

10 years of SunEnergy Europe: Sustained success in the PV market - a look over the fence

Hamburg, Germany based SunEnergy Europe is using the Intersolar as a platform to display its most impressive projects and interesting developments over the past ten years. One key element on the booth is a building site fence with a peephole for each year. Moreover, the company is presenting innovative and sustainable concepts to business partners and trade experts to shape the upcoming decade together.

Hamburg - Speicherstadt: **The beginning** - Dr Hartwig Westphalen founded SunEnergy Europe GmbH in 2001 as a trading house and services provider in the field of photovoltaics. Little did he know how successful his company would become over the ten years that followed. "I believe - and have always believed - solar energy to be a core part of our future energy production and a pacemaker for many crucial developments in our society", Westphalen describes his vision.

Hamburg - Germany - Spain - Italy - France: **Going international** : As EPC contractor SunEnergy Europe has implemented numerous multi-megawatt solar projects across Europe and has established itself as a sought-after supplier turn-key PV power plants.

"Over the past ten years we have installed a capacity of 165 megawatts", Chief Technical Engineer Ralf Reek proudly looks back. Hier fehlt noch eine Überleitung im deutschen, wie "Davon profitiert nicht nur das Unternehmen, sondern auch unser Klima, denn [...] This is not only for the benefit of the company, but good for our climate as well: "In total, this sums up to about 100 million tons of CO2 savings - each year."

Hamburg - Schleswig-Holstein - North Rhine-Westphalia - Baden-Württemberg - Mecklenburg-Western Pomerania - New York: **Expansion** - A solid network of partners lays the foundation for wholesaler SunEnergy Europe's business activities. Building markets together - regionally, nationally and internationally is the company's philosophy. Today SunEnergy Europe's operations spans over 13 countries while the growth goes on: a US American subsidiary, SunEnergy Americas, was just founded in February 2011.

Hamburg - Berlin: **Innovation**: SunEnergy Europe keeps a close eye on the market and benefits from its long time experience when changes in legislation call for innovative

system solutions custom-tailored to their customer's needs. "Self-consumption regulations are a good example for this", Executive Assistant for Strategy and Business Development Gunther Stoermer explains. "Based on this specific legislative framework we developed our SunEnergy Contracting scheme: We deliver electric energy to our customers produced on their own roof at a fixed rate for over 20 years."

Hamburg - München: **Looking ahead:** "What we have achieved in photovoltaics so far is a great success. But we can do much more!", Dr. Westphalen claims, looking back on the successful past decade - and looking ahead at the years to come.

Those interested in taking part of SunEnergy Europe's sustainable development are very welcome to have a look over the fence catching a glimpse on ten years of company history. Be part of our future! Come and meet us at the Intersolar in hall B2, booth no. 570, enjoy a refreshing sample of orange mango ice cream (first day of the show) and find out about our wide range of products and services in the field of photovoltaics.



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