



Results Second Quarter 2011

11 August 2011



Sales in second quarter of **€225,2**m slightly behind results of boom year 2010

Yet **24,5%** volume increase without pricing and currency effects

International sales increased by **36%** to **€157,2**m

EBITDA at **€-6,7** m due to pricing pressure and currency losses, EBIT at **€-13,5**m

Positive QonQ-trend within 2011: Sales increase by nearly **40%** in Q2/2011, operative losses halved

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Agenda



Q2 2011: MARKET OVERVIEW AND CONERGY ACHIEVEMENTS

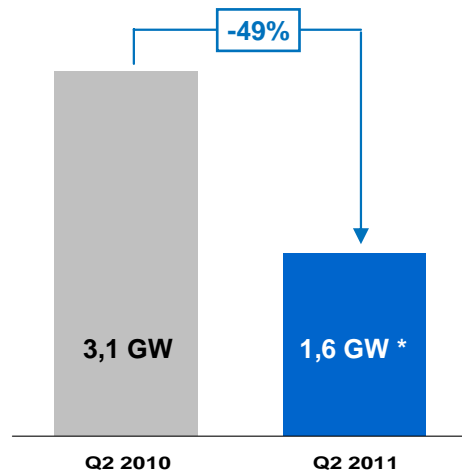
Q2 2011: FINANCIAL RESULTS

2011: COMPANY OUTLOOK

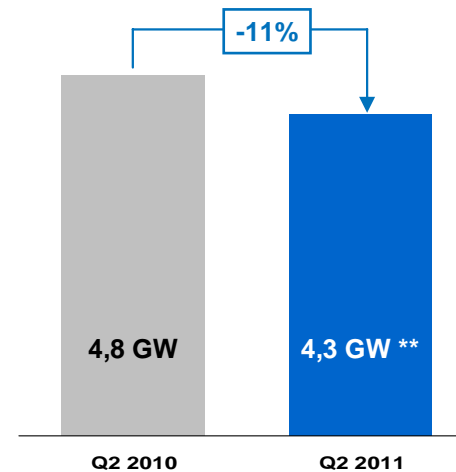
Despite a difficult market environment and strong price decline Conergy has achieved good results on sales development



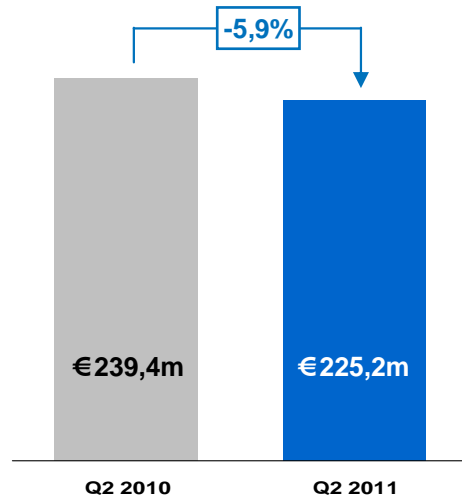
Market development Germany



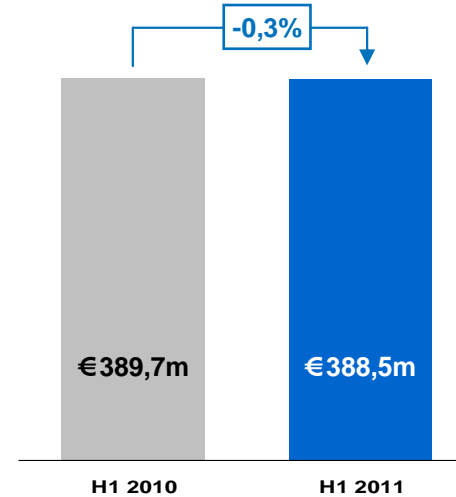
Market development worldwide



Q2: Conergy sales worldwide



H1: Conergy sales worldwide



* Assumption: new installed capacity of 1 GW in June

** Source: Bundesnetzagentur, Macquarie Capital (USA), July 2011 4

Weak German market and high price pressure decreased sales



GERMAN MARKET WITH WEAK SECOND QUARTER, BUT CLEAR UPSWING FROM Q1 TO Q2 2011

GERMANY: €62.2m (-40% to previous year, +136% to Q1/2011)



- | German sales behind results of boom year 2010
- | Yet, Conergy's German sales performance better than market development
- | Ongoing significant price pressure, customers reluctant, waiting for bottom line
- | Negative impact on gross profit margin and earnings
- | Planned subsidy cuts mid 2011 suspended due to very low level of new installations
- | Positive outlook on demand for second half of 2011

Conergy's international business showing good growth



INT. SALES REGIONS BENEFITED – APAC BUSINESS DEVELOPS VERY STRONG

AMERICAS: €13.4m (+7.2%)

Stable growth, yet on low level

- | Canada business progressing well
- | Own modules launched in Canada
- | Promising project pipeline in US
- | First projects under construction

EUROPE w/o GERMANY: €66.1m (-6.1%)

Positive development, except business in Italy

- | Italy:
 - | Slower business in Italy in Q2, uncertainty on FIT
 - | Conergy fulfills European content regulations
- | Positive development of business in
 - | UK (+600%), Greece (+62%) and Spain (+25%)
- | Discontinued business in Switzerland

APAC: €63.1m (+106.9%)

Very strong growth in all areas

- | Strong Australian B2B business
 - | growth by 30%, by 68% compared to Q1/2011
- | Strong EPC business and project pipeline in Thailand and India
- | Further promising markets to come in SEA

Agenda

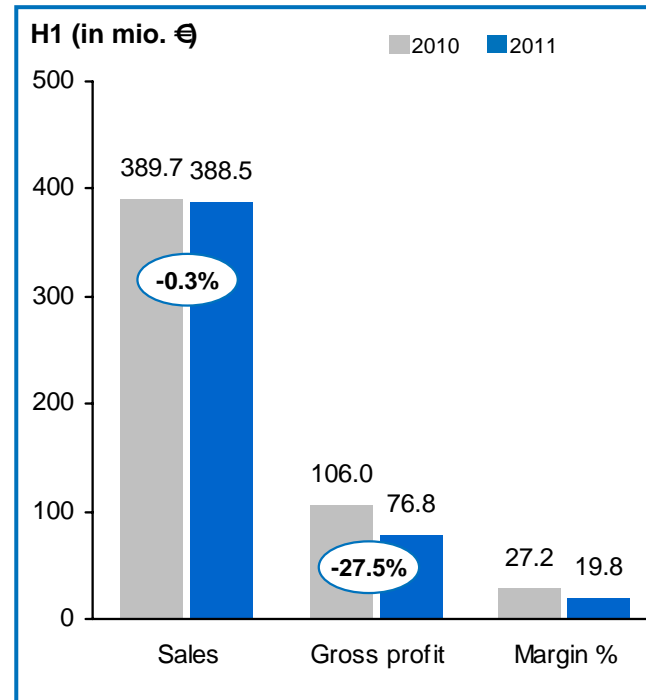
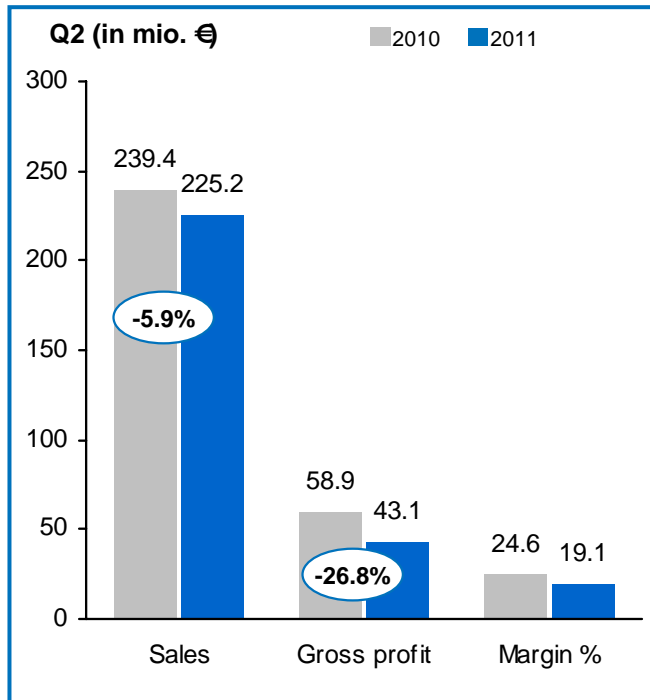


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Q2 2011: FINANCIAL RESULTS

2011: COMPANY OUTLOOK

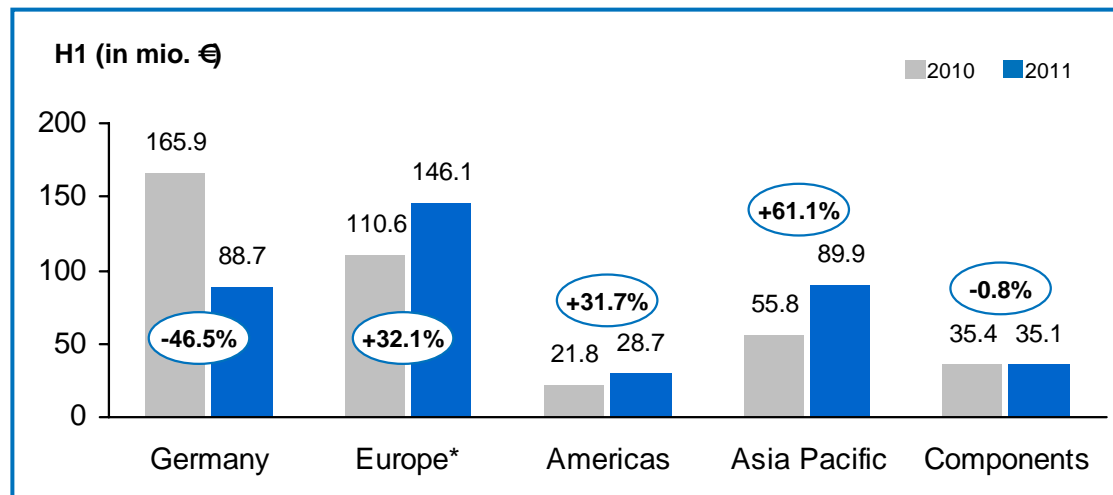
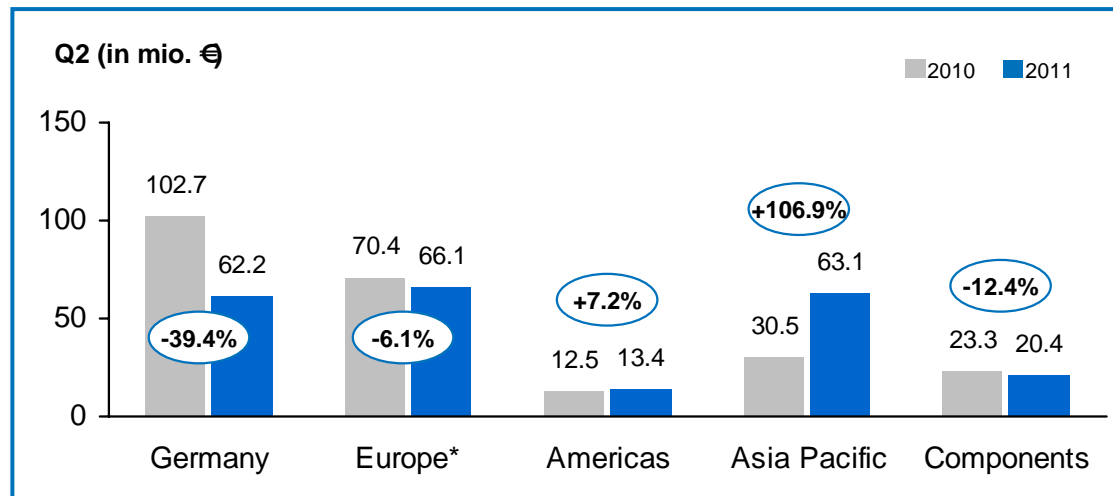
Sales Development Conergy Group in Q2 and H1



Comments

- | Group sales reduced due to weak German market
- | Gross profit and margin negatively affected by price pressure and unfavorable product mix
- | Adjusted by pricing and currency effects sales increased by 28.4% (Q2 2011: 24.5%)

Sales development by segment in Q2 and H1



* without Germany

Comments

- | Segment Germany with significant reduction; volume effect in Q2 at -36.0% (H1: -46.2%)
- | Segment Europe shows small decrease in Q2 because of weaker development in Italy and withdrawal from Cypress and Switzerland
- | Segment Americas still with moderate growth
- | Segment sales Asia Pacific increased due to growing large scale project business – B2B business in Australia enjoying pleasant development

P&L (continuing operations)



in mio. €	Q2 2011	Q2 2010	H1 2011	H1 2010
Sales	225.2	239.4	388.5	389.7
Gross Profit	43.1	58.9	76.8	106.0
Other Operating Income	5.3	14.3	16.4	23.2
Personnel Expenses	-21.1	-21.2	-42.5	-41.8
Operating Expenses	-34.0	-33.5	-69.7	-61.6
EBITDA	-6.7	18.5	-19.0	25.8
Depreciation and amortization	-6.8	-6.8	-12.5	-13.8
EBIT	-13.5	11.7	-31.5	12.0
Financial Result	-4.1	-3.7	-7.9	-7.8
EBT	-17.6	8.0	-39.4	4.2
Income Tax	-1.0	-0.1	-1.6	0.8
Net Income from cont. operations	-18.6	7.9	-41.0	5.0
Net Income from discount. operations	-1.0	-1.3	0.7	-3.5
Net Income	-19.6	6.6	-40.3	1.5

Comments

- | Gross profit burdened by price pressure, delayed decline in raw material prices, unfavorable product mix and BOS
- | Other operating income decreased due to currency effects
- | Personnel and other operating expenses basically unchanged
- | EBITDA result derives to two thirds from gross profit and to one third from currency effects

Balance Sheet



in mio. €	Pro-forma 30.06.2011*	30.06.2011	30.06.2010	31.12.2010
Non-Current assets	186.6	206.5	256.3	213.2
Current assets	358.1	358.1	418.1	377.9
Assets held for sale	8.4	8.4	33.9	22.3
Total current assets	366.5	366.5	452.0	400.2
TOTAL ASSETS	553.1	573.0	708.3	613.4
Total equity	194.2	31.5	111.7	71.4
Non-current liabilities	54.0	54.0	131.2	55.1
Current liabilities	303.7	486.3	439.2	484.0
Liabilities from assets held for sale	1.2	1.2	26.2	2.9
Total current liabilities	304.9	487.5	465.4	486.9
TOTAL EQUITY AND LIABILITIES	553.1	573.0	708.3	613.4

Comments

- | Cash in from EPURON sale leads to reduction in current assets
- | Current liabilities reduced by EUR 182.6m through rights issue
- | Equity increased by the same amount – counter balancing effect by the usage of deferred tax assets (EUR 19.9m)

*incl. capital measures as of July

Working Capital Development



in mio. €	30.06.2011	31.03.2011	31.12.2010	30.06.2010
Sales (12 months)	912.4	926.5	913.5	773.0
Inventory	165.5	196.8	169.5	186.3
Trade Receivables	115.5	109.5	103.2	119.9
Trade Payables	125.1	141.0	161.7	152.8
Working Capital	155.9	165.3	111.0	153.4
Working Capital/Sales	17.1%	17.8%	12.2%	19.8%

Comments

- | Working Capital improved via the reduction of inventory
- | Counter balancing effect through the reduction of trade payables
- | As a result "Working Capital / Sales" basically unchanged

Cash flow Statement



in mio. €	Q2 2011	Q2 2010	H1 2011	H1 2010
EBIT	-13.5	11.7	-31.5	12.0
Non cash relevant items	3.5	2.0	14.7	7.1
Gross operating cashflow	-10.0	13.7	-16.8	19.1
Changes in W/C	8.9	-14.1	-51.3	-50.7
Changes in other net assets	-0.5	-1.2	6.6	13.5
Cash flow from operating activities	-1.6	-1.6	-61.5	-18.1
Cash flow from operating activities (Discont. Operations)	-1.9	-1.5	1.0	-2.8
Cash from operating activities (total)	-3.5	-3.1	-60.5	-20.9
Cash flow from investing activities	12.8	0.7	17.7	-0.3
Cash flow from financing activities	-3.8	-7.1	34.7	36.6
Change in net financial position (total)	5.5	-9.5	-8.1	15.4

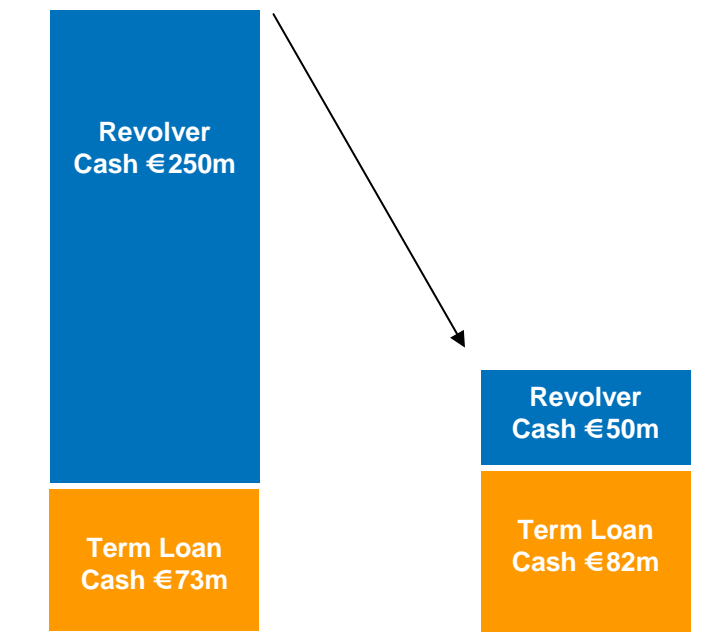
Comments

- | Gross operating cashflow burdened by negative result
- | Net operating cashflow in Q2 2011 significantly improved
- | Cashflow from investing activities contain proceeds from the sale of subsidiaries (Q2 2011: EUR 13.4 Mio.; H1: EUR 24.8 Mio.)

Change in debt arrangements and net debt



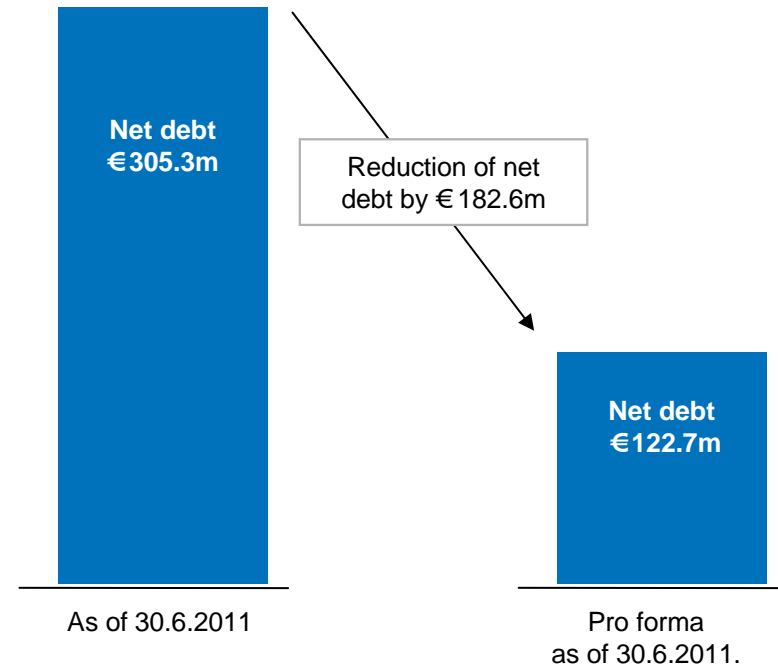
Debt arrangements



COMMENTS

- | New L/C line of € 141m
- | Maturity 2015
- | Financial Covenants from 2014 on

Net debt



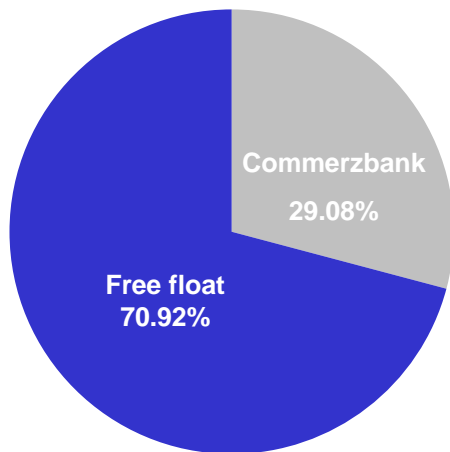
COMMENTS

- | Proceeds from rights issue and debt to equity swap reduced debt level end of July
- | Net debt on a pro-forma basis now at € 122.7m (from € 305.3m at the end of Q2)

Current shareholder structure

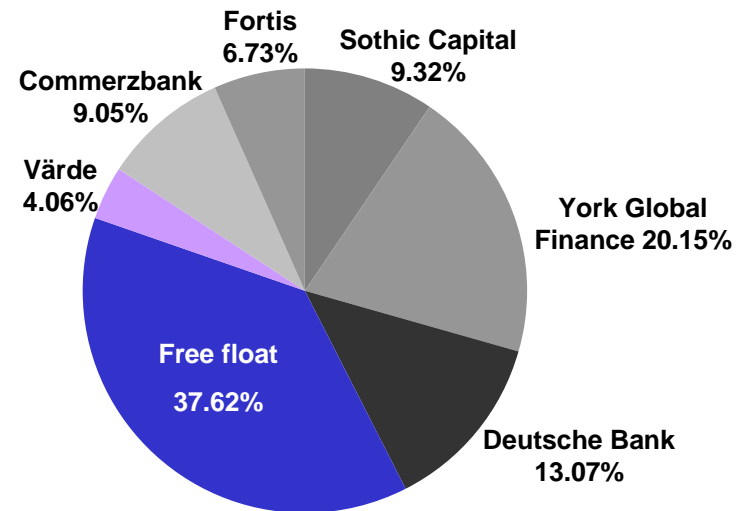


Previous shareholder structure



Total number of shares: 398,088,928

Shareholder structure post reduction of share capital and post rights issue (as at 8 August 2011)



Total number of shares: 159,795,307

Agenda



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Q2 2011: FINANCIAL RESULTS

2011: COMPANY OUTLOOK

Reviving demand expected if prices fall only slightly



OUTLOOK

Given the continued difficulty of estimating the development of demand and prices in the second half of the year, at this time the Company's Management Board considers it very difficult to provide a new, reasonably accurate forecast.

The Management Board expects demand to revive in the year's second half if solar module prices fall only slightly and if the international climate for supporting photovoltaics basically remains the same.

Based thereon the Company's earnings should improve compared to the first six months of 2011.



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