



KSA C&I Solar Market
Opportunities and Challenges:
Lessons-learned from Cenomi Projects



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Who we are



- Saudi-based joint venture between FAS Renewables and Marubeni Corporation, targeting the KSA C&I solar sector
- Implementing more than 50MWp of C&I solar PV projects across the KSA, with additional 100+ MWp project pipeline
- Committed to contribute to the KSA's Vision 2030 and NDC target



- Saudi renewable energy company
- Experienced developer and operator of solar PV assets
- Two operational assets in Egypt and Ukraine and one rooftop project at Hamrah Mall in Riyadh

Al Hamra Mall Project



Marubeni

- One of the biggest IPP players in the world
- Operating circa. 37,000 MW gross capacity all over the world
- 7 utility scale IPP projects 3,216 MW in Saudi Arabia

	Projects in KSA	Capacity
1.	Rabigh Solar PV	300 MW
2.	Al Ghat Wind	600 MW
3.	Waad Al Shamal Wind	500 MW
4.	Tanajib Gas	940 MW
5.	Ras Tanura Gas	356 MW
6.	Abqaiq Gas	360 MW
7.	Hawiyah Gas	160 MW
	Total	3,216 MW



Cenomi Center Solarization Project across the Kingdom



Renewable Energy Generation

- Rooftop / carport solar PV
- PPA solution



Cost Reduction

- Lowering energy costs in the long term through competitive tariff offer



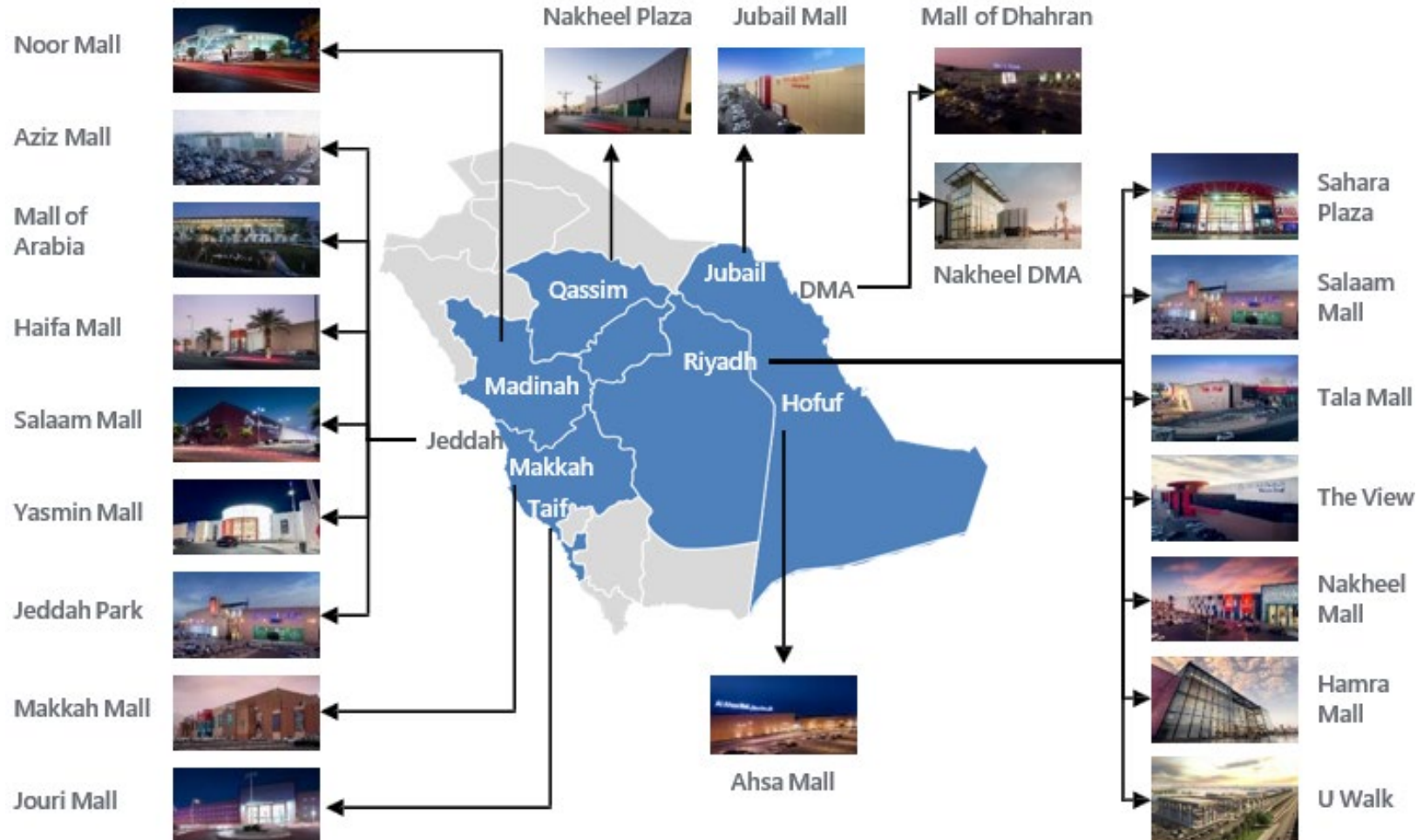
Environmental Benefits

- Reduction of carbon footprint and the Scope 2 greenhouse gas emission

Cenomi Center Solarization



- 13 PPAs to solarize Cenomi Center across the KSA
- 1 generation license obtained, 2 projects under construction
- Project finance from a GCC lender



Opportunities & Challenges



Opportunities

Market demand
Saudi Vision 2030
Electricity tariff



Challenges

Power Purchase Agreement
Project Development Timeline
Engineering, Procurement and Construction

Right skills and approaches will open a big potential in the market

Contact Us



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