

Trina Vertex S



Who is BayWa (r.e. (Solar Energy Systems GmbH)

BayWa AG

Founded 1923
Turnover ~ 17 bn €
Ebit ~ 188 M €

Four divisions

Agriculture
Building materials
Innovation & digitization
Energy

- Conventional Energy
- Renewable energy



Serves fundamental needs 

BayWa r.e.

Founded 2009
Turnover ~ 2 bn €
Ebit ~ 100 M €

- Projects
- Services
- Solutions → wholesales



For our planet 

BayWa r.e. Solar Energy Systems

Founded 1991 in Tübingen

Our offerings 4 customers

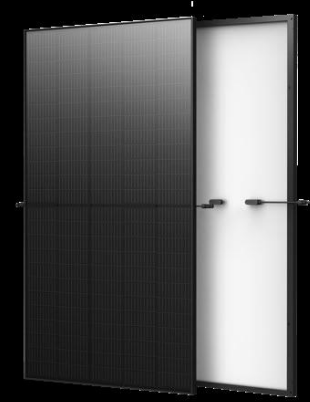
- Products & brands novotegra
- Webshop & Solar-Planit-Tool
- Logistics
- Projects
- Service
- Consultation



Solar on every roof 



Why we believe Vertex S is a high volume module



1

What do we define as a very good high quality and high volume wholesales product

2

What we especially like at the new Trina Vertex S product in terms of technical values

3

Mounting the Vertex S with our own novotegra mounting system on any roof



Our definition of a good wholesales partner and product

Top manufacturer

- Top brand
- High volume
- High quality
- Reliable deliveries

Top Warranty

- product 15 years / power 25 years
- Degradation
 - Initial 2 %
 - Yearly 0,5 %/a

Top product with leading edge technology M12 wafer with MBB

- High power → 405 Wp
- Weight 21.3 kg below 25 kg
- Size **1754x1096** = 1,9m² < 2m²
- 30 mm is small but fine
- Fit inverters input currents ~80%
- Temperature coefficients outstanding
- More modules per container
 - 36 pieces box and
 - 936 per container 40" → **380kW**

Mounting possibilities

Test loads 6000/3000 Pa

Fits all roofs systems
All snow load zones
And wind load zones

→ **Following slides**

Trina



Vertex S



Fixed with novotegra

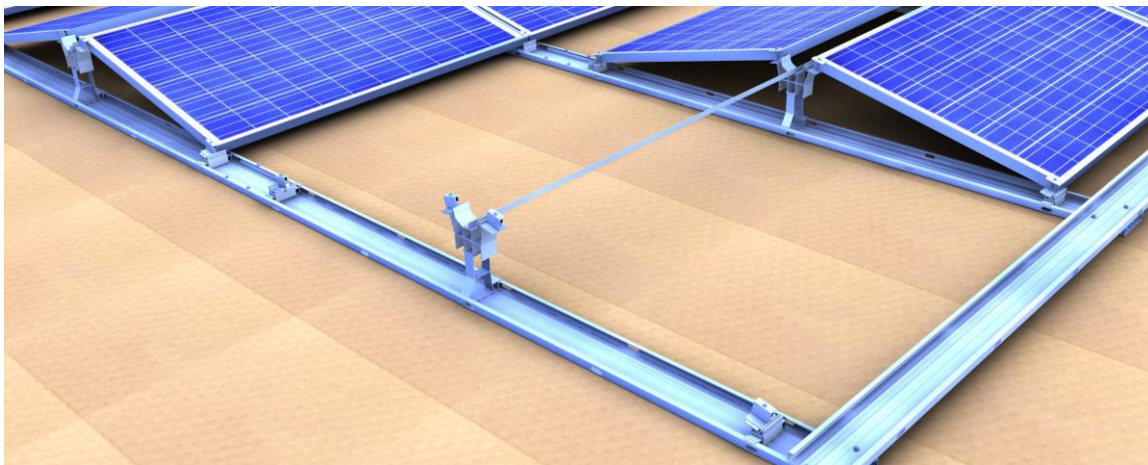




novotegra –

the perfect solution for every roof

- Flat roof
- Trapezoidal roof
- Tile and beavertail roof
- Corrugated and sandwich roof
- Seamed metal roof



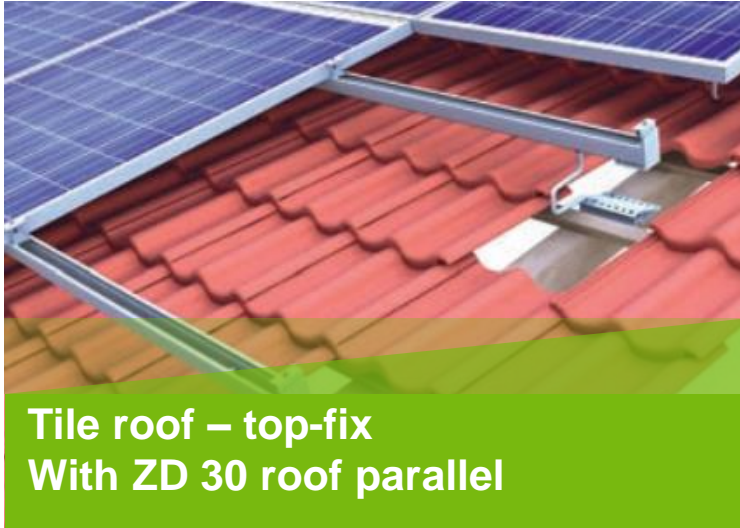
novotegra is...

- Certified and approved
- Guaranteed to hold → TÜV
- Suitable for nearly every application
- Outstanding quality and best service
- Planning and ordering web based online





novotegra - top mounting variants



- Problem-free plannable up to wind load zone 4 (0,95kN/m²) and snow load zone 3a (3,17kN/m²)
- Module landscape or portrait
- Single layered or cross railed system
- Clamping or insertion system



- Problem-free plannable up to wind load zone 4 (0,95kN/m²) and snow load zone 3a (3,17kN/m²)
- Module landscape only
- East-West and/or South elevated
- Third base trough available for highest possible module loads

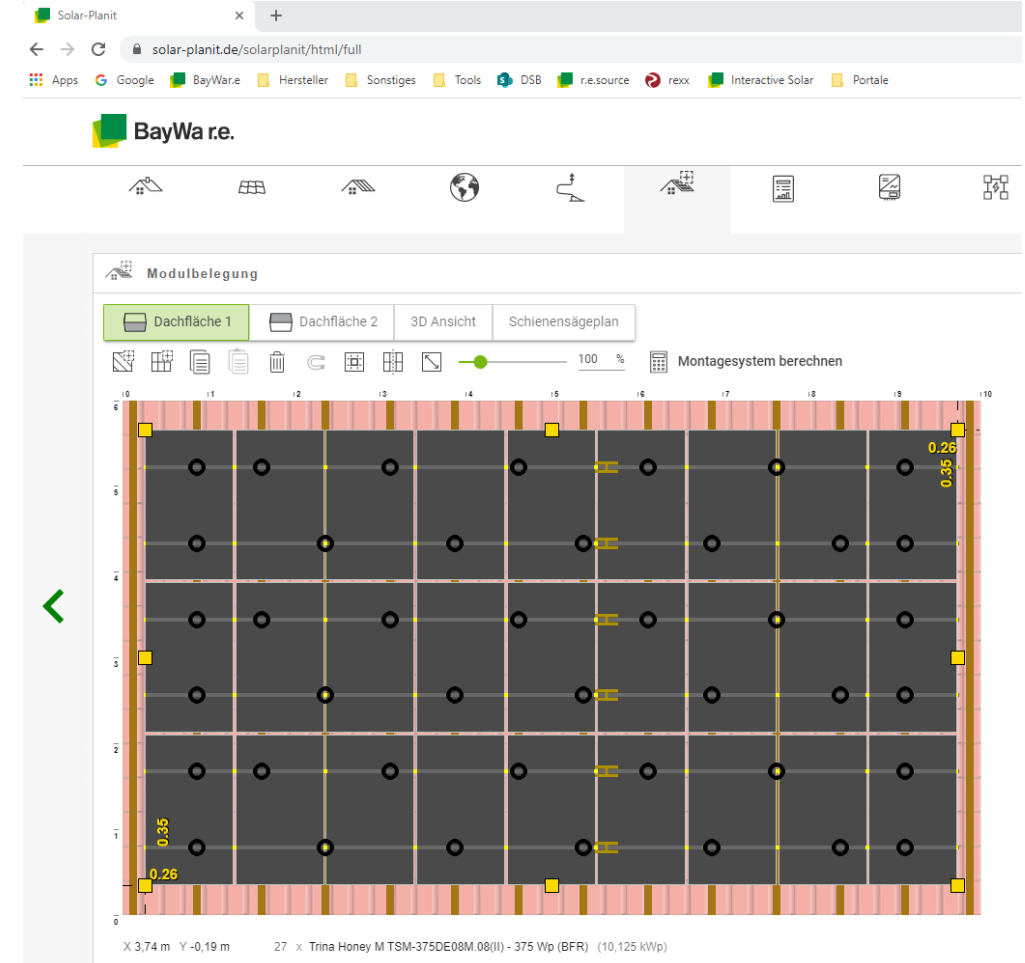
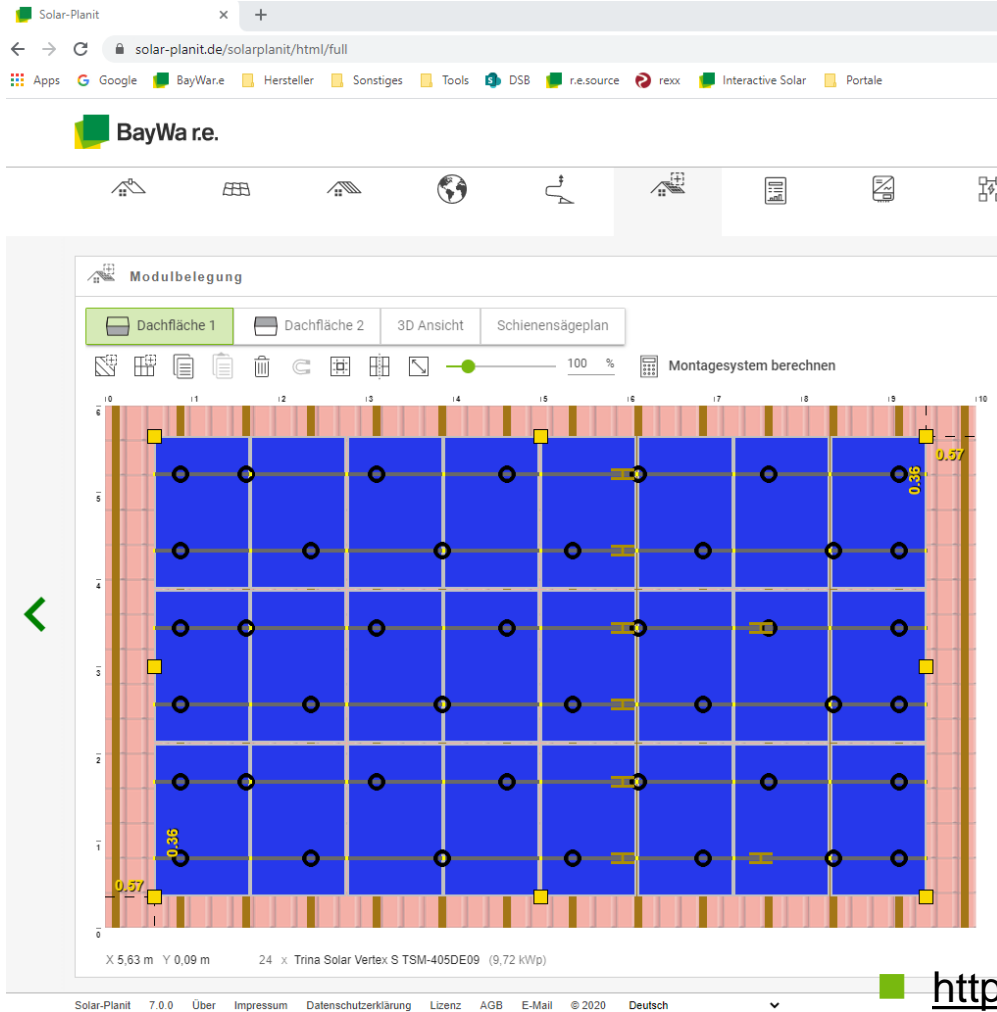


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Comparison TSM-405DE09M versus TSM-375DE08M on the right

→ Two more modules for the same power, cost for the mounting system and labour is 5% higher



<https://www.solar-planit.de/>



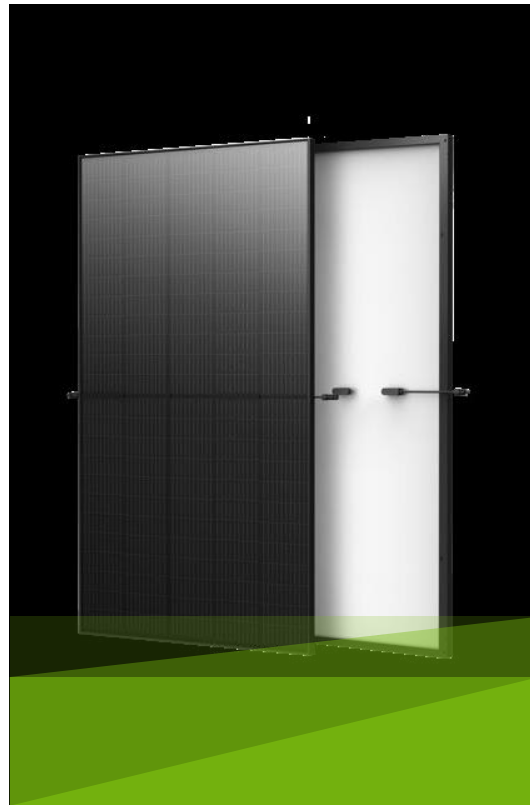
Conclusion and take away

We love Trina



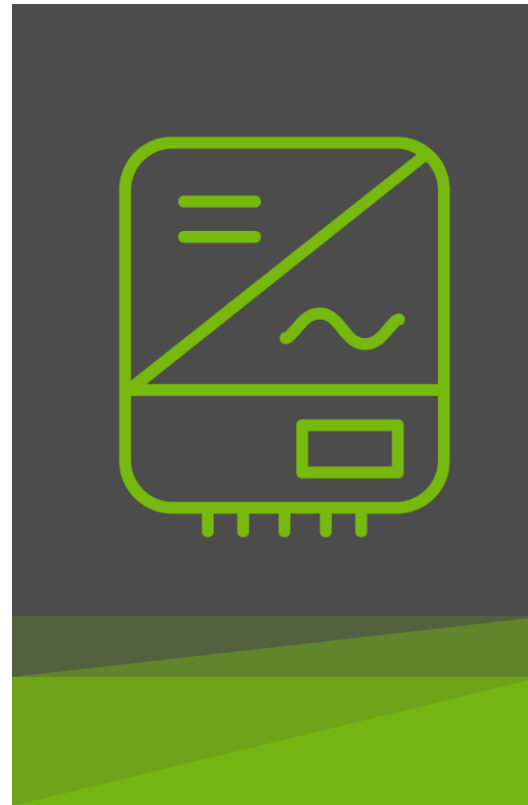
Large and reliable high quality manufacturer

We love Vertex S



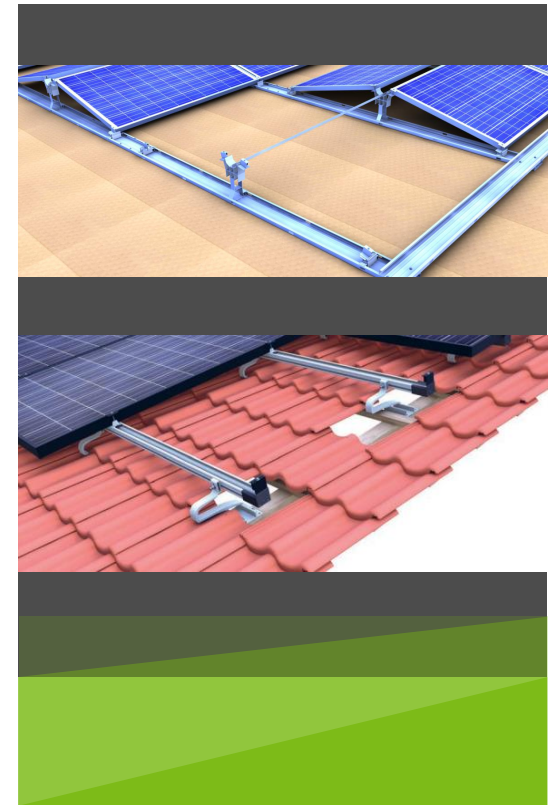
High power and aesthetic (black) solar module

Check your inverter



Input currents exceed 11 A

Check mounting system



Use novotegra to calculate
Success depends on **loads**



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