



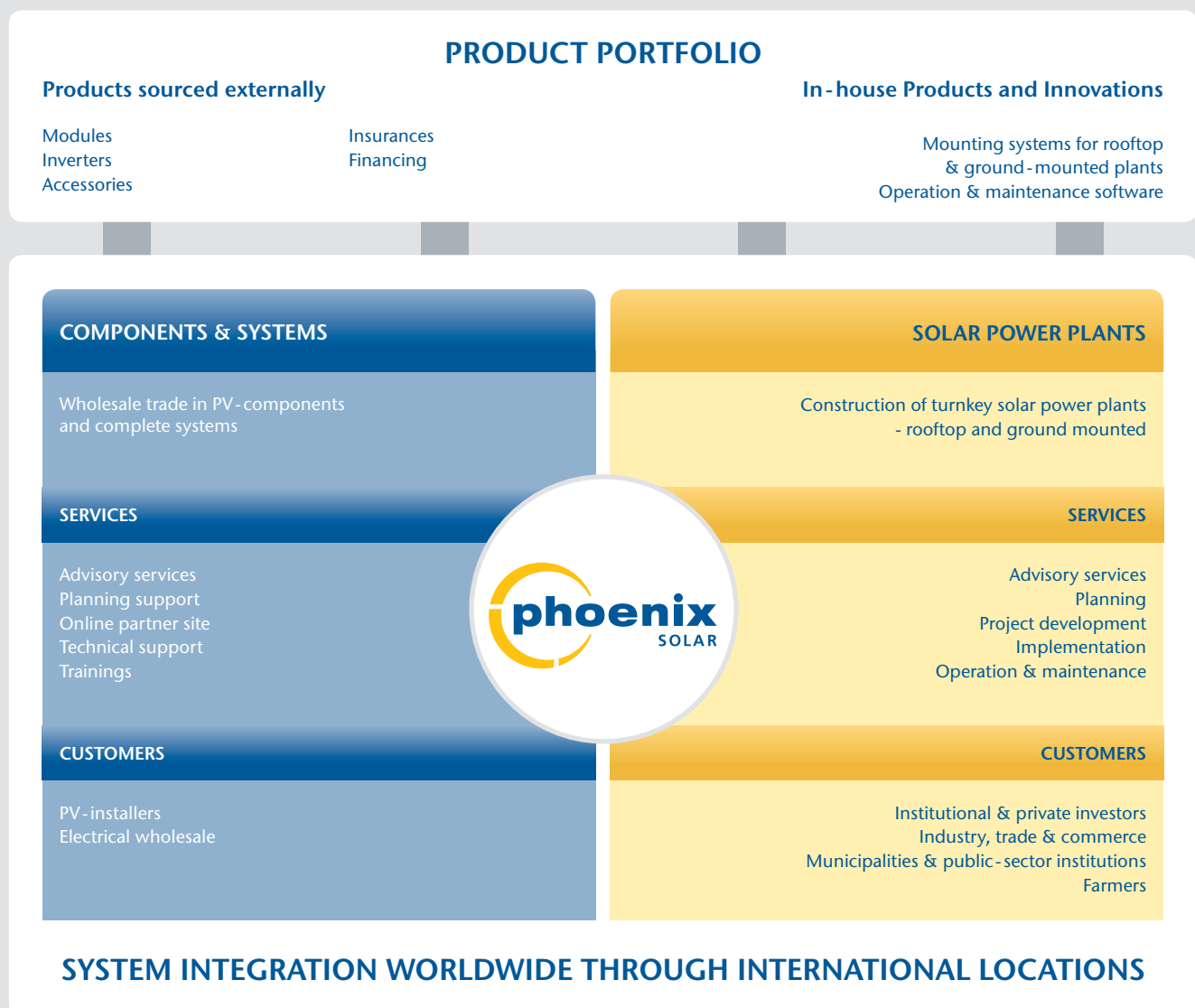
We turn sun energy into earning power.

SOLAR POWER PLANTS BY AND
WITH PHOENIX SOLAR



UNLEASHING THE FULL POTENTIAL OF PHOTOVOLTAICS FOR EACH SOLAR PROJECT, PHOENIX SOLAR DELIVERS MINIMUM SYSTEM COSTS AND MAXIMUM RETURN ON YOUR POWER PLANT OVER ITS LIFETIME.

BUSINESS MODEL OF PHOENIX SOLAR AG



The time is ripe for CO₂-free electricity. A growing number of countries pay feed-in remuneration tariffs for solar power – and the system costs are becoming increasingly attractive.

WE RESPOND TO YOUR BUSINESS NEEDS – GLOBALLY.

Our mission: Making energy together

Our system know-how: leading in the international arena

Phoenix Solar has been a major player in the development of photovoltaics since 1999 - as a supplier of complete solar power plants and a specialist wholesaler of components and systems. We have developed outstanding expertise in securing maximum return for our customers throughout the entire plant life cycle: The solar parks currently in our care average 97 percent technical availability per calendar year at minimum.

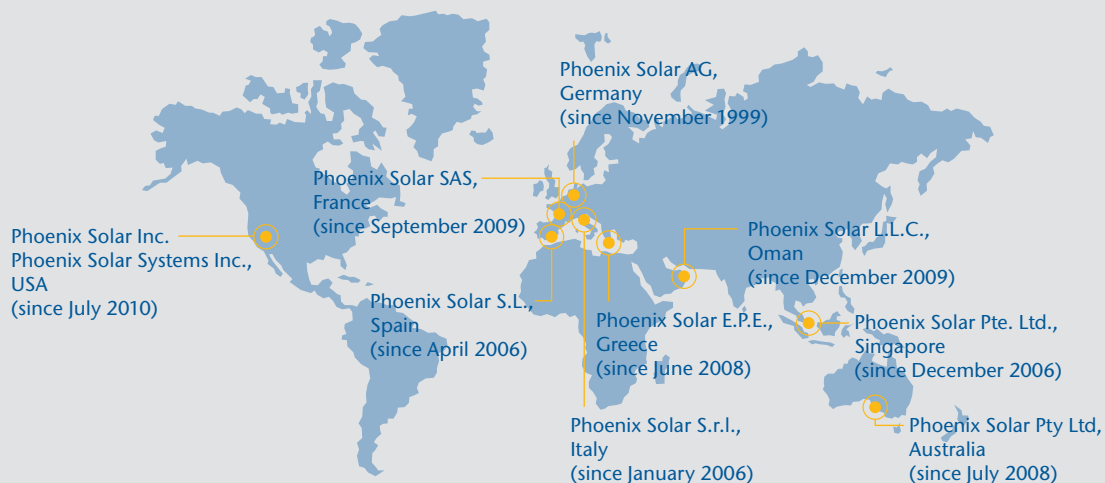
The right service for each project phase

Successful photovoltaic projects are tailor made right from the start. Phoenix Solar begins with an in-depth profitability study. We develop power plants as end-to-end solutions for investors, consult farmers and local authorities as to the locations for solar parks, and act as a general contractor to trade and industry for turnkey solar projects. We also cooperate with project developers to acquire suitable rooftops and open areas of land in Germany and abroad and draw up concepts for customised financing models.

Your success begins with the right partner.

Company locations

Together with its subsidiaries and sales offices (Bulgaria and the Czech Republic), Phoenix Solar conceives, plans, develops and builds solar power plants on rooftops and open spaces all over the world.



AN INVESTMENT WITH LONG-TERM,
SECURE RETURNS.





Whether it be a solar power supply on a factory rooftop, a small-scale municipal plant, or a multi-megawatt solar park, what makes a project successful is its detailed design.

WE DEVELOP CUSTOM-BUILT SOLAR PROJECTS. **Planning and advisory services by Phoenix Solar**

Always at the cutting edge of technology

As an leading international system integrator, Phoenix Solar occupies a key position in photovoltaics. We screen the whole market, seeking out the best technologies and components, to be able to offer our customers the best power plant solutions at minimum system costs. This gives us greater independence and make us swifter and more flexible than many of our competitors.

As our profitability projections take account of all technical, financial and legal aspects, we can advise you on how your investment strategy will best pay off.

- Do you need advice regarding system location?
- Have core data such as size and output been determined?
- Has the issue of ownership been clarified?
- Can the roof support a power plant or is it due for renovation?

We strive to find the optimum design for your power plant. For construction, installation and service, we involve select local specialists who must meet our stringent quality criteria.

Systems know-how – the basis for successful investment



I WANT A PROFITABLE CONCEPT WITH
ENVIRONMENTAL BENEFITS.





Green energy is becoming a natural given for municipalities and companies. Investing in solar electricity means more than just financial gain.

WE OPEN UP NEW HORIZONS. Project development and finance with Phoenix Solar

Benefits from your location: the value added of your solar power plant

There is surely some site for development in your area that local authorities are considering using for generating energy in a sustainable manner? It might be a former airfield, a closed landfill, or a deserted military base. Are you a farmer and do you already have a building permit for your unused land? Or would your company like to operate a solar power plant on industrial wasteland or commercial buildings with large roof surface areas?

Whatever the needs, Phoenix Solar will act as a general contractor and, if you wish, as a project developer. We can give you support which goes beyond technical configuration. We optimise the profitability of your project across all levels, through the following for instance:

- developing concepts for long-term use for all involved
- obtaining official permits and approvals
- managing all contracts
- negotiating attractive insurance terms and conditions and intelligent financing solutions
- guaranteeing efficient operations and on-site readiness over the entire life cycle

Phoenix Solar is your partner throughout the entire solar plant life cycle.

Our aspiration – the optimal solution for everyone involved



EVERYONE INVOLVED PULLING IN THE SAME
DIRECTION – RIGHT FROM THE START.





A successful turnkey solution necessitates the precise coordination of many different components, services and processes – right down to the last detail.

WE WILL BUILD YOUR POWER PLANT RAPIDLY.

Construction and implementation with Phoenix Solar

Optimised construction times – no matter what project size and type

Regardless of whether you want a 1 MWp rooftop power plant on a factory building or a large-scale international ground-mounted project, you will benefit from our long-standing experience and expertise in each phase of the construction. Phoenix Solar deploys its own construction teams around the world. Our experts have the skills and experience to build photovoltaic projects of any size and to connect them to the grid by the scheduled deadline – outperforming the industry average in the process.

All processes are certified under EN ISO 9001/14001 as part of our quality management. In addition, we make use of all potential to keep expenses down and save time. Our Technical Department develops its own innovative mounting systems for rooftop projects or ground-mounted power plants, lowering system costs and installation times so your solar plant can begin earning faster.

Phoenix Solar experts are familiar with local construction requirements and can therefore coordinate all steps in the process, from the application for building permits, to connecting the power plant to the grid of the local utility company.

The goal – online on time, reliable earnings



I AM LOOKING FOR CAREFULLY SELECTED
SERVICES FROM A SINGLE SOURCE.





Long-term, secure income requires a professional approach with qualified monitoring, troubleshooting, maintenance and repair.

WE BUNDLE YOUR TOTAL CARE PACKAGE.

Phoenix Solar monitoring and maintenance services

As the operator of a solar power plant, you have to comply with regulations. You must keep to maintenance deadlines, assess risks and, on top of that, deliver the forecast return on investment. From the very first day, each moment of sun counts. This is why we put together individual service packages for our customers.

In the event of failure, we initiate measures immediately and, depending on the service level, eliminate the cause within a few hours.

Minimising risks means being there before it even happens.

A satellite-supported remote system overseeing your plant is at the heart of our monitoring and maintenance service. This is how we ensure seamless monitoring with automated early warning even for systems not made by Phoenix Solar. We also offer:

- 24 x 7 x 365 global monitoring with detailed analyses and reports
- annual inspection
- medium-voltage maintenance
- PV site maintenance and cleaning of modules if needed
- inverter maintenance
- repair costs flat rate
- low-voltage supply for plant operation

Our responsibility – avoiding downtime, maximising financial return



