



CONERGY

Third Quarter 2008 Results

14 November 2008



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Agenda

| **Introduction**

| Financials

| Conergy 2.0 – update on restructuring

| Capital Increase



Introduction

- | **Q3 figures show that the reorganization is on the right track**
- | **Milestones achieved: Conergy now a leaner, more efficient company**
- | **Capital increase initiated; proceeds to be used for debt repayment, to fund further restructuring and to finance future growth**
- | **We closed large project transactions in Q3, despite credit crunch.**



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| Introduction

| **Financials**

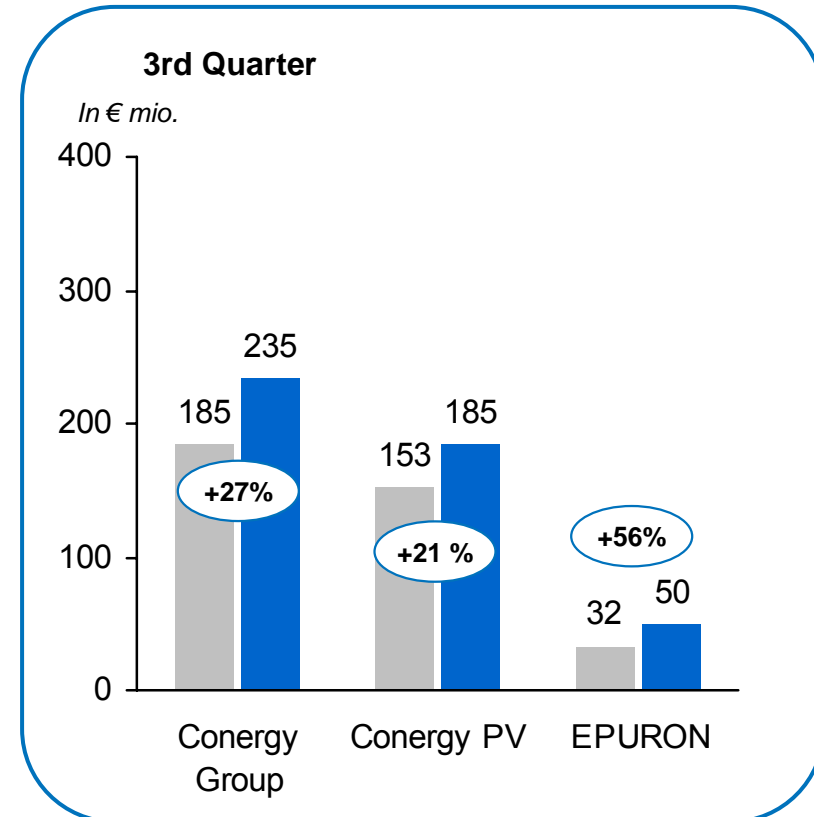
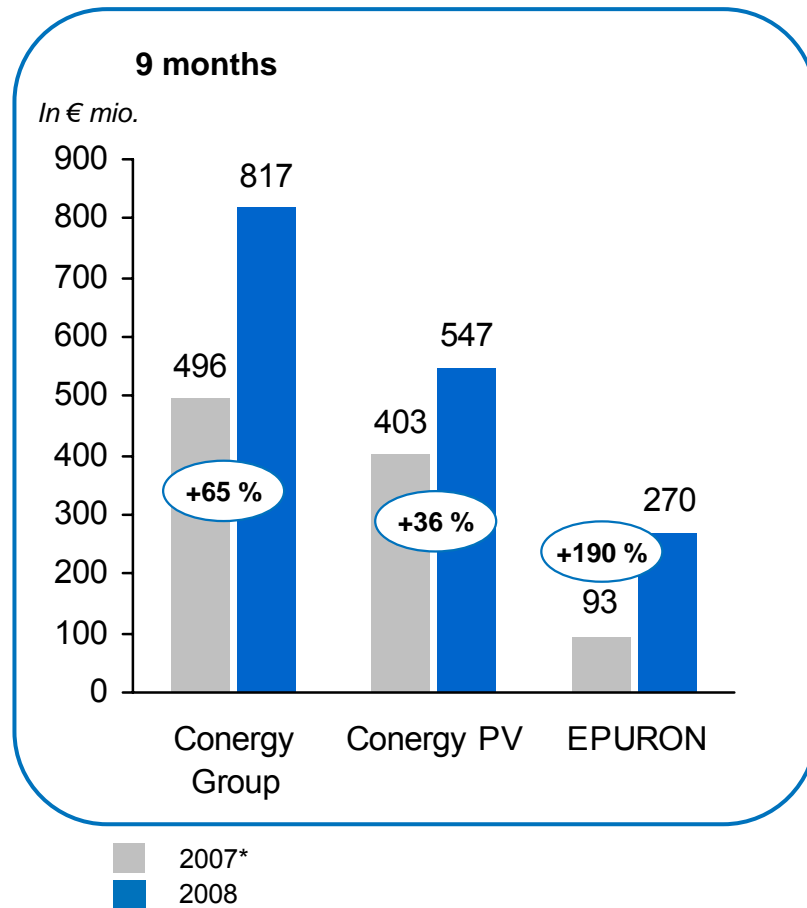
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Key Financial Data Q1-Q3 2008

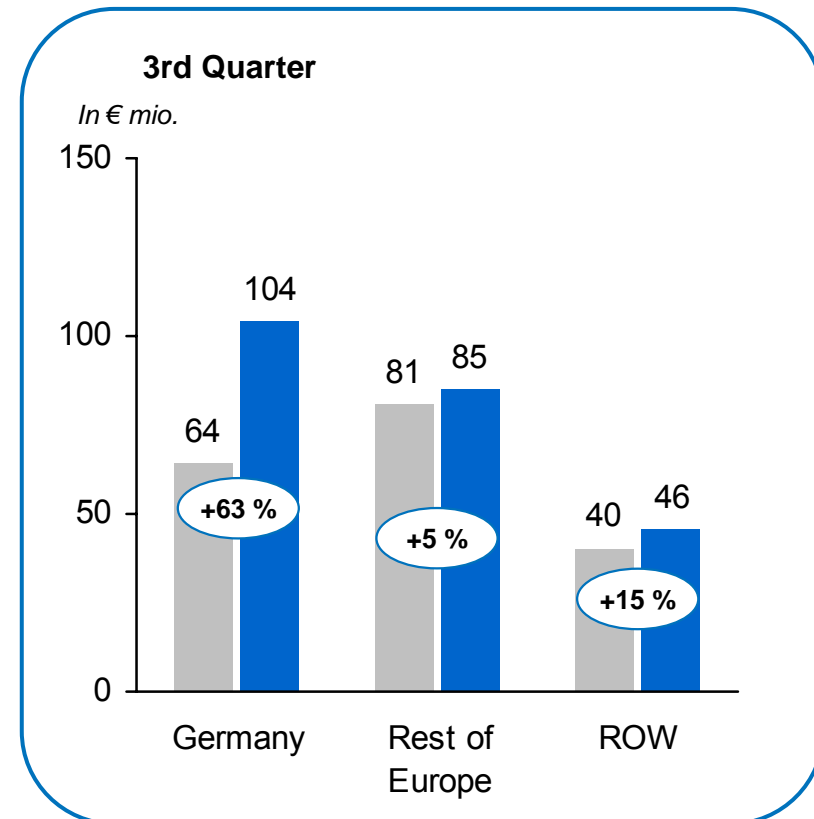
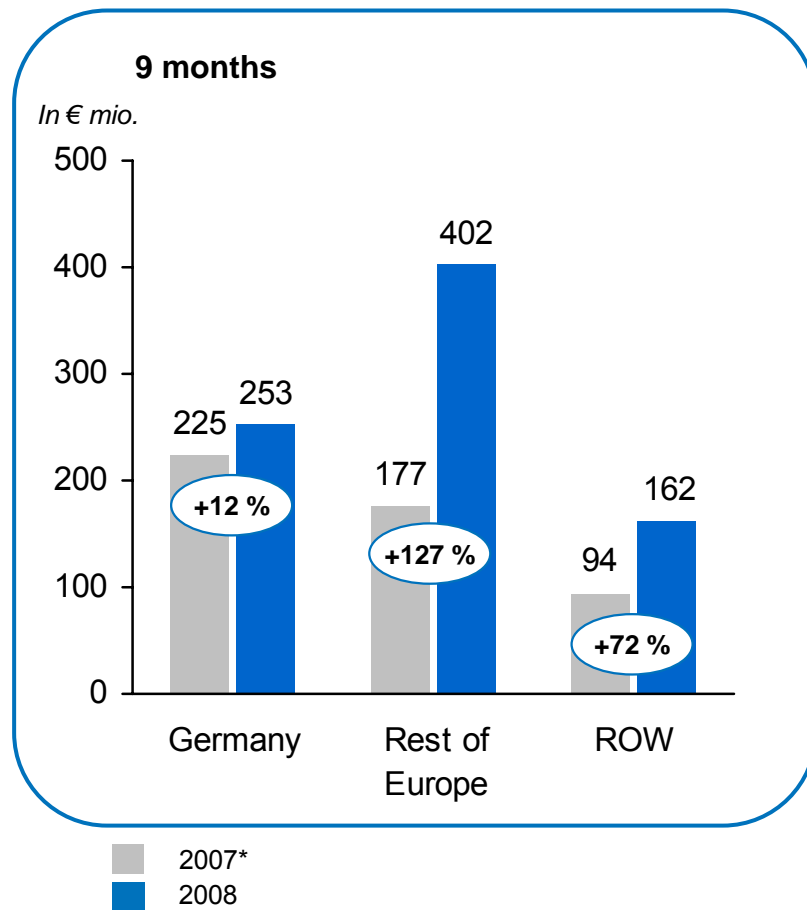
- | **Sales:** up by 65% to €817 mio.
- | **Gross Margin:** increased to 15% (Q1-Q3 2007 13%)
- | **EBITDA:** loss reduced to €-29 mio. from €-67mio. in 2007;
€+5 mio. before one-time effects
- | **EBIT:** loss reduced to €-48 mio. from €-75 mio. in 2007;
€-11 mio. before one-time effects
- | **Working Capital:** reduced by 46% since Q3 2007

Sales Development Conergy Group and Segments



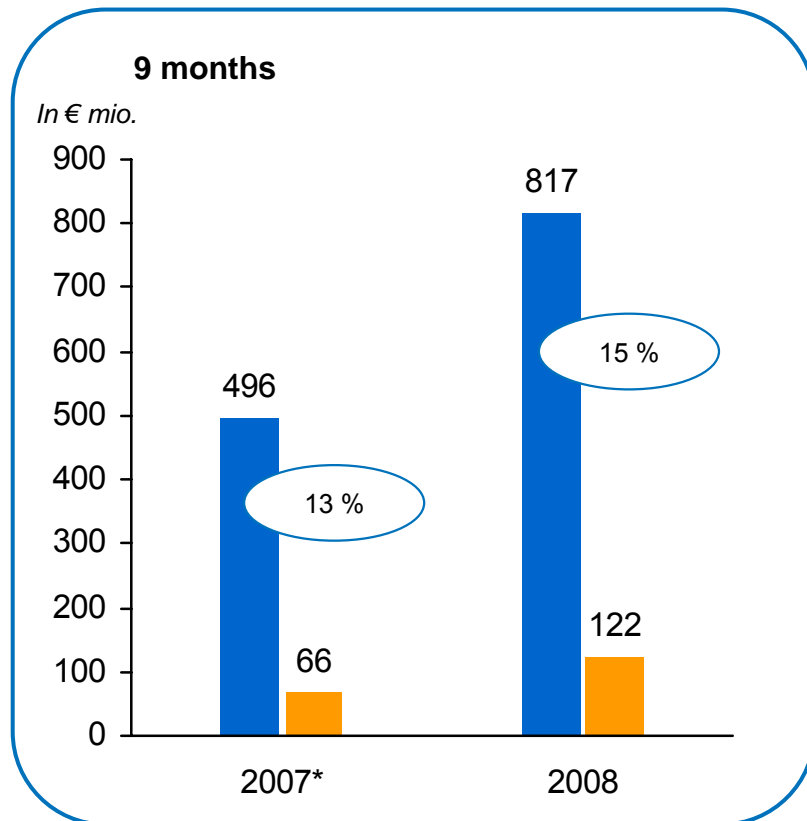
* restated

Sales Development Regions



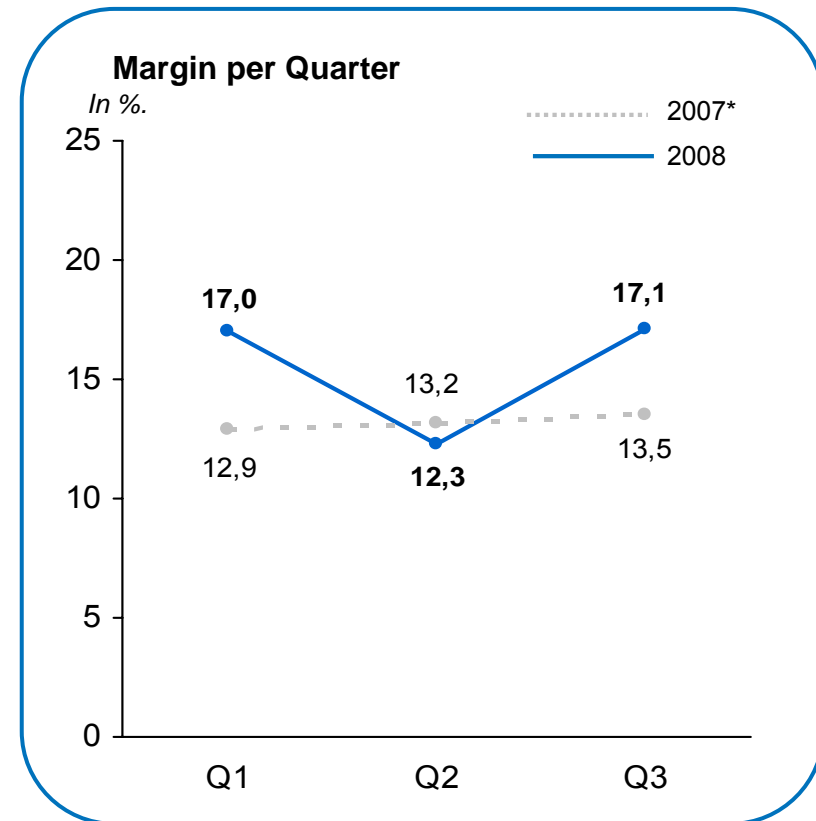
* restated

Group Sales and Gross Profit Development



■ Group Sales
■ Gross Profit

* restated X % Gross Profit Margin



Group Income Statement

In € mio.	9m 2007*	9m 2008	Q3 2007*	Q3 2008
Revenues	496	817	185	235
Gross Profit	66	122	25	40
Other Operating Profit	19	28	6	6
Personnel Expenses	-74	-86	-29	-24
Operating Expenses	-78	-93	-25	-32
EBITDA	-67	-29	-23	-10
Depreciation & Amortisation	-8	-19	-4	-5
EBIT (Continuing Operations)	-75	-48	-27	-15
Financial Result	-9	-49	-4	-22
Income Tax	33	-1	12	-3
Earnings before Discontinued Operations	-51	-98	-19	-40
Earnings Discontinued Operations	-2	-46	-1	-38
Net Income	-53	-144	-20	-78

Changes in Q1-Q3 2008

| FTEs reduced by 708
since 31 December 2007

| One-time effects of
€ -37 Mio.:

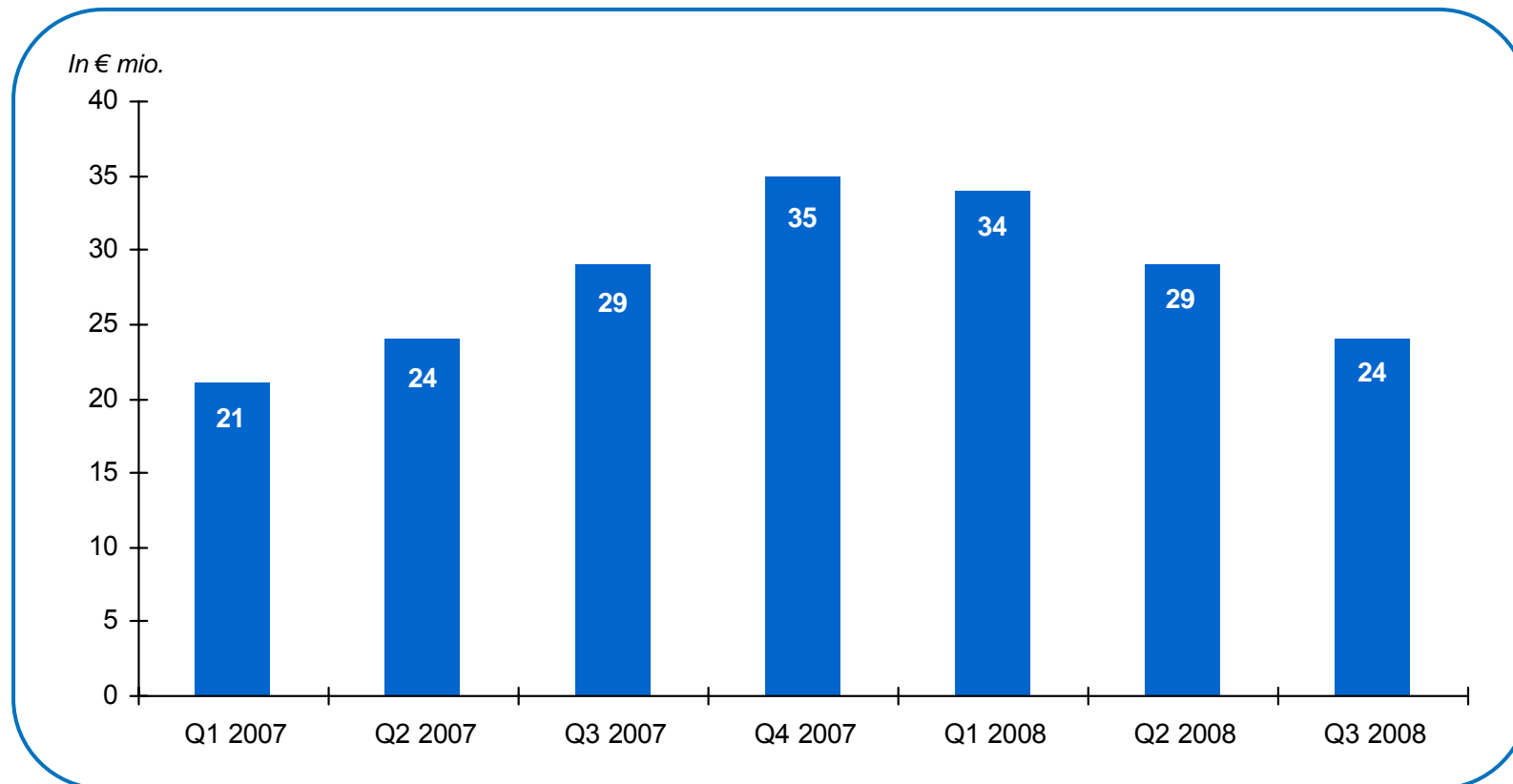
| Restructuring cost
€ -24 Mio

| Ramp-up costs
Frankfurt (Oder)
€ -7 Mio.

| Net currency
translation effects
€ -6 Mio.

* restated

Personnel Costs (Continued Operations)



Balance Sheet (short version)

In € mio.	30.09.2007*	31.12.2007	30.09.2008
Non-Current assets	340	310	302
Current assets	796	700	519
Assets held for sale	-	26	14
Total current assets	796	726	533
TOTAL ASSETS	1,136	1,036	835
Total equity	250	125	-19
Non-current liabilities	181	168	142
Current liabilities	705	725	698
Liabilities from assets held for sale	-	18	14
Total current liabilities	705	743	712
TOTAL EQUITY AND LIABILITIES	1,136	1,036	835

* restated

Working Capital Development

In € mio.	30.09.2007	31.12.2007	30.06.2008	30.09.2008
Sales (Rolling 12 months)	835⁽¹⁾	706⁽²⁾	977⁽³⁾	1,027⁽⁴⁾
Inventory	364	342	252	248
Trade Receivables	339	213	241	135
Trade Payables	248	282	183	139
Working Capital	455	273	310	244
Working Capital/Sales	54%	39%	32%	24%

- (1) Q4 2006 + Q1 – Q3 2007 (12 months)
- (2) Full year sales 2007 (12 months)
- (3) Restated 2nd HY 2007 + 1st HY 2008 (12 months)
- (4) Restated Q4 2007 + Q1-Q3 2008 (12 months)



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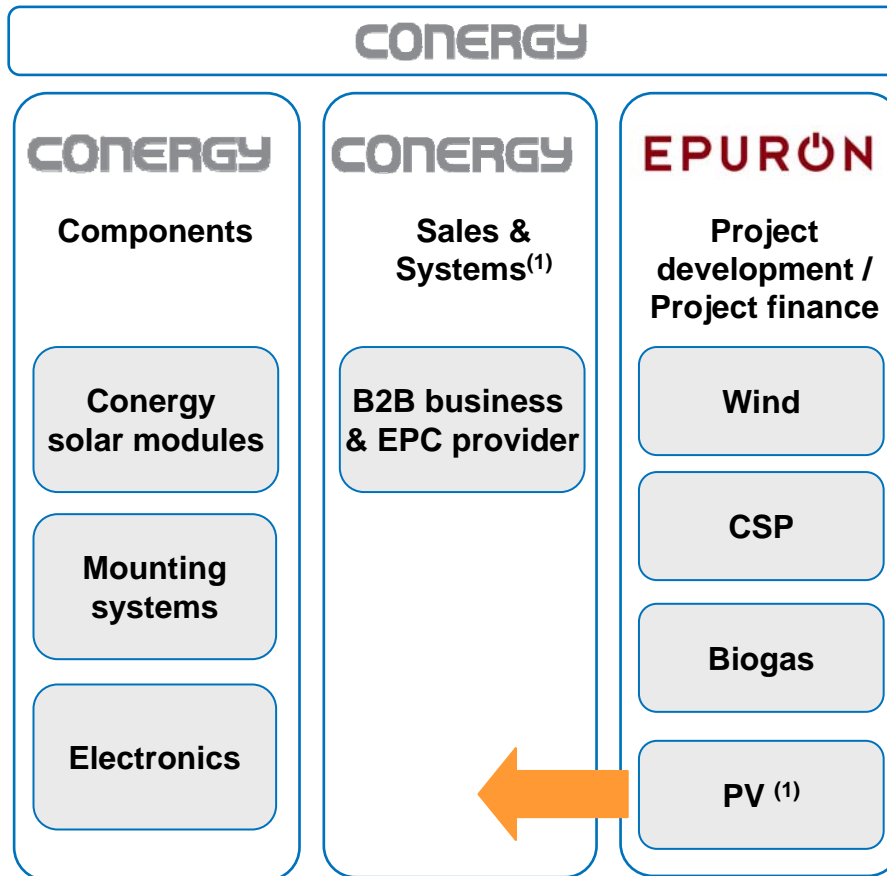
| Capital Increase

Conergy restructuring program on track

	Status	Comments
Management restructuring	✓	<ul style="list-style-type: none"> Management Board has been changed, Dieter Ammer confirmed as CEO for the next two years John Jetter confirmed by AGM as new member of the supervisory board Further improvement on 2nd management level, especially in the holding and in the components business
Cost cutting	✓	<ul style="list-style-type: none"> Significant cost reduction compared to year end level 2007 Staff reduced by more than 900 employees since December 2007
MEMC contract renegotiation	✓	<ul style="list-style-type: none"> Renegotiated to appr. 50% of original value Deliveries under the newly negotiated contract have started in Q3 2008
Divestment of non-core businesses	✓	<ul style="list-style-type: none"> Most non-core activities (solar heating, biomass, wind production) divested Small non-core countries like Brazil and Mexico: closing in preparation
Integration of SunTechnics into Conergy	✓	<ul style="list-style-type: none"> One brand approach Simplifying reporting and controlling structures, improvement by implementing Global Finance Standards
Transfer of EPURON PV into Conergy PV	✓	<ul style="list-style-type: none"> Reorganization finalized, small central departments for large project management and Project Finance set up in order to leverage know how in all markets Business planning 2009-2011 in new structure almost finished Reporting in new structure as from 2009
Frankfurt (Oder)	In progress	<ul style="list-style-type: none"> Ramp-up of plant continues Volume supply via MEMC secured Ramp up with sufficient volumes leads to efficiency gains
Profitability before growth	In progress	<ul style="list-style-type: none"> Markets/Regions/Channels redefined Target costing and standard calculation templates Benefit from changed market dynamics

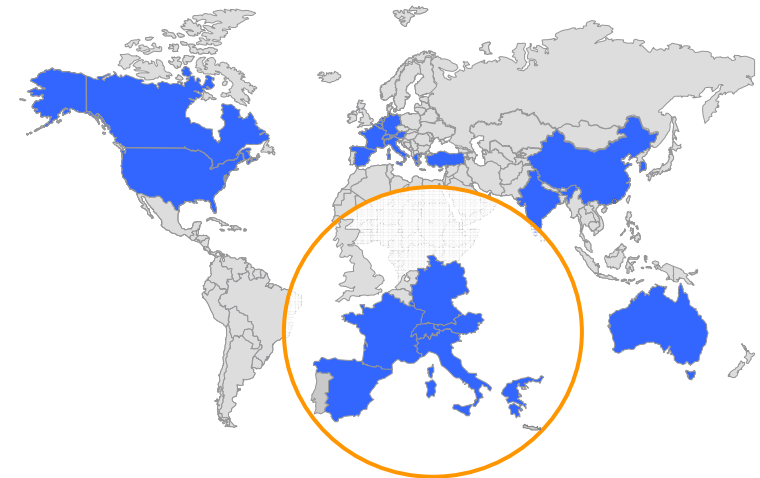
Conergy today: Leading global downstream PV player with access to upstream know how and capacity

Organisational structure



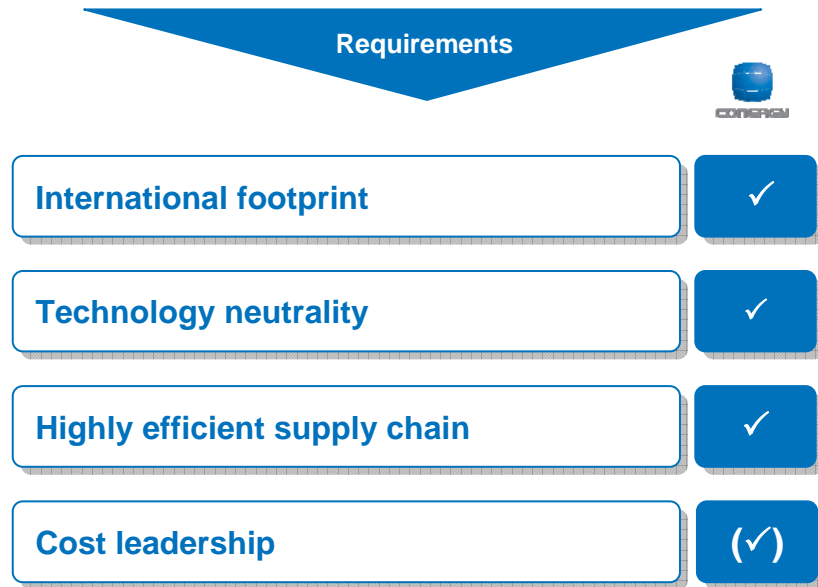
(1) Transformation to "Conergy PV" by integration of PV-Business from EPURON

Global presence with Germany as key market



Adjustment in regional presents from 28 countries to 16 countries.

Established downstream solar company



(1) Division of market segments based on total market size
 ✓ Achieved
 (✓) In Progress



... supported by a well perceived brand...

- Single Brand Approach
- High Customer Retention
- High Brand Awareness
- Clear USP and Differentiation

... and excellent customer relations

- Private households and small companies
- Large enterprises (commercial segment) and local power suppliers
- Institutional investors

Attractive market outlook

Country	Market size 2007 (MW installed)	Growth (CAGR 2008-11) ⁽¹⁾	Market Characteristics
Germany	1,330	~ 20%	<ul style="list-style-type: none"> Mature and profitable More competitive in the future
Spain	540	~ -25%	<ul style="list-style-type: none"> Mature and highly profitable New regulation in place More competitive in the future due to cap
USA	220	~ 50%	<ul style="list-style-type: none"> Less mature but huge potential No federal feed-in tariff program Obama: \$150 bn program for clean energy
Greece	3	~ 130%	<ul style="list-style-type: none"> Administrative barriers but new opportunities as from 2009
Italy	80	~ 70%	<ul style="list-style-type: none"> Attractive feed-in tariffs Better fundamental economics
France	42	~ 65%	<ul style="list-style-type: none"> Immature market with high growth potential

Highlights

- | Apart from Spain, all other markets show healthy growth rates in 2008-2011
- | Following the election of a new administration, the US is expected to grow to the second biggest PV-Market in 2010
- | Expected excess supply of modules will change market dynamics

(1) Conergy Research

Frankfurt (Oder)

Conergy's upstream activities



- | State-of-the-art production facility in FFO
- | Integrated production of wafers, cells, and modules
- | Long-term wafer procurement is secured through MEMC-contract
- | Started MEMC deliveries lead to efficiency gains
- | Additional Management on board
- | Opportunity for faster ramp-up and larger volumes

Conergy in 2009: A leaner, more disciplined company well positioned for growth





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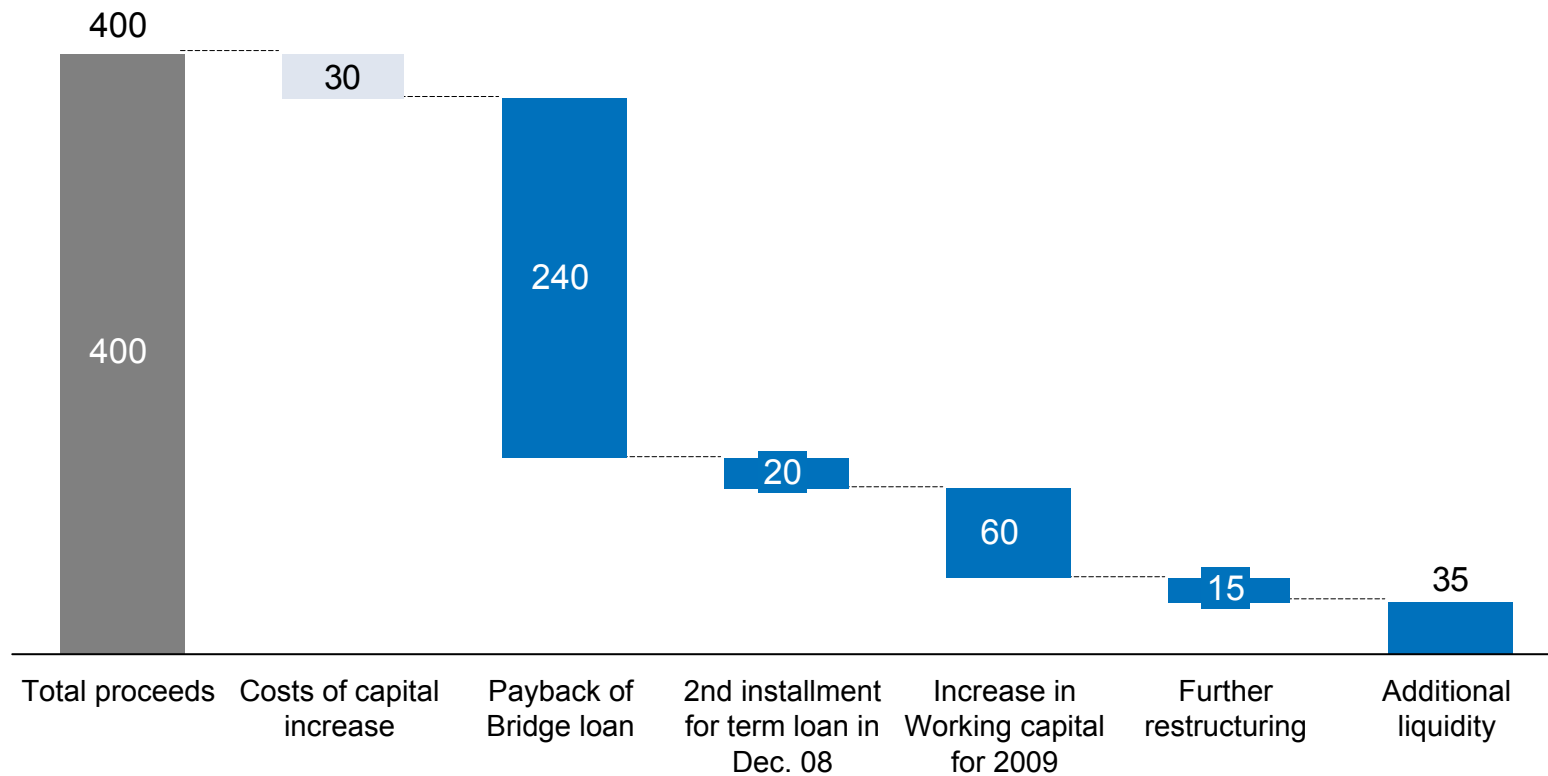
Highlights of capital increase

Type of offering
Offer size
Share capital / No. of outstanding shares
Subscription price
Subscription ratio
Joint Global Co-ordinators
Underwriting Commitments
Company Lock-up
Subscription period

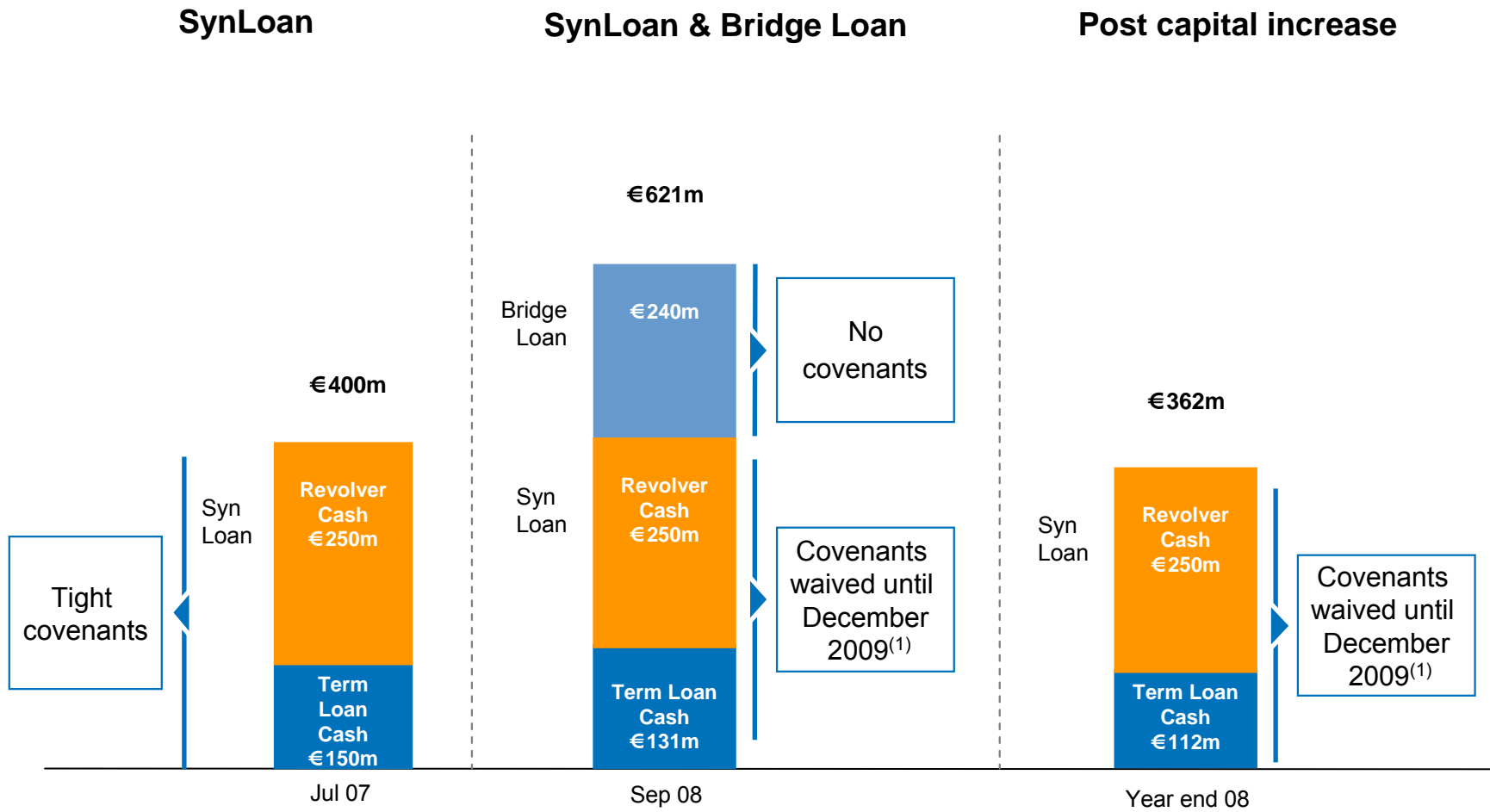
Capital increase with pre-emptive rights
€399,3m (363 m shares)
Old: 35,088,928 New: 398,088,928
€1.10 per share
1:10
CREDIT SUISSE  Dresdner Kleinwort
Leemaster and Athos committed to underwrite and subscribe €137m, Dieter Ammer €11m
12 months after commencement of trading
Envisaged: 18 Nov. – 2 Dec. 2008

The planned capital increase will mainly be used to reduce debt and to finance future growth

in € mio.



Current corporate debt arrangements



(1) In case capital increase ≥ € 350m



CONERGY

Thank you for your attention.