

YOUR PLUS  WITH THE SUN.



Company Presentation

# COLEXON Energy AG

German Equity Forum

*Hamburg, November 2010* | © COLEXON Energy AG

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### Key Facts

- One of the leading key players in solar solutions
- Business segments: Projects, Wholesale and Solar Power Plant Operation
- Focused on state-of-the-art technologies
- Experience from development of > 1,700 projects

### Shareholder Structure

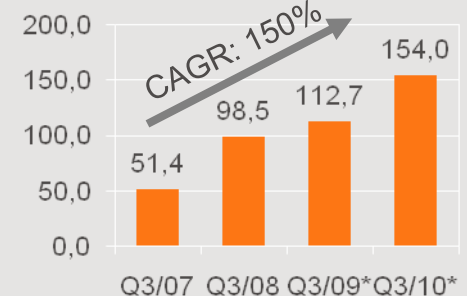


### Business Development

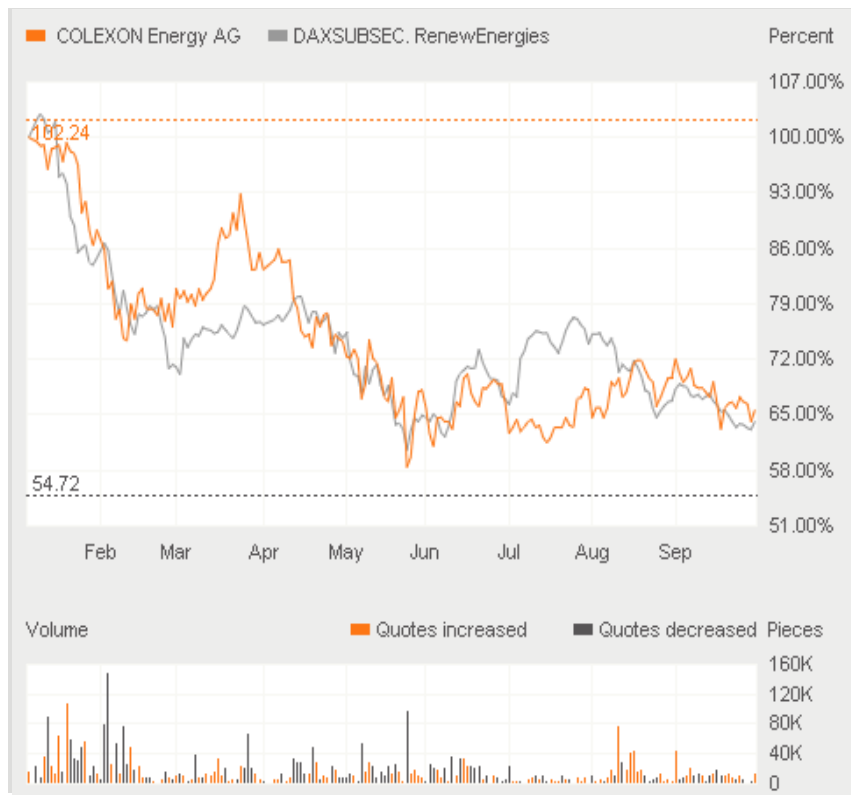
m€	Q3/2007	Q3/2008	Q3/2009*	Q3/2010*
Revenue	51.4	98.5	112.7	<b>154.0</b>
Gross Margin	9.5	18.9	32.8	<b>32.3</b>
EBIT	1.5	6.9	14.0	<b>13.2</b>
Net Profit	0.5	3.8	4.2	<b>4.0</b>

\* Pro-forma

### Revenue



*COLEXON: A leading player for return-optimized solar solutions.*



<b>WKN/ISIN</b>	525070 / DE0005250708	
<b>Ticker Symbol</b>	HRP.DE	
<b>Segment</b>	Prime Standard, regulated market, Frankfurt/ Main	
<b>Shares</b>	17.744.557	
<b>Coverage</b>	7c Holding:	buy € 6.00
	First Berlin:	buy € 5.40
	Warburg:	buy € 5.15
	Silvia Quandt:	buy € 4.00
<b>Designated Sponsor</b>	ICF Kursmarkler AG	
<b>Markets</b>	Xetra, Frankfurt, Berlin-Bremen, Stuttgart	

*COLEXON share price development follows the overall market trend.*

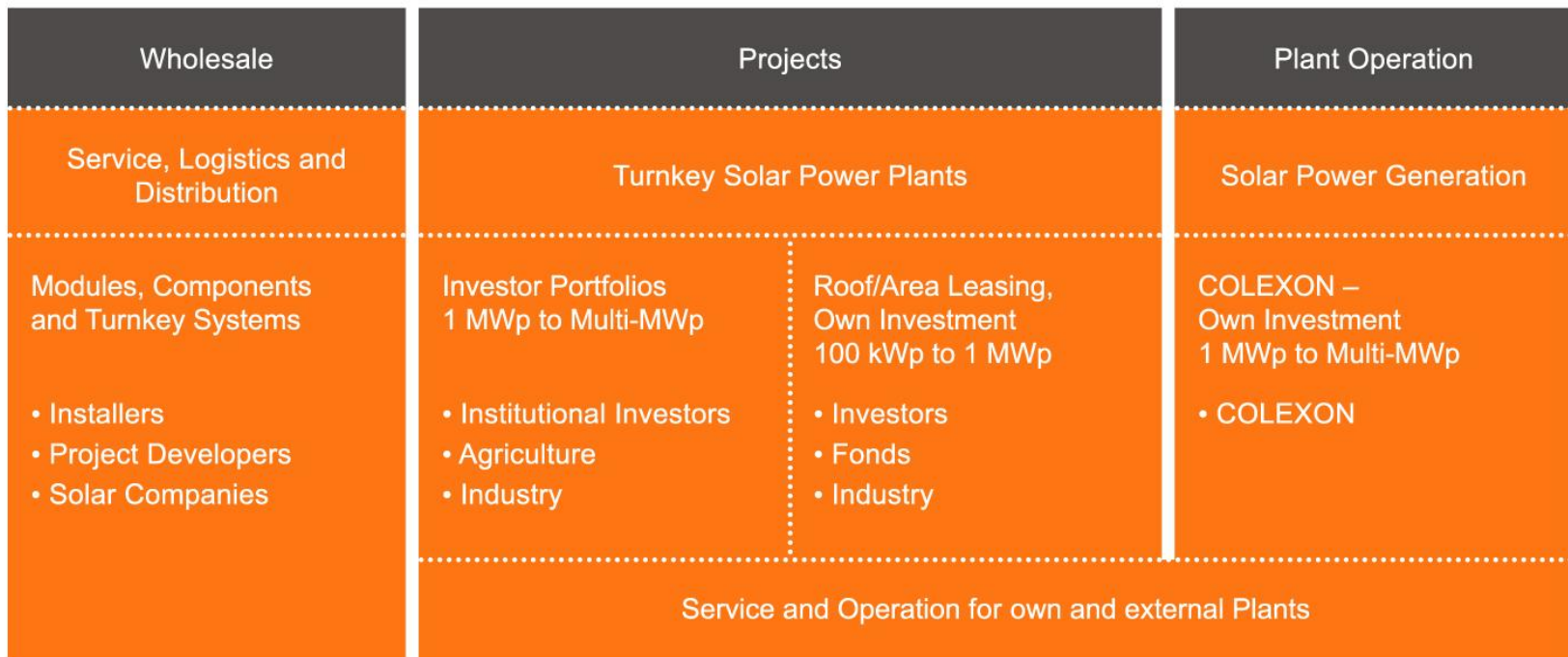
Company  
**POSITIONING**



- Utilization of synergies from business segments results in increased EBIT-margin
- Stable and secure cash flows strengthen whole business operations

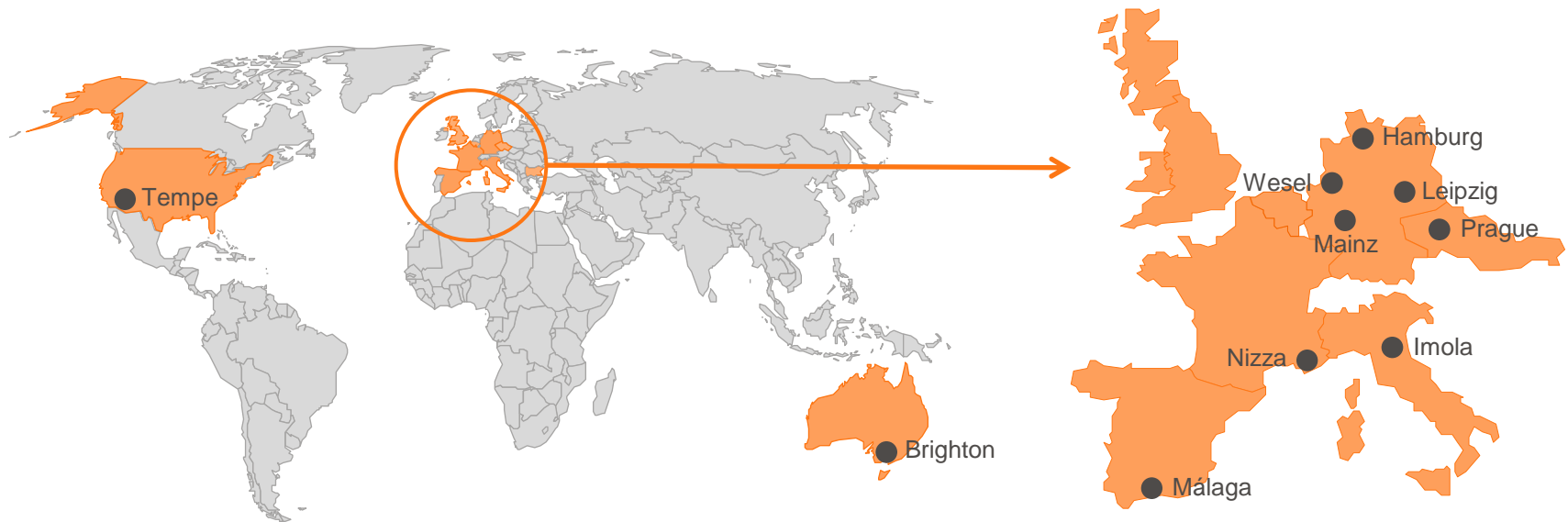
*Strong strategic positioning allows continuous dynamic and sustainable growth.*

Company  
**BUSINESS SEGMENTS**



*COLEXON follows a flexible business approach for efficient market penetration.*

Company  
**GROUP STRUCTURE**



- COLEXON has offices in Germany, Spain, France, Czech Republic, USA, and Australia.
- Market entry risks reduced by involvement of foreign partners.

*COLEXON's mainly concentrates on the European photovoltaic market.*

Company  
**NATIONAL PROJECT REFERENCES**



*Extract of project references in Germany*

Year	Project	Size
Jun. 2010	Sonnefeld, rooftop	2,390 kWp
Mar. 2010	Radeberg, rooftop	857 kWp
Dec. 2009	Glauchau, rooftop	2,400 kWp
Nov. 2009	Wanzlitz, rooftop	840 kWp
May 2009	Dierig, rooftop	831 kWp
Sept. 2009	Zernsdorf, rooftop	1,540 kWp
Dec. 2008	Haßleben, rooftop	5,800 kWp
Dec. 2008	Etzbach, rooftop	735 kWp
Dec. 2008	Haunsfeld, free field	1,670 kWp
Aug. 2008	Michelin, rooftop	1,900 kWp
Jun. 2008	Waldeck, rooftop	3,040 kWp
Aug. 2007	Ramstein, rooftop	2,500 kWp
Jun. 2007	Bolart, rooftop	2,320 kWp



*COLEXON has the experience of more than 1,700 realized solar projects worldwide.*



Company  
**INTERNATIONAL PROJECT REFERENCES**



*Extract of international project references*

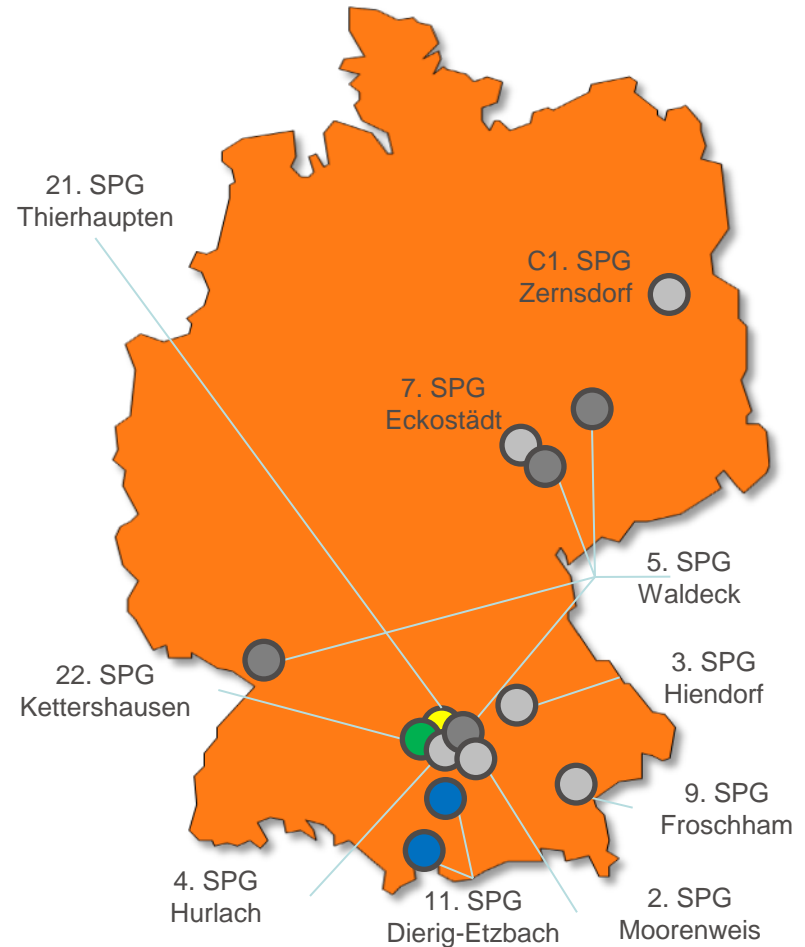
Year	Project	Size
Nov. 2010E	EnerCap, free-field (CZ)	7,400 kWp
July 2010	Sainte-Maxime, free-field (FR)	1,000 kWp
May 2010	Imola, free-field (IT)	994 kWp
Jan. 2010	Raleigh, rooftop (USA)	255 kWp
May 2009	ASU Coor Hall, rooftop (USA)	108 kWp
Dec. 2008	DongNam, BIPV (SK)	607 kWp
Sep. 2008	Ronda, free field (ES)	1,980 kWp
Jun. 2008	Huelva, free-field (ES)	221 kWp
Mar. 2008	Almanzora, free field (ES)	448 kWp
Feb. 2008	Youngkwang, free field (SK)	3,000 kWp



*COLEXON has realized projects in Germany, France, Spain, USA and South Korea.*

## PROJECT REFERENCES (OWN OPERATION)

- COLEXON's solar power plants portfolio comprises a total output of approx. 45 MWp
- State-guaranteed income of own solar power plants provides secured cash flows for a period of 20 years
- The squeeze-out was completed on May 7, 2010



*With the takeover of Renewagy COLEXON has strengthened its financial capacity.*

# AGENDA



1 Company

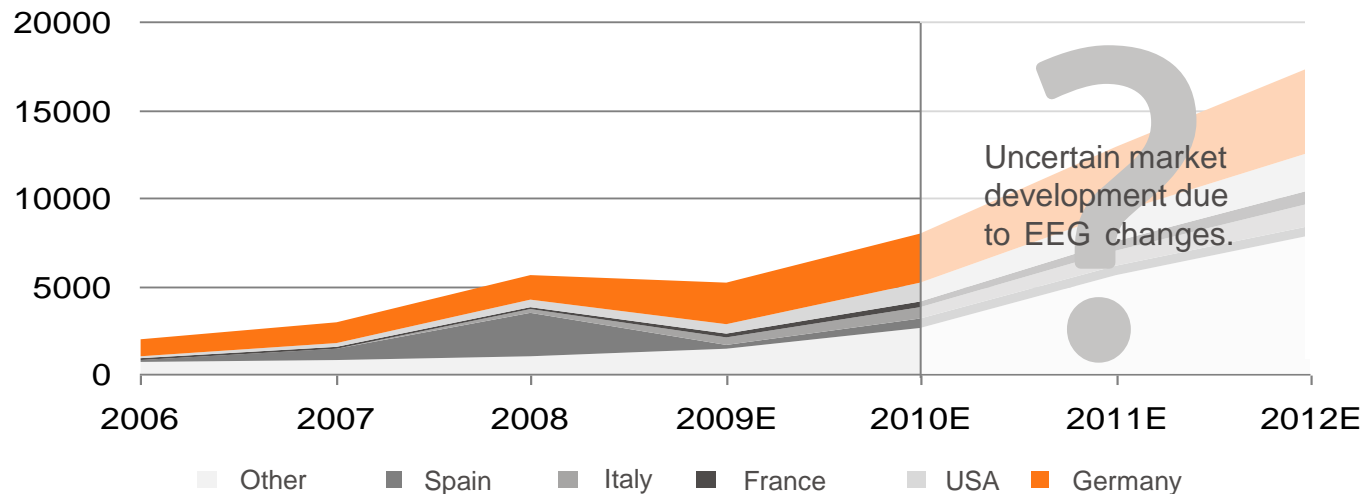
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## Sales market development in MWp

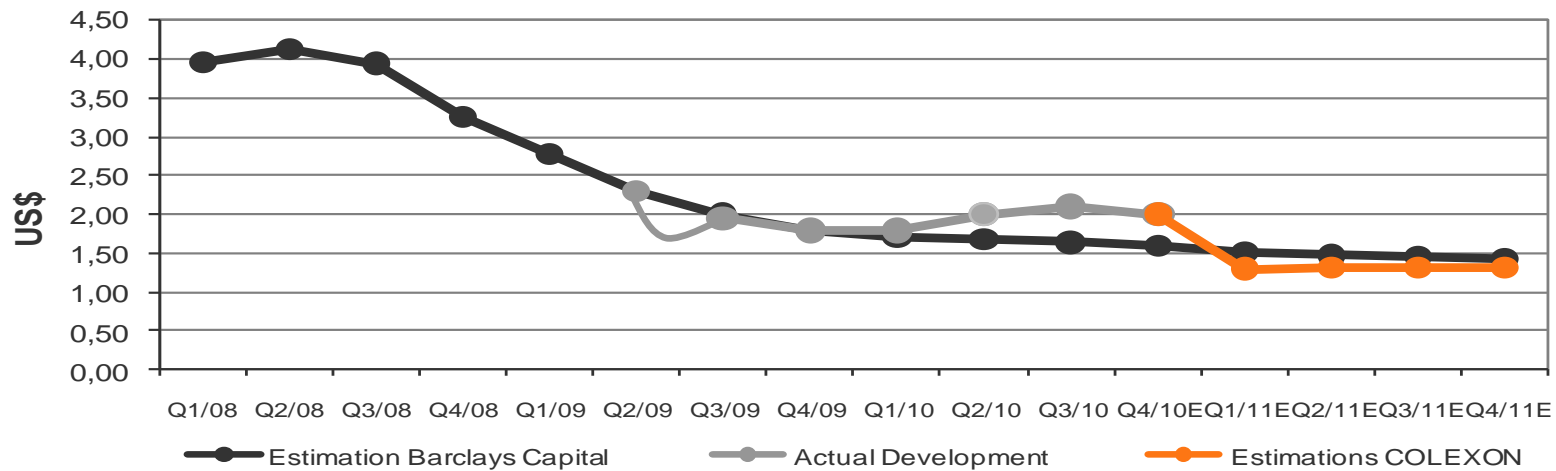


Source: EPIA 2009, Global Market Outlook for Photovoltaics until 2013

- *2006 to 2008:* Dynamic growth and high excess demand
- *2009:* Market slowdown and module oversupply lead to increased competition
- *2010 onwards:* Increased international diversification of market growth

*Changes in German EEG foster international diversification of market growth.*

## Procurement market development in US\$



Source: Barclays Capital estimates, April 2010 / September 2009 (only tier 1 solar panels considered)

- Further but less aggressive price reductions expected for end of 2009 and 2010
- At present, slightly increasing prices due to seasonal increase in demand

*COLEXON strongly benefits from decreasing module prices on procurement market.*

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**Changes in German EEG impact solar industry**

- Relevant decreases in German FiT from 01 July will impact second half of 2010.
- Particularly upstream players will have to take margin hits.
- COLEXON sees itself well positioned due to following reasons:
  - Strengthening of international project business
  - Diversified business model enables market oriented growth
  - Flexible business structures secure efficient market penetration

**State Guaranteed FiT 01 July – 30 September 2010**

Size of system	Integrated systems	Free field systems*	Conversion area system
< 30 kWp	34.05 ct./kWh	25.02 ct./kWh	26.15 ct./kWh
< 100 kWp	32.39 ct./kWh	25.02 ct./kWh	26.15 ct./kWh
> 100 kWp	30.65 ct./kWh	25.02 ct./kWh	26.15 ct./kWh
> 1,000 kWp	25.55 ct./kWh	25.02 ct./kWh	26.15 ct./kWh

**State Guaranteed FiT 01 October – 31 December 2010**

Size of system	Integrated systems	Free field systems*	Conversion area system
< 30 kWp	33.03 ct./kWh	24.26 ct./kWh	25.37 ct./kWh
< 100 kWp	31.42 ct./kWh	24.26 ct./kWh	25.37 ct./kWh
> 100 kWp	29.73 ct./kWh	24.26 ct./kWh	25.37 ct./kWh
> 1,000 kWp	24.79 ct./kWh	24.26 ct./kWh	25.37 ct./kWh

\* excludes areas of arable land

*COLEXON has the experience of more than 1,700 realized solar projects worldwide.*

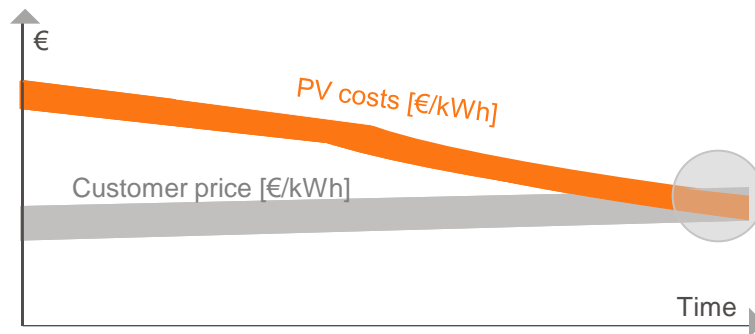
## German market is on its way to grid parity

- Grid Parity: electricity from a PV system has the same cost as electricity bought from the grid.
- Economics dependent on grid electricity price and its evolution over the plant running time.
- Price of one kWh PV-electricity depends on various parameters, such as: interest, tax, etc.
- EEG changes brought further pressure on the industry to reach grid parity.

State Guaranteed FiT 01 January 2011 (12 % reduction)

Size of system	Integrated systems	Free field systems*	Conversion area system
< 30 kWp	29.07 ct./kWh	21.35 ct./kWh	22.33 ct./kWh
< 100 kWp	27.65 ct./kWh	21.35 ct./kWh	22.33 ct./kWh
> 100 kWp	26.16 ct./kWh	21.35 ct./kWh	22.33 ct./kWh
> 1,000 kWp	21.82 ct./kWh	21.35 ct./kWh	22.33 ct./kWh

\* excludes areas of arable land



**Estimation for Germany (2011)**  
 PV costs: 18 - 28 ct./kWh  
 Customer price: 10 - 25 ct./kWh  
 Grid parity for private customers partially reached  
 PV costs will drive customer electricity prices

COLEXON has the experience of more than 1,700 realized solar projects worldwide.



## *COLEXON expanded its international project business*

- COLEXON has expanded its international business by entering new growth markets
- H1/2010: 50 % of project turnover generated abroad
- Q3/2010: 80 % of project turnover generated abroad
- Core focus markets: Italy and France
- Emerging markets: USA, Belgium, Australia, UK



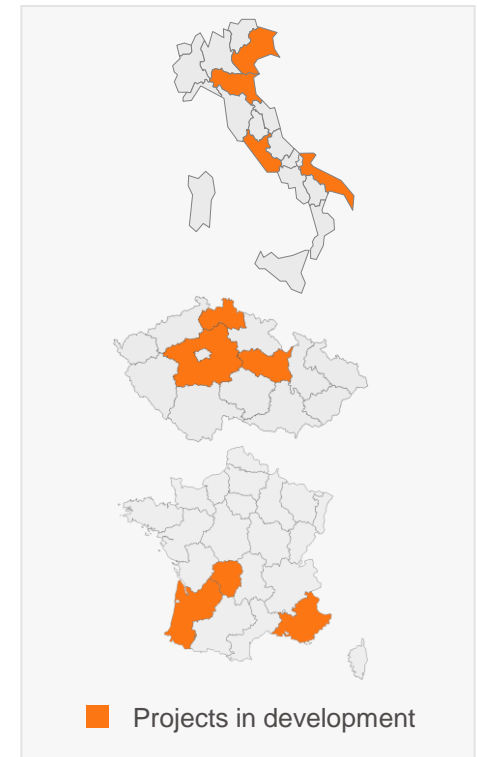
EnerCap (7.4 MWp)  
Czech Republic



Leo (1 MWp)  
Italy



Imola (1 MWp)  
Italy



*COLEXON is positioned in the most relevant growth markets.*

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### ***Q3 2009: Strong operative development against market trend***

- **Development:** COLEXON continued its growth against the market trend
- **Result 2009:** EBIT of 14.0 m.EUR and turnover of 112.7 m.EUR (pro forma)
- **Pro-forma:** Takeover of Renewagy A/S shown as reverse acquisition in IFRS numbers

### ***Q3 2010: Successful internationalization drives turnover development***

- **Development:** Strong international project business fosters operative success
- **Results 2010:** EBIT of 13.2 m.EUR and turnover of 154.0 m.EUR (pro forma)
- **Pro-forma:** Goodwill write off of 63.4 m.EUR characterizes IFRS numbers

*Pro forma accounts are the only possibility to compare and to interpret the results.*

**PROFIT & LOSS – Q3 2010 (PRO-FORMA)**

<i>in Mio. EUR</i>	<b>Q3 2009*</b>	<b>Q3 2010*</b>
<b>MWp</b>	<b>56.6 MWp</b>	<b>78.5 MWp</b>
<b>Turnover</b>	<b>112.7</b>	<b>154.0</b>
Gross profit	32.3	32.3
Staff costs	-5.7	-7.6
Depreciation	-5.2	-5.2
Other operating expenses	-7.9	-6.4
<b>EBIT</b>	<b>14.0</b>	<b>13.2</b>
Results from investments and financial result	-8.6	-7.2
<b>EBT</b>	<b>5.3</b>	<b>6.0</b>
Taxes on income	-1.1	-2.0
<b>Net profit</b>	<b>4.3</b>	<b>4.0</b>

- Turnover grew by 37 % due to pull-forward effects
- EBIT slightly decreased by 6 % due to lower EBIT-margins
- EBIT-margin: 8.6% (Q3 2009: 12.4%)
- Goodwill write off of 63.4 Mio. EUR distorts operative growth

\* Pro-Forma figures

*Business benefitted from pull-forward effects due to changes in Renewable Energies Act.*

<i>in Mio. EUR</i>	<i>Trading</i>	<i>Projects</i>	<i>Power Plants</i>	<i>O&amp;M</i>
<b>Turnover</b>	<b>90.8</b>	<b>47.9</b>	<b>14.4</b>	<b>1.2</b>
Share	59 %	31 %	9 %	1 %
<b>Gross margin</b>	<b>12.7</b>	<b>6.0</b>	<b>13.4</b>	<b>0.2</b>
Share	39 %	19 %	41 %	1 %
<b>EBIT</b>	<b>11.9</b>	<b>-0.5</b>	<b>7.8</b>	<b>-0.4</b>
Share	63 %	- 3 %	41 %	- 2 %

- Strong wholesale business as basis for successful performance
- Growth of project business compared to last quarter
- Own solar power plants with positive development due to good weather conditions
- International expansion of project business to realize further growth

*Diversified business model supports sustainable corporate growth.*

<i>in Mio. EUR</i>	<b>31.12.09</b>	<b>30.09.10</b>
<b>Assets</b>	<b>323.1</b>	<b>255.6</b>
Goodwill	71.4	7.8
Non-current assets	250.5	187.4
Current assets	72.7	68.2
Liquid funds	32.3	13.0
<b>Equity and Liabilities</b>	<b>323.1</b>	<b>255.6</b>
Equity	118.3	55.8
Non-current liabilities	146.9	148.2
Current liabilities	57.9	51.6

- The balance sheet is characterized by the goodwill write off of EUR 63.4 Mio.
- The financial liabilities include EUR 137.9 Mio. of debt which is subject to non-recourse financing
- Solid equity ratio of 22 % provides a sound basis for continuous healthy growth

*Balance sheet shows solid financial basis for sustainable growth.*

<i>in Mio. EUR</i>	Sep 09	Dec 09	Mar 10	Jun 10	Sep 10
Turnover (Rolling 12 months)	156.9	188.1	210.4	233.6	185.2
+ Inventories	36.3	21.1	30.3	18.4	28.0
+ Trade receivables*	19.8	13.0	18.1	27.4	20.9
- Liabilities*	37.2	19.8	32.0	25.6	27.0
= Working Capital	18.9	14.3	16.4	20.2	21.9
Working Capital / Sales	12%	8%	8%	9%	12%



- Working capital grew by EUR 3.0 m. € compared to Q3/2009
- The development was caused by an increase of module inventories

\* incl. Advanced paid & advanced received

*Due to seasonal effects the working capital in Q3 is usually higher than in other quarters.*

## COLSOLIDATED CASH FLOW STATEMENT – Q3 2010

<i>in m. EUR</i>	Q3 2009	Q3 2010
<b>Cash flows</b>		
- operating activities	7.4	-12.1
- investing activities	-5.4	-0.1
- financing activities	-2.0	-7.1
- discontinued operations	3.6	0
Cash at beginning of period	10.0	32.3
Net change in cash	3.7	-19.3
Cash at end of period	13.7	13.0

- Cash flows from operating activities characterized by seasonal effects
- Cash flows from financing activities characterized by scheduled repayment of financial liabilities

*COLEXON disposes of sufficient financial resources to continue its growth.*



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### **Market oriented growth in a dynamic future branch**

- ➔ COLEXON's diversified growth strategy leads to market oriented and constant growths
- ➔ COLEXON's business model allows to react promptly and flexibly to market developments

### **Internationalization of company growth**

- ➔ COLEXON is positioned in important international growth markets
- ➔ International project business shows a strong development

### **Constant positive operative development**

- ➔ Estimated turnover for 2010: > EUR 200 m.
- ➔ Estimated EBIT for 2010: EUR 13 m. – EUR 15 m. (pro-forma)

*COLEXON continues positive development despite EEG changes in Germany.*

YOUR PLUS  WITH THE SUN.



*Hamburg, November 2010*

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