

Local presence for success

It was a very special day when EST Energie & Solar Technik GmbH put the world's biggest PV system with Sanyo HIT modules and tracking system into operation at the end of June this year. With an installed capacity of 7.56 MW and a total of 1,900 trackers, the PV park in Torre Santa Susanna, Apulia, is one of the largest in the country. From its headquarters in Wallersdorf, Germany, EST has planned and realized the PV park as a general contractor. The system is maintained and monitored by the company's subsidiary EST Maintenance AK GmbH – based on its own monitoring software.

“We have already realized several 1 MW projects as well as a number of smaller and larger projects in Italy and around Europe. But this one makes us particularly proud”, says Alfred Karner, CEO of EST. Not least, because it's an important reference for Sanyo, as the supplier of the modules.

The project in Italy is only one out of many that demonstrate the skills of EST Energie & Solar Technik. When selecting the component parts for new projects, the product quality is a top priority for EST. Thirty years of experience in the field and component parts by renowned manufacturers such as Power-One

guarantee highest standards. EST was founded in 1997 by Alfred Karner. Between the years 1982 and 1996, the CEO was able to gain valuable experiences as a PV project developer for Siemens in Africa.

Outside of Germany, EST Energie & Solar Technik GmbH is mainly active as a general contractor for PV solar parks. In Italy, the company has already installed projects with a capacity of about 15 MW. In the future, EST plans to enter new business areas through its solar partner concept and by strengthening its presence on the local markets – ranging from rented rooftops, residential and commercial customers up to PV projects for major investors. Step by step, EST will be shifting its focus from the segment for open space systems towards rooftop installations. In Germany, the company has already gained experience through the installation of 4,000 rooftop systems.

Today, EST employs a staff of about 80 people around the world. On the Italian market, the company is active through four subsidiaries, which are located in Merano, Catania, Arezzo and Matera. Besides this, EST runs several engineering firms in Athens, Greece, and Linz, Austria, as well as a subsidiary in Switzerland.

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