



AREVA

AREVA Solar Global Manufacturing Operations

November 2012

World Bank workshop

Manufacturing Key Characteristics

- ▶ **The Manufacturing strategy is driven by 2 main principles**
 - ◆ **Manufacturing is considered as a critical asset and core skill of AREVA Solar to ensure Performance, Quality and LCOE**
 - ◆ **Manufacturing is considered as a competitive advantage of AREVA Solar due to the flexibility and high level of localization enabled by the CLFR technology**
- ▶ **Key challenges within the next 12 months**
 - ◆ **Run in parallel 3 Projects in 3 different regions**
 - ◆ **Manufacture more than 50,000 reflectors and 2,000 receivers around the World**
 - ◆ **Coat more than 400,000 meters of Boiler tube with a brand new process**
 - ◆ **With 95% Yield Goal... and Safety as Priority n#1**
- ▶ **Global Manufacturing Operations is structured around**
 - ◆ **A Global Manufacturing Centre of Excellence & Innovation in Las Vegas-US**
 - ◆ **A Worldwide Boiler Coating Production Center in Las Vegas-US**
 - ◆ **A Kit-Receiver Production Center in Chennai – India**
 - ◆ **Several Mobile Reflector Assembly lines dedicated per project and located as close as possible to Solar plants**
 - One in Dalby – AUS / One in Pokaran – India / One in Arizona – US
 - ◆ **A Global Manufacturing team deployed per main regions in the World – India / AUS / US**

Global Manufacturing

Coating of Boiler tube- a unique WW Know-How

COATING OPERATIONS WORK FLOW



COATING LINE



COATING LINE INFEEED



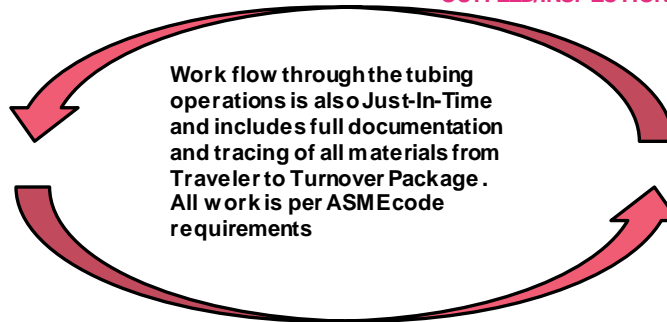
POLISHER
OUTFEED/INSPECTION



POLISHER INFEEED



COATING LINE OUTFEED



SELECTIVE COATING
BOOTH



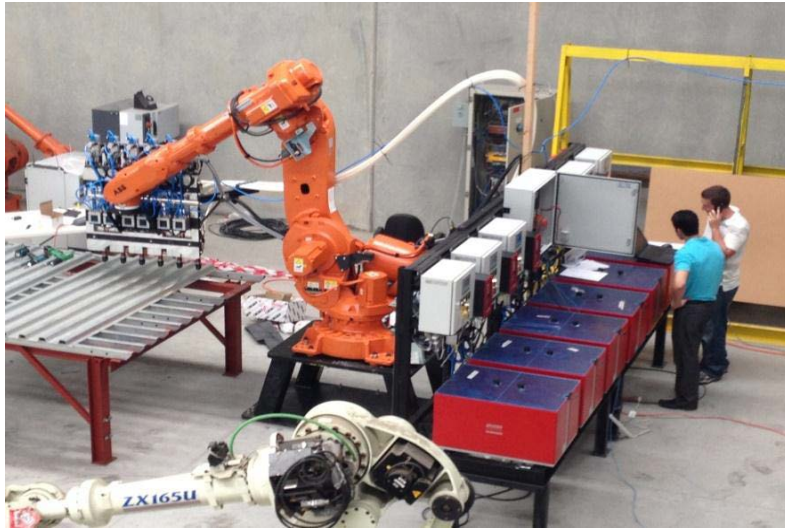
CURING SECTIONS



TUBE OUTFEED/INSPECTION/
BUNDLING

Global Manufacturing

Mobile Manufacturing Reflector Plants taking full advantage of local market conditions



From Fully Automated Assembly line



.... To Hybrid-Manual Assembly Line



.... Within a challenging logistic Context