the photographs in the reportage.

The Tesla Model S is a full-sized all-electric five-door, luxury liftback, produced by Tesla, Inc., and introduced in 2012. The P100D released on February this year is currently the world's fastest car. Yes, the fastest and all electric! It can accelerate from 0-60 mph (96.56km/h) faster than any other street-legal car in 2.28 secs. That includes Ferraris, Lamborghinis, Bugattis and any other crazy exotic sports car you can think of. As if this were not enough, it is equipped with a 100 kWh battery pack and its range is 539 km, higher than any other electric car.

The car arrived at our facilities for the photo session driven by the magazine's test pilot who had previously raced it. Photos were evocative of a hopeful near term future in which transition to EVs, powered by high efficiency solar, will become the norm rather than something new. In fact BSQ is already in the process of developing EV charging stations in combination with first tier manufacturers of charging posts, but let's leave these details for future issues of our Newsletter...





**TESLA  
MODEL S P100D**

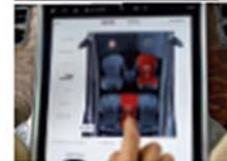
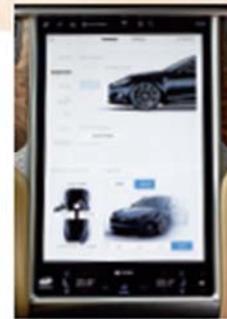
- ▲ **LO MEJOR**
- Aceleración brutal
- Portaobjetos
- Wakeman del maletero
- ▼ **LO PEOR**
- Tiempo de recarga
- Altura frontal y detalles de acabado

**AGRADECIMIENTO**  
Agradecemos a BSQ Solar y al Instituto de Energía Solar de la UPM la ocasión de las instalaciones para la prueba.  
[www.bsq-solar.com](http://www.bsq-solar.com)

Aceleración brutal con una tecnología libre de emisiones. Así es este Tesla.



Asientos de calidad y un espacio superior delante que detrás. La mejor nota para el maletero, enorme.



Todo táctil, ante la ausencia de botones, la pantalla central es el verdadero corazón del sistema.

la un producto diferente. En opción, el maletero puede albergar dos asientos adicionales para niños, en sentido opuesto a la marcha. También ofrece un sistema de filtración del aire muy avanzado, capaz de eliminar hasta el 99,97 por ciento de bacterias y contaminación de la cabina, incluyendo un modo de defensa frente a armas biológicas!

Otro gadget es la capacidad de la suspensión neumática inteligente para adaptarse continuamente al estado del asfalto antes reconocido por GPS (si pasa todos los días por un bache, el coche aprende a actuar). Y para terminar, no olvidemos que el fabricante ya cuenta con la tecnología para que su vehículo sea totalmente autónomo... cuando la legislación lo permita. □

**LA RECARGA: EL TIEMPO ES ORO**

Solventado el problema de la autonomía, razonable en un coche tan prestacional como el Model S P100D, queda pendiente la recarga. La infraestructura de supercargadores de 120 KW propuesta por Tesla en España es limitada (hay diez estaciones y previstas otras catorce); en solo media hora carga la equivalencia de unos 270 km de alcance adicional. En las denominadas estaciones de carga en destino de la

marca (en puntos asociados a hoteles o restaurantes, gratuitos para cliente) el proceso es algo más lento: 100 km de autonomía por hora en el mejor de los casos. Igualmente puede usar postes públicos, con distinta velocidad de recarga. Finalmente, la toma de corriente doméstica es poco utilizable. A las pruebas me remito: en nuestra oficina, durante toda una larga noche (trece horas), solo ganamos 170 km de alcance, y el sistema indicaba que le quedaban otras quince para terminar el asunto. Inasumible, así que obligatorio el instalar en el hogar un cargador más potente de Tesla.



**EL PROBADOR OPINA**

Un adelantado a su tiempo, un vehículo con autonomía eléctrica para la vida real... aunque a un precio todavía de futuro. La formidable aceleración de esta versión también es de otro planeta.



ALTZAGAMALLU

# BSQ invited to the Green Africa Innovation Booster

Marrakech, 12-13 July 2017

The Green Africa Innovation Booster held in Marrakech on 12<sup>th</sup> to 13<sup>th</sup> July, was a two-day international networking event, that connected industries, institutions and decisions makers to innovative startups operating in renewable energies, energy efficiency, smart grid, sustainable mobility, energy storage and new energies.

The event was organised by the Research Institute for Solar Energy and New Energies (IRESEN) - <http://www.iresen.org/> - the leading center for solar energy research in Morocco. It was held with the collaboration of UE's InnoEnergy (<http://www.innoenergy.com/>)

BSQ was invited by IRESEN to give a talk on the first day conference session devoted to success stories and examples, where it presented its HCPV technology and the REPHLECT initiative, in which Morocco has a very important role in the implementation and validation of a first pilot Satellite Production Center in Ifrane.

