



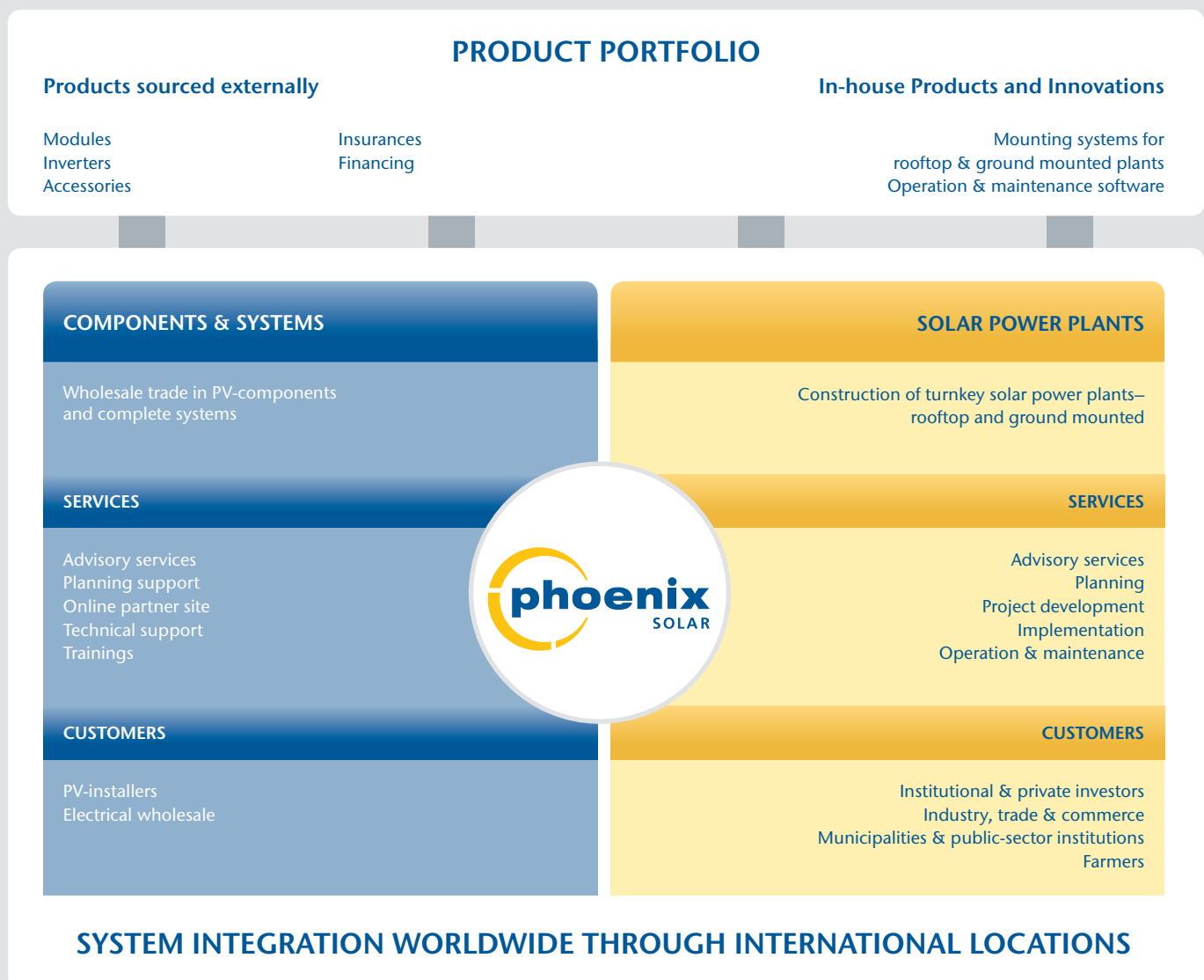
We turn the sun's energy
into earning power.

SOLAR POWER PLANTS BY PHOENIX SOLAR



UNLEASHING THE FULL POTENTIAL OF PHOTOVOLTAICS FOR EACH SOLAR PROJECT, A PHOENIX SOLAR POWER PLANT DELIVERS MAXIMUM RETURN ON YOUR POWER PLANT INVESTMENT OVER ITS LIFETIME.

BUSINESS MODEL OF PHOENIX SOLAR AG



The time is now for use of a renewable, carbon-free energy source. A growing number of countries have adopted policy incentives designed to promote investment in solar power – and system costs over the useful life of plant are becoming increasingly attractive.

WE RESPOND TO YOUR BUSINESS NEEDS – GLOBALLY.

Our mission: making energy together

World Class solar power plant experience, expertise and know-how

Phoenix Solar has been ranked as a major player in the development of photovoltaic power plants since 1999. We can not only help you design, procure and construct your project, from the ground up, but have industry leading operations and maintenance experience.

The solar parks currently being managed through our Phoenix operations and maintenance Control Center average greater than 97 percent technical availability per calendar year.

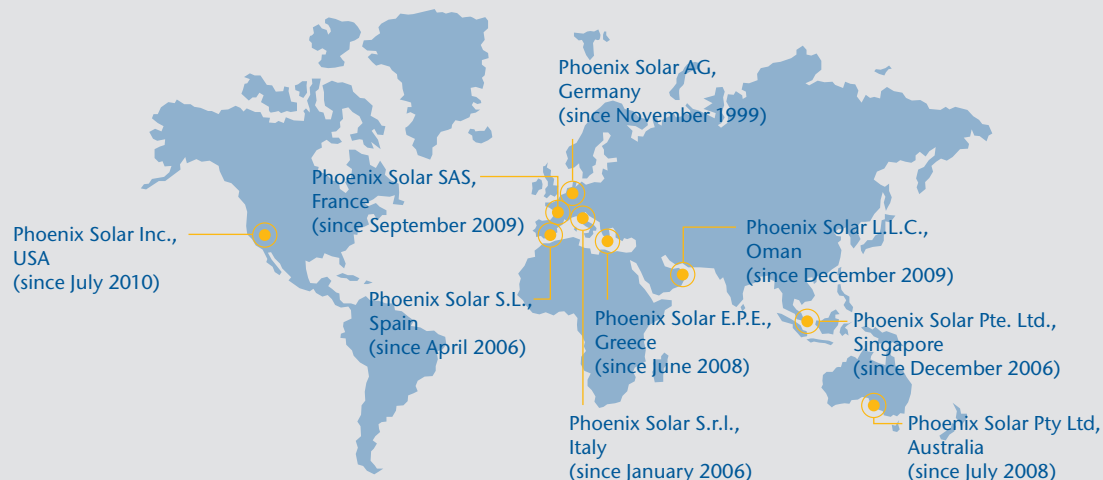
The right service for each project phase

At Phoenix Solar, we begin with an in-depth business case that analyses the specifics of your project. We develop power plants as end-to-end solutions for our clients, whether they be on rooftops or ground-mounted. As part of the project development process, we can help you develop special financing models designed to meet your particular needs.

Success begins with the right partner.

Company locations

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



INVESTING FOR SECURE, LONG-TERM RETURNS.





The success of a solar power system is in the details... whether it be for a factory rooftop, a small-scale municipal plant, or a multi-megawatt solar park.

SOLAR PROJECTS JUST FOR YOU.

Planning and consulting services by Phoenix Solar

Cutting edge-technology

As a leading international system integrator, Phoenix Solar occupies a key position in the photovoltaic value chain. We screen the entire market, seeking out the best technologies and components so we can offer you the right power plant solutions with minimum system costs. This creates value for your investment and gives us greater independence combined with superior speed and flexibility.

In order to best advise you on how your investment strategy will pay off, our profitability projections consider all relevant technical, financial and legal issues:

- Do you need advice regarding system location?
- Have key system parameters 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

Advisory services

Planning

Project
development

Implementation

Operation
&
Maintenance

WE'RE LOOKING FOR A PROFITABLE
INVESTMENT WITH ENVIRONMENTAL BENEFITS.





Municipalities and companies are increasingly interested in green power. Investing in solar means more than just financial gains.

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

Location benefits: added value for your solar power plant

Is there a site for development in your area that local authorities are considering earmarking for renewable energy generation? Perhaps a former airfield, a closed landfill, or a deserted military base. Are you a farmer and with 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?

No matter what the situation, Phoenix Solar commands the in-depth experience to respond to your needs, whether as a full EPC contractor and project developer or as an advisor providing crucial technical support. The bottom line: we will optimize your project's profitability across the board, by

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

Phoenix Solar is a trusted partner throughout the entire solar power plant life cycle.

Our goal – the optimal solution for all stakeholders



WORKING TOGETHER FROM THE START.





A successful turnkey solution depends on precise coordination of a host of different components, services and processes – right down to the last detail.

YOUR POWER PLANT SIGNED, SEALED, DELIVERED...FAST!

Construction and implementation with Phoenix Solar

Optimized construction times – no matter what the size of the project

Are you planning to build a power plant on a factory building? Or do you have a large-scale utility or commercial ground-mounted project in mind? Either way, you can rely on our long-standing experience in each construction phase. Phoenix Solar deploys its expertise around the world. Our professionals have the skills and experience to rapidly complete photovoltaic projects of any size and connect them to the grid by the scheduled deadline.

Our processes have been certified under EN ISO 9001/14001 as part of our quality management. In addition, we look for ways to keep expenses down and save time without cutting corners. For instance, our Technical Department develops its own innovative mounting systems for rooftop projects or ground-mounted power plants, that reduce 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 processes effectively, from the application for building permits, to grid connection.

The goal – online on time, reliable earnings



I'M 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 BUILD A TOTAL CARE PACKAGE.

Phoenix Solar monitoring and maintenance services

As the operator of a solar power plant, you must comply with regulations, meet maintenance deadlines, assess risks and, above all, deliver the promised return on investment. From the very first day of operations, therefore, each ray of sun counts. This is why we put together individual service packages for our customers.

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

Minimizing risks means predicting risks

Seamless monitoring is crucial: Our satellite-supported remote monitoring system watches over your plant at all times, even in the case of multivendor systems. In addition to early warning, we can offer you:

- 24x7x365 global monitoring with detailed analyses
- annual inspection
- medium-voltage maintenance
- PV site maintenance and module cleaning
- inverter maintenance
- repair costs flat rate
- low-voltage supply for plant operation
- site security

Our responsibility – avoiding downtime, maximizing financial return

Advisory services

Planning

Project
development

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