



JUBAILI BROS

JUBAILI BROS

Introduction and Scope for
PV-Diesel Hybrid Solution



1. Jubaili Bros Introduction
2. Jubaili Bros - Solar
3. Jubaili Bros – Solar Distribution Partnerships.
4. PV-Diesel Hybrid Solution
5. Scope of Supply for Hybridization Project



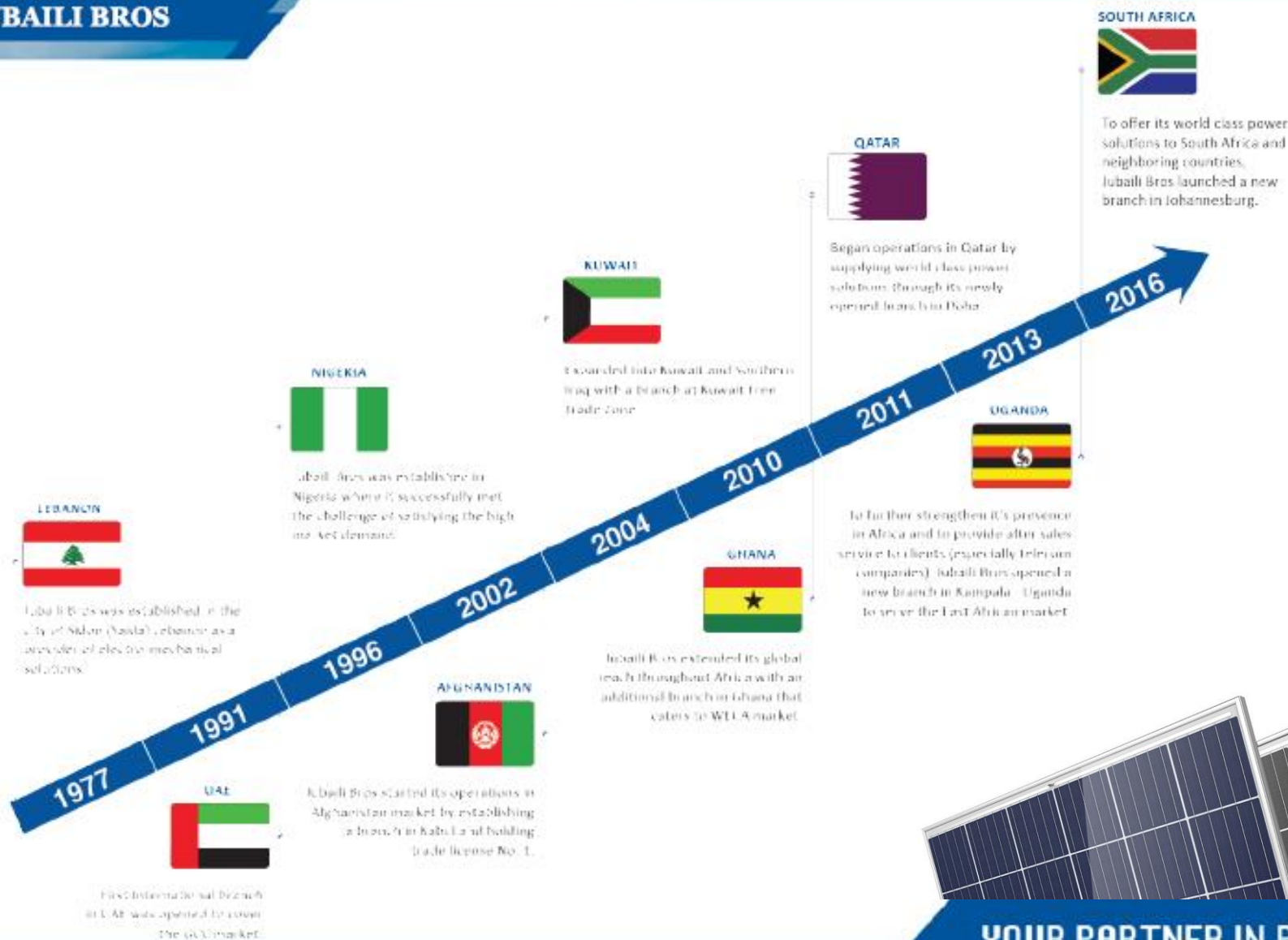
YOUR PARTNER IN POWER

1. JUBAILI BROS INTRODUCTION

- Generator Manufacturer.
- More than 40 years in the market.
- 9 Countries, 28 branches and 33 dealers.
- In UAE we have branches in Dubai, Abu Dhabi and Sharjah.
- Jubaili Bros has more than 1500 employees overall.



YOUR PARTNER IN POWER



YOUR PARTNER IN POWER

WE CONTINUE TO OFFER COMPLETE POWER SOLUTIONS TO OUR VALUED CUSTOMERS THROUGH WELL KNOWN AND TRUSTED BRANDS.



Jet[®]
Generators



Marapco[®]



Perkins[®]
Diesel Power



LEROY[®]
SOMER



DSE



ABB



YOUR PARTNER IN POWER

Jubaili Bros is ISO 9001 Certified



Provides the framework around which a Quality Management System (QMS) is established.

YOUR PARTNER IN POWER

- 12.5 KVA up to 2500 KVA
- Assembled in Lebanon and UAE



Jet[®]
Generators



YOUR PARTNER IN POWER

- 12.5 KVA up to 2500 KVA
- Assembled in UK



YOUR PARTNER IN POWER

2. JUBAILI BROS -SOLAR

- Supply of Solar PV Panel, Inverters and Mountings Structures to EPC Companies and traders.
- Design Support to EPC companies
- Training regarding products.
- Large Scale PV Diesel Hybrid Solutions
(Design, Supply of Key Components)



YOUR PARTNER IN POWER

3. JUBAILI BROS – SOLAR STRATEGIC PARTNERS

- We distribute Canadian Solar, Trina Solar and JA Solar Modules.
- These modules brands are listed in Tier 1 Bloomberg.
- We keep the stock of bestselling model.



YOUR PARTNER IN POWER

- We are value added partner of Huawei Solar Inverters and distributor for SMA inverters from Germany. Our preferred brand in terms of Quality and Price is Huawei.
- Stock - Only string inverters and accessories.
- Huawei has been market leader in terms of global consignment in last 3 years while SMA is a reputable brand in Solar Industry.



YOUR PARTNER IN POWER

- We are exclusive partner of LUMAX Energy, manufacturer of Aluminum Mounting Structure for Solar PV Module – A South African Brand
- LUMAX Energy specializes in rooftop, ground mounts and carport structure for Solar PV Modules.

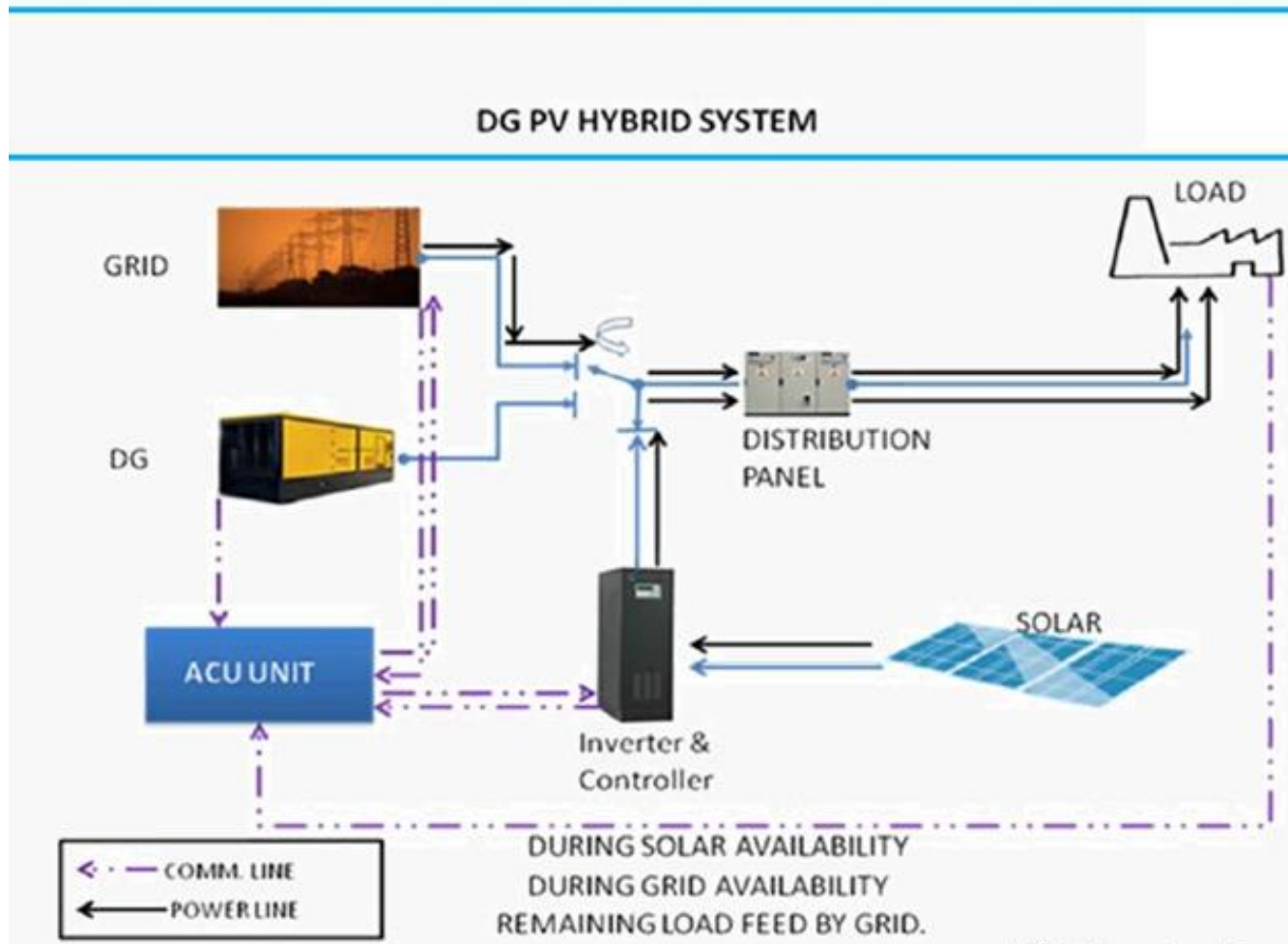


Types of Solar PV Systems

- **Off Grid PV System** → Solar Energy with Storage
- **ON Grid PV System** → Solar supporting Grid for reducing bill
- **Hybrid PV System** → Solar + Grid + Storage
OR Solar + Grid + GenSet
OR Solar + GenSet



YOUR PARTNER IN POWER

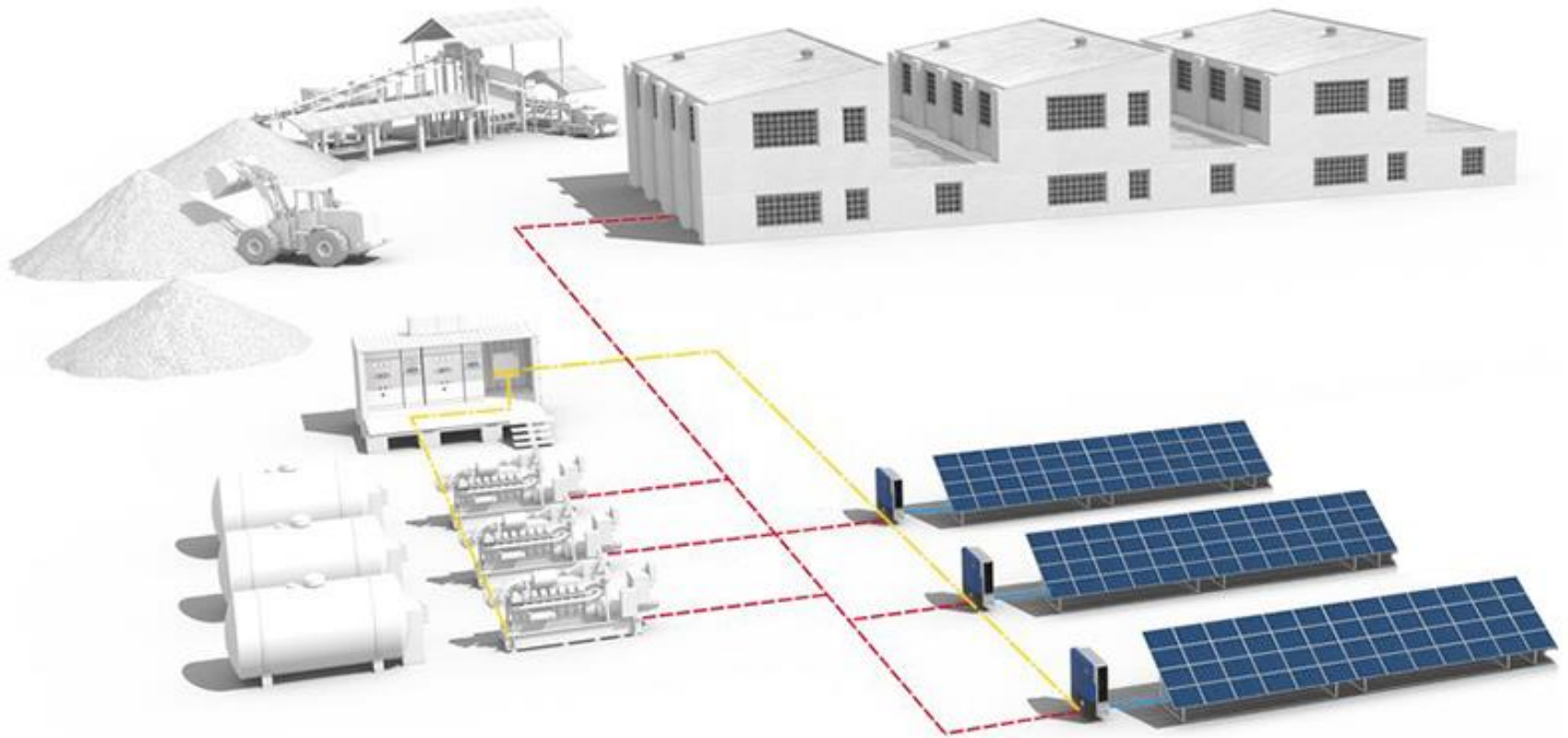


- Commercial and industrial facilities where Grid is available.
- Places where power load shedding is an issue.
- Fuel cost is high.
- Ultimate goal is to reduce the cost of electricity.



YOUR PARTNER IN POWER

Typical Arrangement of PV-Diesel Hybrid



YOUR PARTNER IN POWER

- Commercial and industrial facilities in remote locations.
- Fuel transportation is an issue.
- Hotels, hospitals and resorts in remote locations
- Smart and automated operation of PV System with diesel generator.



YOUR PARTNER IN POWER



JUBAILI BROS

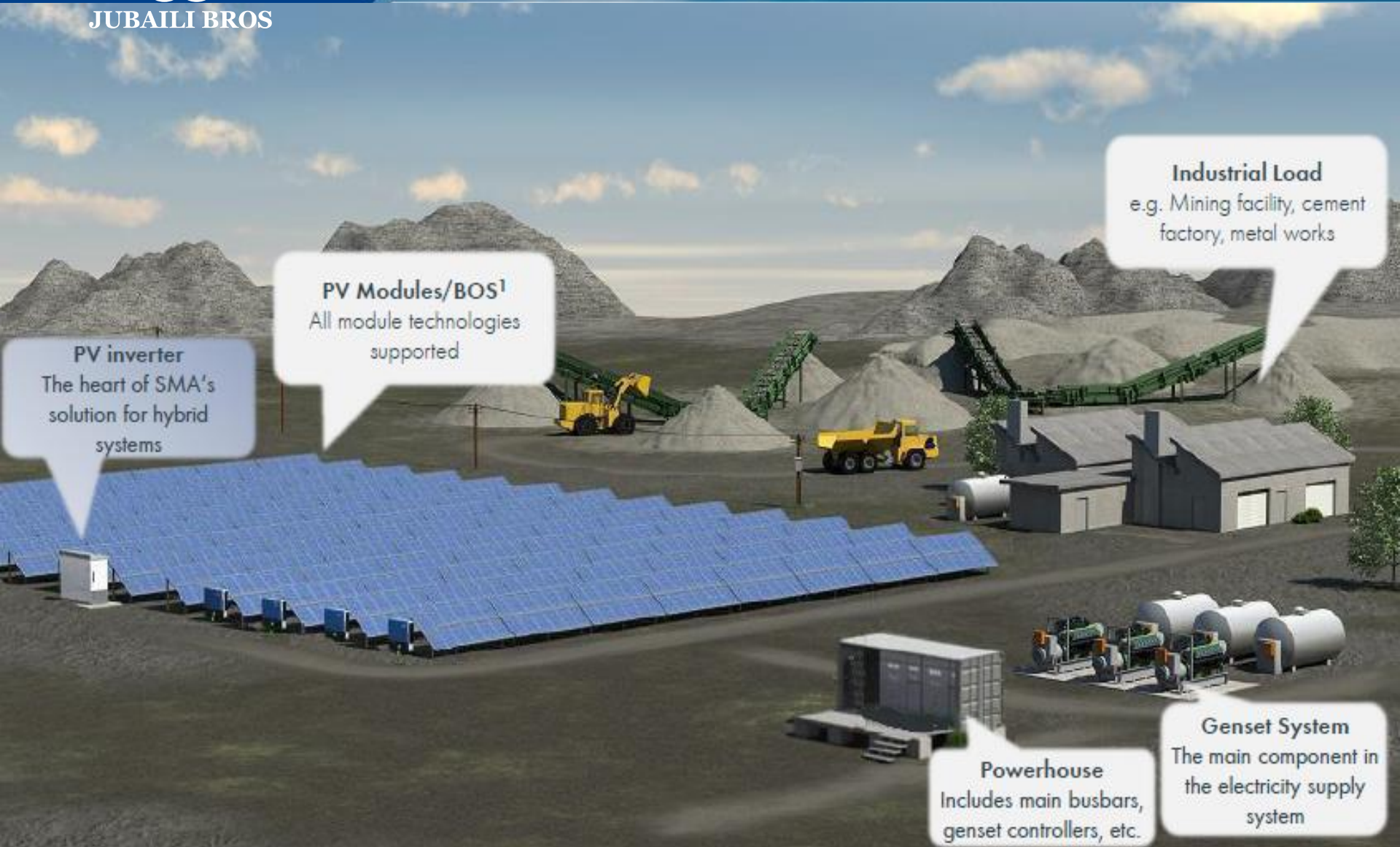
Hybrid Off Grid Systems





JUBAILI BROS

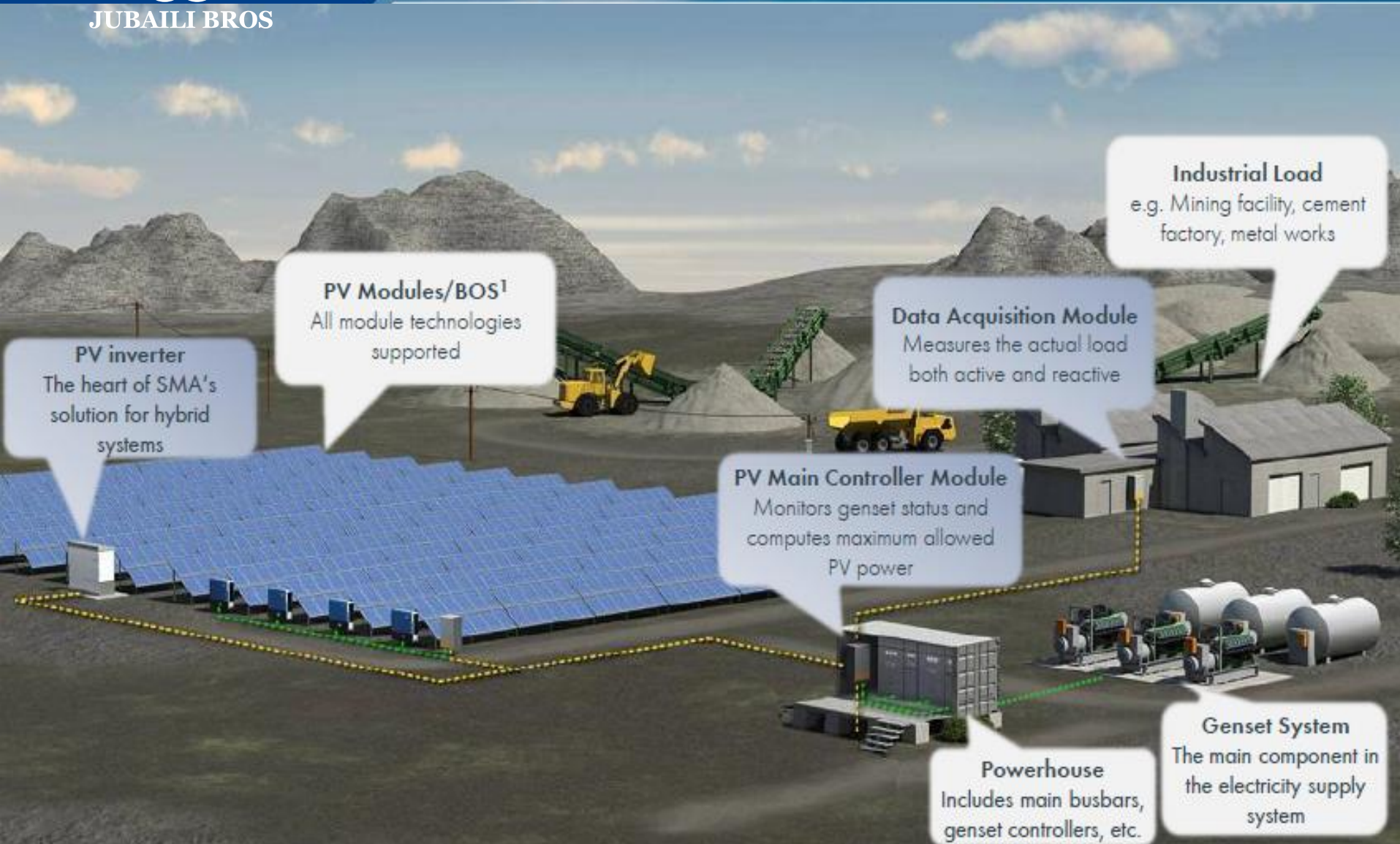
Hybrid Off Grid Systems





JUBAILI BROS

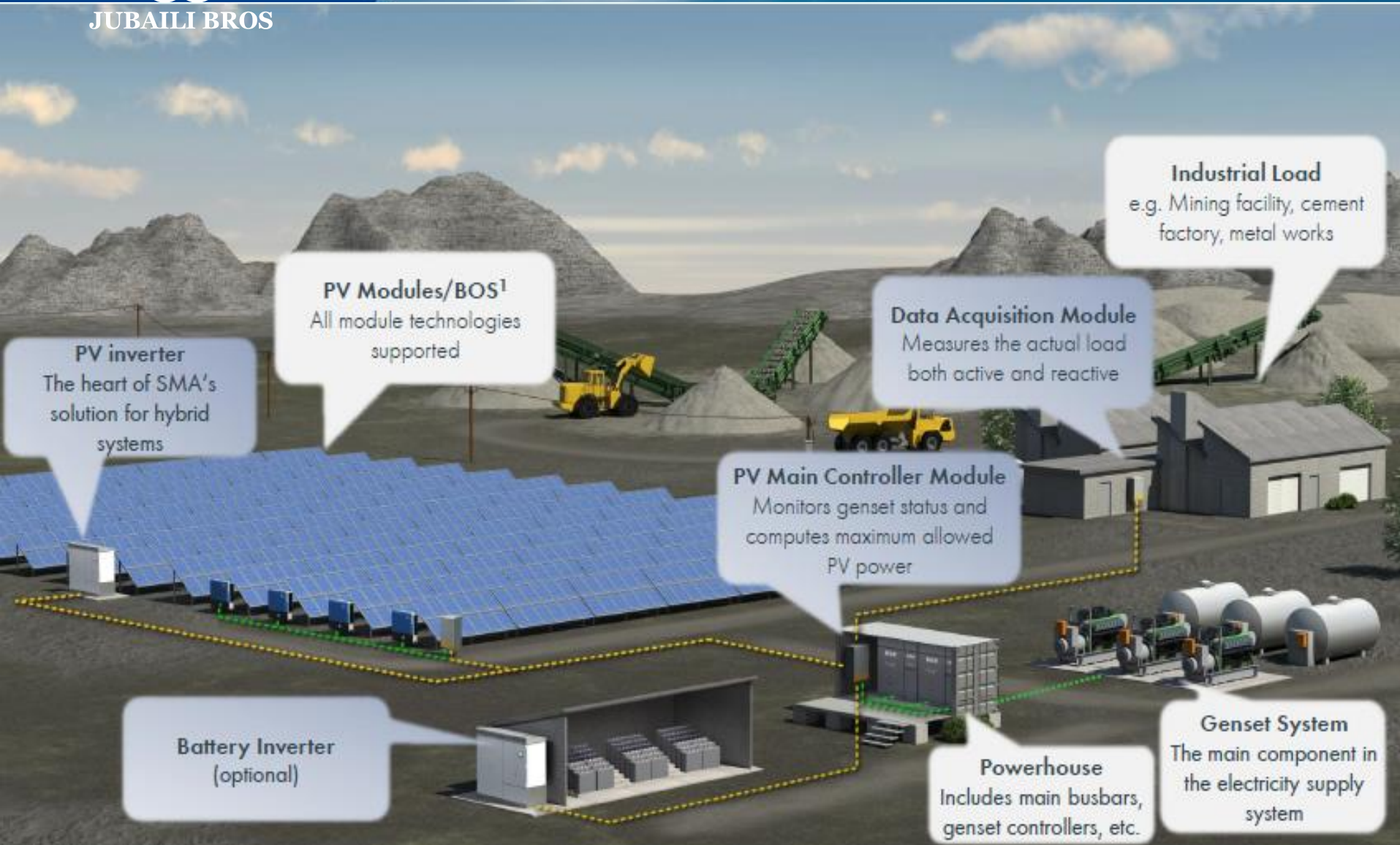
Hybrid Off Grid Systems





JUBAILI BROS

Hybrid Off Grid Systems



- Controls the interaction between inverters and diesel generator
- Back feed protection for diesel generators
- Maintains maximum PV output
- Maintains healthy operation of the diesel generator by keeping it above the minimum limit.
- Fully automated system operation
- Backfeed protection for diesel generators



YOUR PARTNER IN POWER

1. Solar Panels – Canadian Solar /Trina / JA Solar
2. Inverters – Huawei / SMA
3. Mounting Structure – LUMAX Energy
4. PV-Diesel Hybrid Controller



YOUR PARTNER IN POWER

Thank you

www.JubailiBros.com

 /Jubaili.Bros

 /company/jubaili-bros

 @JubailiBros

 /JubailiBros

 /c/JubailiBrosGroup

YOUR PARTNER IN POWER