



GSE exhibits at SITL Europe 2010
Stand : G039
23-26 March 2010
Parc des Expositions
Paris Nord Villepinte – hall 6

Press Invitation
Wednesday 24 March 2010

Nazca at SITL

An illustration of the sustainable development activity of the GSE group

At the occasion of SITL Europe 2010, **Nazca, subsidiary of the GSE group**, specialising in the installation of photovoltaic energy stations will be leading a conference,
On Wednesday 24 March at 9 h 45, with the theme :

« **Impact of the new legislative tariffs on the development of photovoltaics for the roofs of logistics warehouses** ».

Through the creation in 2007 of the subsidiary Nazca (dedicated to the design, installation and operation of turnkey photovoltaic energy stations integrated in the roofs of buildings) **the GSE group is voluntarily following its approach to sustainable development.**

With this new activity, the GSE group is completing its turnkey offer and allowing its clients the possibility of obtaining a photovoltaic energy station and the construction of their building by using a single supplier contact.

« **Backed by the internal experience of the GSE group, Nazca can make contractual commitments on the price, duration and performance of a project,** » explains Bertrand Chabanne, commercial manager, **GSE France.**

In this rapidly developing market, where promises are multiplying, the GSE group remains as clear and realistic as possible in order not to mislead its clients. **Nazca** is already capable of supplying real figures concerning the production of electricity and financial viability based on past experiences.

Furthermore, **Nazca** offers its clients a real aid to decision making by clarifying a wide variety of subjects such as the choice of investment solution, the type of insurance required, the choice of most appropriate technology and in carrying out financial simulations.



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Relations Presse :

Silviane Dubail - Tel : +33 (0)1 45 29 94 02 - Port : +33 (0)6 07 53 53 43 - Email : sdubail@sdcom.fr



Nazca also works with its clients in the operation of the energy station by establishing a maintenance programme and by monitoring to establish a reliable indicator of the level of production of photovoltaic electricity.

Nazca proposes two options for its clients :

- Either the installation of photovoltaic stations on existing logistics buildings which can be the opportunity to renovate and gain value from the roofs.
- Or the installation of photovoltaic stations on the roofs of newly constructed buildings ; and in this particular case, Nazca completes the turnkey design and build activity of the **GSE group**. The advantage for the client is, therefore, to have a single point of contact for the whole project.

« The installation of a photovoltaic energy station within the roof of a logistics building constructed in Toulouse for the Port of Barcelona (investor) is currently under way, » announces Bertrand Chabanne

And what about the legislation ?

The French regulator, whose responsibilities include the determination of tariffs for electricity generated by photovoltaics, is in the process of reducing the purchase tariffs and, above all, determining the transition rules with regard to the old regime.

Thus, the subsidy for integration within the building will very probably disappear for installations greater than 250 KWh and the purchase tariff will reduce heavily from 60 centimes/KWh to 42 centimes/KWh.

The impact on return on investment of the installations will be « phenomenal » and to remain in the market, companies must be highly professional and capable of optimising their proposals.



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