YOUR PLUS<sup>®</sup> WITH THE SUN.



**Company Presentation** 

**COLEXON Energy AG** 

Hamburg, September 2009 © COLEXON Energy AG

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# COLEXON at a Glance **KEY FACTS**



Manufacturers (Panels, inverters etc.)

PV System integrators (Building projects) Investors/customers (Operating projects)

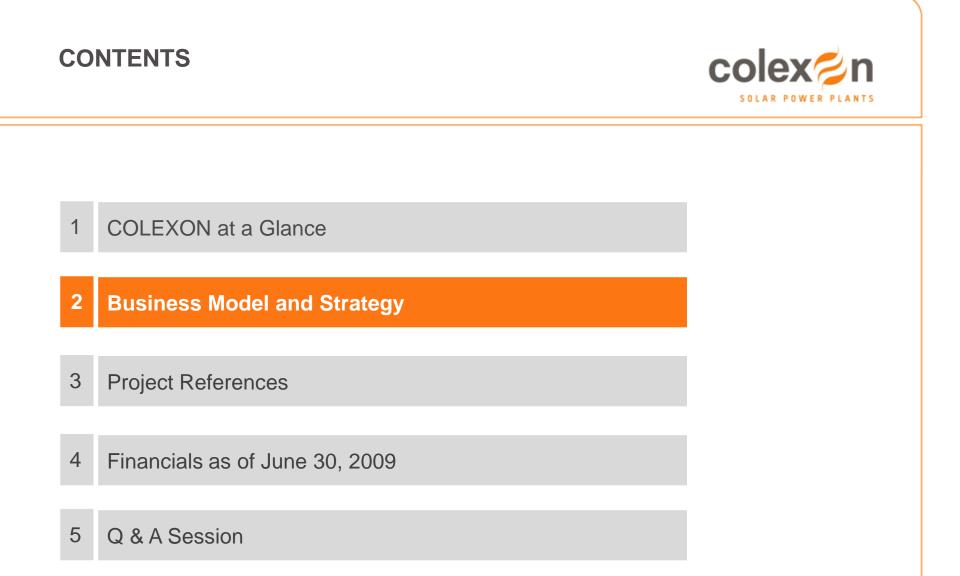
#### **Company Overview**

- International project developer and independent power producer (IPP)
- Objective: optimal IRR of solar power plants
- Technology: focus on innovative thin film technology
- Workforce: > 100 employees worldwide
- References: > 1,300 installed power plants

#### Financials H1/2009

m. EUR	H1/07	H1/08	H1/09
Revenue	29.6 56.6		51.9
Gross Profit	5.9	10.2	10.0
EBIT	0.7	3.0	1.7
Total Assets	53.5	78.5	89.2

Full-service project developer focused on innovative thin-film technology.



## Business Model and Strategy **OVERVIEW**



#### Mission

Independent supplier of solar power (IPP) with the mid-term goal of grid parity

#### **Business Fields**

- Project: Realization of large scale thin-film projects
- Trading: Focus on cost-efficient First Solar modules
- Operating: Enhance stability with secured constant cash-flows

#### **USP**

Experienced: More than 1,300 installed solar power plants worldwide
 Independent: No fixed volumes from crystalline manufacturers
 Flexible: Outsourcing of construction work to sub-contractors
 Reliable: Combination of secured cash-flows with high-return project business
 Unique: Access to cost-efficient First-Solar modules

#### COLEXON is one of the leading project developers and system integrators.

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## Business Model and Strategy **SOLAR MARKET IN H1/2009**



### Market development creates new challenges.

#### Supply side: Ambitious expansion plans

- PV expected to continue to grow at high rates in the coming years
- Massive capacity increases underway or announced

#### Cost reduction potentials mainly in wafer, cell and module manufacturing

- Less-than proportionate saving potential for downstream players
- Double-digit cost reduction possibilities among upstream companies

#### Supply vs. demand – the macroeconomic perspective:

- ➡ 2007/08: Strong PV years with supply and demand being in balance
- As from 2009: Oversupply due to declining political support, but increasing production capacities

#### Supply vs. demand - the microeconomic perspective

- ➡ As from 2009 great pressure on prices and consequently on margins
- Bottom-line: Upstream players will have to pass on cost savings to downstream companies

#### COLEXON will be a clear winner in the current market development.

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## Business Model and Strategy COLEXON IN THE MARKET



### Today's risks are our opportunities.



- Investors eager to invest in solar power
- High returns for large scale projects
  - Improved access to financial resources
    - Price decline for solar modules
    - No fixed contracts with crystalline suppliers
    - Focus on cost efficient First Solar modules
- Strengthening of business model with plant operation
- Favorable position with First Solar partnership
- Optimization of business processes to reduce costs

COLEXON has lean and flexible structures to react quickly to market changes.

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### Balanced strategy for stability in dynamic market development.

Segment	Trading	Projects	Operations
Business	Modules, components and turnkey systems: • System integrators • Project developers • Solar companies	<ul> <li>100 kWp to Multi-MWp large scale projects for:</li> <li>Institutional investors</li> <li>Fonds</li> <li>Industry</li> <li>Agriculture</li> <li>Public institutions</li> </ul>	<ol> <li>1 MWp to Multi-MWp power plants for:</li> <li>Own investments</li> <li>Continuous cash-flow</li> <li>Power production</li> </ol>
H1 Turnover	80 %	20 %	- %

COLEXON follows a balanced business model for efficient market penetration.

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## Business Model and Strategy COLEXON SUPPLY CHAIN



### Tailored business model for dynamic market development.

Business Processes	Project Development	Engineering	Procurement	Construction Installation	Operation & Maintenance
Main Services	<ul> <li>Site Analysis</li> <li>Site securing</li> <li>Preliminary design</li> <li>Business planning</li> </ul>	<ul> <li>Site optimization</li> <li>Detail engineering</li> </ul>	<ul> <li>Modules</li> <li>Mounting systems</li> <li>Inverters</li> <li>Logistics</li> </ul>	<ul> <li>Site Management</li> <li>Civil works</li> <li>Performance tests</li> <li>Grid connection</li> </ul>	<ul> <li>Inspections</li> <li>Planels cleaning etc.</li> <li>Immediate diagnosis</li> <li>Damage recovery</li> </ul>

COLEXON outsources construction works to focus on its core competencies.

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Business Model and Strategy **TAKEOVER RENEWAGY** 





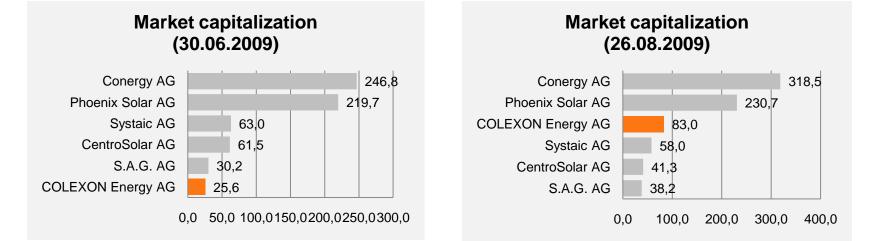
Proactive step: Joining forces to be ahead of the curve.

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## Business Model and Strategy THE COLEXON SHARE



### COLEXON became a relevant player in the solar market.



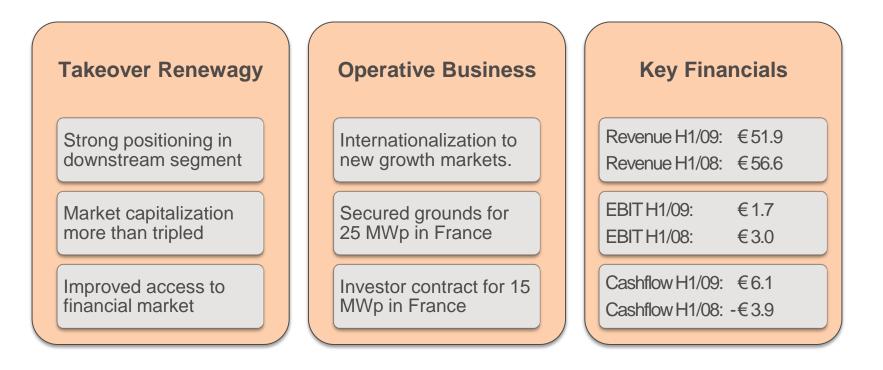
- Market capitalization more than tripled with the takeover of Renewagy A/S
- Share liquidity and visibility enhanced
- Fiscal basis for becoming one of the leading companies in the solar industry

The COLEXON-share gained attractiveness with the takeover of Renewagy.

## Business Model and Strategy BUSINESS DEVELOPMENT



### H1/2009: Establishing an initial position for future market penetration



COLEXON looks back at a solid H1/2009 and laid important fundamentals for its development.

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## Waldeck 3.04 MWp

- Building type
   Chicken farm
- Module
   First Solar, CdS/CdTe
- Inverter SMA

- Mounting system Schüco, Schletter
- Location
   Waldeck, Germany
- Commissioning
   June 2008









### Ramstein 2.5 MWp

- Building type
   Logistics depot
- Type of site Rooftop project
- Solar module
   Firs Solar CdS/CdTe
- Inverter SMA

- Mounting system Aluminium tanks
- Power production approx. 2.42 Mio. kWh
- CO<sub>2</sub> savings approx. 2.000 t/a
- Location
   Ramstein, Germany
- Commissioning
   August 2007



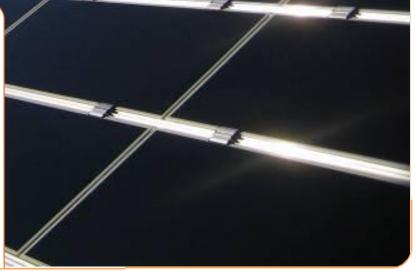




### Haunsfeld 1.67 MWp

- Type of site Freefield project
- Solar module Firs Solar CdS/CdTe
- Inverter SMA
- Mounting system
   Schletter

- Power production approx. 1.82 Mio. kWh
- CO<sub>2</sub> savings approx. 1.605 t/a
- Location Hausfeld, Bavaria
- Commissioning
   December 2008



## References **ROOFTOP**





## ASU COOR Hall 108 kWp

- Building type
   University building
- Solar module Thin-film, First Solar
- Inverter SMA

- Mounting system
   Schlett Windsafe
- Location Tempe (AZ), USA
- Commissioning Mai 2009



# References **BUILDING INTEGRATED (BIPV)**





- Building type
   Shopping Mall
- Module Schueco BIPV, glastedlar
- Inverter SMA

- Mounting system
   LG Chem
- Location
   Seoul, South Korea
- Commissioning
   October, December 2008

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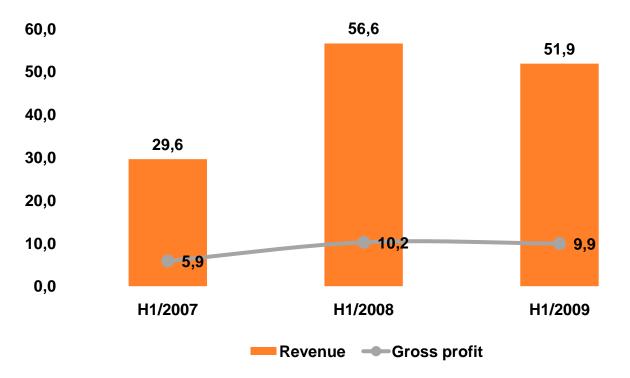
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### Financials as of June 30, 2009 REVENUE & GROSS PROFIT (m€)



### Excellent previous H1/2008 could almost be repeated.



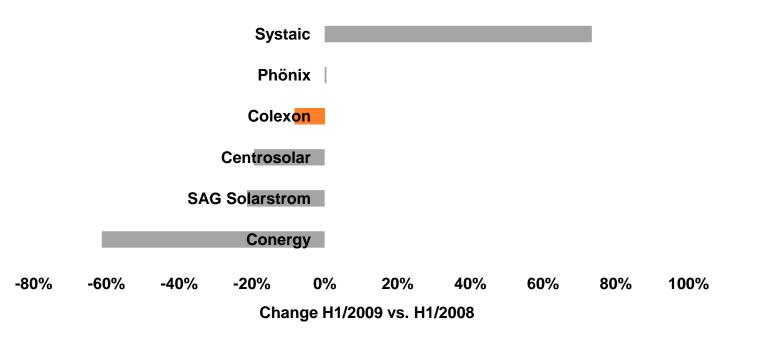
In spite of economic downturn COLEXON achieved acknowledgeable results in revenue and profit.

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### Financials as of June 30, 2009 COMPETITORS CHANGE IN REVENUE (%)



Positive revenue development compared to peer group.



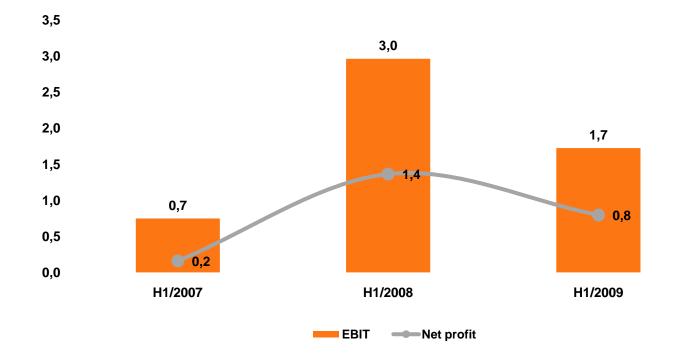
Colexon outperformed most of its direct competitors concerning revenue development.

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## Financials as of June 30, 2009 **EBIT & NET PROFIT (m€)**



### EBIT and profit came out strongly positive for H1/2009

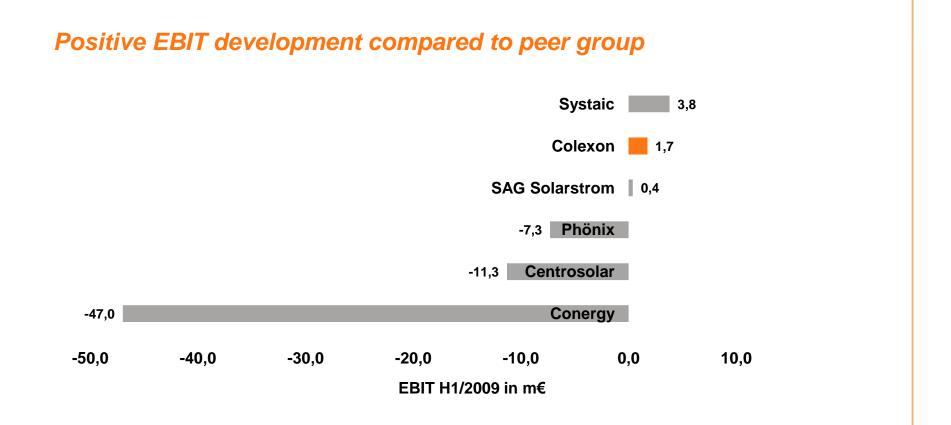


In spite of increasing competition COLEXONs EBIT-margin still reached 3.3%.

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Financials as of June 30, 2009 **COMPETITORS EBIT (m€)** 





Colexon outperformed most of its direct competitors concerning EBIT results.

#### WWW.COLEXON.COM

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#### Financials as of June 30, 2009 IMPACT TAKEOVER RENEWAGY A/S



### Takeover affects consolidated financial figures of COLEXON group

Transaction will be performed as a **reverse acquisition**. Acquirer is Renewagy A/S, acquiree is COLEXON Energy AG

Acquisition and first time consolidation date: **14th August 2009**. There will be a PPA applied to COLEXON figures at that date.

The **P&L for the Renewagy** part will be shown for the total of 12 months for the financial year 2009.

The **P&L for the COLEXON** part will be shown from the date of first consolidation onward, i.e. 4.5 months for 2009

The **consolidated group figures** will be published with the Q3-2009 report, issued on 30th November 2009.

Consolidated group financial figures will be difficult to compare with previous publications.

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### Please feel free to ask us questions.

In case of questions after the presentation, please contact our IR-team:

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#### YOUR PLUS<sup>\$</sup> WITH THE SUN.



Hamburg, September 2009

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