



SNTL

Morocco Solar Photovoltaic (PV) Reverse Trade Mission

June 8 - 18, 2014

SNTL

The SNTL has more than 70 years of experience and wholehearted commitment in serving the transport field in Morocco

- The SNTL is the reference in the field of road transport freight in Morocco since 1937, as a state office with the monopoly of the sector.
- Since 2003, SNTL operates in a competitive environment following the reform of the transport sector
- In 2007, SNTL acquired its new status as a limited company with a state ownership 100%
- Leader of road transport freight in Morocco
 - Network of 30 commercial agencies to cover all Moroccan territory
 - More than 300 clients
 - More than 400 employees
 - 20 Millions of tonnes transported per year
 - Turnover of 80 Million USD per year

SNTL

SNTL Activities

Transport and Logistics

- Strengthen the position of the SNTL as a leading and profitable company in the transport sector, and establish it as a national champion in the field of logistics

Public administration services

- Positioning the SNTL as a real actor of management and steering optimized fleet of the Morocco state.

Bus station traveler's Business

- The SNTL is the solution to the disfunctions of the field of bus station business by the SNTL's model proposed.
- Become the preferred provider of local management of bus stations travellers.

Insurances

- Become the reference in the brokerage by developing a new brand to reach new Customer segments
- Keep loyalty of our current customer portfolio and add new customers
- Develop a direct distribution model based on new channels including the Internet

SNTL

Commitments in sustainable development

SNTL invested in new fleet of vehicle, engaged several training per year for economic driving, the company uses also materials respectful of environment in the construction of its logistics facilities.

SNTL optimizes its delivery routes, and use best factor filling for the vehicles, seeking to reduce emissions per shipment.

SNTL decided to analyze the opportunity of investing in solar photovoltaic technology in order to make an auto production of energy used in its logistic facilities to reduce energy consumption and lower electricity costs.

SNTL

Photovoltaic project Context

- Energy costs may grow faster and finding cleaner and more affordable energy is important to the low cost business model in logistics industry for SNTL.
- SNTL has also the ambition to be the leading user of onsite solar energy. This new commitment will further strengthen SNTL's leadership position and make a strong statement about the viability and affordability of solar energy.
- SNTL can set a powerful example for businesses and government officials alike who are looking to move to a more sustainable and low-carbon future.
- The project will add to the energy sector infrastructure of Morocco by facilitating the construction of first rooftop utility scale solar PV facilities

SNTL

Photovoltaic project

MOTIVATIONS

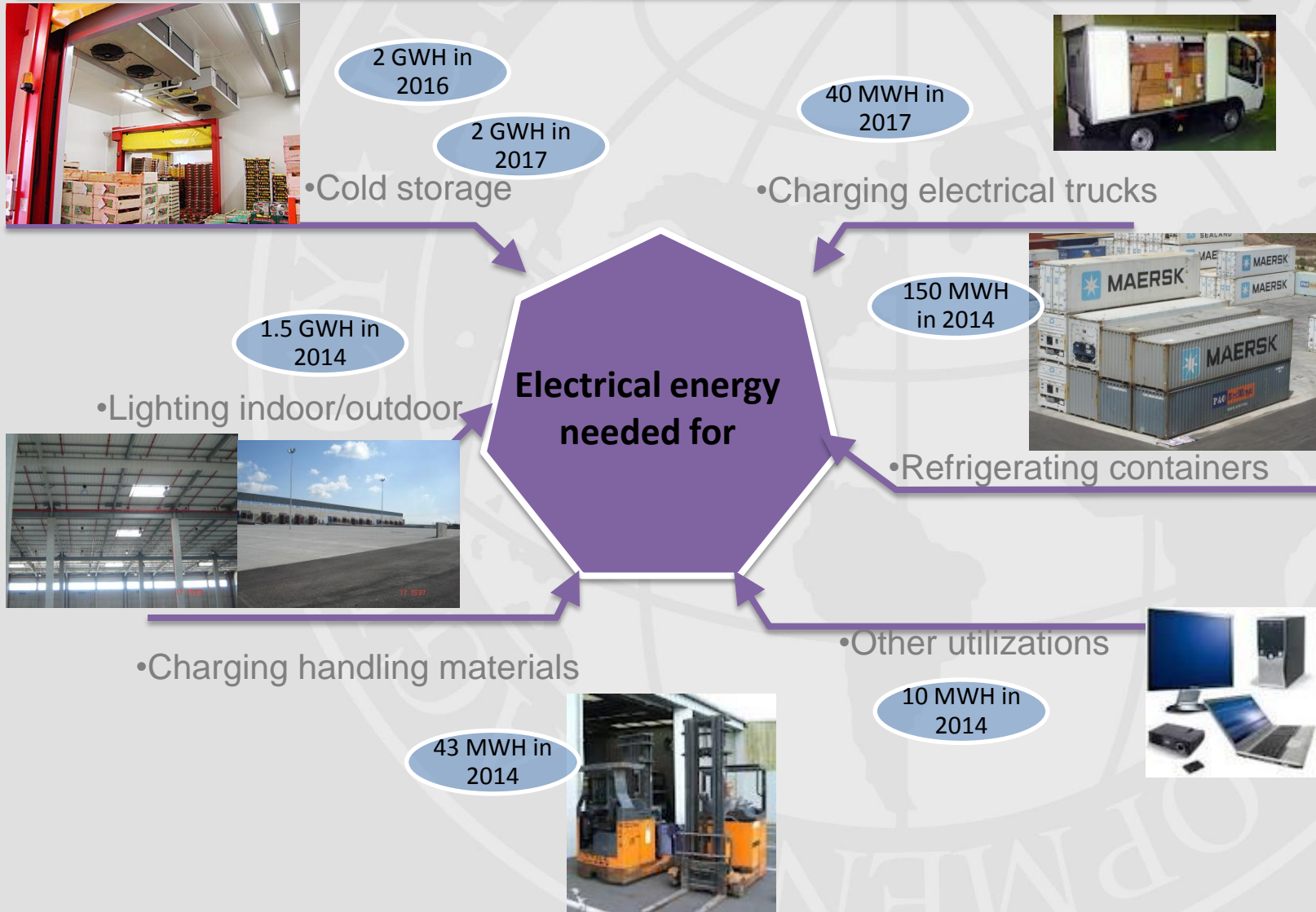
- SNTL integrates sustainable development as an integral part of its policy and its corporate culture.
- SNTL is extremely interested in on-site solar power production to reduce energy consumption and lower electricity costs
- SNTL supports the government policy of developing renewable energy

POTENTIAL

- Energy consumption needed at the existing 96,000 sqm in Mohammedia logistics center is about 3 MW of installed capacity.
- The lessons learned from Mohammedia rooftop PV array would be replicated on the other SNTL logistics centers, reaching an estimated cumulative installed capacity of 7MW

Morocco Solar Photovoltaic (PV) Reverse Trade Mission

SNTL



SNTL

Conclusion / Recommendation

- Go for the project if the technical-economic study shows the viability of the project
- Reform the present legislative and institutional framework, to facilitate the transition to a green economy
- Anticipate the need in qualified labor the support the renewable energy plan
- Support to develop R&D and know how related to solar energy in universities and companies
- Establish an incentive system that encourage investment in energy efficient technologies and solar energy.