

“THERE IS GROWING INTEREST IN OUR 1P TRACKER SOLUTIONS, AS WELL AS IN HOW OUR PRODUCTS CAN BE ADAPTED TO AGRIVOLTAIC APPLICATIONS, WHICH IS AN EMERGING TREND IN THE UK”



The UK has established itself as one of the European markets where solar photovoltaic energy is growing the most. Energy needs and technological improvements in equipment such as trackers are enabling the country to promote this renewable energy source more than ever before. [Solar Steel](#), our partner and expert in solar tracking solutions, explains in this interview the progress made and the keys to its success in the country.

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Business Development Manager Europe



How is the UK market evolving in terms of demand for solar trackers versus fixed structures, and where do we see the biggest opportunities?

The UK market has traditionally been dominated by fixed structures, with only a limited number of tracker projects developed so far. However, we are now seeing a clear shift. Developers and investors are increasingly running full **project optimizations**, asking us to evaluate both fixed and tracker configurations to understand the overall economics.

This change of mindset is creating a real opportunity. At [Solar Steel](#), we supply both solutions, which allows us to **support our clients from the very beginning of the project and guide them** towards the most profitable decision. It is no longer about the product, but about delivering the best outcome.



What are Gonvarri Solar Steel's main strengths and competitive advantages in the UK solar market today?

As previously mentioned, one of our strongest advantages is our ability to provide both fixed structures and trackers, allowing us to support clients from the earliest stages of project definition. We help them choose what truly fits their project, not what is easier to sell.

In addition, we bring solid experience in the UK, with **around 500 MW of fixed structures already delivered**, supported by strong local knowledge and networks. Beyond engineering and supply, we provide full scope services including POT, supervision, commissioning and logistics. And importantly, our European manufacturing ensures reliability in deliveries and flexibility when projects evolve, which gives our clients real peace of mind.



Do you have solutions specifically adapted to the demanding UK conditions, such as challenging weather, uneven terrain, and project requirements?

Absolutely! Our products are **fully adapted to the UK market**, its technical requirements, terrain conditions and demanding climate.

We approach every project as a tailored solution, developing a customized design that matches the specific needs and constraints of the site while ensuring the highest quality standards.

We have **extensive experience in complex conditions**, including steep slopes, irregular terrains, challenging foundations and high wind or snow loads.

In short, we are very comfortable with complexity. The UK is a demanding market, but it is exactly the type of environment where our engineering truly makes the difference.

** Since 2005, Solar Steel has supplied over 31 GW in 45 different countries, building the technological, financial, and human strength necessary to become an undisputed leader in the solar sector.*

How does Gonvarri Solar Steel differentiate itself from other tracker and structure suppliers operating in the UK market?

I always like to highlight something that is both emotional and real. Despite being a global leader in the PV industry, we are still a **family-owned company with more than 70 years of history**. This translates into something very tangible for our clients: strong values, commitment and consistency over time.

With over 21 years in solar and more than **31 GW supplied worldwide, including the UK**, we offer proven experience, high quality standards and reliable service. For us, success is not about one project, but about building long-term relationships. That is why we say we are “Your most reliable partner”, because we stand by our projects not only today, but for the next 40 years.

Which technologies or innovations from Gonvarri Solar Steel are generating the most interest among UK developers and EPCs?

Clients are progressively discovering that our offering goes far beyond fixed structures, even though these remain highly valued for their flexibility and customization. **There is growing interest in our 1P tracker solutions, as well as in how our products can be adapted to agrivoltaic applications, which is an emerging trend in the UK.**

What is really attracting attention is our ability to offer a complete and adaptable portfolio, combined with strong engineering support. Developers are exploring **new ways to optimize their projects**, and being able to rely on a partner that can support them across different technologies is a clear advantage.

