

## **ABOUT PHOENIX SOLAR Inc**

Phoenix Solar Inc., the U.S. subsidiary of Phoenix Solar AG, is a leader in designing, building and operating large commercial and utility-scale solar power plants. With expertise in Engineering, Procurement and Construction (EPC), Phoenix Solar provides strategic support at every level, from project finance to plant operations.

Upon entering the U.S. market in mid-2010, Phoenix Solar Inc. established headquarters in San Ramon, California, in the San Francisco Bay Area, and opened sales offices throughout the United States. Phoenix Solar Inc. has built a senior management team that includes experts in solar technology and engineering, sales and marketing, and financial and brand management.

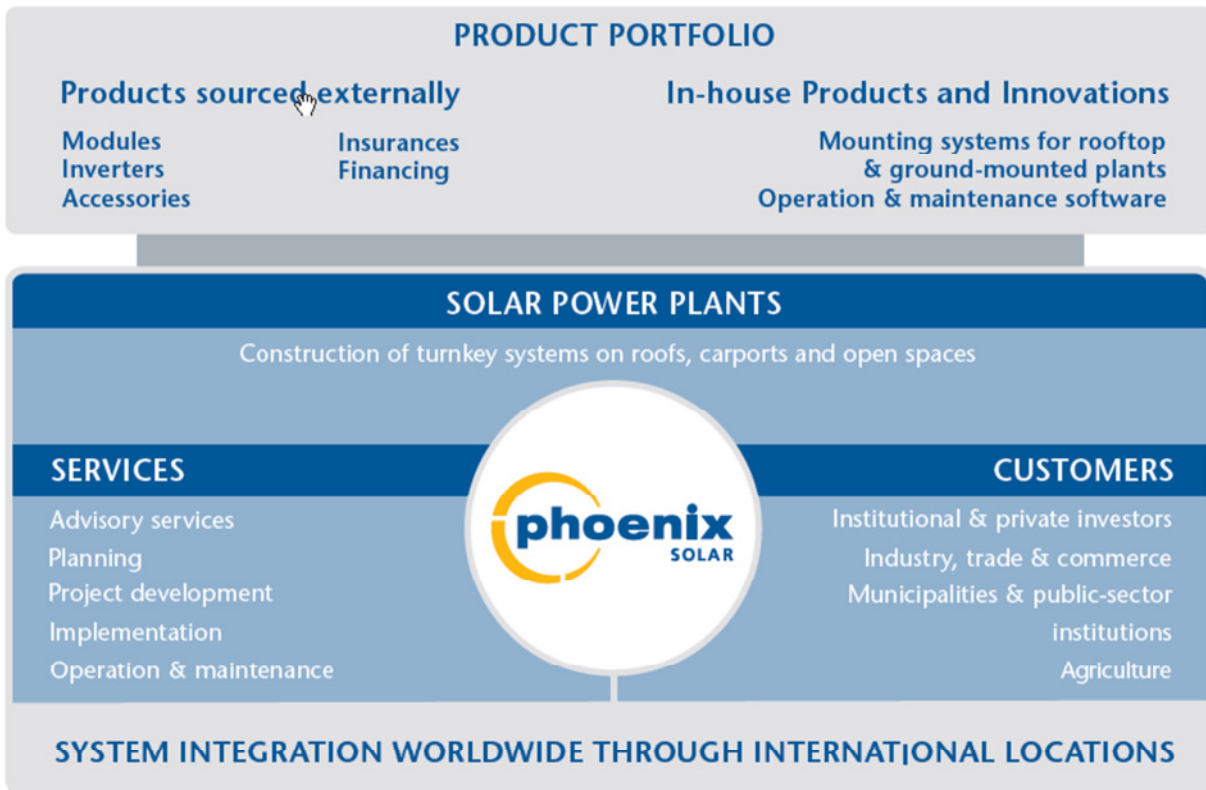
The company focuses its North American efforts on the integration and delivery of commercial, industrial and utility scale solar plants on targeted project opportunities. The company recently completed the development of the Volkswagen Chattanooga Solar Park, a 9.5 MW project that is the largest single solar installation at an auto plant in the United States, and the largest solar installation in the state of Tennessee. Past projects have been completed for several firms, including Dow Corning, Second Harvest Food Bank, Silicon Ranch and Urban Development Partners' senior housing complex in Arizona.

As a system integrator, Phoenix Solar provides full-line consultancy and other services in the Power Plants segment from development and planning across turnkey implementation through to the operation of large-scale rooftop or ground-mounted photovoltaic plants. The portfolio includes support with financing as well as maintenance and operations.

The company's technology-neutral approach allows it to objectively provide the best solar solutions tailored to a customer's specific needs with regard to technology, schedules and price-performance. As a result, Phoenix Solar is – by design -- not dependent on any single module, racking or inverter manufacturer in order to offer customers the best solution. The North American team leverages long-standing relationships built through global experience of its parent company in Europe, Asia and the Middle East.

## BUSINESS MODEL

### Business Model of Phoenix Solar Inc.



### SENIOR MANAGEMENT PHOENIX SOLAR Inc.

Dr Murray Cameron – Chief Executive Officer and President Phoenix Solar Inc.

Peter Beucke – Chief Operating Officer Phoenix Solar Inc.

Sanjeev Menon – Senior Vice President Cooperated and Structured Financing and Business Development Phoenix Solar Inc.

### EXECUTIVE BOARD Phoenix Solar US

Dr Andreas Hänel – Chief Executive Officer Phoenix Solar AG

Dr Bernd Köhler – Chief Financial Officer Phoenix Solar AG

Dr Murray Cameron – Chief Operating Officer Phoenix Solar AG

## PHOENIX SOLAR VISION

A world in which renewable energy improves the quality of life is our world. We make extensive use of the inexhaustible power of the sun to generate electricity. This is how we shape the energy supply of today and tomorrow.