

**AZUR SOLAR**



# INNOVATION EVOLUTION REVOLUTION



## THE EFFECTIVE WAY INTO THE FUTURE

With our solar technology company AZUR Solar Ltd. in Leutkirch/Allgäu, we've confidently been pursuing alternative forms of energy for already many years. From the beginning, we believed in the high potential of solar energy and at the same time commit to our responsibility as a producer/developer with international branches, as the competitive pressure in the solar industry is especially high compared to other sectors. At the same time, the customers rightly make the highest demands from the technical standards and the quality of our products. For our team at AZUR Solar, the utilization of solar energy is the sensible and environmentally friendly way out of the energy crisis.

### SOLAR ENERGY AS A WAY OUT

In the past, the word »energy« became a controversial term for a large number of people. Regular reports about the finiteness of resources of fossil fuels and rising prices for energy unsettle and irritate people – and makes them look for worthwhile alternatives.

We at AZUR Solar encourage our customers as they move away from the shadow of the out-sized energy giants. It is our company's endeavour to free our customers to a certain extent from the negative side effects which classical forms of energy entail.

As a specialist for custom-made and flexible solutions for photovoltaic power plants, we focus on products which adapt perfectly to the ideas and needs of the customers and their buildings, and leave (almost) nothing to be desired in the realisation. With the tried and trusted AZUR module product series we have already mastered numerous architecturally appealing challenges.

### FULL SPEED AHEAD

Thanks to the innovative strength and creativity of the people who work for us, we remain the technological leader. Thus there can be no talk of standing still in our company. Further developments in terms of product and service improvements are part of our everyday work. Only in this way we will succeed with a constant increase in efficiency in all our corporate divisions.

With our photovoltaic power plant, visions become reality and the future is feasible – the »perfect PV solution« for your success without negative side effects. With us you can count on that!

Best regards

CEO Bernd Sauter

WHO WE ARE  
WHAT WE DO  
HOW WE DO IT

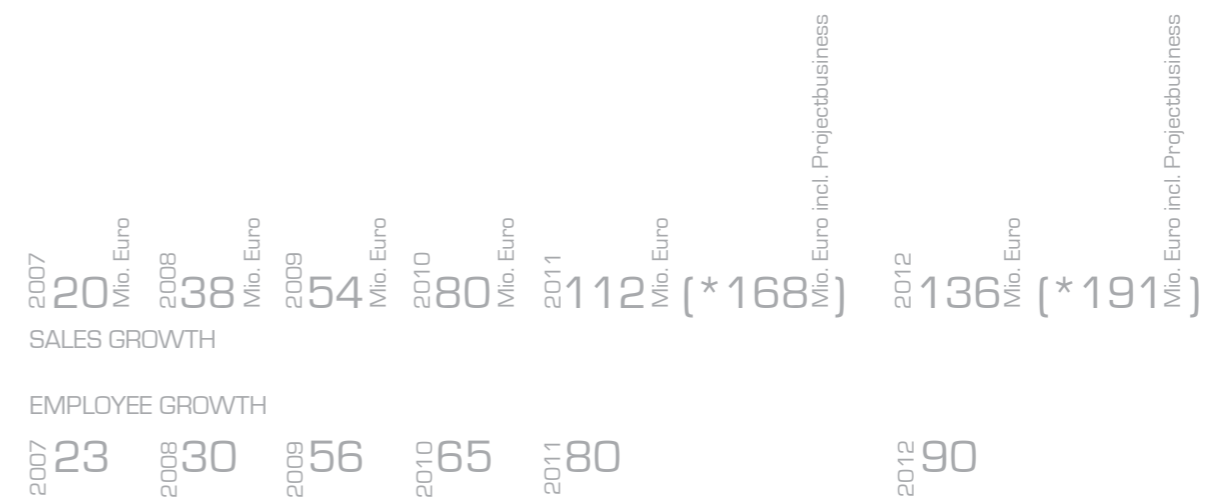


## VALUES & VISIONARY IDEAS

Ever since the beginning of the photovoltaic industry, we have been putting visionary ideas into practice using intelligent technologies for complete PV systems. Right from the start AZUR Solar has been a technological company playing a groundbreaking role in the solar power industry, and with good reason:

We have always been enthusiasts, bursting with innovative ideas and intelligent solutions. Our many years of experience mean that we know all aspects of the job, from advising customers and developing projects through to large-scale turnkey photo-voltaic projects all over the world.

We are confident that the information provided in this document, or in a face-to-face conversation, will convince you.



# INNOVATION EXPERTISE QUALITY



Christian Bouda  
CFO

Dirk Schulte  
COO

Uwe Störmer  
CSO

## SUBSTANTIATED CONCEPTS FOR ADDED VALUE

**Dirk Schulte** Unlike in recent years, companies in the photovoltaic industry now have to compete increasingly on a global scale. Thus the rules and requirements are simple but hard. Only those who manage to be better than other suppliers throughout the supply chain and offer additional value in terms of efficiency, innovation and convenience for their products can survive and generate a revenue. This sounds logical and it is a central challenge in the practice of our daily work, especially as the influencing variables change constantly with a high dynamic.

As the person responsible for the operational business it is my task to constantly increase the competitiveness of our company in all domains. We achieve this by establishing functional processes which focus the resources on productive and value-adding activities in an efficient company.

**Uwe Störmer** High-quality products, innovative solutions, motivated employees and a management team which together meet the challenges of tomorrow's market are the basis of the constant and controlled growth of our internationally operating company. As the person responsible for international marketing, I regard the progressive structure of an efficient international marketing organisation and the associated safeguarding of the future viability of our company as my personal challenge.

**Christian Bouda** In order to expand our continuous competitive position, existing and future success potentials and implementation thereof, require the right financing.

As a system supplier of capital-intensive goods, we place high demands on funding solutions.

One of my tasks is to ensure that a secure and well balanced funding for our operative business, our corporate growth and project financing is available at the right time. My contribution is to accompany the implementation of strategic and operational objectives in all areas of our business, commercially and financially, thereby ensuring the long-term viability – therefore we are at our customer's and business partner's disposal today, tomorrow and in 30 years from now.





# ADDED VALUE FLEXIBILITY QUALITY

## ADDED VALUE

We offer you added value in the form of efficiency and innovation.

Here is what you can count on:

- Extensive customer consulting
- Local expertise – experienced consultants near you
- Reliability
- Broad product portfolio
- Project expertise
- Marketing support
- Continuous refinement and of new technologies
- Quality for a high return on investment
- New energy concepts / Independent energy generation

## QUALITY ASSURANCE

We are not satisfied with anything less than the best.

As a result, our specially trained AZUR employees carry out strict quality checks during manufacture as well as on incoming and outgoing goods.

All components offer assured quality, such as our AZUR photovoltaic modules with guarantees for 10 years (90 % of rated power) and 25 years (80 % of power). Our guarantees also apply to AZUR product innovations, such as 98 % of rated power after 20 years in the case of AZUR 2P. Compliance with international standards confirms the operational reliability.

We supply powerful PLATINUM inverters from Diehl AKO, amongst other products, for grid connected systems. Our inverter range spans small scale systems right through to central inverter options for major power plants.

## QUALITY EXPECTATIONS

As well as our component business with high-quality AZUR photovoltaic modules, powerful inverters and effective installation components, we are also active in the technology area. Only in this way are we able to keep offering new and innovative products to our customers. These stand out from the standard portfolio and meet even the most demanding requirements.

ADDED VALUE  
FLEXIBILITY  
QUALITY

## SOLAR ONLY WORKS TOGETHER – OUR PROCESS CHAIN

### PRODUCT CONSULTING

Are you unsure about which product is the best for the project you are planning? Irrespective of whether you are considering normal roof-mounted systems, large projects or demanding architectural challenges – you will get good advice from us, and we will find a solution.

### PROJECT PLANNING

We address our customers' requirements. From the data through to technical configuration, quotation or business plan preparation and putting the project into action.

### MORE THAN THE USUAL PROJECT SUPPORT & SERVICE

For us, it goes without saying that we must offer you the optimum on-site service whilst your project is being turned into reality. This is done by our employees in person, local tradespeople and subcontractors.

In the event that modifications are needed at short notice, or additional installation components are required, we can respond flexibly and supply you with all elements quickly.

### ANONYMITY IS TABOO

Our consultants will come and see you in person, whilst you can rest assured that our sales administrators will be available for you to contact at any time as well.

Why not put us to the test?

# HIGH TECH COMPETENCE INNOVATIONS

## DEVELOPMENT EXPERTISE

Our research work focuses on developing new products and improving existing ones. At the same time we always place an emphasis on the functional benefits and focus on high quality and maximum efficiency. It goes without saying that we are mindful of the ecological impact of processes.

Therefore, in the long term, our customers can profit from a reliable return, making an important contribution to delivering energy in a way that does not harm the climate.

In 2010 AZUR Solar was awarded the »Top 100« certificate of the most innovative companies in medium sized business. Our plan makes sense we balance sustainability with progress and we do all we can to keep this balance.



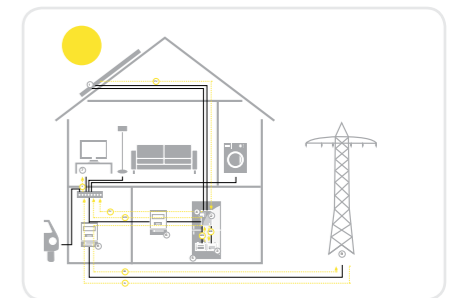
## INTELLIGENT SOLUTIONS

**AZUR INDEPENDA**, a new system to produce your own solar energy. Your own energy consumption will be effectively managed and a cost-effective solution will be used. You can produce up to 80 % of your own energy with an intelligent control system and a solar battery, which makes you nearly independent from your local energy provider. This is an economical and ecological attractive solution, since **AZUR INDEPENDA** will save you from rising energy costs.

**AZUR 2P**, the revolutionary coating for solar modules, is also a component of **AZUR INDEPENDA**. The coating provides perfect protection for solar module surfaces even under the harshest conditions. A self-cleaning attribute and a degradation of less than 2 % after 20 years of service demonstrate the immense potential of the coating.

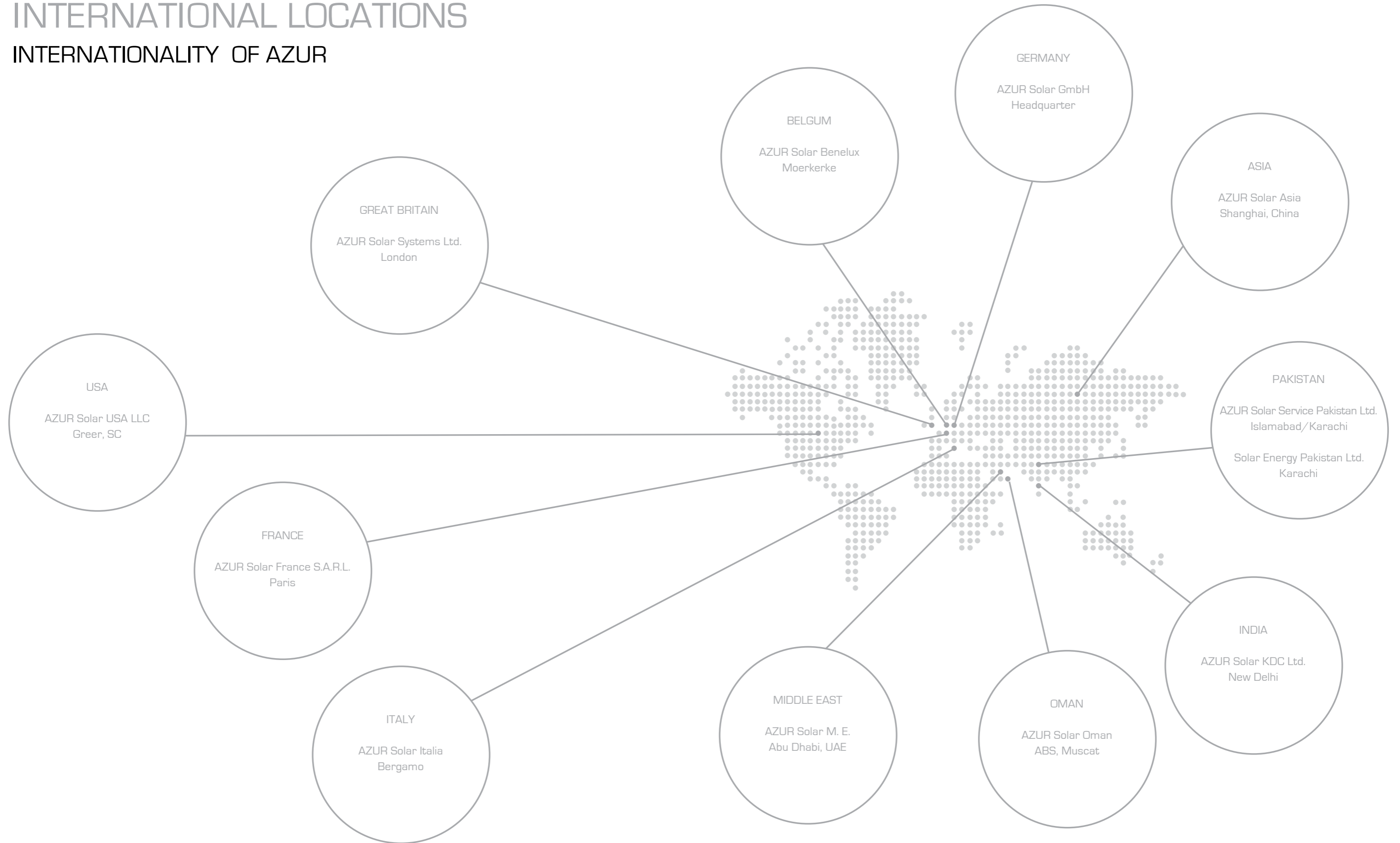
**AZUR 2F**. The flexible film adapts to any (roof) surface, and the full-area bonding results in an additional skin which is wind and storm resistant. The low inherent weight facilitates easy installation and offers a wide range of installation variants. In addition, **AZUR 2F** has a high shade tolerance.

These are only three of the innovations from our portfolio. Interested? Contact us, we are looking forward to telling you about our new products.



# INTERNATIONAL LOCATIONS

## INTERNATIONALITY OF AZUR



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CONTACT YOUR LOCAL AZUR PARTNER

**AZUR SOLAR**

