



**CONERGY**

**Company Presentation**

March 2007



# Agenda

- | **Financial Data**
- | Company Strategy and Outlook
  - | International Expansion
  - | Technologies PV and Non-PV

## **Conergy targets 60% growth in revenue and doubling of annual net profit for 2007**

Revenues increased by 42% to EUR 752.2 million

Annual net profit boosted by 8.6% to EUR 30.2 million

Proposed 10 Eurocent dividend of 10 – comparable to previous year

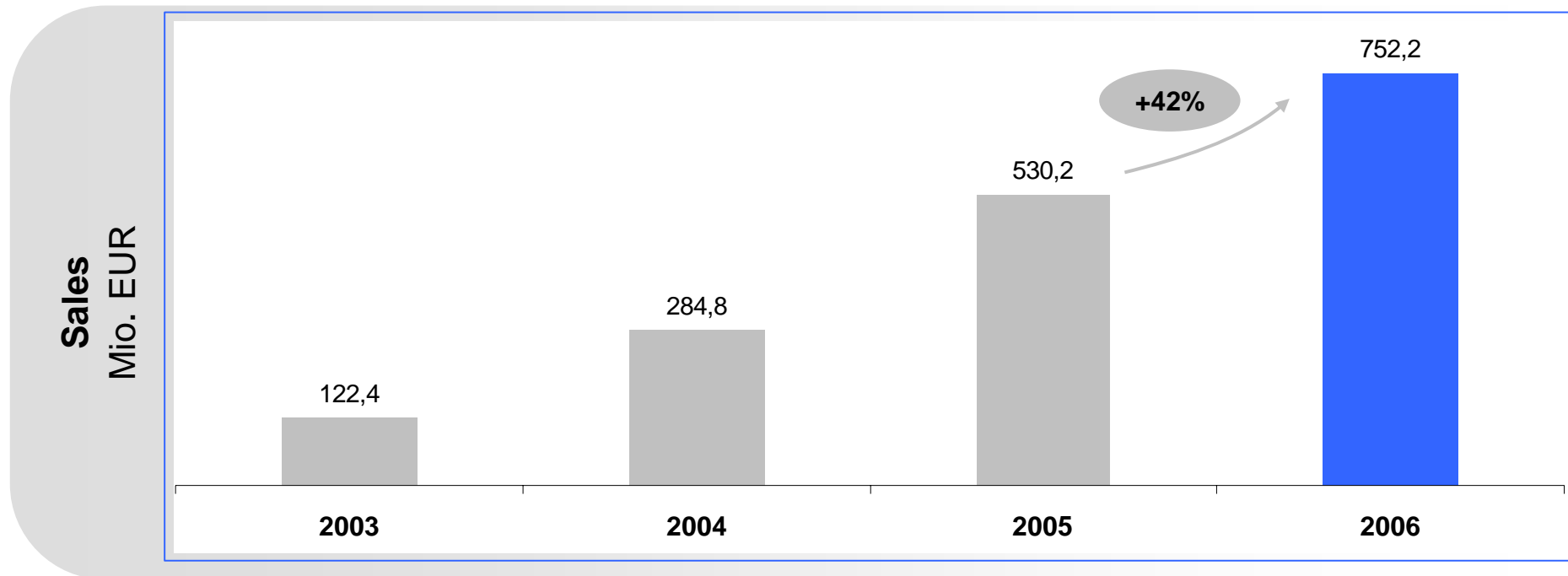
Start of production in Frankfurt an der Oder on schedule for summer 2007

Sales prognosis for 2007: EUR 1,250 million and to at least double annual net profits

Overseas sales should again at least double in 2007

Growth strategy “50/50/08” right on target

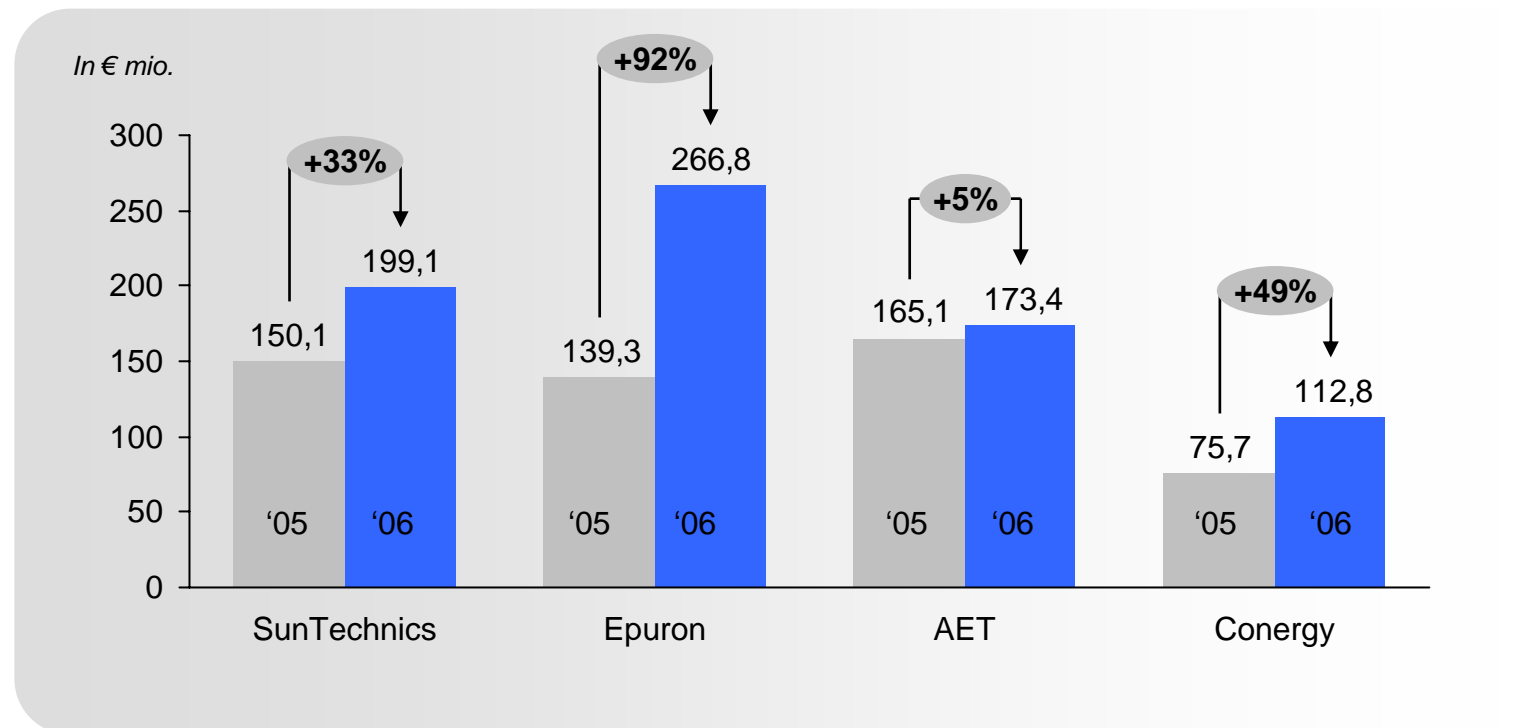
## In 2006 the Conergy Group out-performed the market again significantly



Average Market Growth: approx. 25%

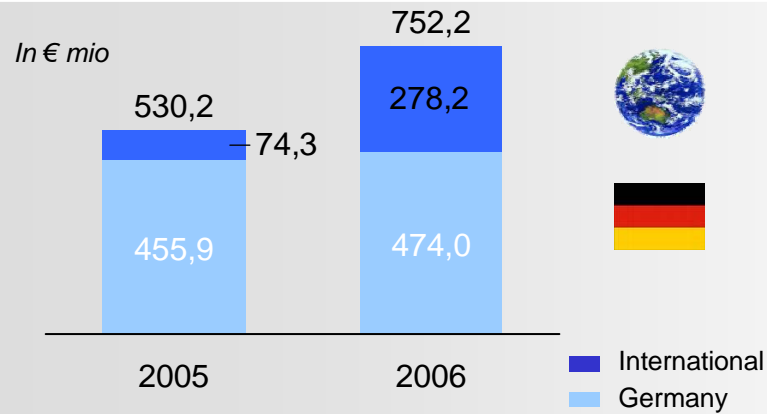
## All segments contributed to the strong sales growth in 2006

### Sales Segments 2005 - 2006



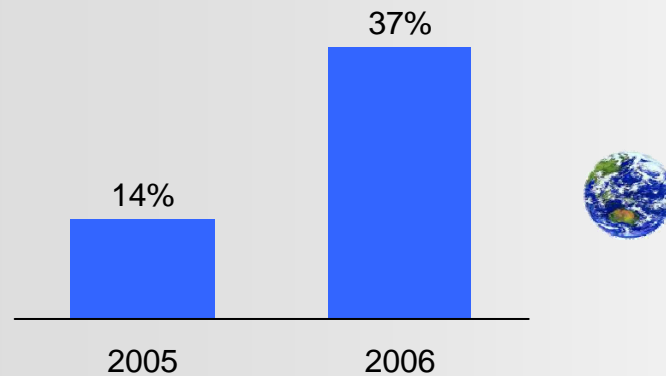
## Conergy built international business faster than planned and is well on track for 50/50/08

Sales Germany  
– International



International Sales quadrupled compared to previous year

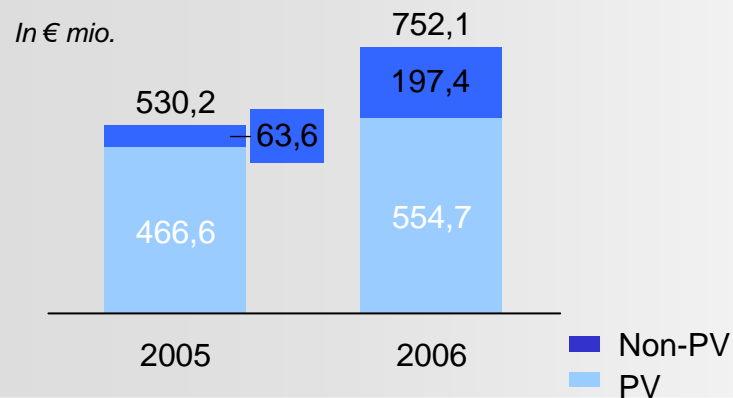
International Sales as  
percent of total sales



Conergy is well on track for 50/50/08

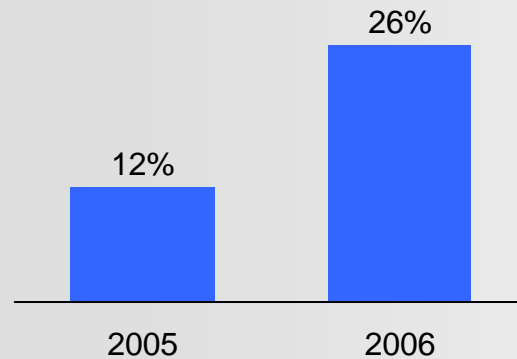
## Conergy grew the Non-PV business faster than PV and reached a higher ratio than planned

Sales PV & Non-PV



Non-PV Business tripled compared to previous year

Non-PV sales as percent of total sales

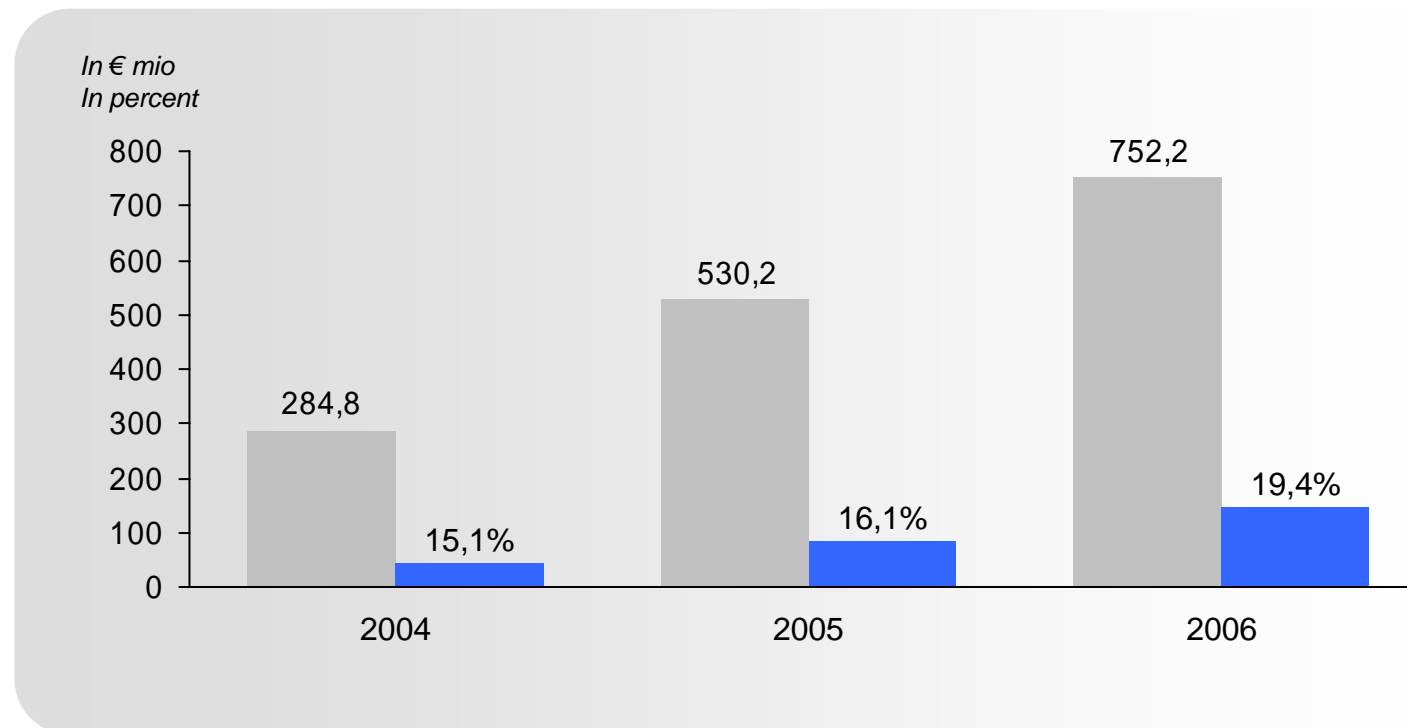


Conergy increased non-PV sales in 2006 and will speed up its growth pace in non-PV business even more in 2007

## Further improvement in the Gross Margin

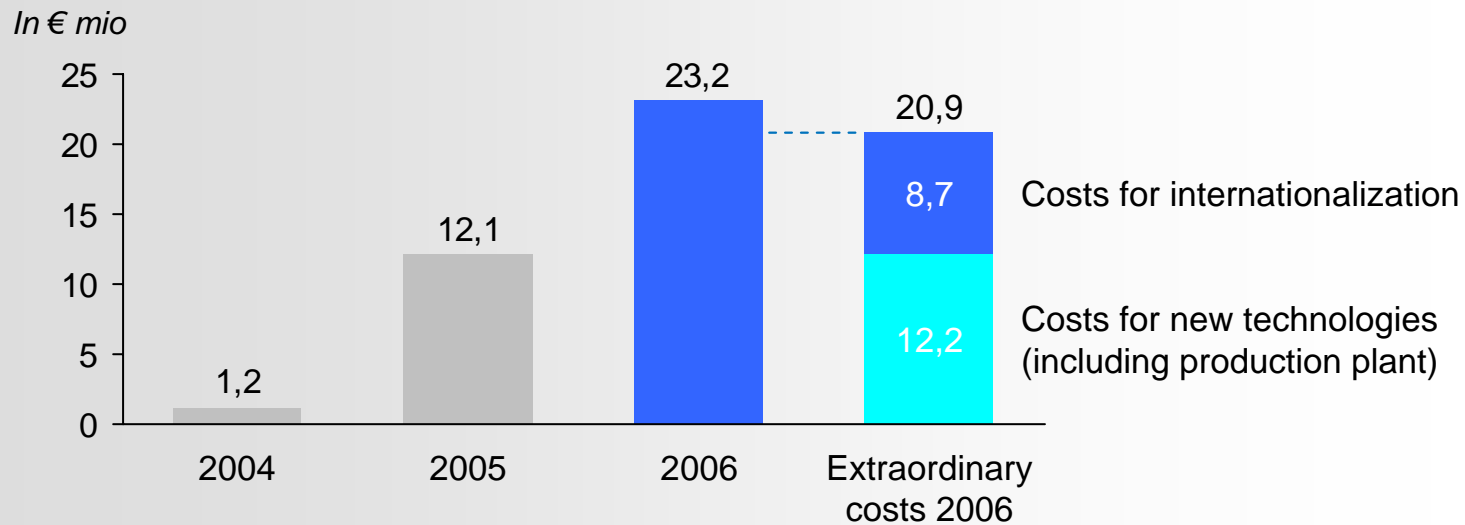
- | Increasing international business
- | Economic Value Added due to increase in own production
- | Increasing business with bioenergy and solar thermal

### Conergy Group – Sales & Gross Margin 2004 - 2006



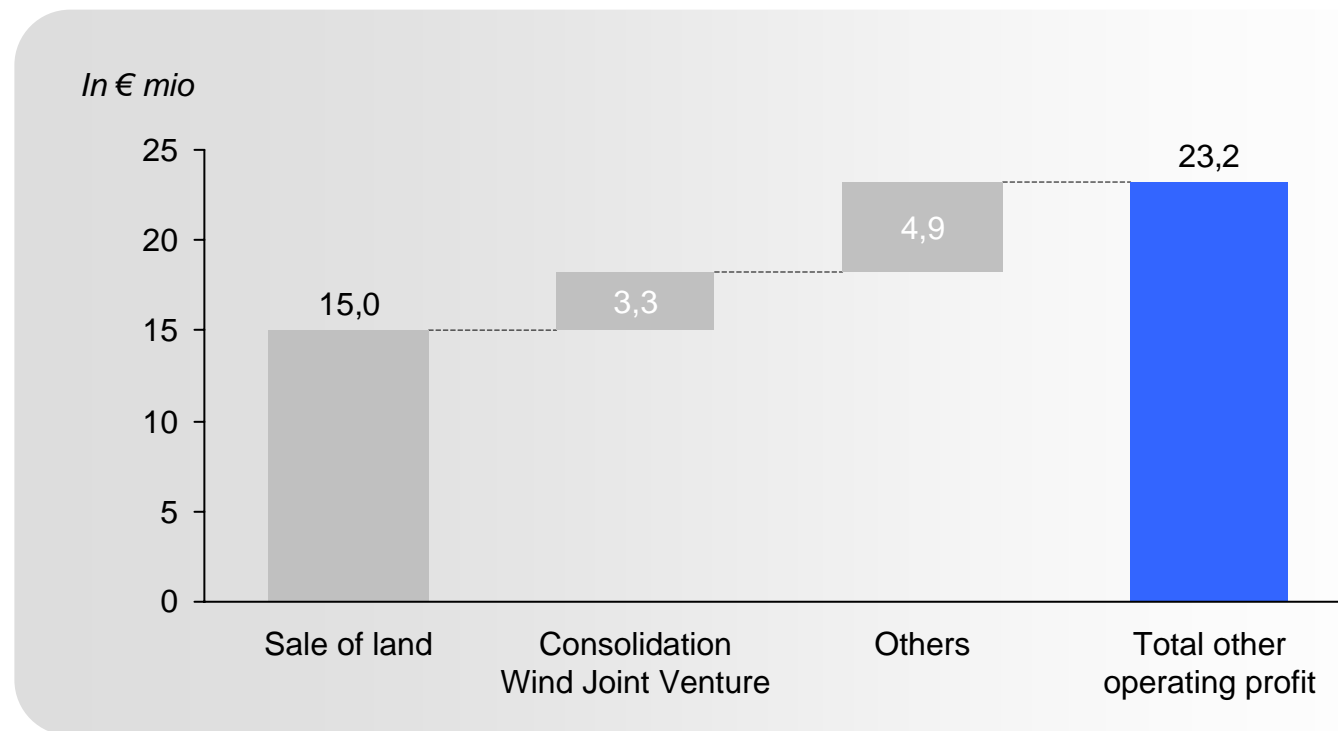
## Other operating income offsets extraordinary costs for new technologies and internationalization

### Other operating income Conergy Group 2004 - 2006



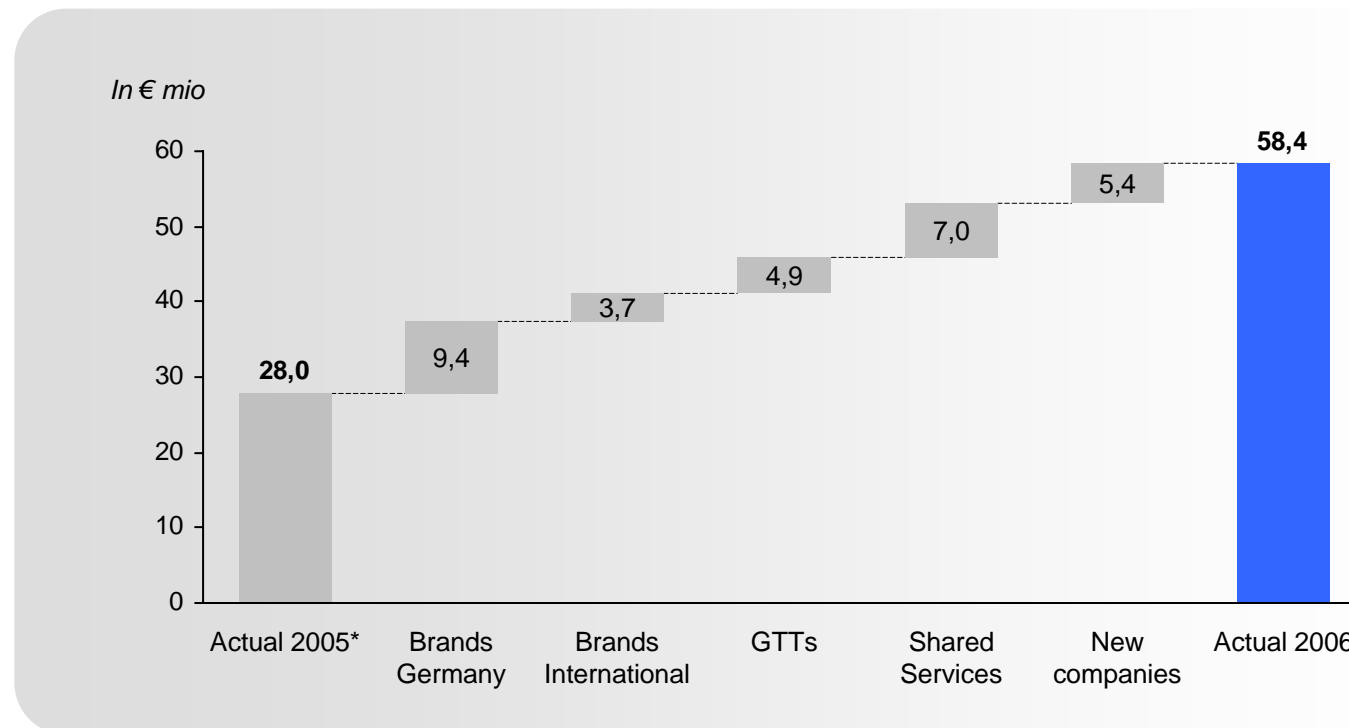
## The main driver for other operating income is the sale of the land in Frankfurt (Oder)

### Other operating income 2006



## Personnel expenses increased throughout the Conergy group reflecting the build-up in FFO and in international business

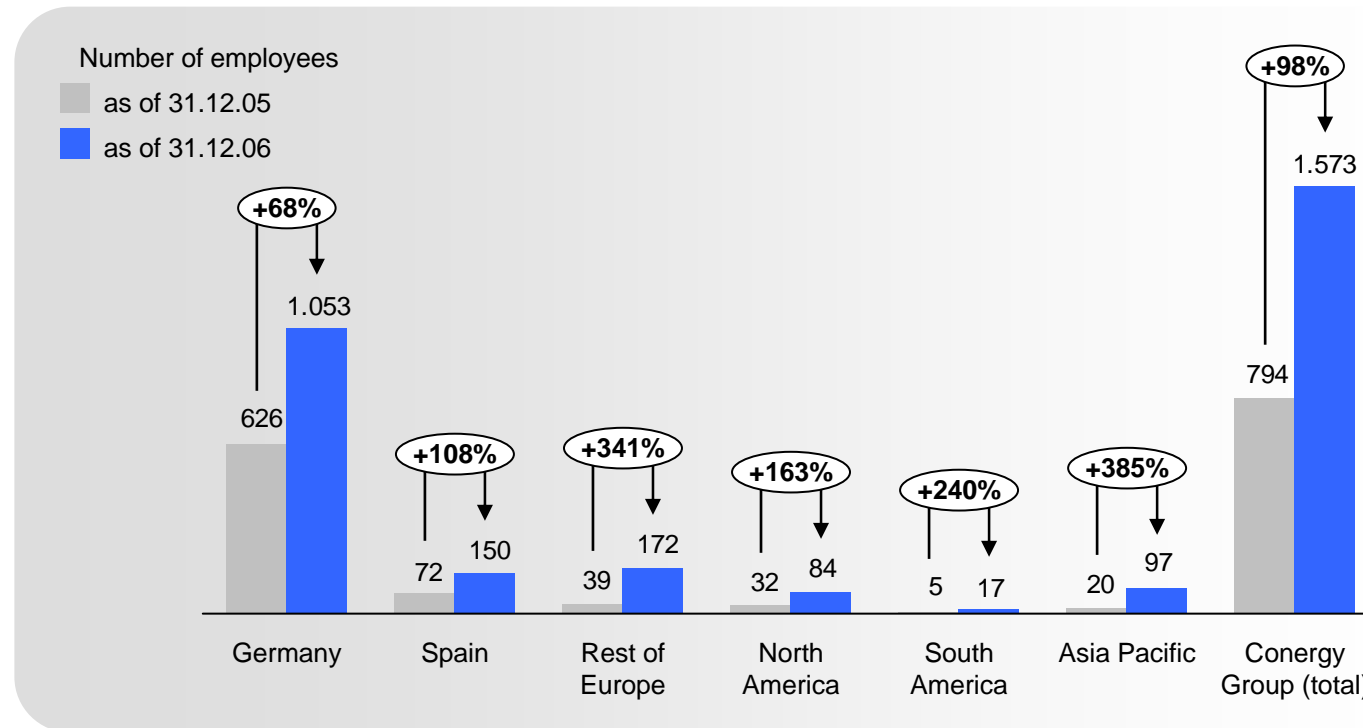
### Personnel expenses Conergy Group 2005 - 2006



\* Including IPO expenses

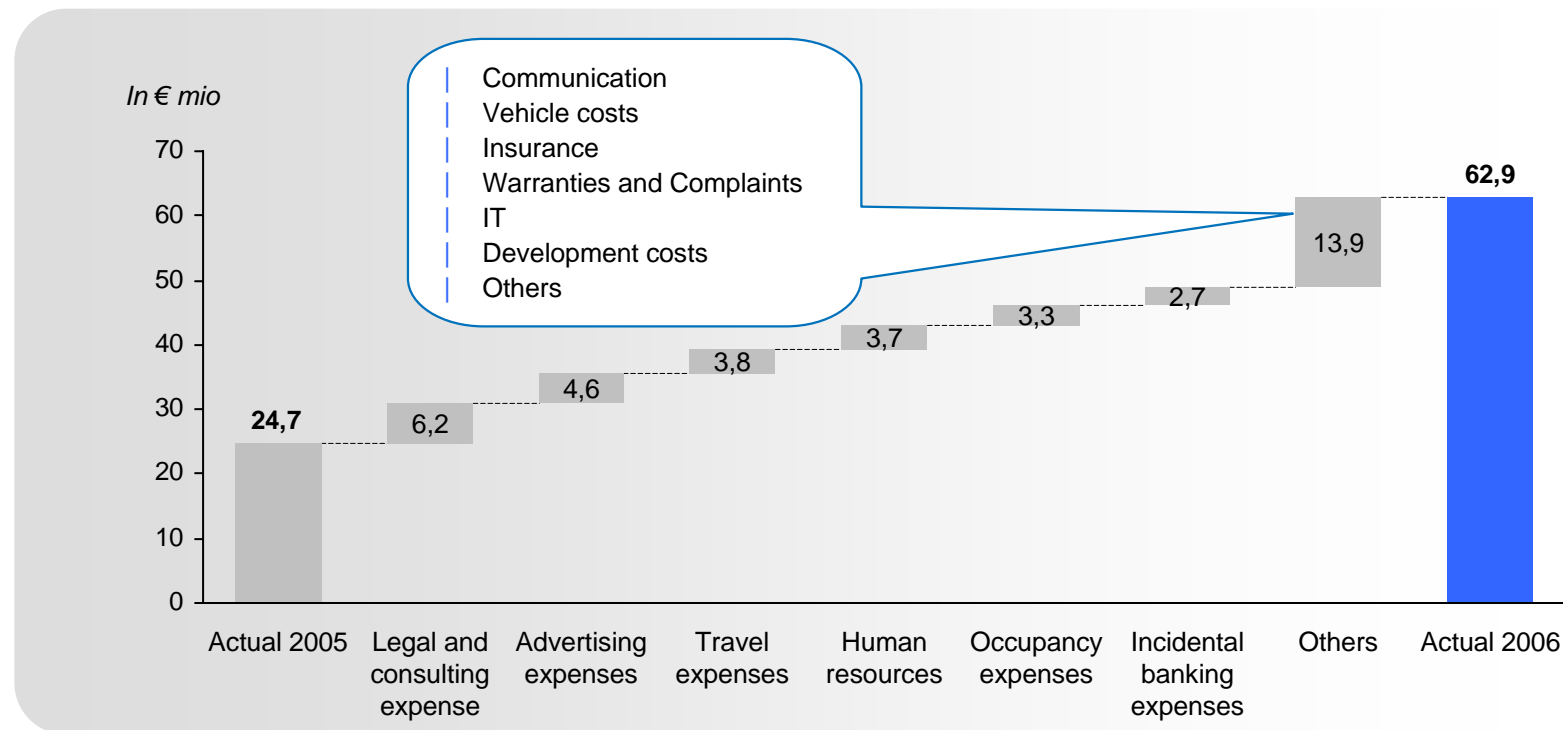
# Conergy is prepared for future growth in international markets

## Headcount Regions Conergy Group 2005 - 2006



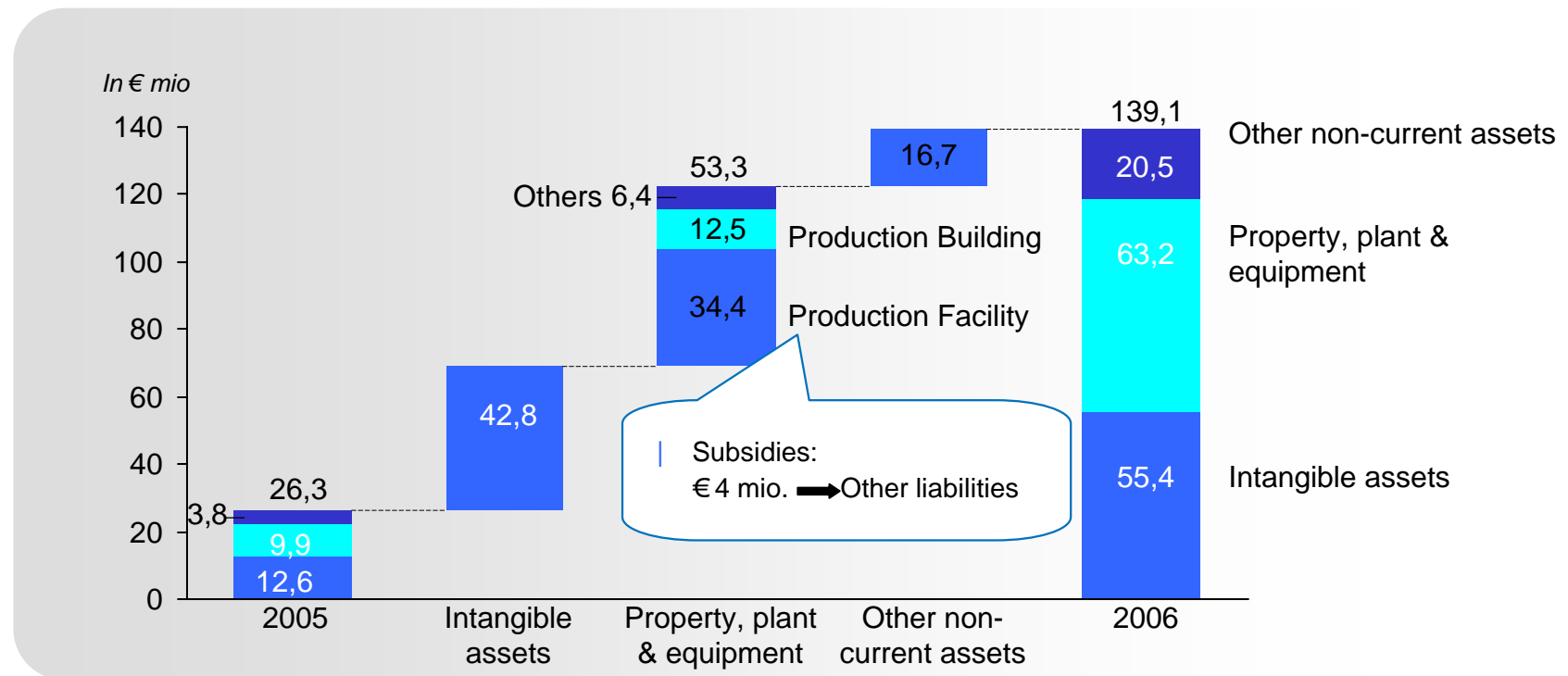
To prepare the organization for further growth we have invested in hiring new people and improving our systems

Operating expenses Conergy Group 2005 - 2006

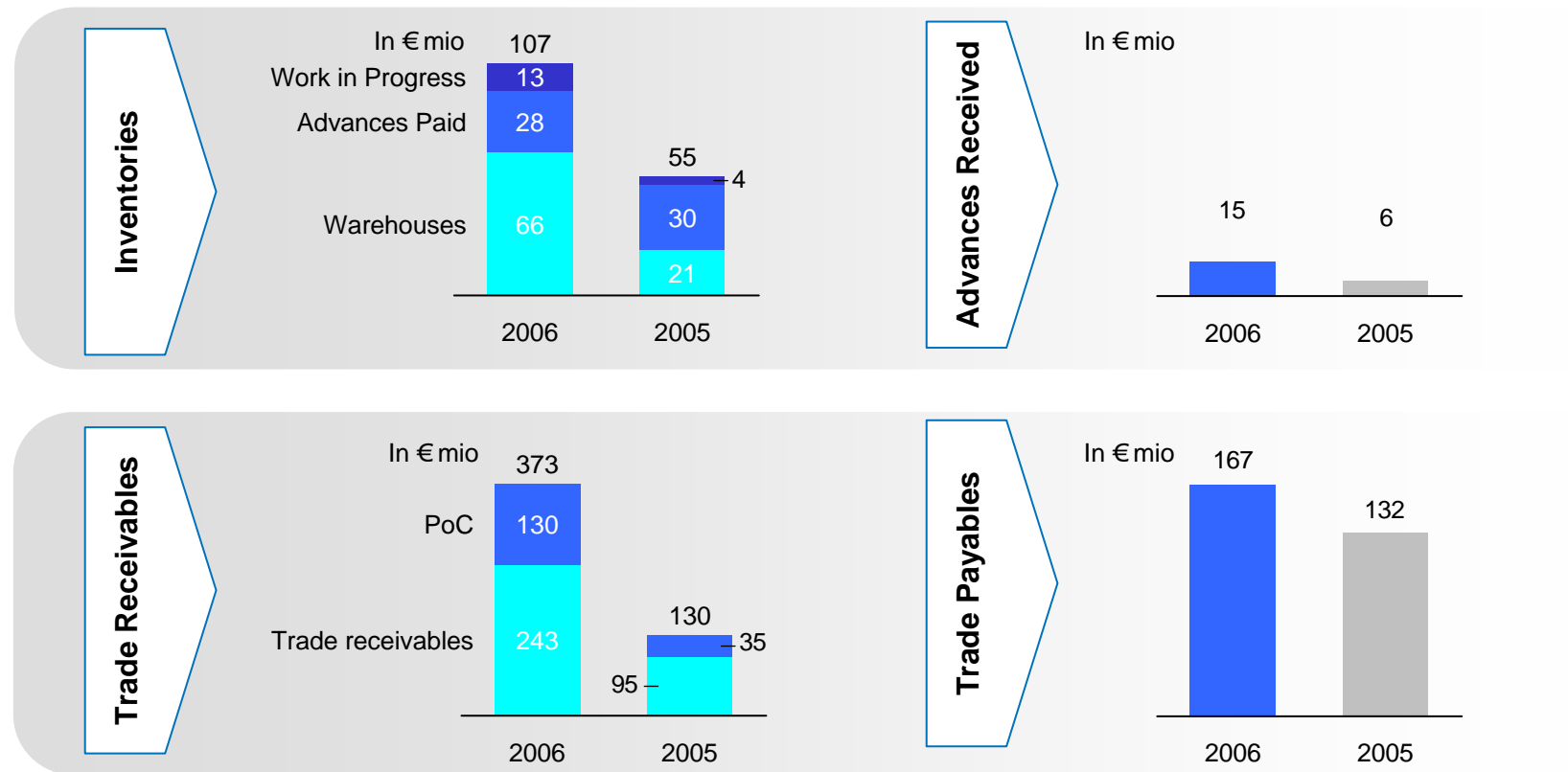


## Investments in our solar module production account for nearly 50 % of the total capital spending in 2006

### Non-current assets Conergy Group 2006



## Working Capital increased due to strong sales in December and an increase of large scale projects under construction



## 2006 WC grew as a result of the increase in international business and changes in large projects financing

	2007e	2006	2006 adjusted	2005	2004
Sales	1,250.0	752.2	752.2	530.2	284.8
Inventory	150.0	106.5	106.5	54.9	16.4
Trade receivables	275.0	373.2	148.4	129.8	26.9
Trade payables	-250.0	-167.0	-167.0	-132.2	-28.4
Customer prepayments	-25.0	-15.2	-15.2	-6.2	-3.7
<b>Working Capital</b>	<b>150.0</b>	<b>297.6</b>	<b>72.8</b>	<b>46.3</b>	<b>11.2</b>
Module production effect	72.8	-	-	-	-
<b>Working Capital (total)</b>	<b>222.8</b>	<b>297.6</b>	<b>72.8</b>	<b>46.3</b>	<b>11.2</b>
<b>Working Capital / Sales</b>	<b>17.8 %</b>	<b>39.6 %</b>	<b>9.7 %</b>	<b>8.7%</b>	<b>4.0 %</b>

Target < 20 %

## Net income of the Conergy group is above last year

Group net profit increased by 8,3%. Net Income was influenced by:

| Expenses for investments into:

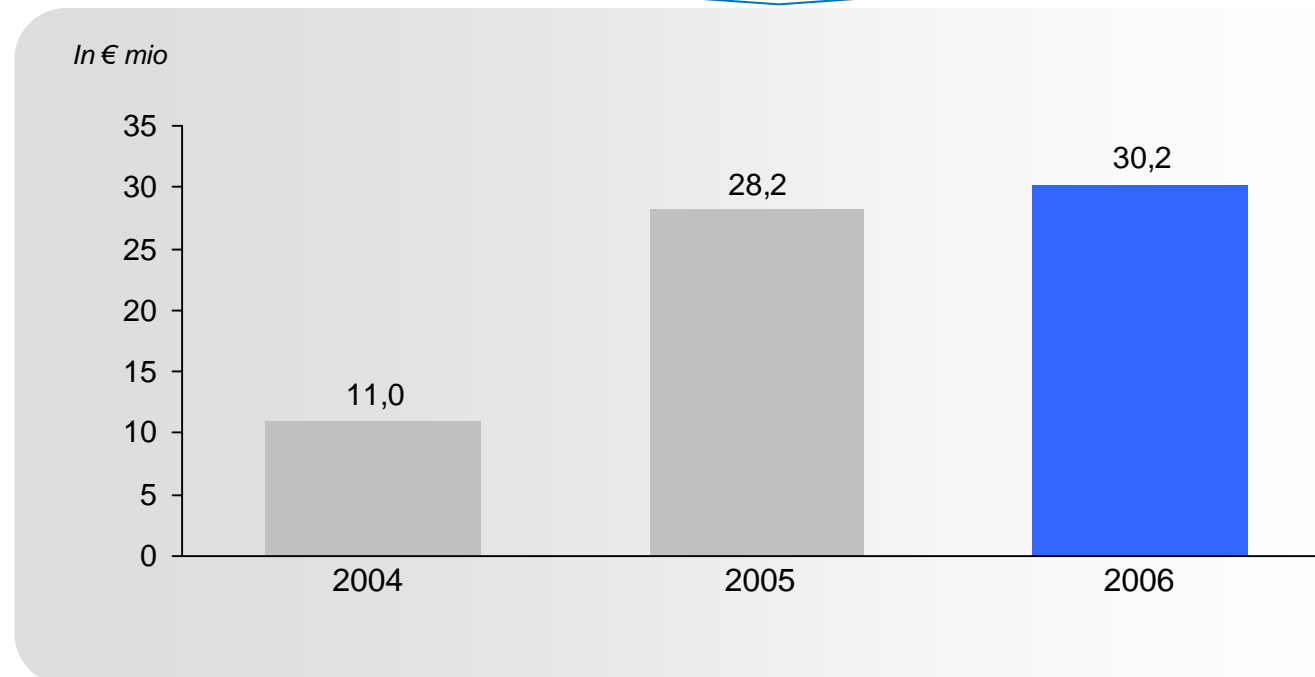
new complementary technologies and state-of-the-art production site FFO (€ 12,2 mio.)

cost for entry into new markets including new subsidiaries (€ 8,7 mio.)

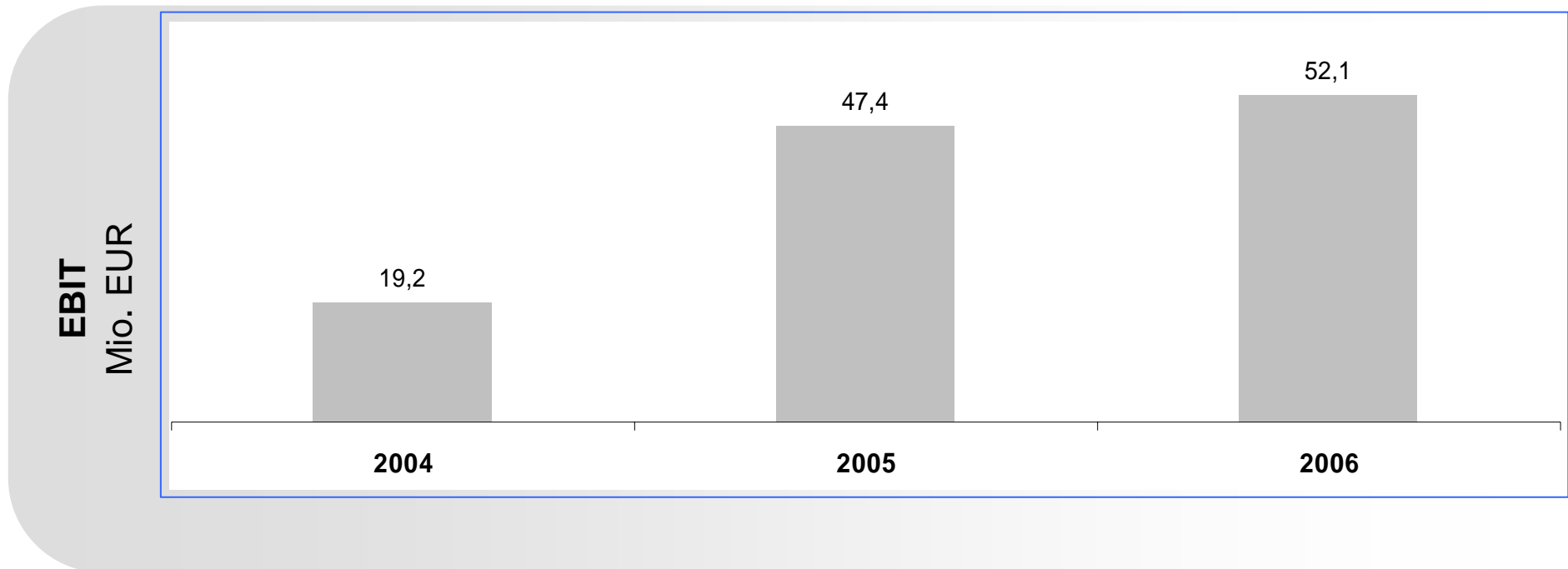
| Delayed deliveries led to delays in some projects

These special operational expenses are partly compensated by non-recurring income from sales of land (€ 15 mio.)

### Net Income Conergy Group 2004 - 2006



## EBIT increased in 2006 by 10 %

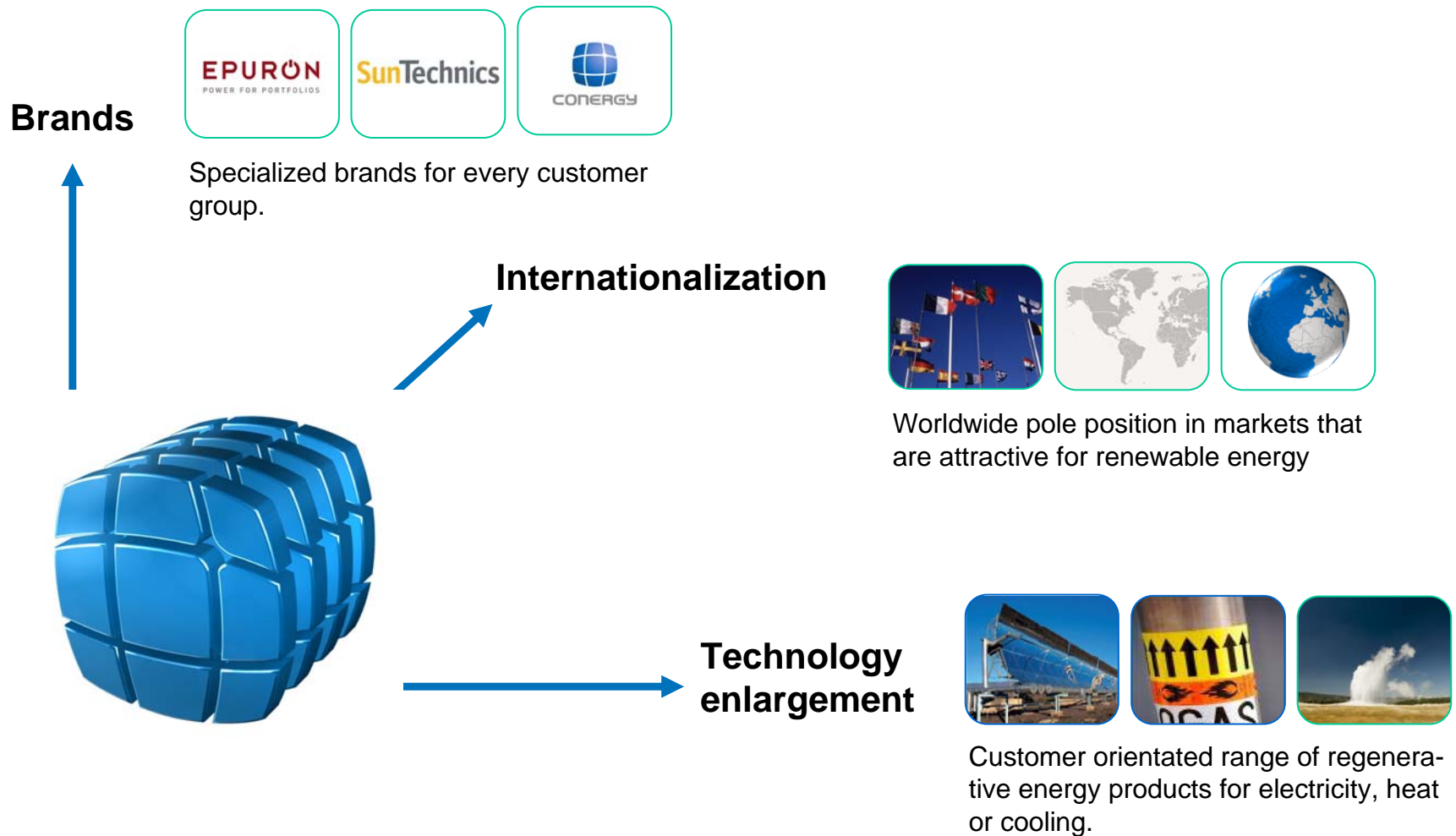




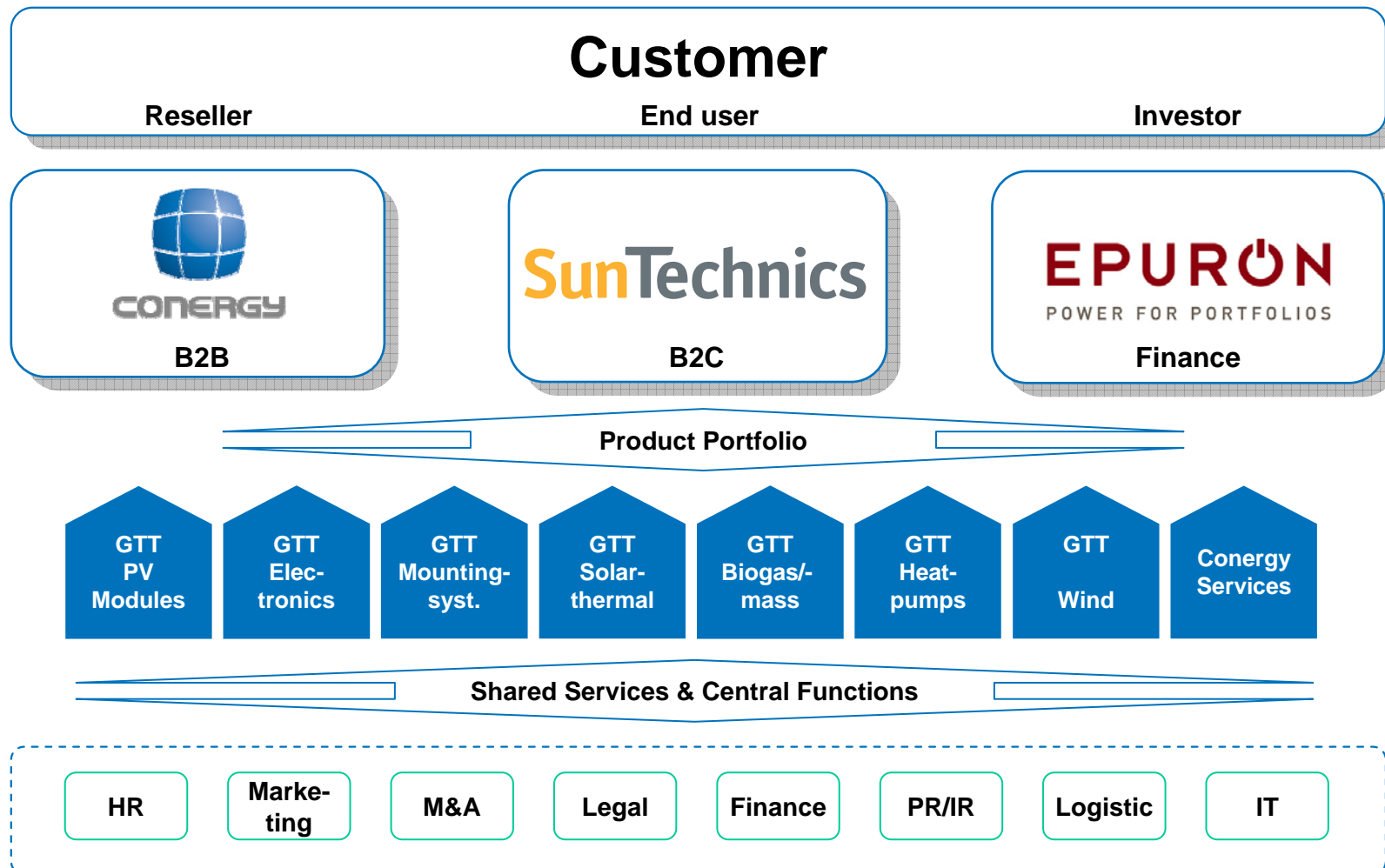
## Agenda

- | Financial Data
- | **Company and Strategy and Strategy**
- | International Expansion
- | Technologies PV and Non-PV





## From the beginning, Conergy has consistently pursued its “cube strategy”



The corporate organisation is focussed on the customer and clearly structured with well balanced objectives



## Conergy covers most of the target positions in the renewable markets

	Brands	PV	Bio	Large Wind	Small wind	Solar Thermal	CSP	Heat pumps	Hydro	Others *
<b>Project Development</b>	 EPURON POWER FOR PORTFOLIOS	✓	✓	✓			✓		?	?
<b>System integration</b>	 SunTechnics	✓	✓		✓	✓	✓	✓	?	?
<b>Wholesale</b>	 CONERGY	✓			✓	✓		✓		?
<b>Production</b>	 CONERGY	✓	?	?	✓	✓	?	✓	?	?

? = could be interesting for Conergy

 = market entry makes no sense

\* = Deep Geothermal; Wave Energy; Pellets

## Conergy: Our Brand for Wholesale and Installers

### Highlights in B2B business 2006

Additional overseas operations since 2006:

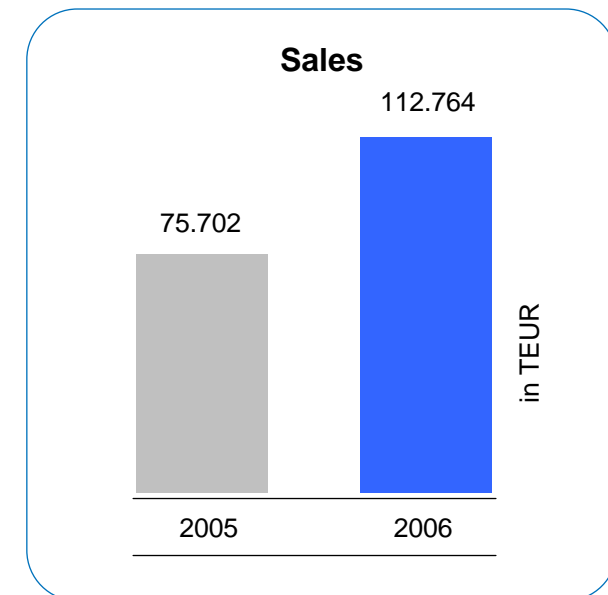
- | Canada, Korea, Singapore, Brazil, Turkey, Spain, Belgium, Netherlands, Austria, Cyprus

### Conergy Highlights in Technologies and Sales

- | Pooling of worldwide B2B distribution : AET wholesales merges with Conergy

Product launches:

- | New generation of transformerless string inverters
- | Sun tracking PV systems generate 30 % more output
- | Own heat pump production
- | Various solar thermal technologies covering specific energy demand
- | Conergy is building the world's most modern solar wafer, cell and module factory in Frankfurt/Oder. Project is fully underway: Production will start in Summer 2007.



## SunTechnics – Our Brand for Turn Key Installations

### Highlights in B2C business 2006

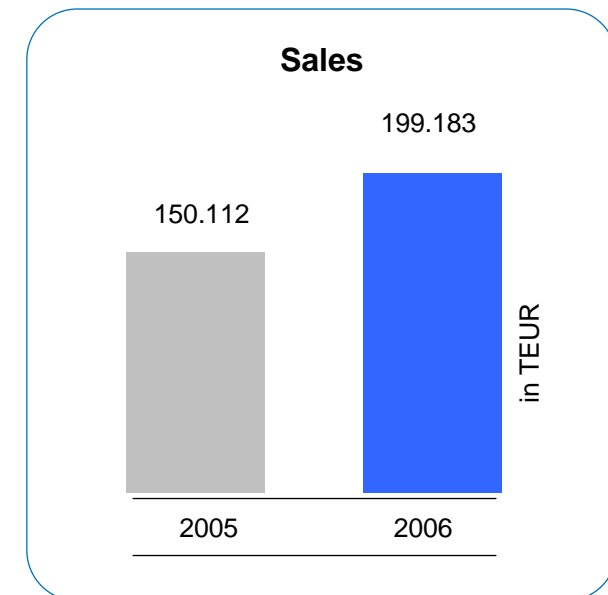
Additional overseas operations since 2006

- | Italy, France, Singapore, Greece, Pennsylvania / USA, Brazil, Korea, New Jersey / USA.

### Conergy Highlights in Technologies and Sales

- | Construction of first two biogas systems in India
- | Heat pumps added to product portfolio
- | Completion of the first two megawatt PV power plants in Korea
- | Acquisitions in North and South California and New Jersey to expand business in the U.S.

# SunTechnics



## EPURON: Our Brand for Investors and Large Projects

### Highlights in Project development business 2006

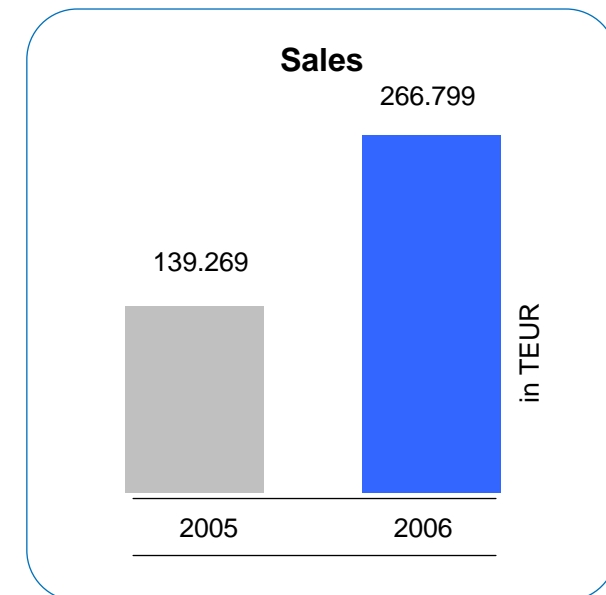
Additional overseas operations since 2006

- | USA, Italy, France, Singapore

### Technology and Sales Highlights 2006

- | voltwerk is renamed EPURON and continues its dynamic growth in foreign markets: New brand identity in line with international growth strategy.
- | Framework financing agreement over EUR 394 Mio. for Spanish PV projects for 2007 concluded.
- | Strategic joint venture for biogas projects: Investment volume amounts to over EUR 50 Mio.
- | EPURON develops first wind farms in France and Italy
- | MAN Ferrostaal and AGRAVIS Raiffeisen AG cooperate with EPURON to create a bioethanol plant: Investment volume of approx. EUR 130 Mio. Production will start in first half of 2009.

**EPURON**  
POWER FOR PORTFOLIOS





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- | **International Expansion**
- | Technologies PV and Non-PV

## Conergy 50/50/08: Our strategy for substantial future growth

International sales **50%**

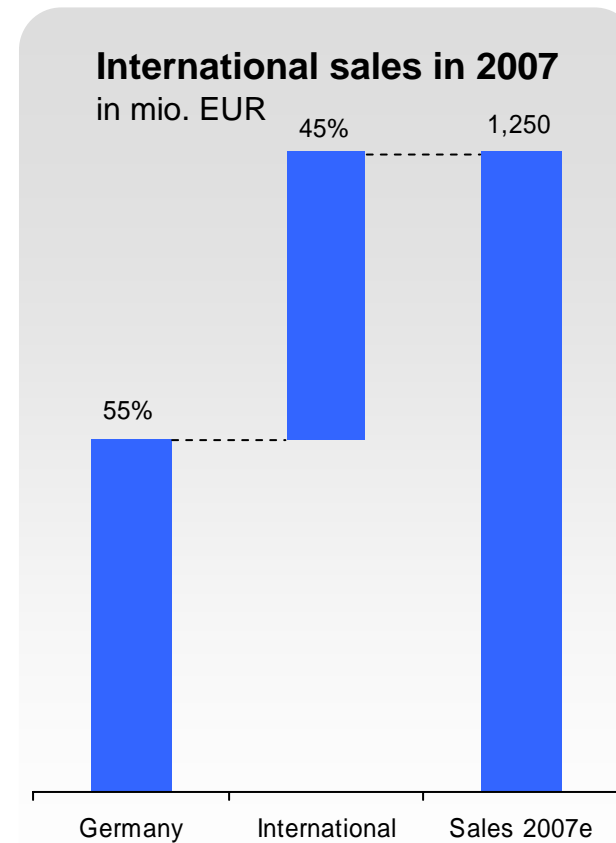
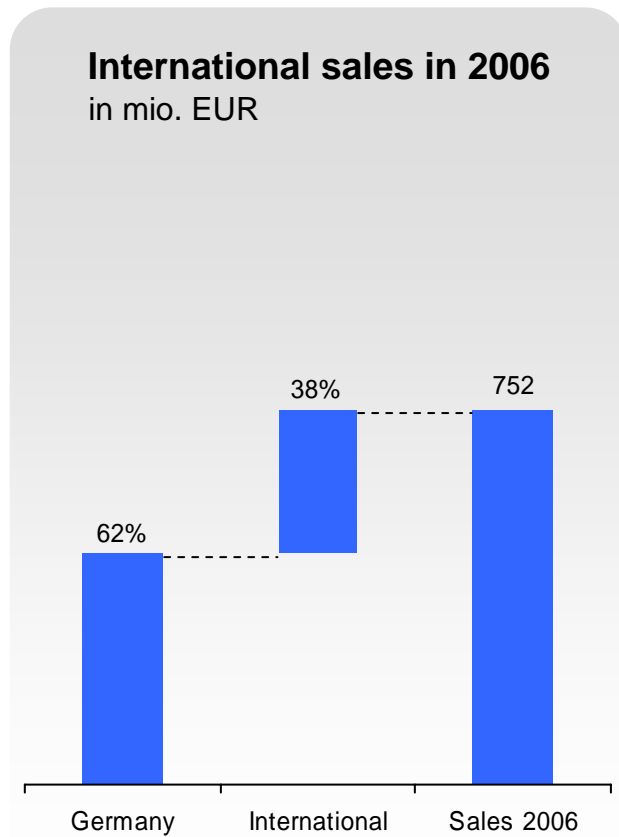
2008

Non-PV-Products **50%**

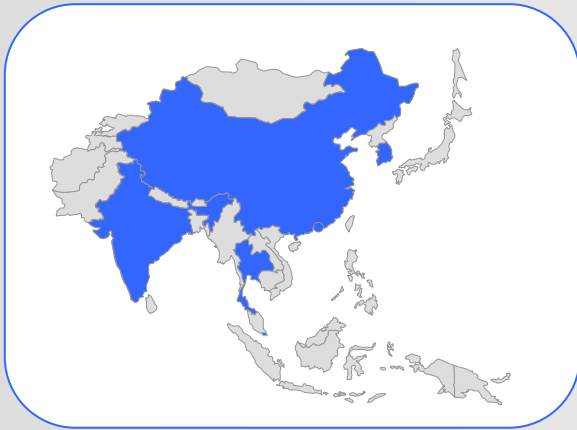


For every energy consumer worldwide we offer the best renewable energy solution with strong brands and an entrepreneurial organisation.

## International business is growing rapidly to reach 50% of total sales by 2008



## Conergy is well positioned in the most attractive regions worldwide: Asia-Pacific



| Attractive supporting programmes for different renewable energies in countries like Korea, China, India, Thailand, Malaysia.

| PV market is expected to grow by more than 30% per year.

| Conergy will grow the number of employees from 80 to 300 in that region by 2008.

| Conergy has a market share of about 30% in the fastest growing country, Korea.

## Conergy is well positioned in the most attractive regions worldwide: North America



- | Attractive regulatory support already established in 18 US states and 3 Canadian provinces.
- | PV market is expected to double in 2007.
- | Conergy already has 100 employees in the most promising states.
- | With three acquisitions in 2006 and a fast growing business, Conergy will double its sales in 2007 and keep its market share of more than 10%.

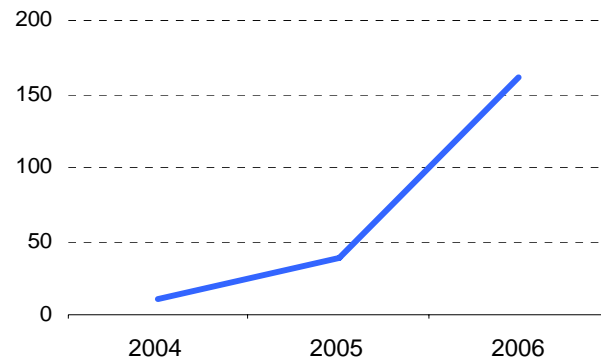
## Conergy is well positioned in the most attractive regions worldwide: the Mediterranean region



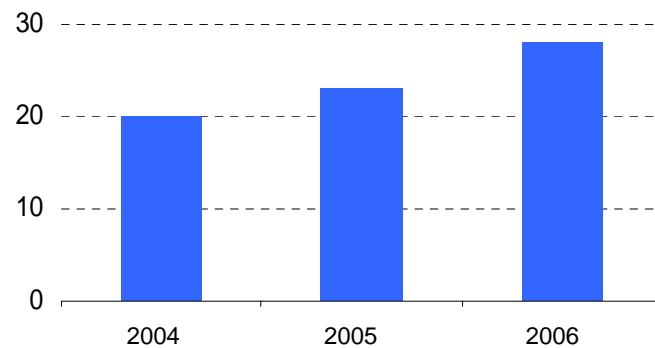
- | Attractive feed-in tariffs established across the region.
- | Demand is expected to grow ten-fold over the next 3 to 5 years.
- | Conergy is already in a leading position in Spain (30 % market share, over 200 employees).
- | EUR 400m for pre-financing of large scale PV-plants already secured.

## Spain

Sales in Mio. Euro



Market share in %



**Sales grew 13-fold in the last three years**

**Conergy gained market leadership**

**Financing agreement of 390 Million Euros for 2007**

**Large project pipeline for strong growth in 2007 secured**

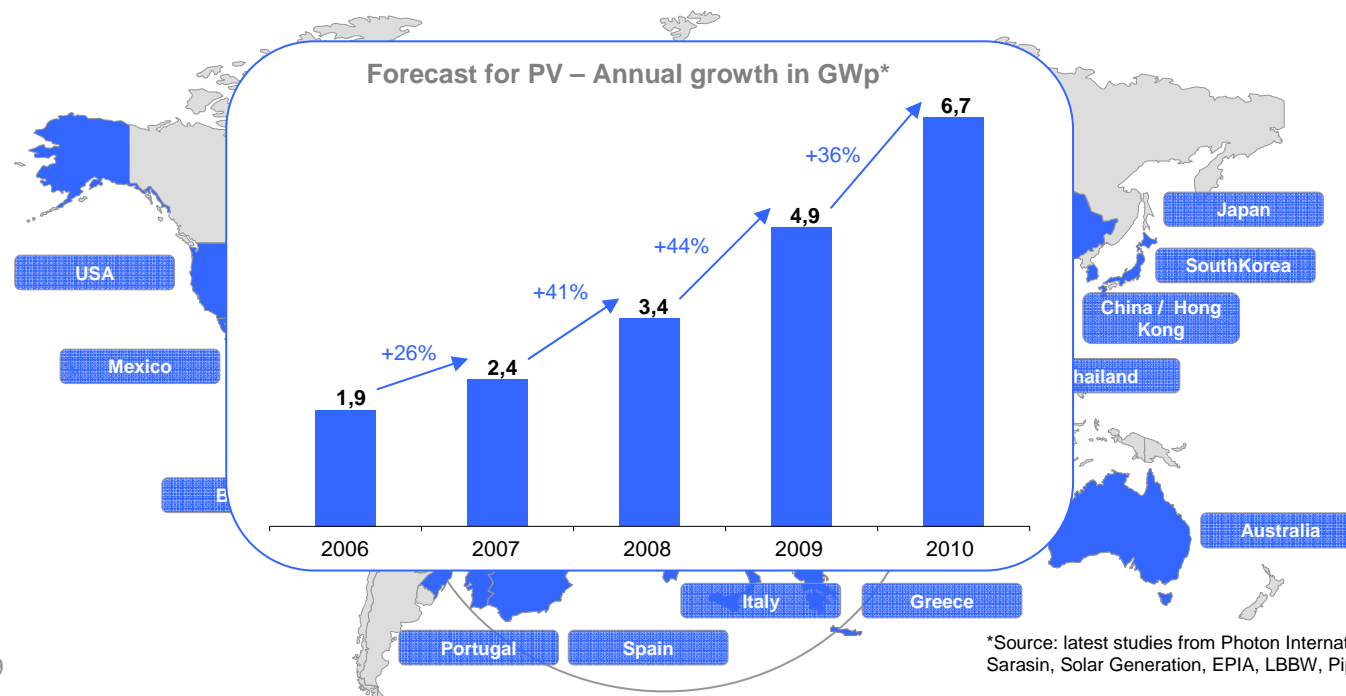


## Agenda

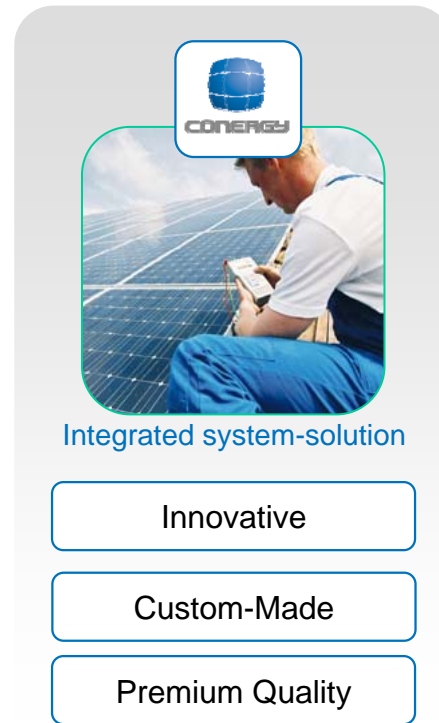
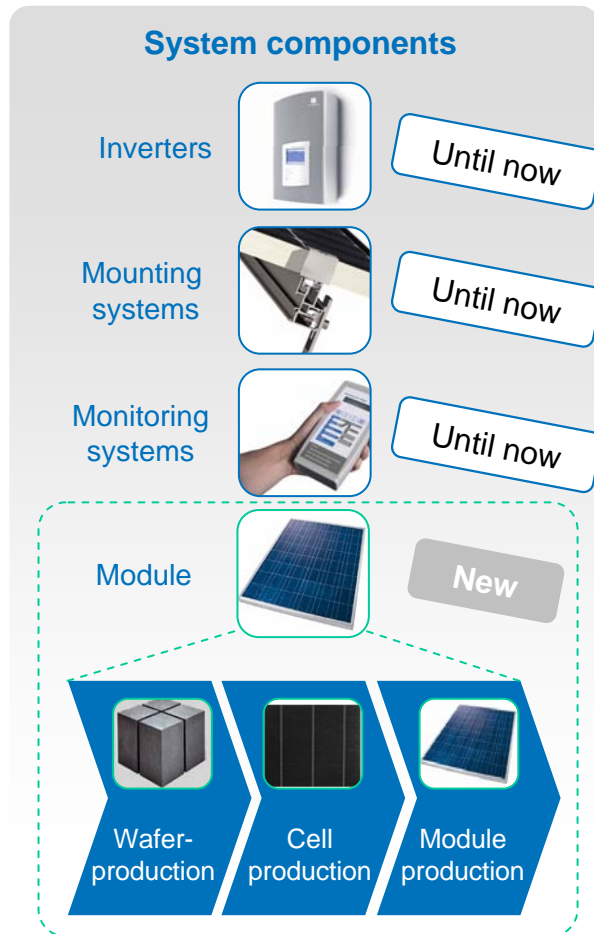
- | Financial Data
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  - | International Expansion
  - | **Technologies PV and Non-PV**

## The global solar energy market is growing substantially

- | Renewable energy systems are already subsidised in 48 countries.
- | About 30 countries apply subsidies similar to the German EEG.  
Among them 16 EU countries, 14 developing countries, 18 US-States and 3 Canadian provinces.
- | Examples for the use of RE-systems till 2020:
  - | California: 48 % of electric power usage (incl. hydro power). Today already 11%
  - | China: 17% of the energy usage (demand increasing). Today about 3%
  - | EU: RE share of Energy-Mix is to triple to 20%.



## Conergy is producing components to both raise the customer use and to benefit from the margins



**EPURON**  
POWER FOR PORTFOLIOS

**SunTechnics**

Conergy can create unique selling points in the market and strengthen its core competence as a system integrator

## The most advanced integrated production for solar modules with an annual capacity of 250 MW is on track

Production Site Frankfurt/Oder



### Highlights

**First tool move-in in all areas (wafer/cell/module/facility) completed**

**Worldwide first wafer tracking successfully tested**

**Successful implementation of SAP R/3 on March 1st, 2007**

**All project deadlines on track**

**Expenditure below budget**

**Deployment of employees on track**

CUB = Conditional Utility Building (Technical building)  
FAB = Production Building  
SiNA= Silicon Nitride Machine

## Conergy has secured module purchases to cover 2007 sales volume with options for additional amounts

- | Reduction from 21 suppliers in 2006 down to 8 in 2007
- | Reduction from 94 module types in 2006 down to 26 in 2007
- | Improved payment terms and hard penalties for delivery delays

 Suntech

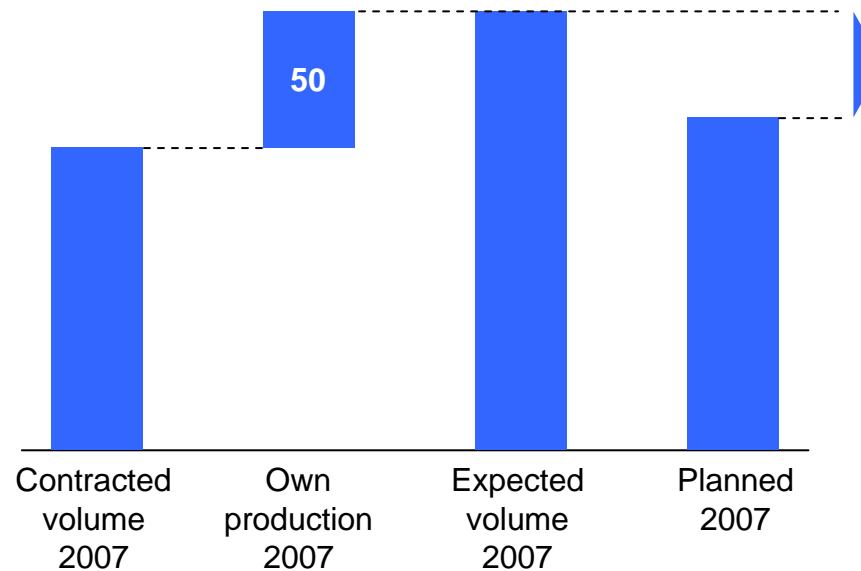
 First Solar.

 SHARP

 SANYO

 SUNPOWER

 REC



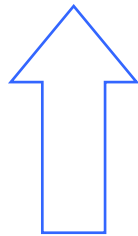
Appr. 30 MWp  
buffer

## Conergy 50/50/08: Our strategy for substantial future growth

International sales **50%**

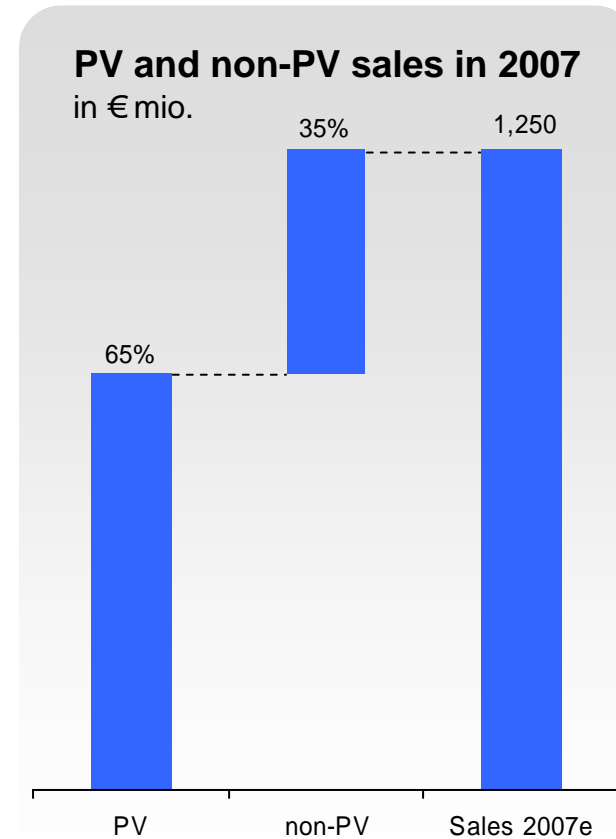
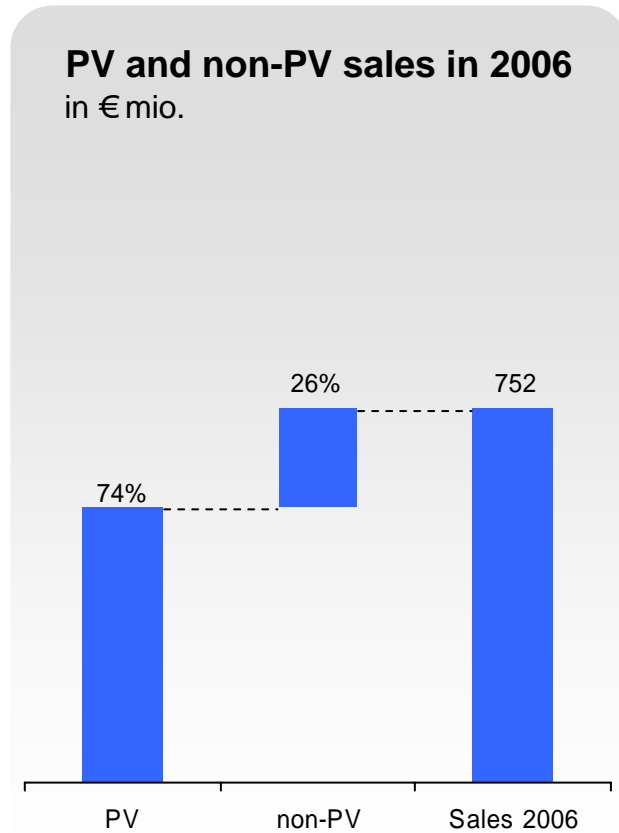
2008

Non-PV-Products **50%**



For every energy consumer worldwide we offer the best renewable energy solution with strong brands and an entrepreneurial organisation.

## Conergy will grow the non-PV business in line with its strategy 50/50/08



## As a Top 5 Player in Solar thermal Conergy is now well prepared to meet customer demand in all Solar thermal markets and to do so profitably

### Full range of Solar thermal technologies

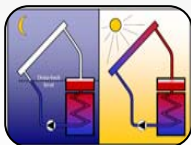
#### Pumped Systems



#### Thermosyphon



#### Drainback



#### Solar Cooling



### State of the art in production techniques and flexibility in raw material input

Laser welding, Ultrasonic welding, Soldering



Copper and aluminum based



### Customer Access Market share and Margin in 2007



SunTechnics

### Strong Sales Teams in 12 Solar thermal Core-Countries

200.000 m<sup>2</sup> Absorbers  
(130.000 in 2006)

- Top 5 in Europe
- EBIT - Margin: > 10%

## Conergy is constructing and financing world leading high performance plants in the field of Bioenergy



### | Biogas

- | Project Jüterbog: 1,79 MW / € 6 mio. Investment volume  
Under construction / Operation will start June 2007
- | Project Soesetal: Up to 18 MW / ~ € 50 mio.  
Framework agreement closed



### | Biomass

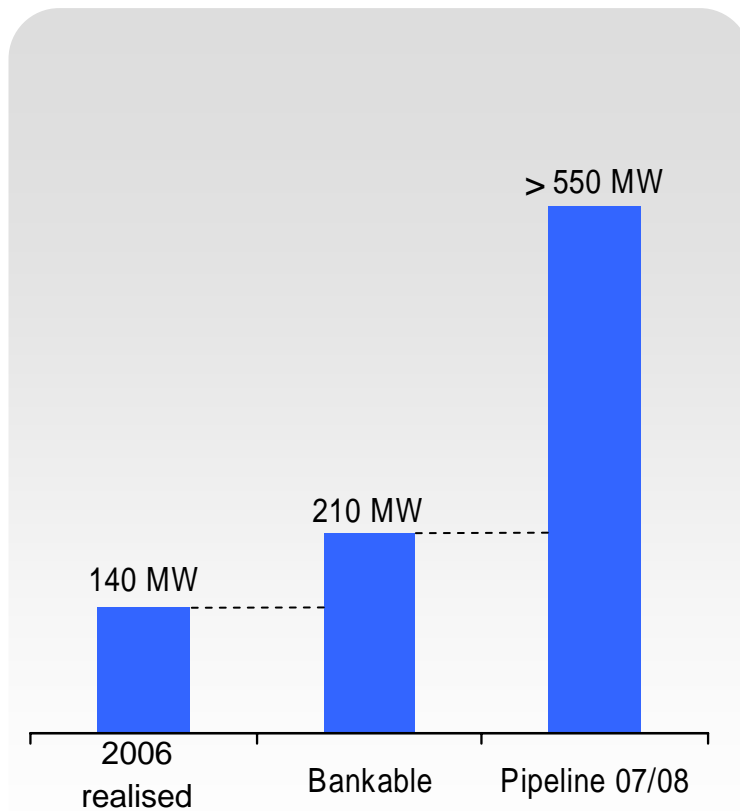
- | Project Bielefeld: 10 MW<sub>el</sub> / € 30 mio. Investment volume  
Intake & Offtake secured  
Construction starts Mid 2007 / Operation starts  
Mid 2008



### | Biofuels

- | Project "Teamspirit": 200.000m<sup>3</sup> p.a. / € 130 mio. Investment  
Intake & Offtake are secured by strong  
partners  
Construction starts October 2007

## The wind project pipeline has been extended to a potential of over 550 MW by 2008 in seven countries



## **Conergy is growing in line with its expectations and is evaluating additional growth opportunities**

**Market leading positions in key countries and excellent technologies form strong basis for further growth.**

**High innovation speed leads to customer satisfaction and higher margins.**

**Sufficient supply for pv-modules and wind mills keeps Conergy on track for 2007.**

**Improved market position through own production and sales network expansion.**



## South Korea

SunTechnics entered Korea in 2006 and gained market leadership in the same year

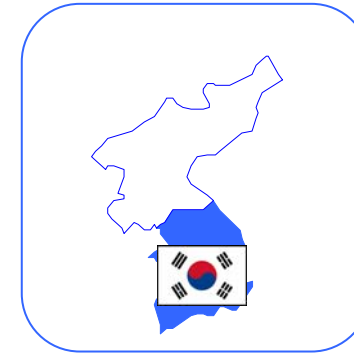
Installed two biggest solar plants of 1 MWp each in 2006

Large project pipeline to triple sales in 2007 and 2008

Increased market share to 25% in 2007



07-03-29



Korea, 29.03.2007: CEO Hans-Martin Rüter signs contract for solar power plant  
Size 20 MWp, sales volume EUR 90 Mio.

A large white sailboat is sailing on the water. The sail features the CONERGY logo (a blue globe icon) and the slogan "OUR WORLD IS FULL OF ENERGY" in black capital letters. The word "CONERGY" is printed in a large, bold, sans-serif font below the logo. The boat is moving across the water, leaving a white wake.

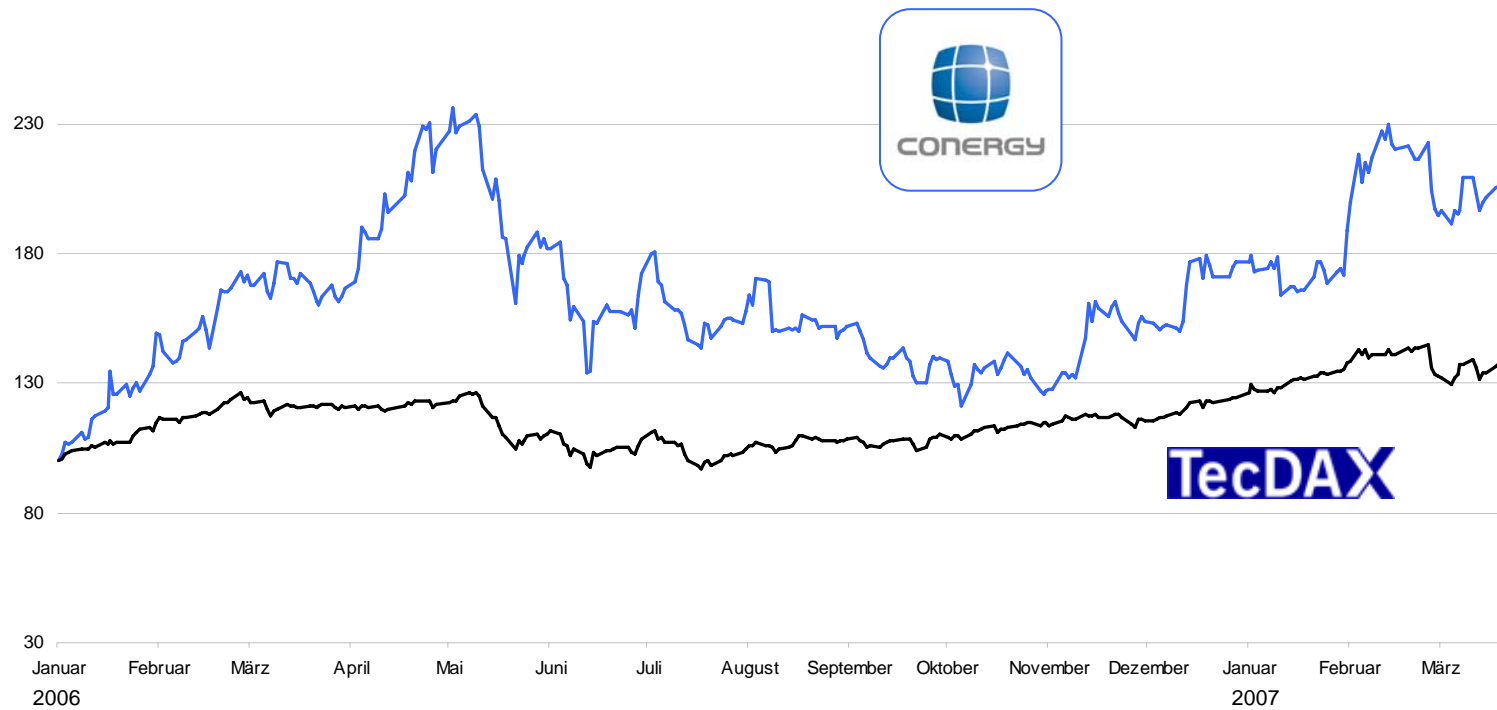
**CONERGY**

OUR WORLD IS FULL  
OF ENERGY

**For every energy consumer worldwide  
we offer the best renewable energy solution  
with strong brands and  
an entrepreneurial organisation.**



## Development of Conergy Shares TecDax (indexed)



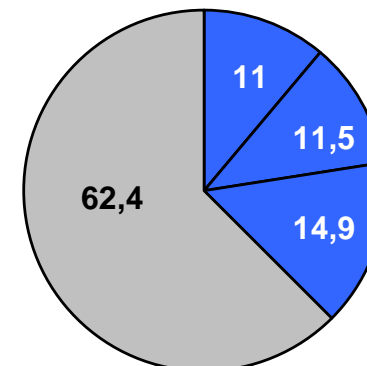
## Conergy shares show outstanding chart-development

Key data			
Share Capital	EUR	32,999,999	
Number of Shares	Vol.	32,999,999	
Share price at IPO (after stock split)	EUR	18.00	
Share price 23. March 2007	EUR	58.00	
Market capitalisation 23. March 2007	EUR	1,913,999,942	
Average daily trading volume 2006	Vol.	300,668	
Earnings per share 2006	EUR	1.40	
Dividend per share 2006 (suggested)	EUR	0.10	



### Shareholder Structure:

- | 62,4%: Free Float (incl. 12,4 % DWS, AGI, Gradient)
- | 14,9%: Hans-Martin Rüter
- | 11,5%: Dieter Ammer
- | 11,0%: Grazia Equity GmbH



As of 25.03.2007

## Conergy's General Shareholders' Meeting 2007 and Financial Calendar



### Financial Calendar 2007

- | 30. March  
Annual Report 2006
- | 16. May  
Interim Report 1. Quarter
- | 11. June  
General Shareholders' Meeting,  
Hamburg
- | 15. August  
Interim Report 2. Quarter
- | 12. November  
Interim Report 3. Quarter



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