Bridging.
Transforming.
Solar Energy.
Our Company

With 20 years of experience in the solar photovoltaics industry, which includes a distinguished history of manufacturing all the key solar components from modules, mounting structures and inverters in Germany, Conergy has evolved into one of the region’s largest downstream solar companies, specializing in the development, design, finance, build, asset management and O&M of solar PV power plants in both the C & I space and utility scale solar power systems.

Since its inception in 1998, the company has pioneered the expansion of solar power internationally, and today combines innovative technology and industry-leading engineering with access to capital. Headquartered in Singapore, Conergy has an extensive sales network and established subsidiaries in 4 countries. In August 2018, the Green Investment Group (GIG), Macquarie Capital’s global green investment platform, acquired the team and a significant solar development portfolio from Conergy.
Why Conergy?

Conergy provides the solar capabilities and financial security that power producers need to expand their business.

**Bankability**
Conergy is debt free and provides a very solid and strong balance sheet structure, which is exceptional in the solar industry. This makes Conergy a strong partner in all aspects regarding financing and bankability.

**Financing**
Macquarie & GIG are financially strong partners for Conergy and support the implementation of our strategy — both financially and through financing competencies. This opens up additional opportunities in the project business, helping Conergy in the development of innovative financing models.

**Long Term Stability & Joint Strategy**
As strategic and successful investors, Macquarie’s and GIG’s partnership with Conergy is a long-term investment and valuable part of its portfolio.
Our Technology and Expertise

Our deep understanding of our customers’ businesses and our uncompromising focus on quality, cost optimization, and discipline in implementing best practice processes in our regional and local delivery centers have enabled us to build for our customers commercially successful solar plants that not only operate with high efficiencies and power availability but also generate the highest possible yields. Furthermore, with our international presence and extensive solar capabilities our customers are able to leverage on our extensive resources and benefit from our economies of scale.

Our engineers utilize the most up-to-date computer software applications such as PVsyst, AutoCAD, MA CMMS and SCADA systems. Whether it is for the performance optimization of a utility-scale plant or rooftop installation, our team of engineers will always provide you with the most efficient and cost-effective solutions to meet your specific business needs.
Our Services

Conergy is engaged in developing, constructing, and operating solar projects in the markets we serve and has recently also moved into selective asset ownership.

Development & Finance Services

Project Development

Conergy works very closely with project sponsors and investment partners at every stage of the development process: from managing due diligence and feasibility analyses, arranging project documents (permits, power purchase agreements, supplier contracts, land rights, and insurance), ensuring that they are secure and bankable, identifying and pre-qualifying potential investors, leading project planning to conducting financial modelling for the project.

Conergy uses its global footprint to secure projects over three stages of development.

Greenfield
- Conergy develops from start to Notice to Proceed construction (NTP) or financial close (FC)

Mid-Stage Acquisition
- Conergy acquires project and brings development to NTP or FC

Late-Stage Acquisition
- Conergy acquires site with interconnection permits and committed off-taker and brings development to NTP or FC

Key focus areas are traditional PV, PV + Storage, PV Hybrid, microgrid PV and floating PV power plants.

<table>
<thead>
<tr>
<th>Development Checklist</th>
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<td><strong>Site Control</strong></td>
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<td>Navigate federal and state regulatory processes to ensure receipt of solar incentives</td>
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<td>Support and facilitate hand-off to project management, finance, and supply chain</td>
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Long-Term Stable Returns
Most solar land lease agreements have a duration of 20-30 years. Offering your land for the development of a solar farm provides you guaranteed, long-term, and stable returns on your asset.

Low Risk
Photovoltaics is a proven technology that generates predictable costs and returns on investment. This means that our financial ability to honor our lease obligations as a solar plant owner/developer is never compromised.

As the plant owner/developer we take on the responsibility of operating and managing the solar plant. You, as the land owner, will assume zero responsibility and costs.

Competitive Land Leasing Rates
We extend generous land leasing rates to our landowner partners which means that you will enjoy lucrative returns by leasing your land for a solar farm.

Flexibility in Land Sizes
Solar Photovoltaics is a modular technology which means that we can build virtually any size of solar plant, rendering most parcels of land suitable for solar power development. Our development model allows us to build solar projects in both urban and also underserved areas, making clean solar energy widely available to many communities.

Preserving the Value of Your Land
As project developers we will use your land to produce clean and sustainable solar energy. This means that no harm will come to your land and it will be preserved for future generations.
With most commercial and industrial roofs unused, the available space on your rooftop represents an enormous potential to produce your own electricity and insulate your company from rising electricity prices. By partnering with Conergy, we will develop and install a solar energy system on your roof with no upfront costs. You will not only be able to generate clean solar energy on your own premises and gain some energy independence but will also benefit from stable, predictable, secure and reliable energy.

Roofs vary according to their structures, slopes and coverings. After installing more than 10,000 solar energy systems across the world, Conergy has developed a deep understanding of our customers’ extensive requirements. This enables us to put together one of the most advanced and complete solar rooftop services and solutions for our corporate clients who are either taking part in the RE100 global initiative or just want to do their part in transitioning to a low carbon economy.

Conergy can provide a solar rooftop solution for you, whatever your roof type. This means that you can benefit from a system of the highest quality that comes with a long service life. You will also lower your energy bills while doing your part to save the planet!
With the significant decline in PV system costs and the continuing rise of electricity prices, solar power is now cheaper than regular grid supplied energy in most Asian markets. This means that by powering your premises with clean solar energy, you are financially better off than taking electricity from the grid.

1 **Optimized Self Consumption**

To realize maximum energy savings, Conergy will design and develop an optimal solar rooftop system for your premises.

Our engineers will prepare a system design for your building based on your load profile and available roof space. Using our calculation tools, we will design for you a solar system that is consistent with your power consumption patterns to help you achieve your energy savings goals.

Once the design is finalized, we will handle the construction of the solar rooftop system, managing the integration, customization, commissioning and maintenance.

2 **Energy Independence**

By generating energy on your premises, you become your own power supplier, providing electricity security to your business. This allows you to achieve partial or even total energy independence from the grid. This solar rooftop system will be connected to the internal network of your building.

3 **Savings on Your Electricity Bill**

If you are a commercial or an industrial player with a large rooftop space and high electricity demand during the daytime, you can save money on your electricity bill every month by partnering with us to produce your own inexpensive and sustainable energy.

The reduction in solar PV costs now makes it possible for solar rooftop systems to generate electricity at a fraction of the cost of the power that comes from your socket. With utility rates on the rise, signing a solar PPA with us locks in your electricity costs today, making you realize savings for the next 25 years.

If electricity is one of your largest operating expenses, we encourage you to consider partnering with us to build a solar rooftop system. We will supply you with clean solar energy and only bill you monthly for the electricity you consume. You will lock in a lower rate for the electricity produced and save money from Day 1.
4 Solar Made Simple, even with our Off-Site Option

Going solar is now easier than ever!

In select countries we also develop off-site renewable energy projects and supply energy directly to our corporate clients.

Our portfolio of high performance systems across Asia Pacific produce a high energy output. By subscribing to our off-site PPA option, we can help further increase your company’s consumption of clean sustainable energy.

As a leading solar developer and engineering services firm, we are uniquely placed to help you lower your energy bills and help you make the transition to clean and sustainable energy.

As a practice we only use Tier 1 components for all of our solar PV systems. Our uncompromising focus on quality has allowed us to serve clients from a wide range of industries: power generation, mining, education, manufacturing and healthcare sectors.
5 Everyone Wins with a Solar Rooftop System

Besides realizing significant electricity savings, participating in the transition to a low carbon economy will have a positive effect on your corporate image. Consumers around the world are clamoring for safe, clean energy and are enthusiastic to do something positive for the environment.

By promoting sustainability and responsibility towards the environment, you provide a meaningful differentiation for your company which can potentially increase the resale value of your property.

Unlike conventionally generated power from fossil fuel sources which adds to the greenhouse gas build up in the environment, solar PV is a low carbon generation technology that produces electricity without creating harmful by-products like CO2 emissions.

With solar rooftop systems, more companies are able to locally generate clean solar electricity and become less reliant on their power utility. This will increase competition in the electricity market and generate better market efficiency.

Decentralized solar power generation effectively reduces stress on the grid and minimizes losses in the power distribution system. By developing more solar rooftop systems, together we can also help the grid operator cover future increases in electricity demand.
The optimal operation of your PV plant is our daily mission.

The operational management of medium to large scale solar systems is our core business. We provide a range of technical services for renewable energy power plants including traditional PV, PV + Storage, PV Hybrid, microgrid PV, floating PV, and wind power plants. With 20 years of experience, we know our way around power plants — right down to the smallest detail.

Conergy Services stands for comprehensive service. We undertake the technical and commercial management of your solar plant with the utmost precision and professionalism. With Conergy you can be assured that your solar plant will generate the highest yields possible.
**Asset Ownership**

Conergy seeks investments in solar projects that have attractive growth opportunities where our capital can unlock value. These would be projects characterized by:

- Strong EBITDA to free cash flow conversion — where we assess future revenue streams and costs by looking into the credit worthiness of the off-taker, the stability of power prices, and the predictability of costs of the project components and services.
- Strong return on net assets — we assess the duration and consistency of regulatory support, currency, and political risks.
- Experienced management or project sponsor teams who understand the local market conditions and share our focus on growth.

We have made a number of early stage investments in numerous markets including Japan, Southeast Asia, and Australia, and we continue to grow our pipeline in those markets.

**Conergy Services is a partner you can rely on:**

- We are currently responsible for the commercial management of 500 MWp of solar plants across Asia Pacific.
- Our own team of experienced technicians is always available to support you.
- We represent your interests in matters related to banks, energy suppliers, manufacturers, landowners, and other contractual partners.
- Within APAC we manage every type and design of solar plant.
"If you are looking for a highly skilled solar O&M contractor who leverages advanced technology to care about your solar power plants as if they were their own, Conergy is the one for you."

Francisco G. Delfin, Jr., Vice President – PetroEnergy Resources Corp.

"Conergy has been a reliable partner in operating and maintaining our plants. We are confident that our plants are in good hands with their services."

Angelo Paolo Usi, Project Manager – RASLAG Corp.

"Conergy’s O&M team combines the expertise of one of the veteran international solar firms with on-the-ground experience in each of the South-East Asian markets, making Conergy a great O&M partner for solar plants across the region. The remote monitoring of the on-site teams by the regional experts gives us peace of mind that our plants are well looked after at any time."

Florian Bennhold, MD – Symbio Solar
Our commercial services

1. Cash management:
   - A/R and A/P monitoring
   - Payment transactions

2. Controlling:
   - Preparation of liquidity analysis
   - Individual evaluations (business analysis, P & L)
   - Information concerning development in earnings and preparation of quarterly reports
   - Profitability calculations incl. target/actual data comparisons
   - Controlling of operating costs incl. contract management (monitoring and optimization of the park’s insurance premium maintenance contracts, feed-in tariffs, leasing contracts, etc.)

3. Administration:
   - Planning and coordination of the stakeholder meetings
   - Provide detailed information to stakeholders based on quarterly data analysis
   - Personal consultation and assistance with the stakeholders concerning all questions and issues

4. Financial accounting:
   - Assume responsibility for all related booking activities
   - Settlement of accounts and invoice verification of utilities
   - Preparation of detailed financial reports
   - Allocation of revenues and operating costs according to the individual operator’s policies
   - Preparation of the annual plant performance report

Our technical services

1. Data and information management:
   - Detailed monthly reports
   - Preparation of annual report with an overview of the yields
   - Creation of a lifecycle database that includes all maintenance and service work as well as the complete history of the plant
   - Online accessibility of yield data for every customer

2. Individual plant optimization:
   - Innovative concepts to increase performance and yield
   - Development of solutions to generate higher efficiencies

3. Re-engineering and Repowering:
   - Plant refurbishing to target cost reduction and ongoing plant performance
   - Plant re-engineering by retrofit and optimization of existing components

4. Technical plant management:
   - Fault analysis via telephone and remote monitoring
   - Daily remote plant monitoring
   - Annual optical and electrical inspection of the module field and all corresponding components
   - Collection of yield data, downtimes, availability
   - Operational data analysis and early fault recognition
   - Maintenance of transformer stations
   - Service work done by our own service technicians

5. Incident management:
   - Service hotline
   - Support with own service experts
   - Classification of incident reports
Our customer service team is always available for you.

We are there for you any time you need us, even after the successful start of the solar energy system that’s been installed. With our many years of experience, we can often identify problem areas very quickly and efficiently resolve the issues. Our technical support team is there to support you via telephone or on-site.

**Conergy quality analysis**

Want to know the specific performance data of a solar energy system? No problem. The Conergy technical field team will bring an I-V curve analyser to your construction site for the quality analysis of your PV system. We can do tests on your individual modules, strings or your complete PV system to take the relevant measurements and optimize your system.

**Conergy thermographic measuring**

When it comes to thermographic measuring we have the most state-of-the-art devices on the market that measure without coming into contact with the system. The benefit: precise measurements and quicker results than when using conventional methods. We can test your PV systems for uneven heat distribution and find faulty connectors, connections or surge arresters more simply than ever before.

**Conergy replacement parts service**

Should you ever need replacement parts you will benefit from short replacement times at Conergy, so that things move as quickly as possible in the event of a service case. Regular customer surveys confirm: you can depend on our replacement parts service. With all of the feedback from our customers we are able to continue to improve our processes.
Conergy premium system solutions for flat roofs
## References

### 2016

- **Negros Occidental, Philippines**
  - **48 MWp**

### 2017

- **Lakeland, Australia**
  - **13 MWp Solar PV**
  - **+ 5.3 MWh Storage**

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2013 | Thailand
Suphanburi | 21 MWp

2012 | Thailand
Nakhon Pathom | 12.4 MWp

2016 | Philippines
Bataan | 18 MWp

2008 | South Korea
HamPyeong | 2.1 MWp

2016 | Philippines
Negros Occidental | 25 MWp
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OUR WORLD IS FULL OF ENERGY.