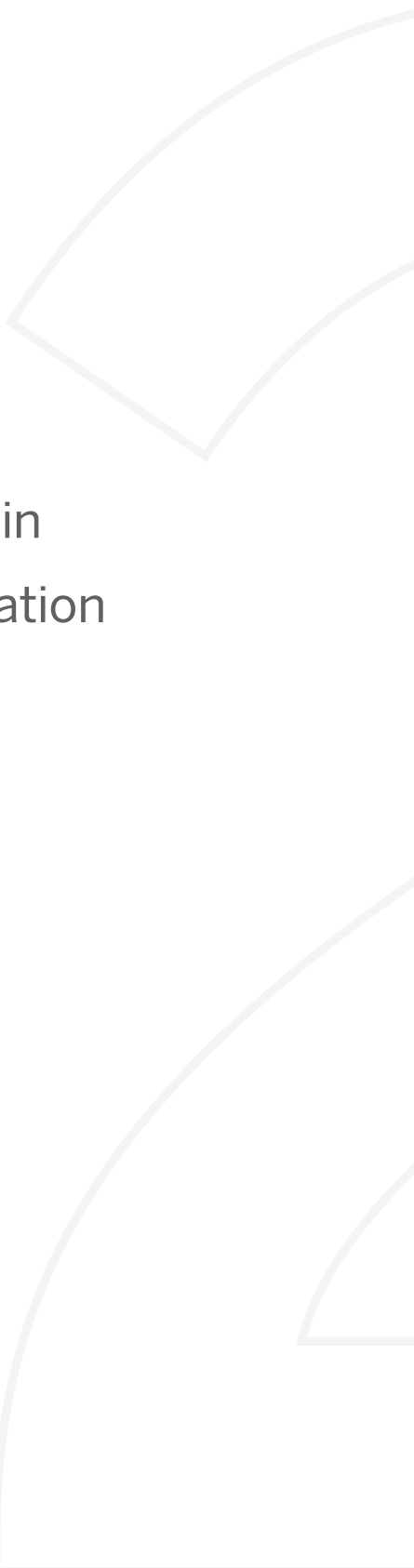




CHANGING  
THE WORLD WITH  
COMPELLING IDEAS. Solar energy is the future. Let's use it.



The sun sends more energy to the Earth in 20 minutes than the world's entire population consumes in a single year!

**The time has come to harness this enormous potential.**

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To make the limitless energy reserves of the sun available to everyone on our planet, that is the goal of IBC SOLAR.

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# The future of energy production is already being shaped

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## At IBC SOLAR, the future is now

For millions of years the light provided by the sun has made life on Earth possible. As an inexhaustible and cost-free energy source, the sun also plays a decisive role in shaping our future. No other resource is as environmentally-friendly or as permanent as the sun.

Making the use of solar energy as easy and economically viable as possible for everyone has been the expressed goal of IBC SOLAR for more than 25 years. This translates into a quarter of a century in which we have decisively influenced the development of photovoltaics from a vision of the future to an efficient, high-tech solution for everyday life.

Solar energy is the future. At IBC SOLAR, this conviction motivates us every single day to make photovoltaics a fundamental pillar of the global energy supply. With the help of cutting-edge technologies, we will leave behind a livable environment for our children and grandchildren.

**An investment in solar energy pays off for everyone – for consumers and, above all, for the environment.**

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## From a vision to market leadership

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**Photovoltaics is increasingly becoming one of the key technologies of the 21st Century. And IBC SOLAR is perfectly positioned to continue shaping the development of this technology.**

## A sunny outlook for more than 25 years

When solar energy pioneer Udo Möhrstedt founded the "IBC Solartechnik" in 1982, one had to be a visionary to believe that solar energy could be used for wide-spread and effective power generation.

More than 25 years and 50,000 reliable IBC SOLAR photovoltaic systems later, however, the situation has changed dramatically. What was once a vision has become an economically viable energy alternative. And what was once a small engineering firm has developed into an international corporation – IBC SOLAR AG, one of the world's leading photovoltaic system providers.

From planning to the handover of turnkey photovoltaic systems, IBC SOLAR offers its customers and partners high-quality system components from selected manufacturers, together with a complete range of services to meet all of their solar energy needs.



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## Where the climate and the economy both earn dividends

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### IBC SOLAR – Our Philosophy

We are completely convinced of the potential of solar energy and are determined to use our commitment and expertise to play a decisive role in the future of photovoltaics. Through superior products, high-quality service and innovative and original solutions, it is our objective to meet the diverse needs of our customers in every respect.

At IBC SOLAR, high quality and customer satisfaction are our top priorities.





## And here's what you can count on

### THE CUSTOMER DETERMINES OUR PRIORITIES

At IBC SOLAR, the needs and desires of our customers are at the heart of our activities. Based on our unmatched expertise in system technology and consulting, high-quality products and reliable services, we not only strive to meet your expectations; it is our aim to outdo your expectations day in, day out.

### SUPERIOR QUALITY AS THE BASIS FOR MAXIMUM YIELD

Whether for installed components, processed materials or all work ranging from system planning to installation, our goal is to achieve the highest quality standards in all areas. This can be seen in our numerous DIN and TÜV certifications – as well as our satisfied customers.

### AT IBC SOLAR, PERSONAL RESPONSIBILITY IS WRITTEN IN CAPITAL LETTERS

Committed and qualified employees are very important to us. Each individual employee at IBC SOLAR contributes to helping the company reach its goals and management supports this through continuous training and promoting.

### PRESERVING RESOURCES AND PROTECTING THE ENVIRONMENT

We place a high value on environmentally-sound activities. We preserve resources and protect the environment by relying on efficient and waste-avoiding technologies while keeping the use of raw materials and energy to a minimum.



Norbert Hahn, Head of Sales and one of 200 employees who help shape the success of IBC SOLAR on a daily basis.

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## The Staff of IBC SOLAR

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### Many brilliant minds are behind our success

Many factors have come together for us to enjoy our good reputation as one of the world's leading photovoltaic system providers. One of these factors we hold especially dear: the men and women behind the IBC SOLAR name.

Each and every staff member of the more than 200 employees on over three continents contributes to the company with their individual skills and enriches the company with their particular personalities. Thanks to the high level of our photovoltaic expertise, commitment and ability to innovate, we are capable of meeting our customer's needs in an efficient and flexible manner.

In so doing we rely on successful teamwork to place the expertise from each area and department at the disposal of our customers. All team members focus their knowledge and experience to exploit existing potential and to also create new synergies that guarantee our customers long-term, added value.



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## Maximum Performance – the motto for both our products and our services

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As a photovoltaic system provider we offer you a single source for all your solar energy needs

Whether grid-connected or stand-alone, pitched roofs or flat, facades or ground-mounted systems, IBC SOLAR offers the complete spectrum of products and services to meet all your solar energy needs. When it comes to developing turnkey solar energy systems, we are the comprehensive photovoltaic system provider for our specialist partners.



### ON-SITE PHOTOVOLTAIC SUPPORT FOR OUR PARTNERS

For companies that specialize in photovoltaics, IBC SOLAR offers a comprehensive portfolio of high quality products. Alongside modules and components from reputable manufacturers, we also offer our own, premium IBC SOLAR brand.

Additionally, IBC SOLAR offers technical and advertising support for its partners. Alongside distribution and service, this also includes training courses, seminars and exclusive use of IBC SOLAR's "PV Manager" software.

By providing first-class support we make it possible for our partners to provide first-class service.

### IMPLEMENTING PROJECTS FOR MAJOR COMMERCIAL CUSTOMERS

No matter where you are in the world, whether developing projects for investors or industry, IBC SOLAR provides an entire range of services to fit all your solar energy needs.

On the basis of extensive analyses, we offer our customers comprehensive individual consulting and support services for the planning and design of their systems. Furthermore, we also execute the entire operation – from worldwide distribution and on-site installation of high-quality mounting systems to the commissioning of turnkey solar power stations.

Once a system has been installed, our Solar Monitoring service permits thorough supervision and control of operations over the Internet. And our full range, service package includes maintenance and repair as well as individual support from personal contact partners and constant availability via our website.





Our stand-alone systems ensure a reliable power supply even when the next public grid connection is kilometers away.

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## IBC SOLAR offers all types of photovoltaic solutions

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### Unlimited energy source – infinite possibilities

One of the major advantages of the sun as an energy source is that it shines all over the globe. And IBC SOLAR provides the necessary expertise combined with the latest technologies to make solar energy usable anywhere. On roofs or in open fields, for internal use or for supplying the public grid, IBC SOLAR is there.

#### **GRID-CONNECTED SYSTEMS – POWER GENERATION THAT PAYS**

The direct current produced by the solar modules is converted by an inverter into grid-compatible, alternating current and fed directly into the grid of the local power company. Especially in countries where the use of photovoltaics is subsidized, you can take advantage of attractive feed-in tariffs that significantly reduce the amortization time of solar power systems. System operators are able to reap maximum solar energy yields through custom-made systems from IBC SOLAR.

#### **STAND-ALONE SYSTEMS – POWER GENERATION THAT IS SELF-SUFFICIENT**

Whether mainland or an island, there are still many places in the world that are not connected to the public grid. Fortunately IBC SOLAR offers a number of solutions that ensure a self-sufficient supply of solar energy. With our stand-alone systems for internal consumption, we provide custom-made, high-performance systems for a completely self-sufficient power supply. Stand-alone customers are supplied with either direct current or alternating current via an inverter. High performance batteries with automatic charge controllers store unused energy to guarantee a reliable energy supply at all times – even when the sun isn't shining.

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# Superior quality for maximum yield

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## The right choice for every application

Quality is not only our top priority at IBC SOLAR – it is the promise we make to our customers. We are constantly focused on obtaining the maximum yield – which is why we insist on the highest quality, installed components with the optimum, site-specific configuration.

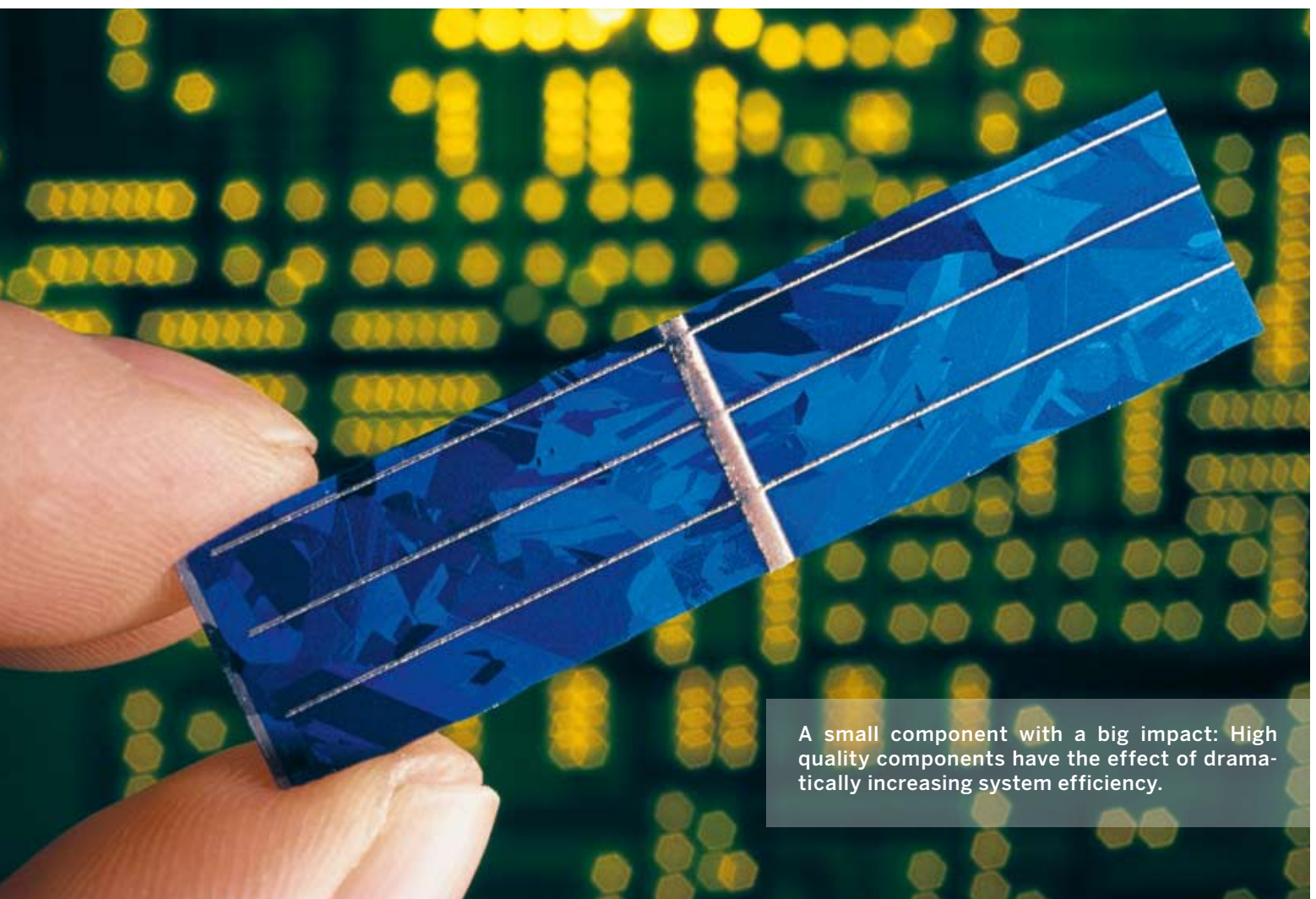
### SETTING THE HIGHEST OF STANDARDS ...

Each building block of every system is produced by a reputable manufacturer who employs extensive testing and quality control standards during every phase of production. This is something we ensure through our own factory inspections and supplier audits. The system components are certified according to all important DIN quality norms and are inspected by the German Technical Inspection Agency as well as the Fraunhofer Institute for Solar Energy Systems. We avoid faulty components through exhaustive incoming goods inspections and systematic testing. The result: systems which are practically maintenance-free and equipped with the latest state-of-the-art technology capable of consistently withstanding the most diverse climatic conditions.

### ... AND OPTIMIZING CONSTANTLY

Each new development is born of past experience. It is therefore no wonder that today, IBC SOLAR products are examples of the world's leading technology. Because, not only is each product the result of many years of technical development, all of our products are then subjected to demanding durability tests at our own test facility. High quality materials, above average durability and high efficiency modules all add up to this: up to 5 year product warranty and 25 year performance warranty.





A small component with a big impact: High quality components have the effect of dramatically increasing system efficiency.



Spain



Malaysia



Curaçao



Tanzania



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## IBC SOLAR International

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Regionally established, globally aligned and available to our customers worldwide

Our international commitment is evidenced by our local presence. Besides its headquarters in Bad Staffelstein, Germany, IBC SOLAR is represented internationally by its seven subsidiaries and representative offices in Europe, Asia and the United States.

Custom-made photovoltaic systems for hospitals in Africa, schools in Southeast Asia, radio towers in South America, mountain cabins in the Alps and offshore oil rigs for major corporations are the best testimony to our global presence and competency.

Customer proximity is an obligation that we fulfill by our worldwide network of competent IBC SOLAR partners and representatives.

True to our motto: IBC SOLAR is present where electricity is needed.



Mongolia



# THE OUTLOOK: **SUNNY**

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