



ReSiELP - TECHNICAL WORKSHOP 2

“GO TO MARKET”

20 November 2019, 09:00 – 17:00

European Institute of Innovation & Technology – EIT RAW MATERIALS
Berlin, Europa Center, Tauentzienstrasse 11

The second GO TO MARKET Workshop of the ReSiELP-project focuses on the commercial strategies of End-of-Life PV product life cycles.

TOPICS:

- Innovative solution for EoL PV panels management
- New products from recovered materials (Si, Ag, Cu, Al, glass)
- Discussion on ReSiELP business potentials

**Selected stakeholders meet for a face to face meeting
and interactive discussion with**

Waste collectors and e-waste recyclers
Solar panel manufacturers
Material producers and end users: silicon, silver, glass
Building constructors

ReSiELP - TECHNICAL WORKSHOP 2 “GO TO MARKET” PROGRAMME

08:30 Registration and welcome coffee

Coffee breaks in between

Morning Session

- 09:00 Start Up / SME support by EIT RM (Sebastien Vanneste, EIT Raw Materials, Business Development)
- 09:30 ReSiELP - A circular economy with a product centric zero-waste approach. The overall Strategy: Objectives, Concept, Approach, actual status (Claire Audoin, CEA)
- 10:30 The technological and economic challenges on the way to TRL 9 (the ReSiELP Consortium):
- ❖ Processes optimization (efficiency versus sustainability): quality, productivity and running costs (University of Padova/Relight/ENEA)
 - ❖ Disposal cost reduction: wastewater treatment (Relight, University of Padova/ENEA)
 - ❖ Silicon separation improvement & purification (Bay Zoltán Nonprofit Ltd & University of Padova)
 - ❖ Glass processing and its use in building materials (CETMA/ITO)
- 11:00 Workshop participants introduction (2 minutes per person)
- ❖ Participants’ markets
 - ❖ Participants’ expectations and interest
- 11:45 Business opportunities (ReSiELP key exploitable results) – a teaser for the afternoon round tables by the consortium:
- ❖ Recovery line
 - ❖ Silicon, Ag, Cu, Al
 - ❖ Glass Re-use in building materials

Afternoon Session

- 14:00 ROUND TABLES (parallel): **MARKET OPPORTUNITIES & REQUIREMENTS**
- **TABLE A: End of Life PV panels treatment line** (University of Padova, Relight, Bay Zoltán Nonprofit Ltd, ENEA):
 - ❖ Market opportunities for materials: Quality level requirements & market prices
 - Ag, Cu, Aluminium and glass
 - Silicon: different markets and purities required
 - ❖ Market opportunities for ReSiELP technologies: exploitation and legal frame
 - ❖ Business models: revenues and cost
 - ❖ Upscaling strategy: from pilot plant to industrial plant
 - ❖ Funding and investment opportunities
 - **TABLE B: Glass Re-use** (ITO, CETMA):
 - ❖ Market context, market opportunities, and implementation plan
 - ❖ Direct industrial use of prefabricated building components with recycled glass
 - ❖ Exploitation of the know-how on innovative building solutions integrating recycled materials
- 16:00 Wrap up & Conclusions
- 17:00 End of the Workshop

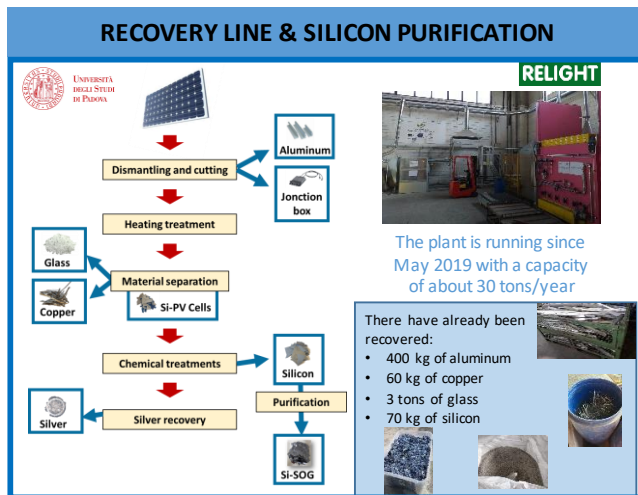
Lunch (12:30 – 14:00)

Bilateral discussion / networking

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20 November 2019, Berlin (DE)

ReSiELP is an "up-scaling"-project of the European Institute for Innovation & Technology. Such projects bring technologies from TRL 5 to 7, thus close to markets. In their "GO-TO-MARKET"-strategy project partners discuss with you advantages, challenges as well as requirements and strategies of their solutions.



GLASS Re-USED IN BUILDING MATERIALS

- Sustainable building materials (mortars) incorporating glass fractions have been developed at TRL 6

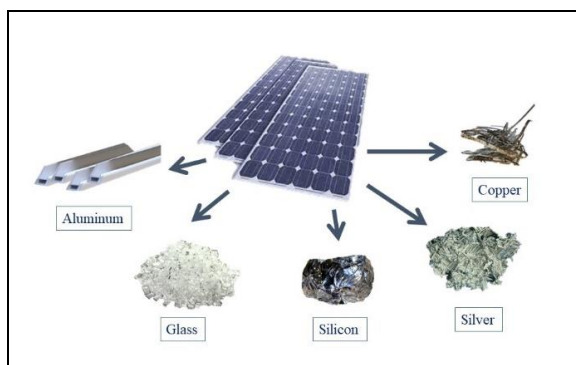
CETMA **ITO**

- Mortars for general purposes of class M₀ (compressive strength R_{ck} > 25 MPa) with 30% of aggregate replacement by glass from EoL PV panels

| Aggregate type | Cement type | Fresh density (kg/m ³) | Consistency (mm) | Density - 28 days (kg/m ³) | R _{ck} - 28 days (MPa) |
|----------------|--------------|------------------------------------|------------------|--|---------------------------------|
| 30 % PV-glass | CEM I 42.5 R | 2313 | 193 | 2141 | 28.5 |

- Sustainable building materials (concretes, prefabricated concrete components) incorporating glass fractions will be developed at TRL 7

ReSiELP brings together technologies from different fields to recover and purify critical and precious raw materials (Si, Ag) that are present in EoL PV Si-modules. **ReSiELP** reuses by-product materials (glass, Al, Cu) in an environmentally friendly and circular economic process with a product-centric zero waste approach.



Recovered materials will be reinjected in different value chains:

- ❖ Metal market: Al, Cu and Ag.
- ❖ Building materials: Recovered glass.
- ❖ PV value chain: Silicon will be purified in order to prepare solar grade silicon.

CONTACT

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