

# INSIGHTS

EMPOWERING SOLAR ACROSS THE MIDDLE EAST

JANUARY 2020



Photo: Ghadir Shaar

HAPPY NEW YEAR

2020

**Oman:** 8 Of The 9 Bidders Unveiled In 1 GW Solar Tender

19 December



Oman Power and Water Procurement Co. has named eight of the nine bidders vying to develop twin 500-600 MW solar plants in the sultanate, but the energy off-taker has sown doubt by claiming

that the contracts will be awarded to private sector entities.

Read [more](#).

**Saudi Arabia:** To Generate Renewable Energy Investments Worth \$3.7bn

17 December

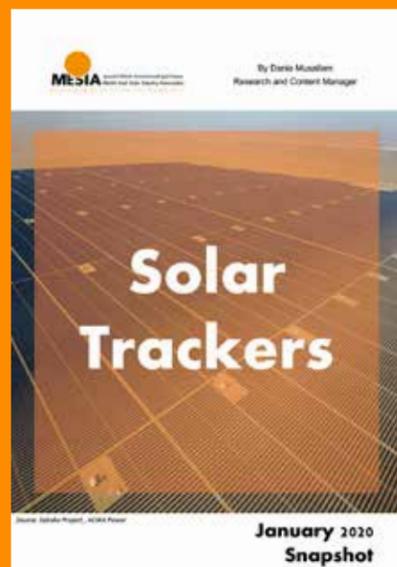


Investments in renewable and alternative energy will amount to SR14bn and create 6,800 job opportunities in the construction phase and 730 jobs in the operation and maintenance phase, the

ministry said in its 2020 budget statement.

Read [more](#).

SNAPSHOT OF THE MONTH



**Solar Trackers**

- Due to soiling, 0.4 - 1.1% of power output is lost.
- Trackers will boost PV system output by 20% or more
- Solar Trackers are already installed in several MENA countries

Download [here](#).



By **Dania Musallam**  
Research and Content Manager

**Egypt:** AMEA Power Signs PPA For 200MW of Solar

11 December



AMEA Power, a subsidiary of Al Nowais Investments (ANI), has signed a 25-year power purchase agreement (PPA) with The Egyptian Electricity Transmission Company (EETC) for a 200MW solar PV project and a 500MW wind power project in Egypt. Abyodos Solar Power Company (ASPC), a company fully owned by AMEA Power, will build, own and operate the solar project in the Kom Ombo region of Aswan under a 25-year take-or-pay agreement.

Read [more](#).

### Tunisia: Scatec Solar Secured 300 MW of Solar Capacity in 500 MW Tunisia Auction

17 December



The Norwegian PV developer was allocated three of the five projects available in the procurement exercise, having reportedly offered to accept \$0.025/kWh from utility Société Tunisienne de l'Electricité et du Gaz for the clean power produced by the largest, 200 MW slice of generation capacity available. Read [more](#).

### Morocco: Solar Energy Could Solve Morocco's Largest Energy Problem

17 December



Renewables currently make up around 34% of installed capacity. The government aims to increase this figure to 42% next year and 52% by 2030, with a blend of hydroelectricity, solar and wind.

Read [more](#).

### MESIA Solar Outlook Report 2020 - Official Launch

WFES Solar Forum  
15 January 2020 at 3:15 pm  
By Martine Mamlouk, General Secretary, MESIA



MESIA's 2020 Solar Outlook Report, the latest version of our annual research piece, covers the major highlights from the MENA region's solar industry over the past year and explores some of the trends expected to affect the industry in the coming two to three years. The report provide also brief analysis of the main solar markets in the region along with the developments, challenges and opportunities influencing this markets.

### Join Us For The MESIA Solar Awards 2020 Ceremony

15 January at 6pm  
Aloft Hotel, Abu Dhabi



The winners of the Solar Awards will be recognize at a prestigious presentation and gala ceremony during the WFES on Wednesday 15 January 2020. The event will offer a fantastic setting in which to network with fellow peers from across the industry.

[Know more about the Awards](#)

[Register to attend the ceremony](#)

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**WFES – Solar Expo & Forum**

The Solar Expo & Forum is the largest event in the MENA region, where the world's top solar companies participate every year to meet and find new business opportunities in one of the world's fastest growing markets.

This event offers an unparalleled platform to meet distributors, developers and government entities including utilities and private sector stakeholders who play an important role in developing and managing solar energy projects in the region.

Solar Expo & Forum offers a series of benefits exclusively to MESIA members to drive your profile and enhance your potential among the global future energy audience.

Read [more](#).

**Middle East Energy Dubai**

3rd to 5th March 2020  
Dubai, UAE



After four and a half decades as Middle East Electricity (MEE), the rebranded Middle East Energy – organised by Informa Markets – is the region's leading trade event for the power industry. In 2020, Middle East Energy will feature dedicated product sectors for Power Generation, Transmission & Distribution, Lighting, Renewables and Digitalisation

Register [here](#).

**Solarex Istanbul**

2nd April 2020  
Istanbul Expo Center



Solarex Istanbul will take place on 02-04 April 2020 for the 13th time. It will be a commercial platform to have the latest technologies, combination of the new products from all around the world. It takes place annually at Istanbul Expo Center, Turkey. It is also called the most important platform for manufacturers, suppliers, dealers of solar industry in Eurasia.

Register [here](#).



**What to Expect From JinkoSolar 460Wp Modules And Beyond?**

JinkoSolar launched its new flagship module Tiger at All-Energy Australia 2019. The module includes upgraded PERC half cut cell based on 9 busbars with TR technology, with module efficiency reaching 20.8% and the module peaking up to 460Wp. Tiger provides a significant enhancement of its 9BB and TR technology and offers customers a highly competitive performance-to-cost advantage as well as a fast time-to-market with direct migration from Cheetah version.

Read [more](#).



**NEW Podcast Series: Accelerating The Energy Transition (EP1)**

The energy transition is gaining speed, with countries around the world setting ambitious targets in the collective race against climate change. In this first episode of our new series, Remi Eriksen, DNV GL's Group President and CEO, explores the key findings from our recent Energy Transition Outlook 2019 report to determine how close we are to reaching these targets and what more can be done to ensure a faster transition towards a low-carbon future.

Read [more](#).



**Join NEXTrack's Deep Bench of Experts During WFES 2020 - Booth #6120**

Time: Tuesday, 14th of January, 12:30 NX Speaker: Jitendra Morankar, VP of Global Design Applications  
Keynote Session: Leveraging Artificial Intelligence in Renewable Energy Environments

Time: Thursday, 16th of January, 11:05 NX Speaker: Dan Shugar, CEO  
Keynote Session: How will Bifacial and Floating Panels Change Planning and Financing for Future Solar Projects?

Time: Thursday, 16th of January, 13:00 NX Speaker: Marty Rogers, VP of Asset Management  
Keynote Session: Predictive Maintenance: Improving the Efficiency of O&M in Renewables Facilities



Winter is coming! As always at this time of the year, our team is focused on finalizing a number of missions before holidays. We got our horizons broadened this year as we intervened in many exotic territories such as Benin, Kenya, Indonesia, Nigeria, Sierra Leone, Thailand or Vanuatu. A good way to get warm before celebrating the end of the year with family! Merry Christmas to everyone!

Read [more](#).



**Mr Moutasem Bitar**  
Sales & Marketing Director MEA  
SMA SOLAR TECHNOLOGY AG

**What is your role at SMA and how would you describe your job?**

I am currently heading the sales & marketing activities for SMA MEA. Sales activity is divided into two regions; Middle East & Africa. My sales teams in Cape Town & Dubai are comprised of marketing experts, application engineers and key account managers. The most interesting part of this role is overlooking all regions and transferring knowledge my team gains across different countries.

**How did you start your journey in the solar industry?**

My journey in the Energy industry started in Nuclear Energy before shifting to Solar. I was pursuing a post-graduate course in Economics of the Power Industry, where I pursued an in-depth analysis of the Middle Eastern energy market structures. Soon after, I decided to move back to the Middle East and had the opportunity to be part of the renewable energy trailblazing community in the region.

**What is your most memorable moment in Solar?**

Back in 2015, a couple of friends and I undertook a project to electrify a small remote community in Jor-dan whom we passed by during a hiking trip. After months of fundraising, engineering, and construction, we deployed multiple 5kW off-grid systems. I still remember to this day the smiles we painted on the fac-es of the family members. That day, I truly understood the value and impact solar energy can bring to the world.



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**GTEK SOLAR**  
**PARTNER - KSA**  
[gtek.com.sa](http://gtek.com.sa)

Gtek Solar is an end-to-end, customer oriented alternative, they are focused on marketing, trading, transportation, and distribution of solar panels in Saudi Arabia and in the Middle East. Gtek Solar is an environmentally friendly, renewable energy company offering a broad portfolio of technologies, products & solutions to their clients.

**CORPORATE MEMBER**



**SMA**  
**CORPORATE - GERMANY**  
[sma-mea.com](http://sma-mea.com)

SMA Group is a leading global specialist in photovoltaic system technology, they are setting the standards today for the decentralized and renewable energy supply of tomorrow. SMA's portfolio contains a wide range of efficient PV inverters, holistic system solutions for PV systems of all power classes, intelligent energy management systems and battery storage solutions as well as complete solutions for PV diesel hybrid applications. Digital energy services, as well as extensive services up to and including operation and maintenance services for PV power plants, round off SMA's range.

## CONTACT US

If you have a question or would like to speak to us about a project, please contact the relevant board member below. For urgent queries please contact [micheline@mesia.com](mailto:micheline@mesia.com)

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