

#64

Project 64:

Installation of solar water heaters

Sub-sector:
Renewable
energies



Description

Solar water heaters are relatively simple solar thermal applications consisting of a solar thermal collector designed to convert sunlight into heat for heating water. They can be active (pumped) or passive (convection).



Highlights

- Significant potential for substitution, with the possibility of local input supply approaching 85%;
- The national market is growing steadily, with more than 30Km² of installed solar surface area per year, driven mainly by hot water for large-scale applications (industry) and domestic use;
- Significant export potential with similar usage patterns in MENA countries



Main inputs required

- Flat-plate sensors
- Storage tank
- Heat exchanger
- Control system
- Emergency heating



Financial indicators

- **Potential investment :** ~ 20 - 40 Mns MAD
- **Potential sales :** ~75 - 120 Mns MAD
- **Potential gross margin:** ~15 - 20 %



Investment incentives

Subsidies :

- Industrial Development and Investment Fund (FDII)
- ISTITMAR SME or VSE program, depending on sales

Investment Charter *

Training assistance :

- IDMAJ" program
- TAEHIL" program

Financing :

- Mezzanine SME
- Green invest

(*) According to eligibility criteria

