



bayerische solar ag

Company Overview

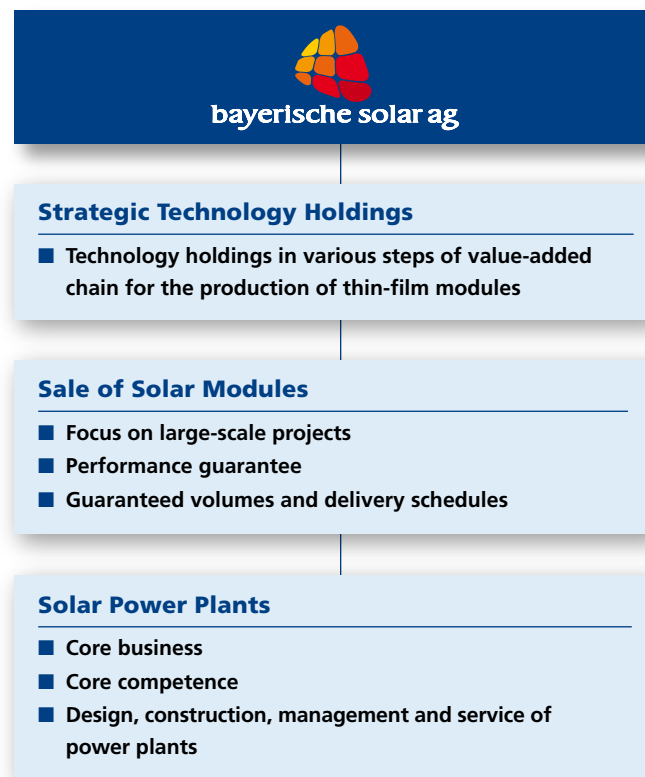
Bayerische Solar AG is a renewable energies company covering three different business areas which complement each other. As a holding company for innovative businesses along the solar value-added chain, Bayerische Solar AG is in a position to employ the best technology for each individual project.

Bayerische Solar AG owns and operates solar power plants which were built in-house with an installed capacity of 14 MW. With this extensive experience, Bayerische Solar AG is perfectly capable of supporting its customers from the initial design and the selection of certified components to the completion of power plants with certified project partners. In addition, Bayerische Solar AG offers its services to manage and operate solar power plants.

Bayerische Solar AG has established an on-site quality control and assurance process guaranteeing the supply of solar modules of the highest quality at very competitive prices. The Bayerische Solar standard modules employ mono-crystalline solar cells with long-term efficiencies of up to 16%. Additionally, certified silicon thin-film modules from various manufacturers complete the product range.

With this broad experience and the various lines of activities, Bayerische Solar AG can achieve synergies and is well positioned to provide customized solutions, which help reduce the world's dependency on fossil fuels.

Business Model



Key facts

- Founded in 2005
- Headquarters: Munich
- Employees: 30
- Power plants: 5 plants with a capacity of 14 MW in portfolio and under management
- Module Sales: 20 MW (from 8/2008)
- Revenue / EBIT in 2008: € 81 Mio / € 5 Mio

Product range

Bayerische Solar AG provides various mono- and polycrystalline modules ranging from 170 W to 230 W, including its own OEM-manufactured products as well as thin-film modules.

All PV modules are TÜV and/or UL-certified and come with industry standard guarantees and warranties.

Customer Benefits

■ Broad Product Range

Customers can choose between mono- and polycrystalline as well as thin-film PV modules.

■ Competitive Pricing

Bayerische Solar AG is in a position to offer its own OEM-manufactured modules. Long-term relationships with our manufacturing partners ensure access to high-quality modules and guaranteed volumes and delivery schedules. A distributed labor structure and low overhead result in a very competitive pricing model. All cost benefits are passed on to our customers, which always keeps them ahead of market and pricing trends.

■ German Quality Standards

Hand in hand with our OEM-manufacturers, Bayerische Solar AG has established a process to deliver PV modules with high long-term stability and maximum energy yield. Integrated, multi-level quality controls permanently guarantee the high quality of our products. In cooperation with our suppliers and well-known research institutes, Bayerische Solar AG is striving to continually improve the quality of its products. The result is a quasi "Made in Germany" excellence standard with a designated contact in Germany and quality control according to German standards.

■ Payment and Delivery Terms

Terms and conditions are negotiated individually for each contract.

■ Bayerische Solar AG – A EPC Provider

Bayerische Solar AG covers all aspects from engineering and procurement to construction (EPC), and Bayerische Solar AG has built its own power plants with an installed capacity of 14 MW.

We know what is important to our customers, and we are ready to always meet the expectations set in us.

Representative Projects

Laudenbach solar power plant



Plot size:	approx. 23 acres
No. of modules:	20,736
Peak output:	3.6 MWp
Yield:	3.5 million kWh/year
Performance Ratio:	82 %
CO₂ savings:	3,800 t/year
This project covers the power needs of 1,150 households	

Blumroda solar power plant



Plot size:	approx. 25 acres
No. of modules:	20,196
Peak output:	3.6 MWp
Yield:	3.6 million kWh/year
Performance Ratio:	82 %
CO₂ savings:	4,000 t/year
This project covers the power needs of 1,024 households	

Seefeld solar power plant



Plot size:	approx. 20.3 acres
No. of modules:	16,956
Peak output:	3.3 MWp
Yield:	3.1 million kWh/year
Performance Ratio:	82 %
CO₂ savings:	3,400 t/year
This project covers the power needs of 883 households	



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