

Enertis looks to wind power for growth opportunities in the coming year

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Total Wind Energy Capacity by State (MW)



Enertis Solar SL is looking to increase its involvement in consulting and engineering services in wind power projects next year, according to Managing Director Santos García.

The Madrid-based company, which goes by the name of Enertis, currently provides approximately 90% of its services to photovoltaic (PV) projects, with the

remainder to wind projects. In addition to its consulting and engineering services, it also provides testing and quality control inspection, which includes in-lab testing, testing pre and post-shipping, and on-site laboratories with the company's third PV Mobile Lab delivered to Chile at the end of September.

Enertis is currently involved in a few wind power projects in Chile, Mexico and Spain and is looking to deepen its involvement in those countries as well as in Argentina.

It hopes to rely on its extensive experience and client base in PV projects, which includes regular customers such as **Fisterra Energy**, **Actis Capital LLP**, **Zuma Energia SA de CV**, **Electricite de France SA (EDF)**, and **Acciona SA**.

Enertis opened its Mexican office in 2012, and was most recently involved in providing pre-planning services to companies bidding up to 6GW at the Mexican auction. Regarding the latter, García claimed that the majority of the winning bidders had also won contracts from Mexico's most recent 3.7GW electricity auction.

Enertis also opened its office in Chile in 2012 and is currently providing multiple services to a 300MW solar plant. García said that its market share in assisting the due diligence process of the financial stage of Chilean solar projects has, at times, exceeded 70%. The company's market share there has recently gone down a little bit due to the country's growing market.

Enertis' mobile lab additional product offering in that market follow similar deployments of a fixed lab in Spain, and two mobile labs serving customers in the US and Europe. Due to its rapid deployment, the company will be able to serve any of its clients across South America, though García noted that Enertis doesn't dismiss the possibility of installing another one in the region should it prove necessary.



Enertis participated in advising for an uncompleted renewable energy project in Argentina in 2012. García said the company renewed its work in the country a year ago and is committed to helping develop the market further, but that clearer signals to foreign investors in the industry still needed to be made.

Founded in 2006, Enertis' business model originally centered more around its testing and quality control inspection of PV modules, but the large increase in average capacity of renewable energy projects gradually meant Technical Advisory and Engineering Services became more valuable.

It initially primarily focused its operations towards Europe, mainly Spain, Italy, and Germany. Starting in 2009, it started getting involved in a few projects outside Europe in locations with great solar resources such as Chile, Mexico, Peru and South Africa, García said.

In 2010, it was involved in offering technical advisory services for a 1MW project in Chile and a 40MW project in Peru, which involved financing from **Overseas Private Investment Corporation (OPIC)**. García noted that it was the experience in those projects that led the company to start actively looking for contracts in Latin America.

The company also participated in offering consultancy services to Guatemalan conglomerate **Grupo Onyx** for the commissioning of half of a 80MW PV plant in 2015, which was the largest in all of Central America at the time. Enertis was involved across all phases from the PPA negotiation, the development of engineering. Handling of RFP for specialized services, negotiation with manufacturers, quality control of all components, and installation until the commissioning phase.

García commented that the Guatemalan project, another 30MW project recently performed in Puerto Rico, and similar ones in El Salvador, Honduras, Mexico and Brazil were particularly challenging due to the high levels of rainfall affecting the conceptual design and the construction and installation phases.

Enertis is currently involved in projects totalling 1.5GW of capacity. The company has so far been involved in more than 500 projects totaling over USD 18 billion in investments across 15 countries, according to García. It has annual revenues of approximately USD 10m.