Solar power from SUNSET

“Sun can be so nice…”

Solar applications for Finland

Dominik Hammer
SUNSET Energy Group
www.sunset-solar.com

For a better quality of life and a healthier environment

SUNSET Energietechnik GmbH
COMPANY PROFILE

- Privately-owned company, founded in 1979
- Head office in Adelsdorf, Germany
- Producer, system-house, and distributor
- Employees:
  - Worldwide ca. 750
  - Germany ca. 170
  - Adelsdorf ca. 85
PRODUCTS

• Grid-connected solar power systems
• Remote systems, solar-home-systems, etc.
• Solar pumping systems
• Solar hot water systems
• Solar pool heating systems
• Solar destillation systems
• Consumer products

One stop shopping at SUNSET
SUBSIDIARIES

- Germany (Headquaters/ Sales / Production)
- Austria (Sales)
- France (Sales)
- Turkey (Sales)
- Israel (Production)
- Ukraine (Production)
- Namibia (Sales)
- Egypt (Sales / Production)
- Singapore (Sales / Production)
- Malaysia (Sales / Production)
- Hongkong (Sales)
- China (Production)
OUR SECTORS

SOLAR POWER SYSTEMS

SOLAR HOT WATER SYSTEMS

SOLAR CONSUMER PRODUCTS
Market Development in Germany

2005 / 2006*

- Installed PV power MWp: 600 / 660
- Number of inst. systems: 200,000 / 260,000
- Turn-over (Mio. €): 3,000 / 3,300
- Number of jobs: 30,000 / 35,000

Source: BSW
GRID CONNECTED PV SYSTEMS
PV GENERATION PER INSTALLED kWp

Source: European Commission, DG Joint Research Centre
GRID CONNECTED PV SYSTEMS

Investors:

- Industry
- Commerce
- Agriculture
- Utilities
- Public sector
GRID CONNECTED PV SYSTEMS

Indoor application
GRID CONNECTED PV SYSTEMS

Commercial application
GRID CONNECTED PV SYSTEMS

Agricultural application
GRID CONNECTED PV SYSTEMS

Public application
PV Systems on standard roofs supplied by many, but we can do more ...
GRID CONNECTED PV SYSTEMS

PV systems with each direction: South, West, East and North!
GRID CONNECTED PV SYSTEMS

SUNpower Roof®
Roof integrated
GRID CONNECTED PV SYSTEMS

BIPV
Building integrated

SUNSET SOLAR
GRID CONNECTED PV SYSTEMS

SUNpremium®
field mounting system
GRID CONNECTED PV SYSTEMS

SUNtruck®er tracking system
SOLAR ISLAND SYSTEMS

Clinic station in Tanzania
Telecommunication system in South Africa
SOLAR PUMPING SYSTEMS

Field irrigation in Turkey
SOLAR PUMPING SYSTEMS

Water supply in Botswana
SOLAR ROOF PROJECT SINGAPORE

German School Singapore
SOLAR ROOF PROJECT SHANGHAI

German School Shanghai

[Image of solar panels on a roof]
<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2006</th>
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</thead>
<tbody>
<tr>
<td>Installed system power:</td>
<td>32 MWp</td>
<td>35 MWp</td>
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<tr>
<td>Production capacity:</td>
<td>60 MWp</td>
<td>60 MWp</td>
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<tr>
<td>Installed systems:</td>
<td>2,100</td>
<td>2,200</td>
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<tr>
<td>Market increase:</td>
<td>20%</td>
<td>10%</td>
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</table>

SUNSET SALES OF PV SYSTEMS
OUR SECTORS

SOLAR POWER SYSTEMS

SOLAR HOT WATER SYSTEMS

SOLAR CONSUMER PRODUCTS
MARKET DEVELOPMENT IN GERMANY

Market data 2005 / 2006*

- Installed collector area in 1000 m²: 950 / >1,300
- Turn-over (Mio. €): 750 / 1,000
- Number of jobs: 12,500 / 15,000

Source: BSW
SOLAR HOT WATER SYSTEMS

Hot water and central heating support
SOLAR HOT WATER SYSTEMS

Investors:

- Residential
- Public sector
- Hospitals
- Hotels
- Hostels
SOLAR HOT WATER SYSTEMS

Residential
SOLAR HOT WATER SYSTEMS

Public sector (School in Madrid)
SOLAR HOT WATER SYSTEMS

Hospitals (Südharzclinic Nordhausen)
SOLAR HOT WATER SYSTEMS

Hotels
SOLAR HOT WATER SYSTEMS

Hostels
Standard hot water systems supplied by many, but we can do more ...
SOLAR HOT WATER SYSTEMS

SUNpower Roof®
Roof integrated
SOLAR HOT WATER SYSTEMS

SUNimpact®
Large systems
SOLAR HOT WATER SYSTEMS

SUNsilver®
thermosyphonic system
SOLAR HOT WATER SYSTEMS

Advantages:

- Little initial costs
- Approx. 60% costs reduction for hot water due to energy savings
- Can be retrofitted in all heating systems
- Simple and fast installation
- No maintenance costs
- All-the-year operation due to the closed solar circle with anti freeze

SUNsilver®
SOLAR HOT WATER SYSTEMS

SUNcompact®

independent system
<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2006</th>
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<tbody>
<tr>
<td>Installed collector area</td>
<td>160.000</td>
<td>200.000</td>
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<tr>
<td>(in m²)</td>
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<td></td>
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<tr>
<td>Germany</td>
<td>50.000</td>
<td>75.000</td>
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<tr>
<td>Installed systems</td>
<td>13.000</td>
<td>14.000</td>
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<tr>
<td>Market increase</td>
<td>20%</td>
<td>25%</td>
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</tbody>
</table>
OUR SECTORS

SOLAR POWER SYSTEMS

SOLAR HOT WATER SYSTEMS

SOLAR CONSUMER PRODUCTS
SOLAR POOL HEATERS
SOLAR GARDEN LIGHTS
PV STAND ALONE SYSTEMS

Solar systems for battery charging
The world’s future energy® by