



BISOL Group
Premium power from the sun

BISOL presentation for potential foreign business partners
Spring 2014



Solar company!

BISOL GROUP - BASIC FACTS



- ▶ Founded in **2006** by two young entrepreneurs (PhD's), **(still) privately owned**
- ▶ Core business: **production of premium quality (confirmed by Photon and TÜV) PV modules (c-Si, pc-Si)**
- ▶ Almost **1 million pcs. of PV modules produced**
- ▶ > 99 % revenue generated from **export to most demanding world markets** (mostly EU, but all-together over 45 different ones)



BISOL GROUP - BASIC FACTS



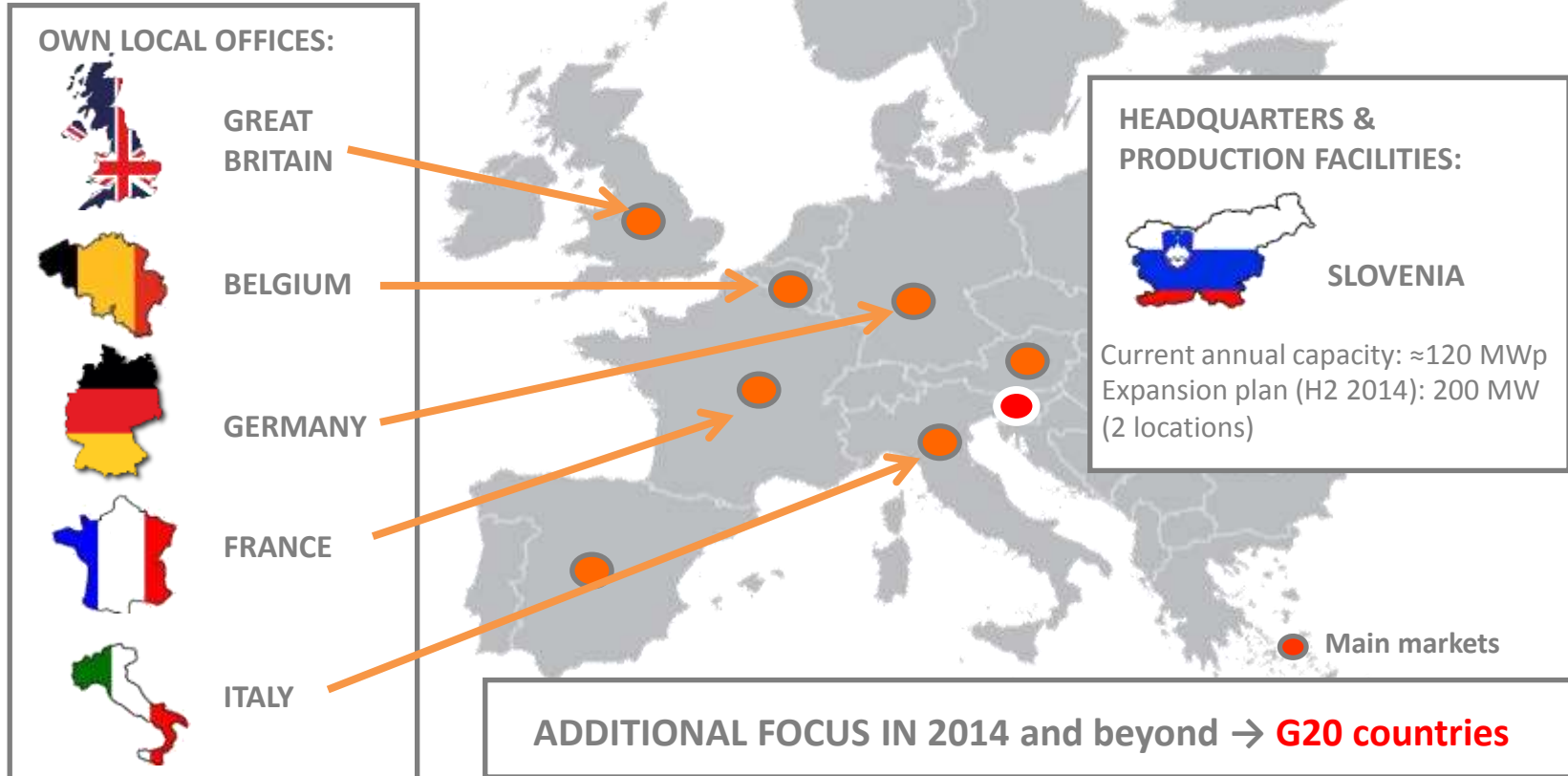
- ▶ Working with **renowned multinational utilities** (GDF Suez, ENEL, CEZ, Samruk ...)
- ▶ Selectively also:
 - ▶ **turn-key PV power plant projects** → **40 MW** / more than 300 installations, and
 - ▶ **own investments** in solar PV power plants → **20 MW** (≈ € 50 m)
- ▶ Throughout our existence **always healthily profitable!**
- ▶ Almost **250** employees

REPUTABLE, SATISFIED & LOYAL CLIENTS



- ▶ More than 90% of sales made through business partners & to end-clients working with us for years
- ▶ Among notable clients
 - ▶ **Multinational utilities** – GDF Suez (FR) Enel Green Energy (IT), CEZ (CZ), Samruk Energy (KZ) ...
 - ▶ **International general electric ware distributors** – Rexel (FR), Marchiol (IT) ...
 - ▶ **International specialized (PV) distributors** – Energiebau (DE), Carbomat (BE) ...
 - ▶ **National PV distributors** – SolarFocus (AT), Soltop (CH) ...
 - ▶ **Multinational EPC contractors** – Solar Century (GB), Conecon (DE), Martifer (PT) ...
 - ▶ **Niche applications with designer brands** – Seaway boats, Renzo Piano off-grids ...
- ▶ as well as **several hundred of independent installers** all over Europe

BUSINESS NETWORK



KEY PRODUCTS



- ▶ **Solar PV modules in crystalline silicon technology**
 - ▶ Different cell type (mono- or poly-crystalline)
 - ▶ Different frame options (frameless (laminates), standard, integrated (BIPV))
 - ▶ Different visual variations (frame / backsheet / cell color)
- ▶ **Other solar PV solutions / accessories**
 - ▶ Mounting structures (primarily for roof-mounted systems)
 - ▶ Solar Street Lights
 - ▶ Off-grid & Hybrid Systems
- ▶ **Turnkey (EPC) solar PV power plants**



KEY ADVANTAGES (1/2)



Modules

- ▶ Only top quality materials used
- ▶ Cost optimized production process
- ▶ Experience-based innovations

all these leading to

- ▶ Aesthetically pleasing products
- ▶ Highest performance (top decile in Photon) and lowest degradation (TÜV tests) products (proven by independent tests) as well as excellent verifiable performance of existing installations
- ▶ Optimal price/performance ratio and lowest cost of electricity, best return on energy investment for our clients



KEY ADVANTAGES (2/2)



Other products – mounting structures, solar lights, off- grids...

- ▶ Own innovative technical solutions & designs
- ▶ Custom-made client focus
- ▶ Price competitiveness

Turnkey (EPC) solutions

- ▶ Highest quality that convinced numerous multi-nationals
- ▶ Boldness to succeed in the most ardent conditions
- ▶ Verifiable outstanding performance of numerous operating solar PV plants

Overall

- ▶ Numerous reputable, satisfied and loyal business partners & end-clients

SALES FOCUS



Present

- ▶ Selling to > **55 countries**, yet Europe representing > 90 % of sales volumes
- ▶ Logical development since we are domiciled here, also EU represented 80 % of world market until 2012

By 2020, Europe to represent only between 1/4 to 1/3 of world solar PV market, so **active expansion to new markets** is an existential necessity

Future

- ▶ Focus especially on **G20 countries**, particularly:
 - ▶ Developing ones, with larger population, higher GDP growth, energy „starved“
 - ▶ Where credible / committed local partner can be found



SOME OF OUR EPC (SOLAR PV PLANT) REFERENCES



Bustehrad, 2,4 MWp
Czech Republic



Kapchagay, 2 MWp
Kazakhstan



Hofer Logistics Centre, 2 MWp
Slovenia



Copparo, 1 MWp
Italy



Zlatorog, 510 kWp
Slovenia



Stolac, 150 kWp
Bosnia & Herzegovina

- ▶ **Achieved annual energy yields exceeding projections between 7 and 15%**

CONTACT US



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