



Unlocking the potential of energy and markets.





Shaping a future worth living

New energy – for today and tomorrow

Renewable energy plays a major role in ensuring a worthwhile future on our planet and the energy potential of the sun knows no bounds. Using photovoltaic technology, this energy can be harnessed to cover a large proportion of our electricity needs.

Power from the sun and other forms of renewable energy should, and will, come to replace electricity from fossil and nuclear fuels in the medium term, and will thus make a substantial contribution to creating energy independence.

Photovoltaics has become competitive. And it is environmentally friendly. It is an industry with outstanding growth rates. SunEnergy Europe's objective is to promote and exploit the potential of this growth market.

We unlock the potential of energy and markets.



A team of masterminds

A well-established team of photovoltaic and construction engineers, architects, technicians, business managers and environmental scientists as well as financial, sales and marketing experts, work together at SunEnergy Europe towards a common goal: increasing the proportion of photovoltaics used in energy supply along with other renewable sources of energy. Whether on private houses, commercial properties, large industrial buildings or open expanses of land - solar energy is part of a new generation of energy supply.

We believe that solar energy provides both the foundation and stimulus for taking a different approach to our environment, our climate and our future.



SunEnergy Europe steering a winning course

"As a limitless source of energy, the sun opens up new potential. Together with our partners, we unlock this potential in both regional and international markets. We work on innovations and benefit-oriented system solutions. In doing so we support the expansion of photovoltaics and help to create a future worth living."

Warm regards,

A handwritten signature in black ink, appearing to read 'H. Westphalen'.

Dr. Hartwig Westphalen



This solar installation in the Schleswig-Holstein town of Meldorf covers the electricity needs of around 2,000 households. The project was financed through a solar energy fund. The profits are transferred to the owners of the system, many of whom are citizens of the local community.

Full range of services from planning to maintenance

As a general contractor, we offer a comprehensive service for large-scale solar plants.

Scope of services

We provide our customers with a full portfolio of services for implementing photovoltaic installations of any size. As a general contractor, we select suitable properties and assume responsibility for all aspects of project planning and construction. To ensure maximum yields, our services also include plant operation and monitoring. Our customers can fully rely on our support for the entire duration of the project.

Detailed project planning for every phase

As soon as we have found a suitable location for your installation, we will introduce the next project steps: these include negotiating a contractual agreement with the land owner, who may be either a (co-)operator or a lessor, as well as obtaining approvals from the local authority. In addition we will organise and settle any formalities with the regional utility company.

Designing and calculating the installation, as well as accurately planning its construction and operation, are core elements in the planning phase. Together, we will draw up an investment, financing and cost plan. Profitability calculations, which include a yield simulation, will provide you with a solid basis for deciding whether or not to proceed.

Plant construction

Top-class technical system design and high-quality components from renowned manufacturers guarantee superior systems which furnish the highest yields. We assign tasks to experienced subcontractors from various trades with whom we have already completed numerous successful projects. In addition to providing plants which are both functional and profitable, SunEnergy Europe aims to design roof-top installations which are aesthetically and architecturally sophisticated, and free-standing systems which respect the environment and protect nature.

Monitoring and servicing guarantee yields

We monitor and record the yield of your installation with the aid of a tried and tested solar monitoring system, thereby ensuring that your investment will remain profitable for 20 years or more. We also carry out regular maintenance, and have the capacity to respond quickly in the event of faults, meaning that smooth operation is guaranteed.



The excellent energy yields and well-designed appearance of the solar installation on top of this ice rink in Brokdorf illustrate the clear advantages of including photovoltaic integration in the initial construction plan.

- Total output: 93 kWp
- Module type: microamorphous thin-film photovoltaic modules
- Annual yield: 80,000 kilowatt hours
- Performance ratio: 81.7%



This ground-mounted system was installed on a former industrial site in the Czech town of Drnholec. It provides a vivid example of how the use of renewable energy can give a tremendous boost to both the economy and nature.

- Total output: 600 kWp
- Module type: monocrystalline photovoltaic modules
- Annual yield: 660,000 kilowatt hours
- Performance ratio: 83.0%



Agricultural roof areas are particularly suited to solar power generation: large barn roofs give an excellent price-performance ratio and bring in a reliable solar harvest for every farm.

- Total output: 32 kWp
- Module type: monocrystalline photovoltaic modules
- Annual yield: 31,000 kilowatt hours

Menorca: 14,679 photovoltaic modules and 80 km of cables; a site with listed buildings, stony subsoil and in an island location with wind speeds of up to 160 km/h: These were just some of the factors that made planning and implementing this installation such a challenge. As the general contractor, SunEnergy Europe built a solar installation which has impressed everyone – especially the investors – with top yields and a result to be proud of.

- Total output: 3.2 MWp
- Module type: polycrystalline photovoltaic modules
- Annual yield: 5 million kWh
- Performance ratio: 83.3 %

Maximum yields give top rates of return

SunEnergy Europe offers investors all the advantages of a solar power investment

Experience and success in Europe

Large-scale photovoltaic plants are high yield investment objects, and our systems inspire the trust of investors throughout Europe. We construct and manage solar farms with capacities into the double-digit megawatt range.

SunEnergy Europe has gained a firm foothold as a complete project planner and general contractor in the European market. We have planned and constructed solar installations in Germany, Italy, France, Spain, the Czech Republic, Bulgaria, Greece and Turkey.

Outstanding quality

Thanks to our longstanding experience and expertise in the field of systems engineering, we build photovoltaic power plants that produce optimum yields. All our installations achieve excellent performance ratios of 75% to 85%. This percentage is used as a quality indicator of a system's earning power, with 0.75 denoting a system which is good, 0.80 one which is excellent and 0.85 signifying the very best systems.

Our project planning always includes a yield simulation. Even at this early stage, in-depth profitability calculations are able to guarantee that the system will be lucrative.

Thanks to the feed-in tariffs guaranteed for between 20 and 25 years in individual countries, you will be able to achieve reliable double-digit rates of return. We also operate test installations for solar modules and

inverters to assure you of outstanding quality at all times. Our engineers draw on their technical expertise to combine high-quality components into solar power plants which achieve excellent yields.

Guaranteed security for your investment

Once the system is completed, our web-based solar monitoring system will allow you to monitor its output around the clock from anywhere in the world. This reveals optimisation potential and reduces downtime to a minimum. Any discrepancies can generally be checked and rectified within 24 hours.

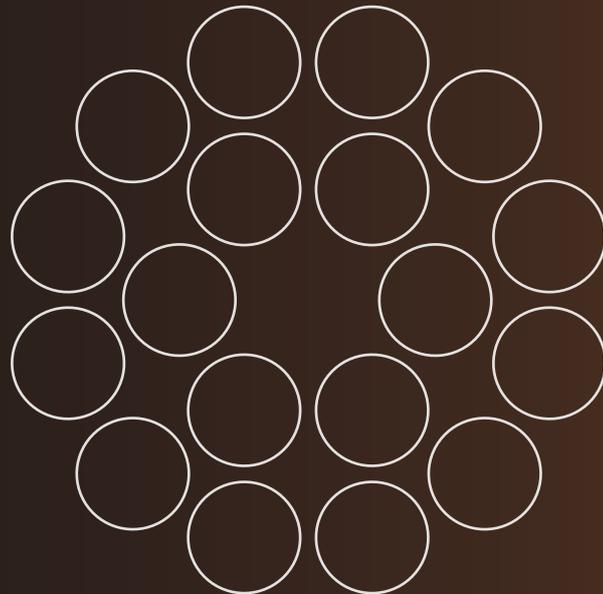
Advantages for investors at a glance

Investment in solar power plants is profitable, secure and sustainable. A SunEnergy Europe system will allow you to:

- generate extremely attractive returns on investment
- receive legally secured returns over 20 to 25 years
- generate CO₂-neutral electricity and thus make an effective contribution to climate protection
- contribute to sustainable, decentralised electricity supply, as the system will produce clean power over the legal repayment period and beyond.







We unlock the potential of energy and markets – together with our partners

Throughout Germany and Europe – wherever you are

In its capacity as a project planner and trading house, SunEnergy Europe works together with a well-established network of partners throughout Germany and Europe. Our partners are entrepreneurial thinkers who wish to use photovoltaics to boost the success of their businesses locally. They comprise both successful solar companies and traditional firms in the electrical and heating trades.

Our partners in Italy, France, Spain, the Czech Republic, Bulgaria, Greece and Turkey, with whom we have project and distribution collaborations, complement our network by providing a highly competitive, international range of photovoltaic solutions. These include solar power plants in various sizes, both as free-standing or roof-top systems.

Our partners benefit from our high-quality product range, our many years of experience and our sound technical expertise.

Building large-scale plants together with partners

As a full service systems integrator, we offer our partners collaborations for implementing photovoltaic installations of any size. Depending on your own range of services, you decide which part of the full power plant construction services you would like to perform.

This could be procuring suitable land, completing part of the project planning or obtaining planning permission from the local authority or administrative district. As our partner, you could also become involved

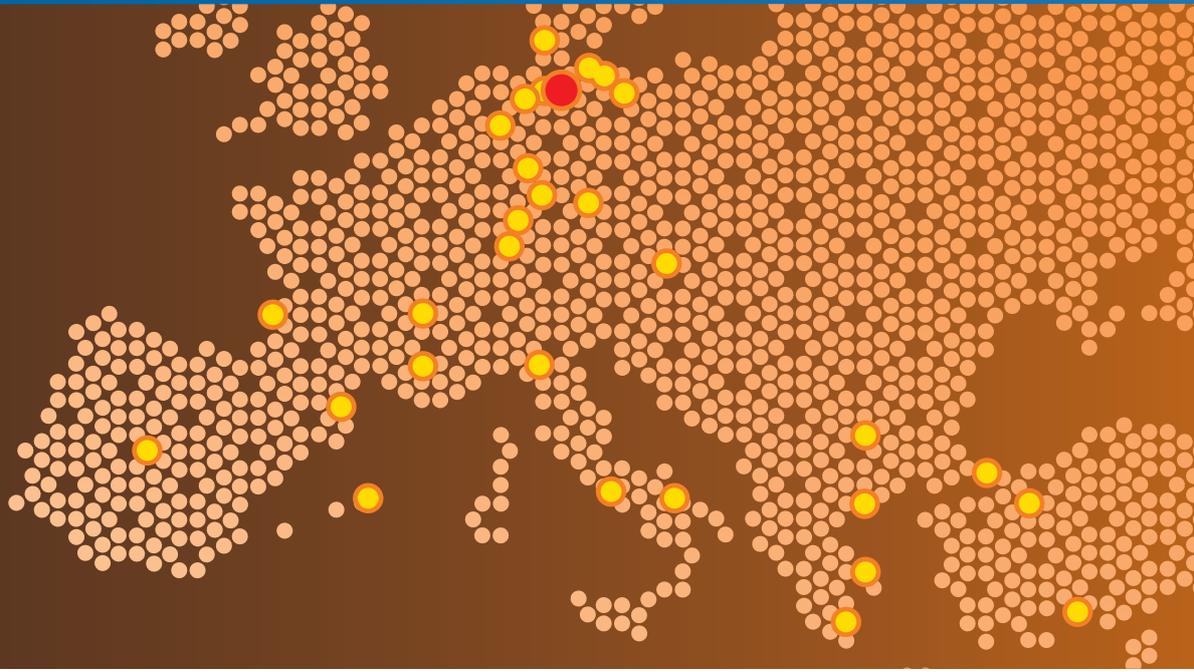
in reaching agreements with energy utility companies. As the general contractor, SunEnergy Europe takes responsibility for advising customers with respect to financing and profitability, as well as for construction. As a regional partner, however, you could also be involved in installing the system as a sub-contractor, or you could service and monitor the plant.

Technological edge and systematic quality

We work with a product range of high-quality components from well-known manufacturers, and continually monitor the market to keep on top of the latest technical innovations. We trial new products in our own test systems, in close collaboration with universities, before incorporating them into our own product range. Only once a new product has proven its worth will SunEnergy Europe include it in its portfolio. This enables us to offer our customers and partners maximum product safety and quality. Deliveries are made promptly and reliably from our own warehouse.

Marketing support

We would be happy to advise you on marketing your products and services. We will support you in developing your regional markets, for instance through joint trade fair stands, brochures, mailshots and information events.



SunEnergy Europe provides benefit-oriented, standard PV solutions

The energy shed is a product which combines agricultural or commercial activity with solar energy generation. It is a modular concept which can be expanded and used for different purposes depending on the size of the building. The energy shed offers our partners a good value solution with perfectly aligned components.



Travelling a common road to success

2010 saw the official inauguration of the system constructed together with our investment partners in the Schleswig-Holstein town of Meldorf. State politicians, the town mayor and those responsible for the project jointly welcomed the 7.65 MW model project financed by citizen participation.



Quality as standard

The products offered by us are analysed in our test systems under stable conditions, and evaluations are carried out in collaboration with the Hamburg University of Applied Sciences. The lasting quality of components and technical performance are key elements of SunEnergy Europe's business activities.





Living by ideals, working towards goals

Bursting with energy

Dr Hartwig Westphalen founded the company in 2001. At that time, he had already gathered 20 years of experience in all fields of solar energy application. Many of the company's employees have comparable professional experience as well as expert knowledge of all the latest developments in each specialist photovoltaic field. Our team comprises photovoltaics and civil engineers, architects, technicians, business managers and environmental scientists as well as financial, sales and marketing experts. The common belief that the use of solar energy is crucially important to the future of our planet carries our team spirit along.

Corporate Social Responsibility

SunEnergy Europe believes that the road leading to a sustainable, solar future is just as important as the destination. Our guidelines on energy consumption, resource conservation and ecological mobility are rooted in the highest sustainability standards. We make every possible effort to follow these guidelines in our daily work, to conserve resources and to make socially compatible decisions.

SunEnergy Europe creates synergies in the education sector by collaborating with various universities and vocational schools, allowing science and practice to be closely and productively dovetailed. And our sponsorship of the annual "Hamburger Klimabären" (Hamburg climate bears) awards in schools is just one example of our involvement in bringing the topic of climate protection to early years education.

SunEnergy Europe considers the use of photovoltaics in developing countries to be the foundation of sustainable progress for people there. With the aid of social business networks and international partnerships, we are driving forward ecological and social progress through solar energy. Furthermore, we are involved in organisations that are dedicated to sustainable development, such as the Global Marshall Plan Initiative, B.A.U.M. e.V. and the Hamburg Future Council.

Every member of the SunEnergy Europe team wants to make an active contribution to shaping our world.

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CONTACT



SunEnergy Europe GmbH

Fuhlentwiete 10
20355 Hamburg (Germany)

Phone +49 (0)40.520 143-0
Fax +49 (0)40.520 143-200
info@sunenergy.eu
www.sunenergy.eu