



negratín



Negratín

- About us
- Mission, vision and values
- Track record
- Business Model
- International implementation

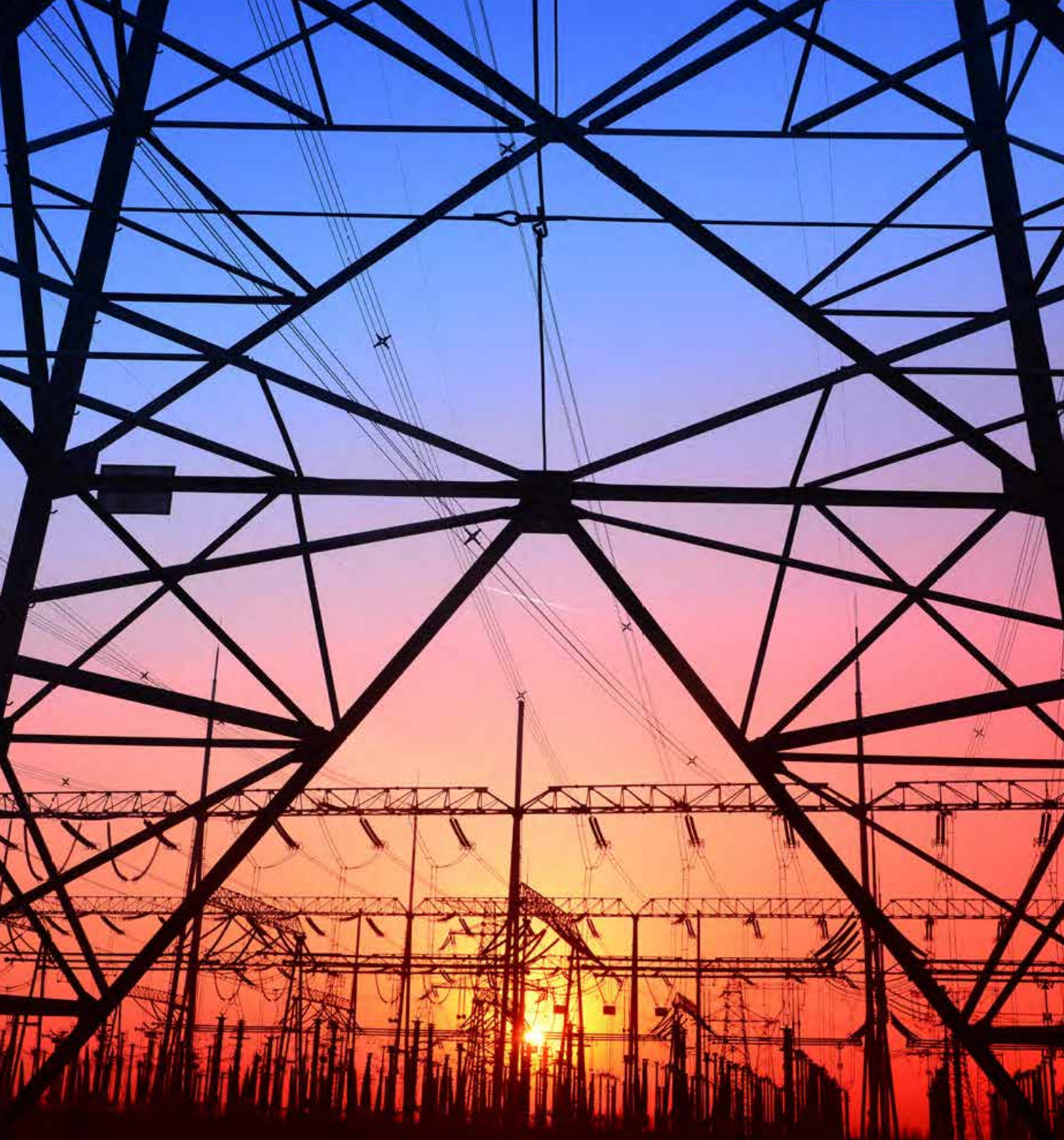
Sectors

- Energy
- Industry
- Installations

Reference projects

- Energy
- Energy. Hybridization
- Industrial self-consumption
- Installations
- Industry
- R&D

Contact



OUR COMPANY

- About us
- Mission, vision and values
- Track record
- Business model
- International implementation





ABOUT US

Negratín is an industrial and services group present worldwide. Our main added value lies in our involvement in all stages of the project from its inception to operation and maintenance including execution, in line with the client's objectives during the whole process, committed to quality, efficiency and production improvement

The main added value we offer is our involvement in all stages of the project from its inception to operation and maintenance including the execution which allows us to guarantee the result. This formula has positioned us both in the national and international market where we have carried out projects in Europe, America and Asia with affiliates in Spain, Peru, Chile, Mexico, Japan, UK, Bolivia, Honduras, Colombia and Panama.

Great achievements always based on a sustainable growth carrying out our activity and being respectful with the environment to guarantee, that future generations will continue writing our history.

**INDUSTRIAL
AND SERVICES
GROUP PRESENT
WORLDWIDE**

03
→ **3 Sectors**

05
→ **5 Business lines**

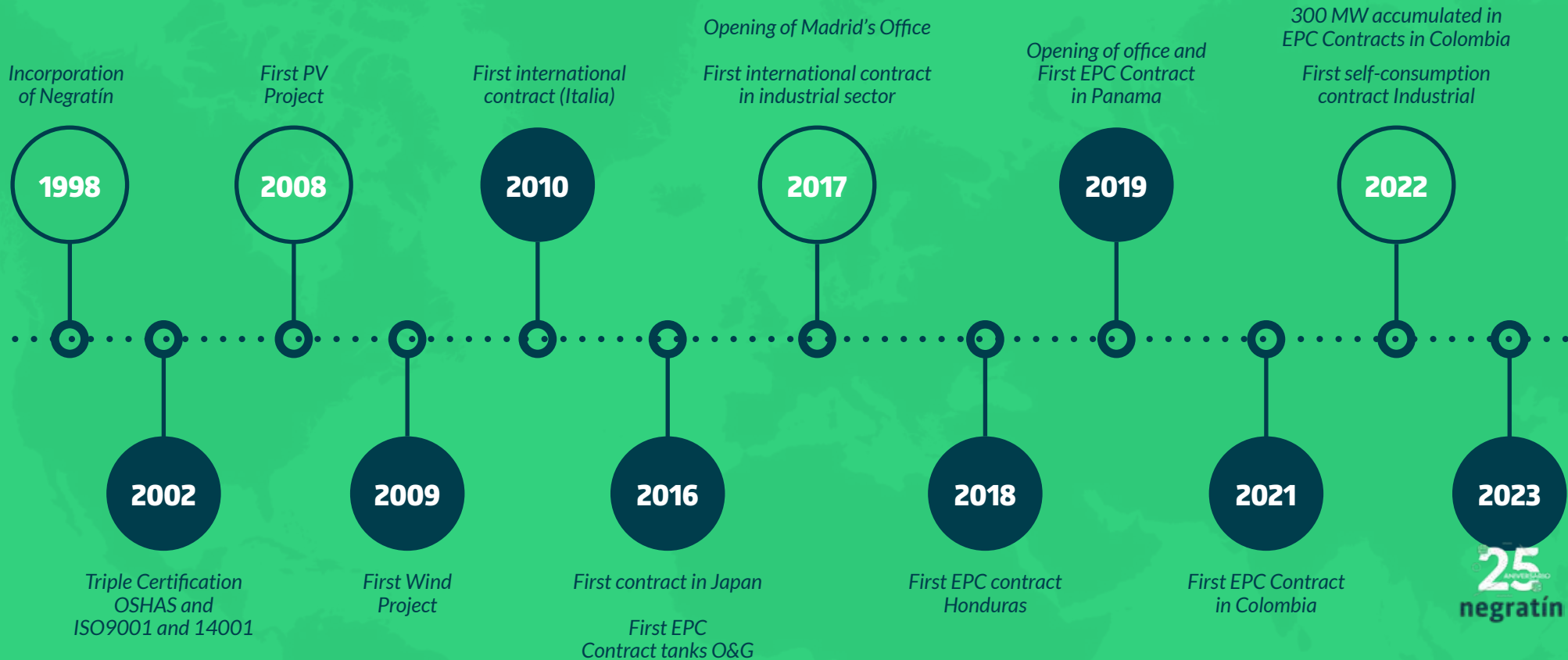
03
→ **Present in 3 continents**



TRACK RECORD

Negratín is an example of transcendence since its incorporation achieving historic events that will serve as lever for the future.

**GREAT
ACHIEVEMENTS
BASED ON
SUSTAINABLE
GROWTH**



MISSION, VISION AND VALUES

**WE ARE A TEAM,
WE ARE NEGRATÍN**

Purpose

The needs of the society are ever more demanding and require global agile and innovative solutions with a clear commitment to sustainability

Mission

To provide high added value service to our clients extending throughout the whole value chain in the Energy, Industry and Installations sectors.

To seek the excellence of our human team incorporating knowledge, developing skills and relying on cutting-edge technological tools.

To show our concern about the impact of our activity on the society and environment.

Vision

A future based on continued and dynamic transformation of business models where the criteria to seek social and environmental benefit and the commitment with good corporate practices are valued with the economic result.

Values. We are:

- **RESPONSIBLE AND COMMITTED.**

Each person in our organization is a leader that undertakes, learns and gets involved with attitude and skills in the development of the Company.

- **INNOVATIVE AND ASSUMING CHALLENGES.**

Anything you have to say is of our interest because it is your CONTRIBUTION. Innovate, propose new things and take the lead... that is how you will leave your mark enriching our project .

- **AGILE, WE GET INVOLVED IN DECISIONS AND ACTIONS.**

We try to adapt. We study each situation swiftly to provide the best answer.

- **TRAIGHTFORWARD AND HONEST.**

Less is more. From an organizational point of view, we seek simplicity, straightforwardness. Assume the easiest approach that will provide the most effective and convincing response or solution. Personally we are honest and humble and we like to be surrounded by good professionals who are even better people.

- **TEAM PLAYERS.**

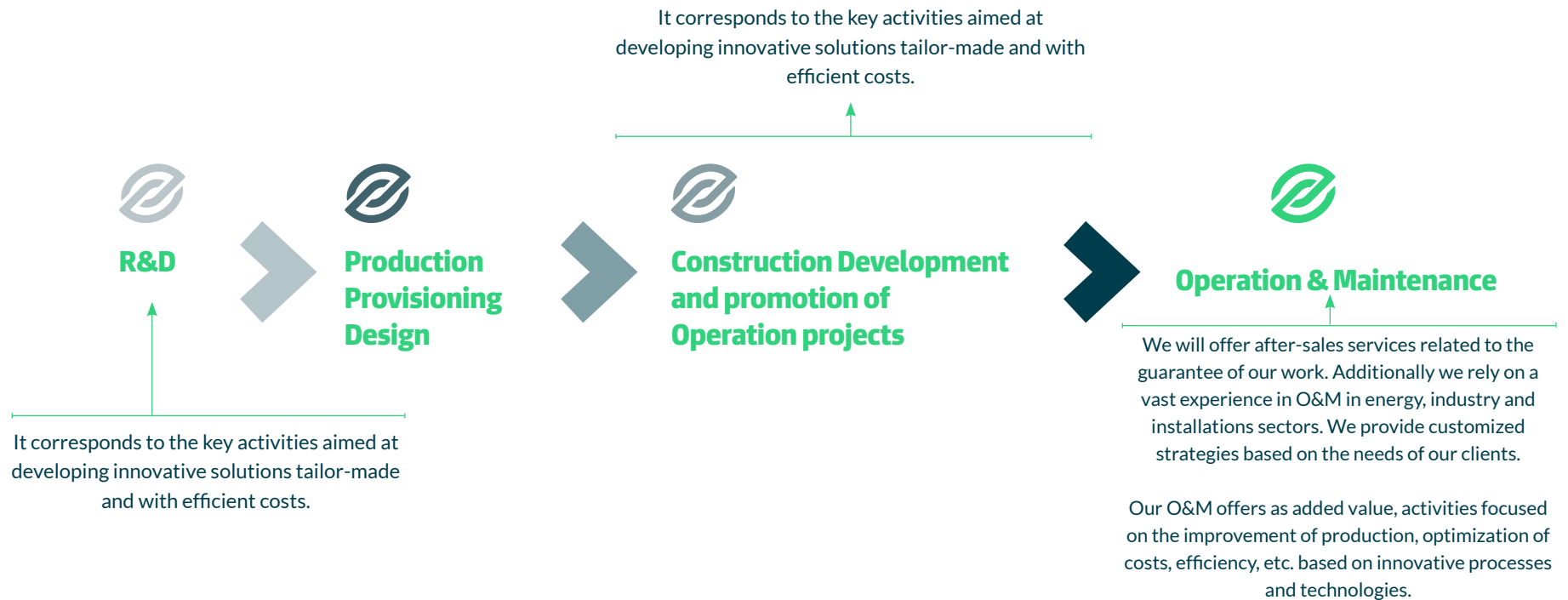
We take part, collaborate, manage and create all together. We know that together we can go further.



BUSINESS MODEL

This operational model helps us develop its operation flexibly adapting to market and clients' demands.

**A FLEXIBLE MODEL
ADAPTABLE
TO MARKET NEEDS**





MAIN FIGURES



TOTAL SALES



EMPLOYEES
(ANNUAL AVERAGE)



INTERNATIONAL PRESENCE

YEAR
2022

73,44 M EUR

277

CHILE, COLOMBIA, JAPAN,
HONDURAS, PANAMA, MEXICO,
HONDURAS & PANAMA

YEAR
2021

29,22M EUR

239

CHILE, COLOMBIA, JAPAN,
HONDURAS & PANAMA

YEAR
2020

50,60M EUR

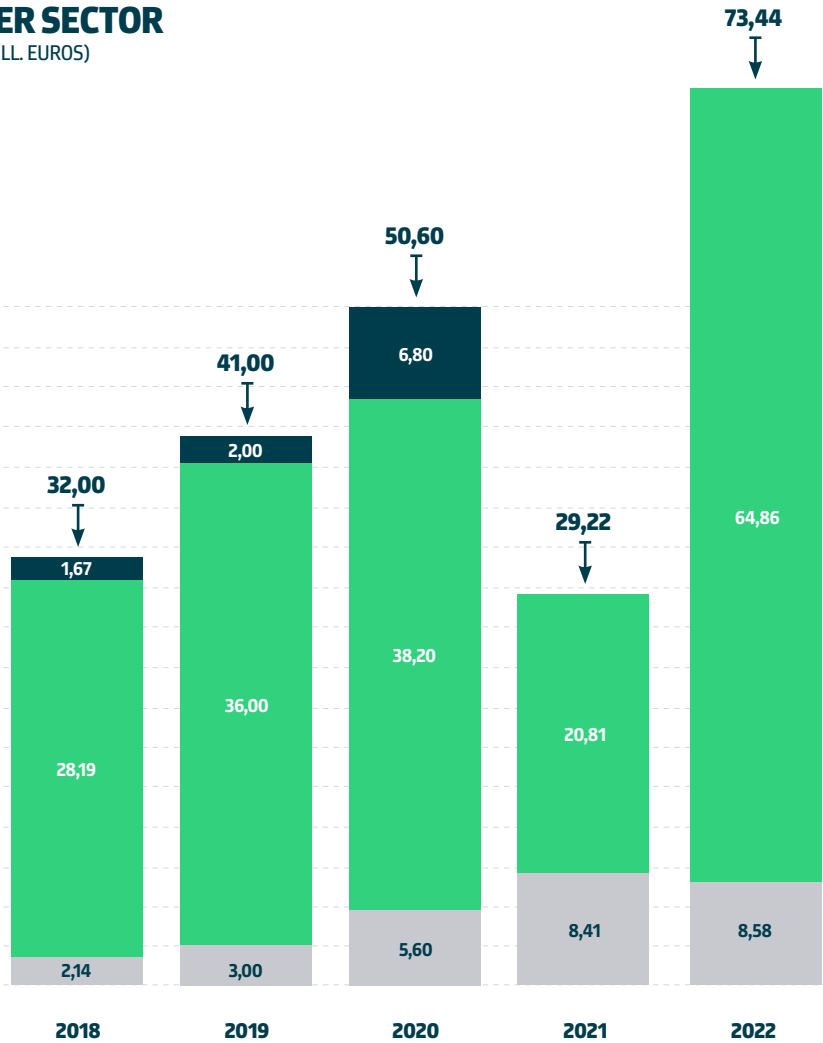
304

CHILE, COLOMBIA, JAPAN,
HONDURAS & PANAMA

KEY FIGURES



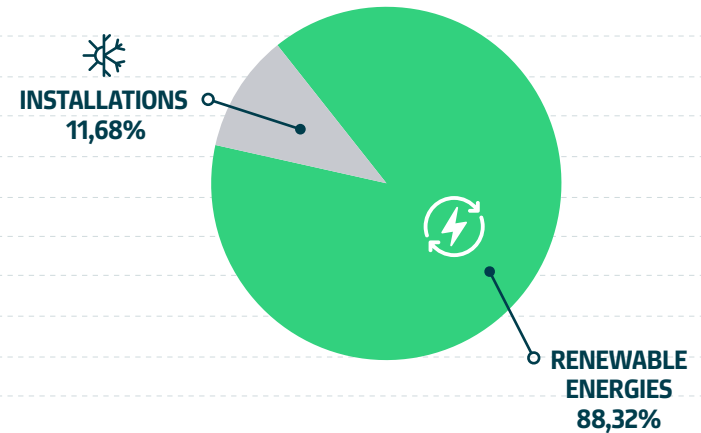
BUSINESS SALES PER SECTOR (MILL. EUROS)



● INSTALLATIONS ● RENEWABLE ENERGIES ● INDUSTRY



VOLUME PER SECTOR





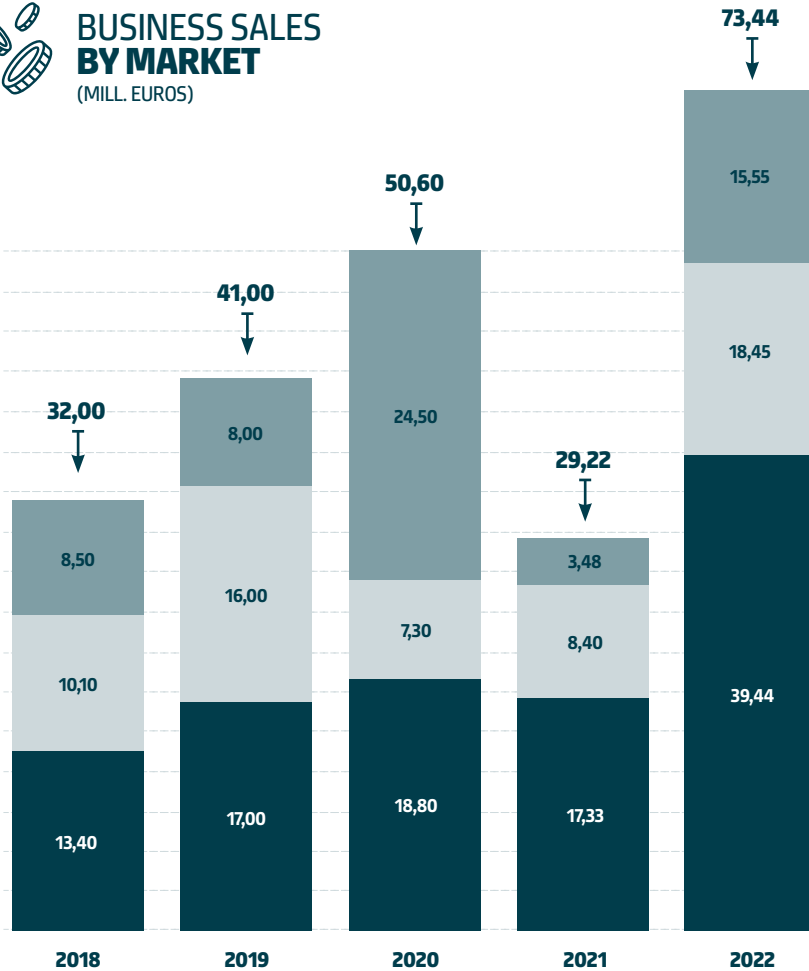
KEY FIGURES

Figures by show Negratín's capacity to adapt in order to attract and execute projects all over the world.

**PROJECTS ALL OVER THE WORLD
REACHING OVER 82% OF THE
BUSINESS SALES IN 2022 OUTSIDE
SPAIN**



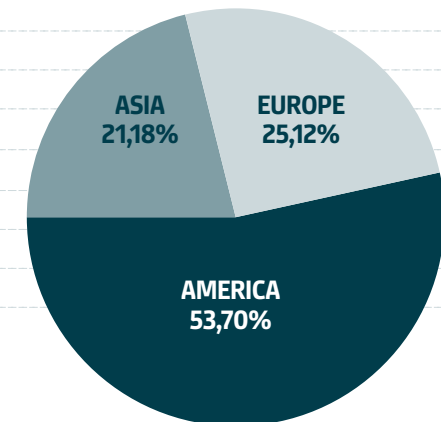
BUSINESS SALES BY MARKET (MILL. EUROS)



● AMERICA ● EUROPE ● ASIA



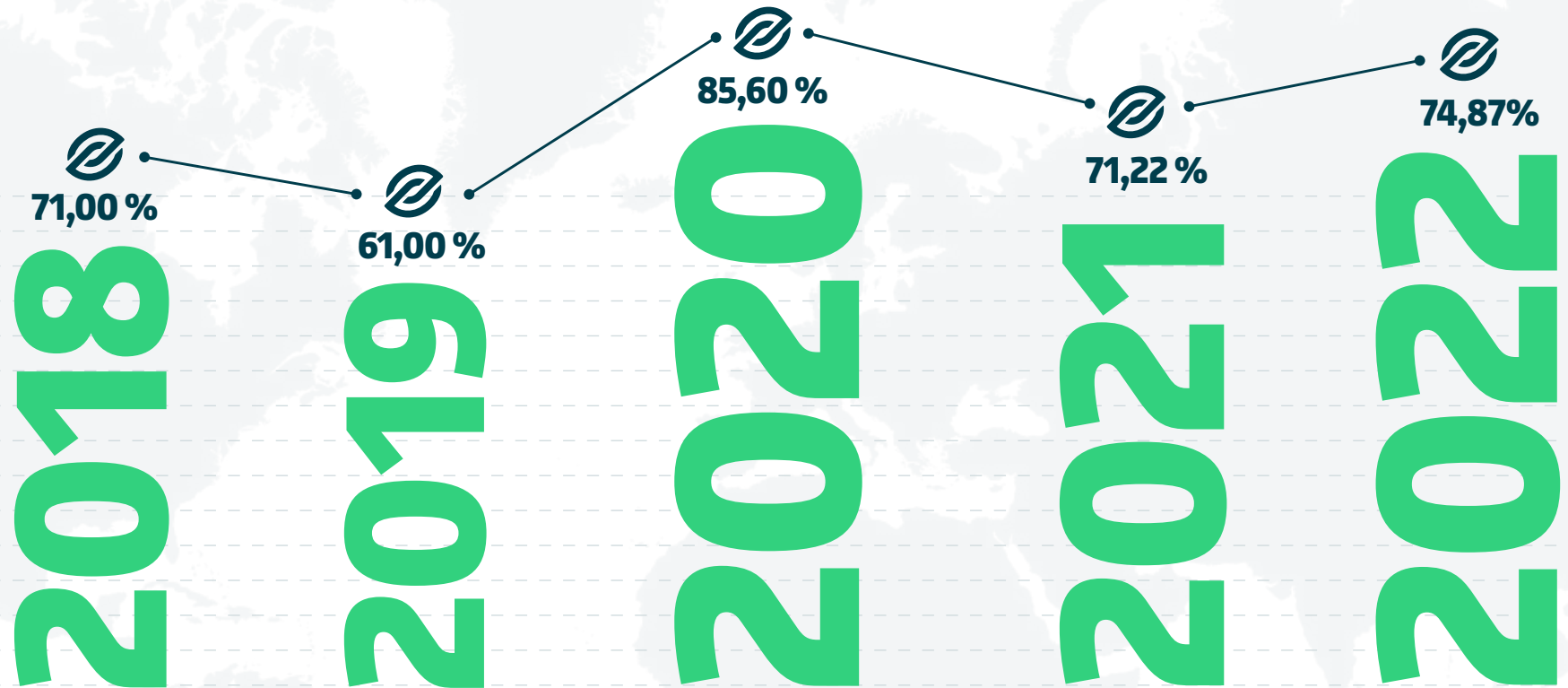
SALES BY MARKET





INTERNATIONAL DIMENSION

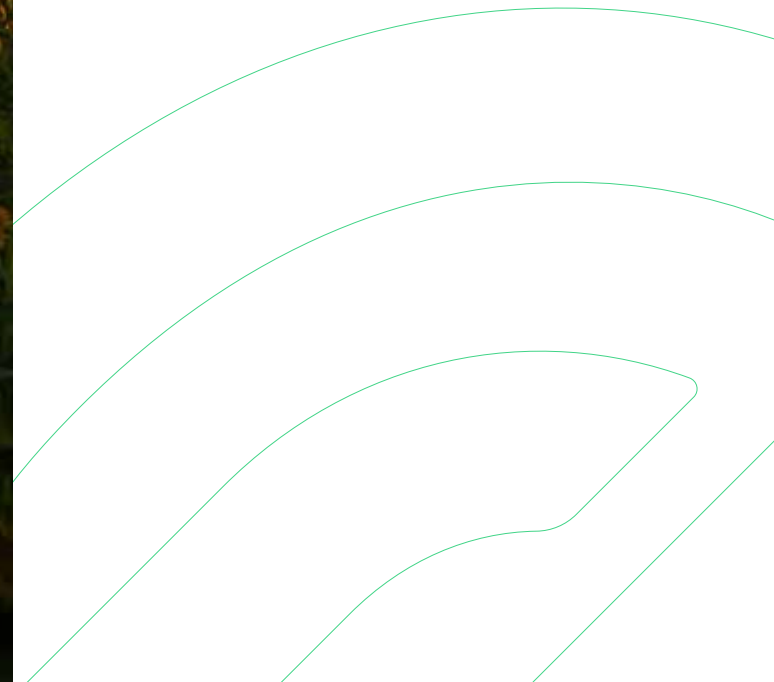
ADAPTABILITY DEFINES US,
IT IS THE DRIVER OF OUR
INTERNATIONALIZATION





OUR COMPANY

**GET TO
KNOW OUR
BUSINESS**



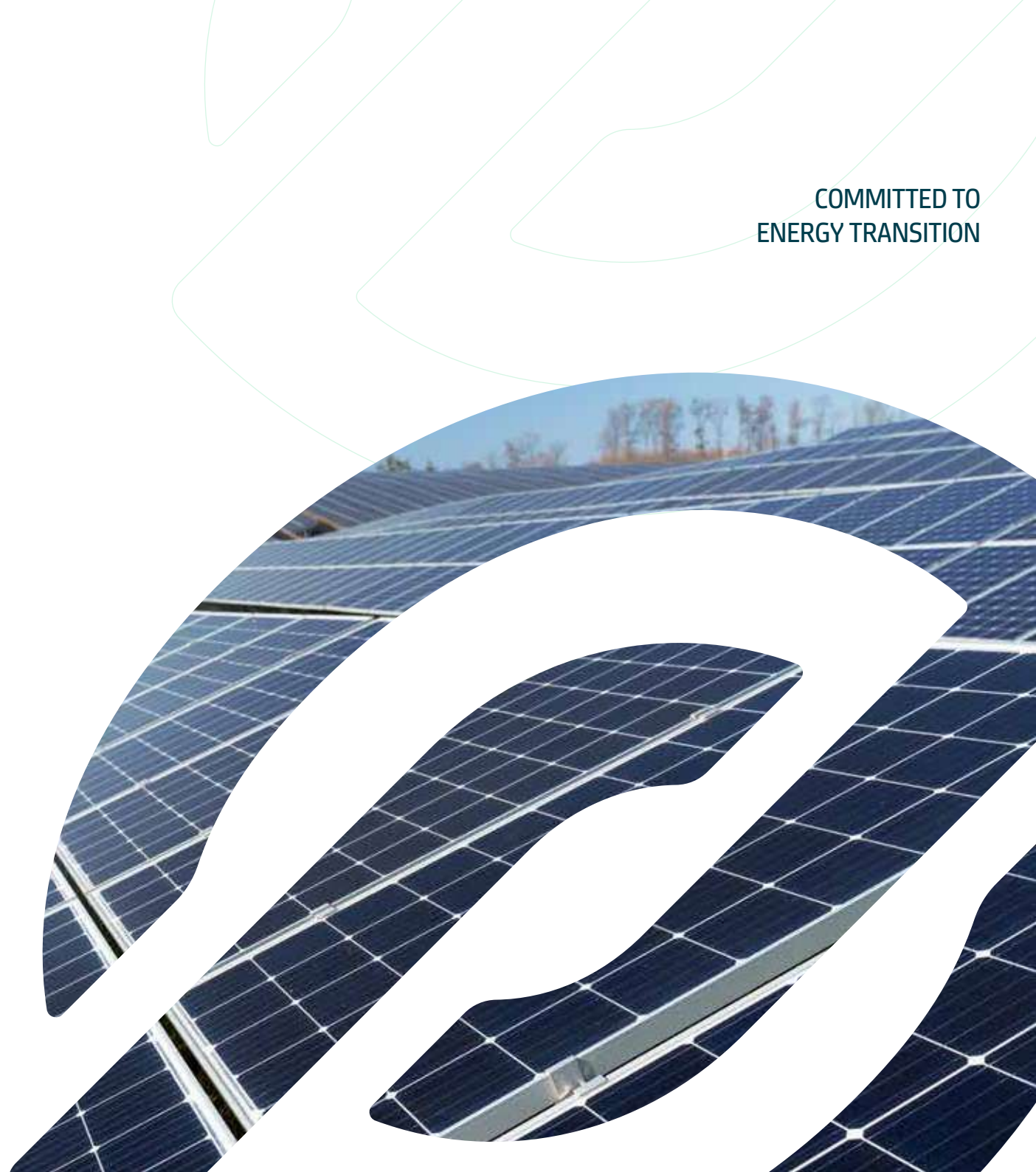


ENERGY

Negratín has accumulated vast experience in the design, construction, commissioning and operation of power generation plants from renewable energies. We offer flexible and tailor-made solutions attending the technical, deadline and quality specific requirements of our clients.



COMMITTED TO
ENERGY TRANSITION





HYBRIDIZATION OF RENEWABLE ENERGIES. STORAGE

Negratín goes beyond the design and construction of power generation plants incorporating hybridization of technologies, especially battery storage, making the electric system more flexible and providing adjustment and regulation services.





INDUSTRIAL SELF-CONSUMPTION

Negratín provides comprehensive Industrial Self-consumption services considering:

- The assessment of the power supply needs of clients (load curve).
- The design and optimization of the PV with the possibility of incorporating storage with batteries depending on the needs of clients.
- The economic and financial analysis of the appropriate solution.
- The management of connection and construction licenses of the plant and grid connection infrastructure.
- The execution of project as an EPC, commissioning and operation and maintenance.





PROMOTION (DEVELOPMENT) OF PV PROJECTS

HIGH ADDED
VALUE SERVICES

Negratín uses its vast experience in the design and execution of PV projects to develop projects from its earliest stages (Greenfield) up to their construction (Ready to Build) walking the client through their execution, commissioning and operation (Commercial Operation Date+O&M).

Among the capabilities of its team we find:

- The identification of land and grid connection points
- Feasibility studies (solar resources, connection, environmental and urban planning)
- Preliminary technical studies (geotechnical, hydrological, topographic, POT)
- Plant engineering and grid connection
- Management of permits and authorisations

Negratín is currently developing a project portfolio of a total of 0.5GW approximately, in over 30 projects and 100MW in Colombia and Chili.





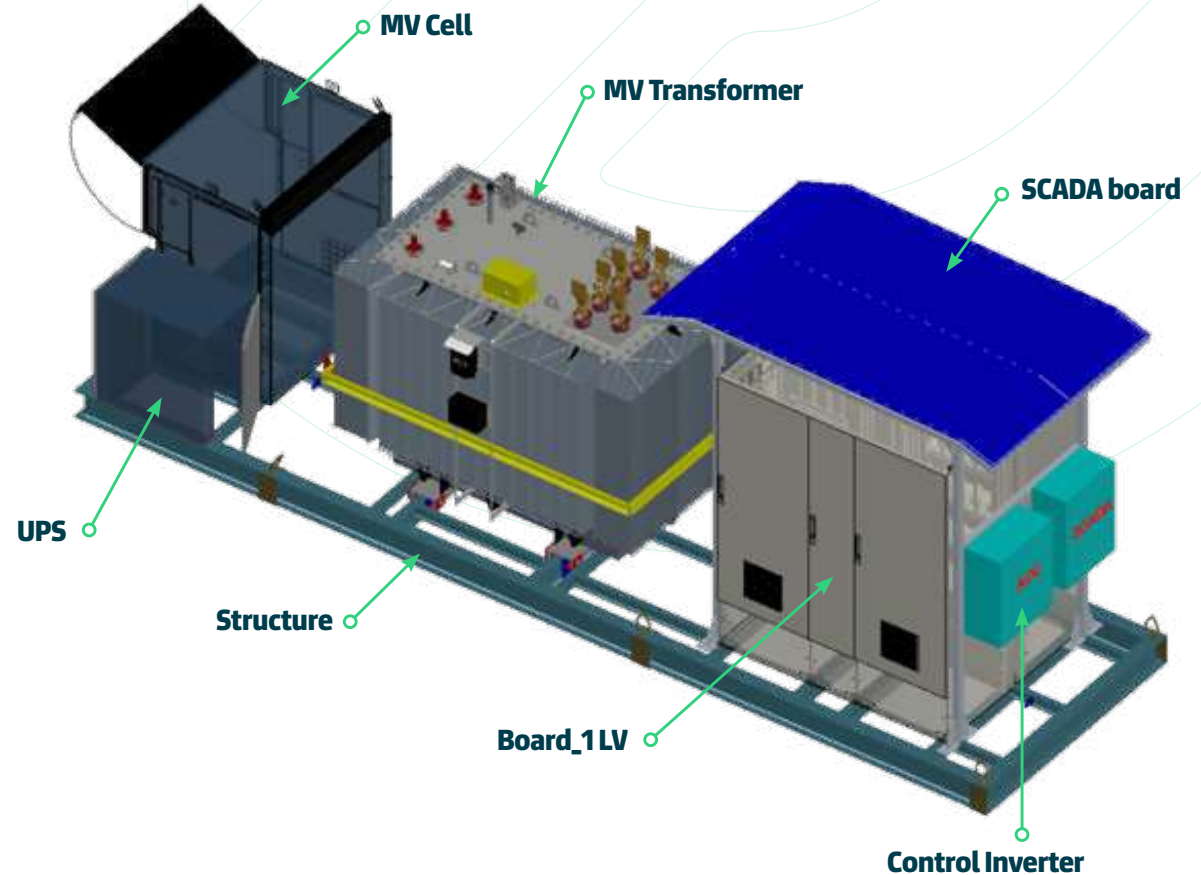
INTEGRATED SOLUTIONS. NEGRATIN POWERSKID STATIONS.

Negratín PowerSkid product is conceived to respond to the needs of PV plants totally modular and compact.

The increasing use of string-type investors in the market creates the need of installing a specific transformation centre (power station) in PV plants. To attend this requirement, Negratín has developed an innovative product, totally modular covering a vast range of powers (4-8 MVA) and integrates monitoring and communications systems.

These devices integrated in a structure (skid) with an ultra-compact size allow their transport in standard sea containers and installed, connected and commissioned as a plug&play solution.

The new Negratín PowerSkid allows also to boost output voltage to HT level reducing even the need for double voltage boosting.





INSTALLATIONS

Negratín is specialized in the execution of comprehensive projects covering all disciplines:

- CGT: Centralised Control and Management. BMS Systems
- Air-conditioning and ventilation
- Electricity (Low and Medium) and Lighting
- Voice and Data. Structured wiring.
- Fire Protection Installation (PCI)
- Security (CCTV)
- Water (plumbing and sanitation)
- Steam generation and transport

Negratín provides comprehensive solutions of:

- Energy Efficiency
- Uninterrupted Power Supply Systems
- PV Solar Installations
- E-chargers for e-vehicles
- Automation and control



COMPLETE SOLUTIONS
FOR INTEGRATED PROJECTS





INDUSTRY

Execution of integral assemblies in industrial plants:

- E-assemblies (LV and MV)
- Instrument and control assemblies
- Fire protection
- Mechanical assemblies: Structure and Piping



INTEGRAL ASSEMBLIES OF HIGH
TECHNOLOGICAL VALUE



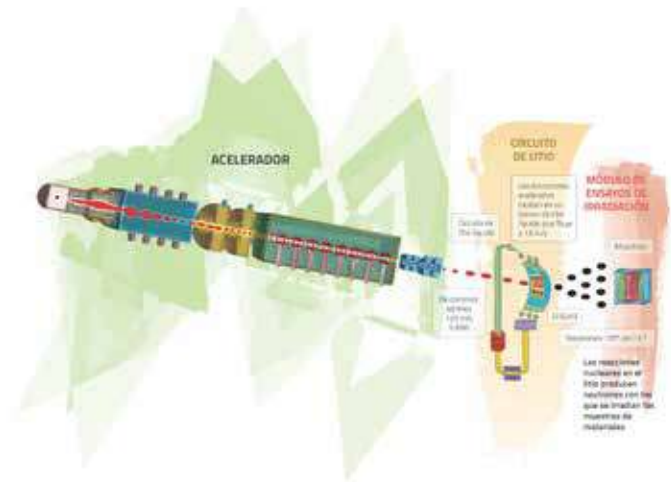


INNOVATION

Negratín supports the challenges of a sustainable and decarbonized energy future by the development and use of innovative technologies such as highly-efficient renewables, the optimal management of demand and the development of renewable gases such as H₂.

- Technological and industrial innovation.
- Collaborations in R&D centres and Universities.
- Participation in innovative international projects.
- Optimization and extension of the life of generation plants.
- Digital and efficient operation and maintenance.
- Development of technologies for the optimization and sustainability of the electric system.

TECNOLOGÍA PARA UN FUTURO DE ENERGÍA SOSTENIBLE.
(RENEWABLE, HYBRIDIZATION, STORAGE, BIOGAS, DIGITALIZATION).





BUSINESS LINES

3 SECTORS
5 BUSINESS LINES
A FORMULA FOR SUCCESS



TURN-KEY PROJECTS

Execution of EPC Projects (Engineering + Procurement + Construction) of energy and industry plants.



OPERATION & MAINTENANCE

Operation and Maintenance Services of energy and industry plants.



CONSTRUCTION AND ASSEMBLIES

RE: Electric, mechanical and civil works assemblies in RE (Structure, Tracker and panels) MV/LV Installations.

INDUSTRY: Assemblies, installation and commissioning of Industrial Plants.

INSTALLATIONS: Assembly of electric, sanitation, air-conditioning, energy efficiency, communications and fire protection systems.



INTEGRATED SOLUTIONS

Plug&Play solution based on the integration of electric/electronic devices in containers and skids



DEVELOPMENTS/PROMOTION

Greenfield developments and growth driver.



Services



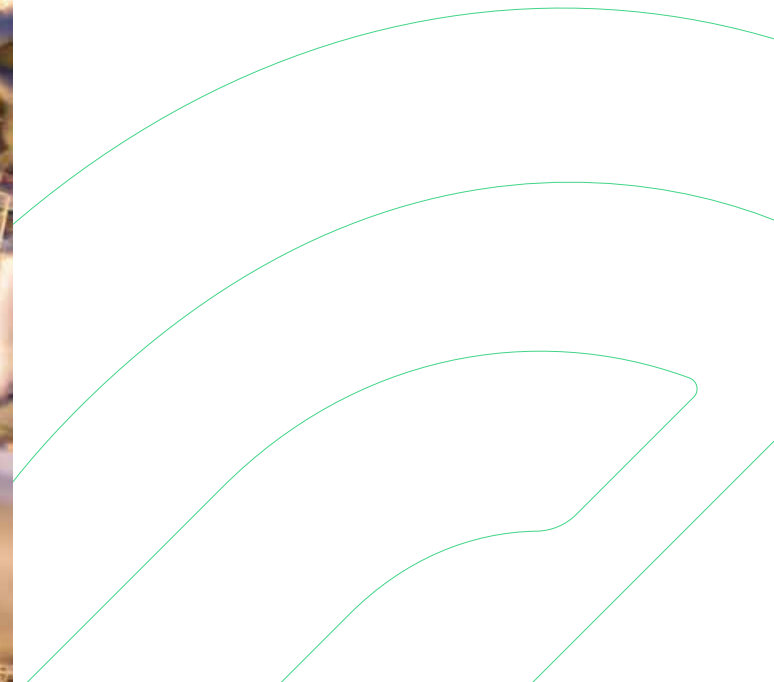
Solution



Projects



MAIN REFERENCE PROJECTS





PROJECTS THROUGHOUT ALL MARKETS OF INTEREST

Negratín has an active presence in key markets such as EU, AMERICA, ASIA. Its capacity to adapt its solutions to new requirements and markets allows it to obtain a broad range of projects worldwide.





ENERGY

Project Details:

Name: La Victoria Solar I and II.
Client: Celsia.
Location: Valle del Cauca, **(Colombia)**.
Scope: EPC
Power: 53 MWp

Project Details:

Name: Bosques Solares Bolívar.
Client: Isagen
Location: Departamento Atlántico.
Sabanalarga. **(Colombia)**.
Scope: EPC+TL+SS
Power: 125.4 MWp

WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: Valle del Sol.
Client: Enel Green Power.
Location: María Elena, Calama (Chile).
Scope: BOS.
Power: 162.80 MWp.

Project Details:

Name: PV El Manzano Solar.
Client: Enel Green Power.
Location: Til-Til, Región Metropolitana (Chile).
Scope: BOS.
Power: 101.25 MWp.



WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: PSFV Comayagua.

Client: Celsia.

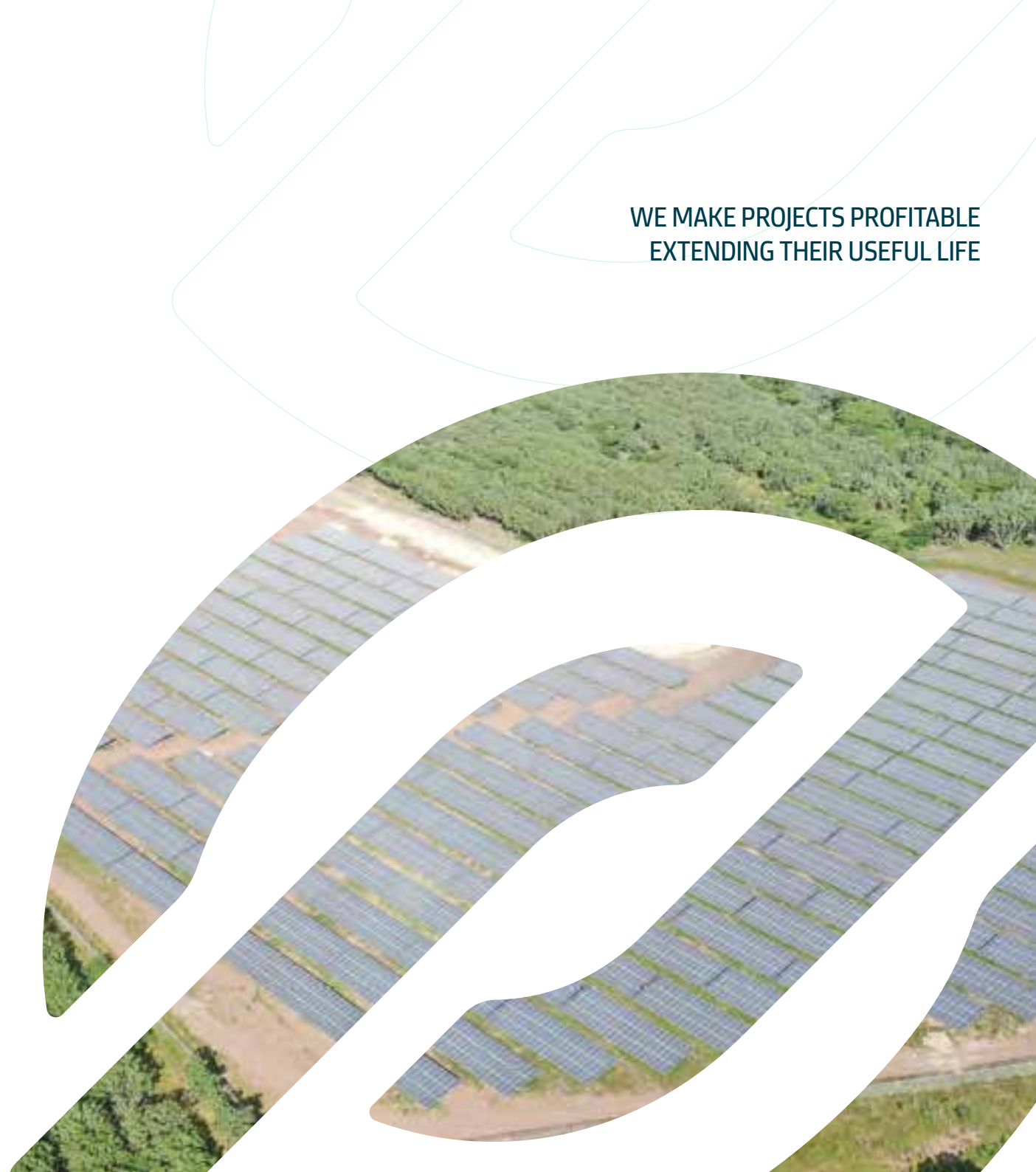
Location: Comayagua (Honduras).

Scope: EPC.

Power: 10.90 MWp.



WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: Cañada Honda.

Client: Next Energy.

Location: Aguascalientes (Mexico).

Scope: BOS+ Negratín PowerSkid Supply.

Power: 23.22 MWp



WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: Kisarazu.

Client: Vena.

Location: Chiba (Japan).

Scope: E-BOS.

Power: 25.64 MWp



WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: Azuma Kofuji Solar Plant.
Client: Juwi Shinzen Energy K.K.
Location: Azuma (**Japan**).
Scope: E-BOS
Power: 21.7 MWp

Project Details:

Name: Kasama Solar Plant.
Client: Vena Energy.
Location: Kasama (**Japan**).
Scope: E-BOS
Power: 53 MWp



RENTABILIZAMOS PROYECTOS,
ALARGANDO SU VIDA ÚTIL





ENERGY

Project Details:

Name: Hiroshima.
Client: Saferay.
Location: Hiroshima (Japan).
Scope: E-BOS & M-BOS
Power: 50.85 MWp

Project Details:

Name: Wakuya.
Client: Vena Energy.
Location: Miyagi (Japan).
Scope: E-BOS.
Power: 25.65 MWp



WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: S13.
Client: Maetel.
Location: Shirakawa (Japan).
Scope: E-BOS.
Power: 33.4 MWp

Project Details:

Name: Cherry Lake.
Client: Maetel.
Location: Nakanawa, Mie (Japan).
Scope: E-BOS.
Power: 98.1 MWp



WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: Wick Farm.
Client: Gamma Solutions.
Location: Lymsham
Weston-superMare (UK).
Scope: BOS.
Power: 15 MWp

Project Details:

Name: Majes y Repartición.
Client: Isolux Corsán.
Location: Arequipa (Peru).
Scope: E-BOS.
Power: 44 MWp



WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: Santa María.
Client: Avanzia Instalaciones.
Location: Nuevo Casas Grandes,
Chihuahua (Mexico).
Scope: 100% E-BOS. 50% M-BOS.
Power: 180 MWp.



Project Details:

Name: Orejana.
Client: Avanzia Instalaciones.
Location: Hermosillo, Sonora (Mexico).
Scope: 100% E-BOS. 50% M-BOS.
Power: 160 MWp

WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: El Romero.

Location: Comuna de Vallenar, Región de Atacama (Chile).

Electric Installation Scope: E-BOS (LV Assembly).

Civil Works: Execution of trenches in two prototypes performed during the project.

Power: 123 MWp



WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY

Project Details:

Name: Mula.
Client: COBRA INSTALACIONES.
Location: Mula, Murcia (**Spain**).
Scope: E-BOS.
Power: 493.92 MWp

Project Details:

Name: Palabra y Esplendor.
Client: HANWHA Q-CELLS.
Location: Escatrón, Zaragoza y Samper de Calanda, Teruel (**Spain**).
Scope: BOS.
Power: 99.84 MWp



WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





ENERGY HYBRIDIZATION

Project Details:

Name: Prudencia.

Client: Celsia.

Location: Chiriquí (Panama).

Scope: EPC.

Power: 11.89MWp

The Prudencia EPC PV project represents a successful example of hybridization of hydroelectric and PV technologies. Based on an existent hydroelectric asset (brownfield) of 60MW, Negratín projected its hybridization with a new PV plant (greenfield) of 12MW and a specific EMS system (Energy Management System) to manage joint generation of both technologies.

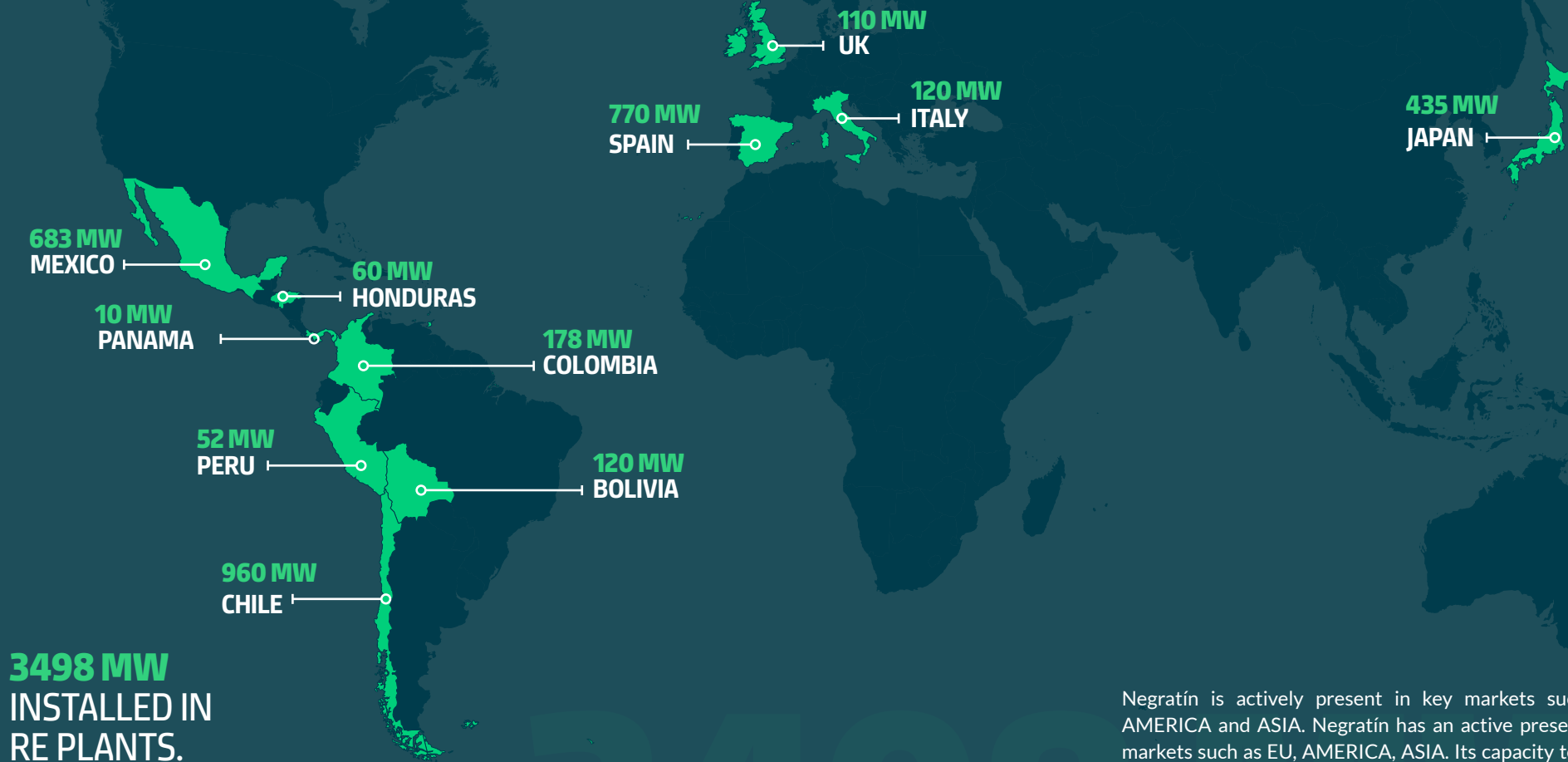


WE MAKE PROJECTS PROFITABLE
EXTENDING THEIR USEFUL LIFE





RENEWABLE ENERGIES



Negratín is actively present in key markets such as EU, AMERICA and ASIA. Negratín has an active presence in key markets such as EU, AMERICA, ASIA. Its capacity to adapt its solutions to new requirements and markets allows it to obtain a broad range of projects worldwide.



INDUSTRIAL SELF-CONSUMPTION

Project Details:

Name: Sulquisa

Client: Sulquisa- Grupo Minersa Localización: Comunidad de Madrid (Spain)

Scope: EPC

Power: 10.65 MWp

Integral solution for industrial self-consumption, consumption curve analysis, solution design based on redundancies, increasing the soundness and reliability of the supply, adapting to high customers' standards.

Specific design of Negratín PowerSkid for string inverter, for direct boosting to high voltage, avoiding the double step from medium to high voltage, which increases efficiency and reduces the possibility of errors.

Implementation of an EMS (Energy Management System) with a predictive consumption algorithm considering the productive process in the different time slots which allows optimisation of generation adapting it to consumption.



COMPLETE SOLUTIONS
FOR INTEGRAL PROJECTS





NEGRATÍN POWERSKID INTEGRATED SOLUTIONS

Project Details:

Name: Cañada Honda.
Client: Next Energy.
Location: Aguascalientes (Mexico).
Scope: BOS + Power Stations Supply.
Power: 23.22 MWp.

Project Details:

Name: Sulquisa
Client: Sulquisa- Grupo Minersa
Location: Comunidad de Madrid (Spain)
Scope: EPC
Power: 10.65 MWp.



Project Details:

Name: Prudencia.
Client: Celsia.
Location: Chiriquí (Panama).
Scope: EPC.
Power: 11.89 MWp.

Project Details:

Name: La Victoria Solar I y II.
Client: Celsia.
Location: Valle del Cauca, (Colombia).
Scope: EPC
Power: 53 MWp



COMPREHENSIVE SOLUTIONS
FOR INTEGRAL PROJECTS





INSTALLATIONS

Project Details:

Client: Grupo Tragsa

Location: Av. de Esparta, 28290 Las Rozas de Madrid. (Spain)

Scope:

Plumbing

Air-conditioning:

- Fancoils
- Ventilation
- UTAs
- Ventilation and air-conditioning of specific areas: laboratories.



COMPREHENSIVE SOLUTIONS
FOR INTEGRAL PROJECTS





INSTALLATIONS

Project Details:

Client: Consejería de Empleo, Formación y Trabajo Autónomo Servicio Andaluz de Empleo.

Location: Av. Abogados de Oficio, 4, 29649 La Cala de Mijas, Málaga. (Spain)

Scope:

- Complete renovation of the ventilation and air-conditioning system from the supply and installation of AHUs, rooftops, heat recovery units and VRV system.
- Execution of a new centralised control system integrating the new equipment and part of the existing installation.



COMPREHENSIVE SOLUTIONS
FOR INTEGRAL PROJECTS





INSTALLATIONS

Project Details:

Name: PALACIO DE LOS ÁGUILA - MUSEO

Client: Grupo Tragsa

Location: C. de López Núñez, 1, 05001 Ávila (Spain)

Scope:

- Complete renovation of the ventilation and air-conditioning system for the supply and installation of AHUs, heat pumps and fancoils.
- Execution of a complete Fire protection system integrating new equipment.
- Execution of a Fire Protection system for fire detection and extinction highlighting its nebulizing system.
- Low and medium voltage electricity including work on the transformer room, lighting in the palace and exhibition rooms, etc.
- Execution of telecommunications system.



COMPREHENSIVE SOLUTIONS
FOR INTEGRAL PROJECTS





INSTALLATIONS

Project Details:

Name: Hotel Mirador de Loja.

Client: Abades.

Location: Loja. Granada (Spain).

Scope:

Supply and installation of all mechanical and fire protection installations for a 60-room hotel: DHW by aerothermal, air-conditioning by means of chillers, sanitation, ventilation with recovery, Fire Protection including the complete installation SPA and Gym.



Project Details:

Name: Edificio Ministerio de exteriores.

Client: TRAGSA.

Location: Madrid (Spain).

Scope:

Supply and complete thermal installation of the machine room and hydraulic connection of AHU including the whole primary piping network in steel and PPR.

COMPREHENSIVE SOLUTIONS
FOR INTEGRAL PROJECTS





INSTALLATIONS

Project Details:

Name: Hospital Melilla.

Client: TRAGSA.

Location: Melilla (Spain).

Scope:

Integral execution of the facilities of the New Hospital in Melilla with more than two hundred double rooms as well as its critical and subcritical areas: infectious wards, ICU, operating theatres, laboratories, dialysis, sterilisation, UTPR, new-borns, technical rooms for the production of cold, heat, water room, etc.
LV and MW electrical installation, complete air-conditioning and domestic hot water, setam generation, self-consumption PV installation, plumbing and waste water treatment and supply of fire protection equipment.



COMPREHENSIVE SOLUTIONS
FOR INTEGRAL PROJECTS





INSTALLATIONS

Project Details:

Name: Comisaría de Cádiz.

Client: GIESE.

Location: Cádiz (Spain).

Scope:

Comprehensive renovation of installations (air conditioning, electricity, communications, lighting and fire prevention) of the Police Station in Cadiz.



Project Details:

Name: Comisaría de Almería.

Client: Área de arquitectura del cuerpo nacional de policía.

Location: Almería (Spain).

Scope:

Reform of the installations (air-conditioning, renovation of air and electricity) of the Police Station in Cadiz.



COMPREHENSIVE SOLUTIONS
FOR INTEGRAL PROJECTS





INDUSTRY

Project Details:

Name: Central Hidroeléctrica Cerro del Águila 504 Mw en el Río Mantaro.
Client: Andritz Hydro SA.
Location: Distrito de Surcobamba y Colcabamba, Huancavelica (Peru).
Scope:
GIS Installation of: 10 transformers 220 kV and Pot Head Yard de 220 kV.
Central of 4 bays in tunnel.
Main/Dam Control Building.
HV/MV System.



Project Details:

Name: Subestación Parque Eólico de Tres Hermanas.
Client: Cobra Infraestructuras Internacional S.A. y Energía y Recursos Ambientales Internacional S.L. Unión Temporal de Empresas Tres Hermanas.
Location: San Juan de Marcona, Nazca (Peru).
Scope:
Assembly of a metal structure, fittings, insulators, small HV/MV connection material and switchgear.
Assembly of power transformers of the 220kV system and 34.5kV panels.
Commission and energisation.



COMPREHENSIVE SOLUTIONS
FOR INTEGRAL PROJECTS





INDUSTRY

Project Details:

Name: Pipping reconversion of biodiesel plant for hydrocarbon storage

Client: DBA

Location: Bilbao (Spain)

Scope: Pipping

COMPREHENSIVE SOLUTIONS
FOR INTEGRAL PROJECTS





INDUSTRY

Project Details:

Name: Planta Termosolar (CSP) Cerro Dominador.

Client: Constructor Atacama CSP Chili, SpA (UTE Acciona-Abengoa).

Location: Comuna de Maria Elena, Antofagasta (Chile).

Scope: Assembly of Electricity and Switchgear in Tower, Power island and Solar Field.

Power: 110 MW.



SOLUTIONS
FOR AUTONOMY





R&D+i

HYDOR-DONES Project

Within the framework of the NEURON-DONES project

EXP-00154095 / MIG-2022 1067



The neuron-dones project has been founded by the centre of industrial technological development (CDTI for its Spanish initials) through the program of science and innovation missions of 2022.

- Development and integration of sustainable technologies replacing the conventional SAI for a VPP-MCES with energy vectors and H₂, thermal and electric storage.
- New control technologies for the safe and optimal management of renewable energies generation and energy storage systems in the particle accelerator IFMIF-DONES, Granada (Spain).



SOLUTIONS FOR SUSTAINABLE
ENERGY AUTONOMY
(FUSSION, HYDROGEN AND RENEWABLE)





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**NEGRATÍN GROUP
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