

# Future-Proofing Production: A Phased Investment Plan for a PERC to TOPCon Solar Factory in the UAE

Strategic analysis of TOPCon-ready PERC technology with phased upgrade pathway for Middle Eastern manufacturing.

Technical Evaluation of Implementation Frameworks and Aligned System Intelligence from J.v.G. Technology GmbH.





# Analysis Framework

Created as part of the  
PVKnowHow Knowledge  
Network

Prepared by J.v.G.  
Technology GmbH

European specialists in  
turnkey solar module  
production lines

# UAE Manufacturing Context



## Regional Demand

Middle East solar capacity projected to exceed 25 GW by 2030



## Technology Evolution

Market transitioning from PERC to TOPCon cell architecture for higher efficiency



## Strategic Location

UAE offers logistics advantages and favorable manufacturing conditions for regional supply

# Phased Investment Strategy

## Phase 1: PERC Foundation

- Deploy automated TOPCon-ready PERC line
- Establish production capabilities and market presence
- Minimize initial capital exposure while generating revenue

## Phase 2: TOPCon Upgrade

- Upgrade existing line to full TOPCon capability
- Leverage installed infrastructure to reduce upgrade costs
- Capture premium pricing from higher-efficiency products

# Technology Transition Rationale

01

## Risk Management

Phased approach reduces technology obsolescence risk during market transition period

02

## Capital Efficiency

Spread investment across two phases rather than single large commitment to unproven technology

03

## Market Timing

Begin with established PERC technology, upgrade as TOPCon market matures and premiums justify investment

# Key Project Data

**50 MW**

**€5-7M**

**€1.5-...**

**9-12 mo**

**Production Capacity**

Phased upgrade concept for  
scalable manufacturing

**Phase 1 Investment**

TOPCon-ready PERC line  
deployment

**Phase 2 Investment**

PERC to TOPCon upgrade  
capital

**Phase 1 Ramp-Up**

Time to operational capacity

**Line Configuration:** Automated, TOPCon-ready PERC production line

**Region:** United Arab Emirates

**Source:** PVKnowHow / experienced European turnkey provider

# PERC vs TOPCon Technology

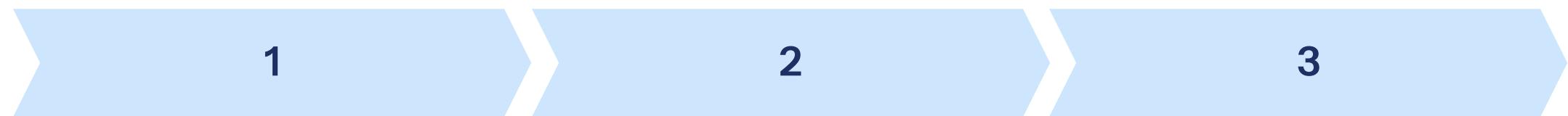
## PERC Characteristics

- Established manufacturing process
- Efficiency: 22-23% typical
- Lower production complexity
- Proven market acceptance

## TOPCon Advantages

- Efficiency: 24-25% achievable
- Better temperature coefficient
- Lower degradation rates
- Premium market positioning

# UAE Manufacturing Advantages



## 1 Logistics Hub

Strategic access to Middle East, Africa, and South Asian markets through established trade infrastructure

## 2 Operating Conditions

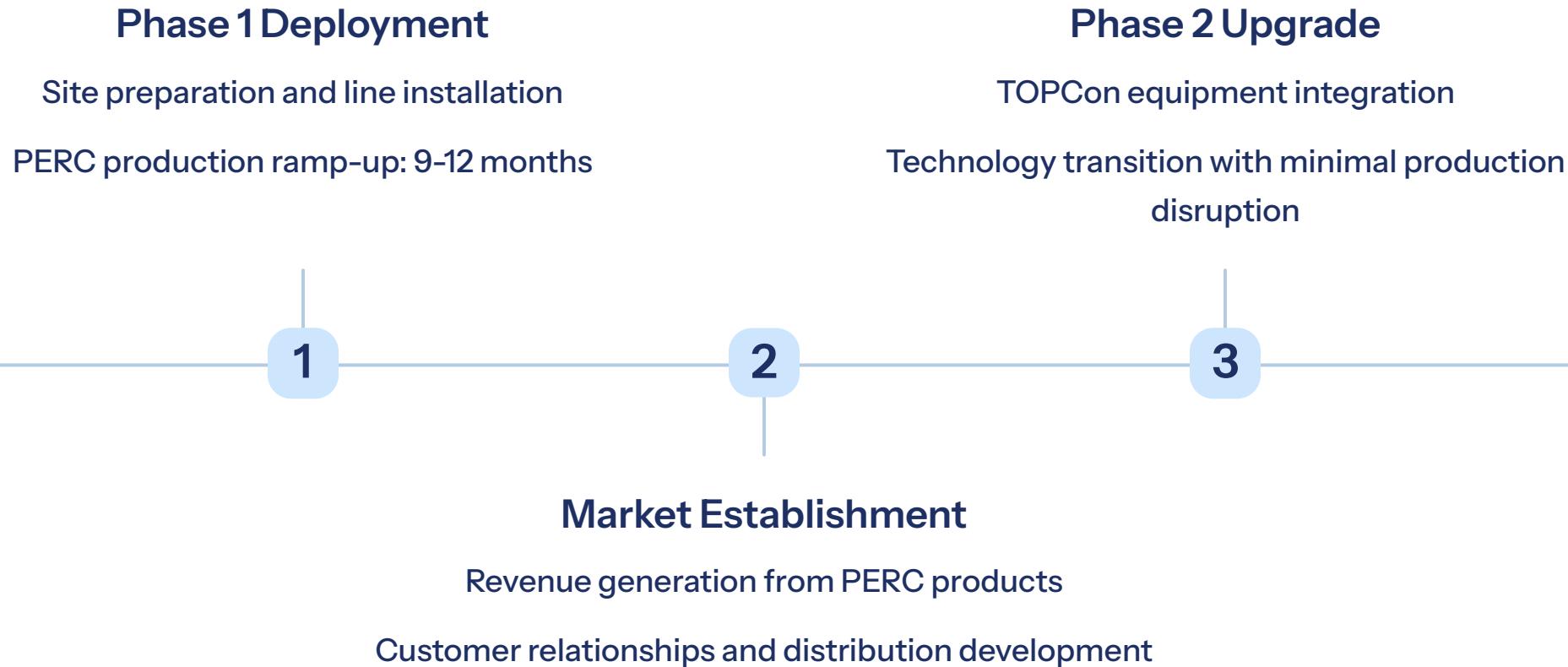
Stable regulatory environment and favorable manufacturing policies for technology industries

## 3

## Skilled Workforce

Access to technical talent and established industrial support ecosystem

# Phased Implementation Timeline



# Financial Structure

## Investment Breakdown

- Phase 1 capital: €5-7 million
- Phase 2 upgrade: €1.5-2.5 million
- Total commitment: €6.5-9.5 million
- 50 MW annual production capacity

## Economic Logic

- Generate revenue during Phase 1 operations
- Fund Phase 2 partially from operating cash flow
- Reduce effective capital requirements through staged deployment

# Risk Mitigation Framework

## Technology Flexibility

TOPCon-ready architecture allows timing flexibility for upgrade decision based on market conditions

Proven turnkey manufacturing concept reduces deployment risk

## Capital Staging

Phased investment limits initial exposure while maintaining strategic optionality

Phase 1 operations validate market before Phase 2 commitment

## Market Hedging

Dual capability addresses both current PERC demand and future TOPCon transition

Production line designed for upgrade path minimizes transition costs

# Frequently Asked Questions

## Why not start with TOPCon?

Phased approach reduces risk during market transition

PERC remains cost-effective for many applications

## What if TOPCon adoption is slow?

PERC line remains commercially viable

Upgrade timing flexible based on market signals

## How disruptive is Phase 2 upgrade?

TOPCon-ready design minimizes production interruption

Experienced turnkey providers offer proven transition methodologies

# Strategic Conclusion

Phased deployment strategy balances market opportunity with technology transition risk through capital-efficient staging.

TOPCon-ready PERC foundation provides operational flexibility while maintaining competitive positioning across technology evolution cycle.

- ❑ This analysis represents a composite scenario derived from real consulting experience. All data points are realistic but simplified for strategic planning purposes.

# Next Steps

01

## Market Validation

Detailed demand assessment for UAE and regional markets

Customer requirements and specification development

02

## Technology Partnership

Engagement with experienced European turnkey provider

Technical evaluation of TOPCon-ready line configuration

03

## Financial Planning

Detailed capital requirements and phasing strategy

ROI modeling for both PERC and TOPCon scenarios

# Source & Authorship

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