

An aerial photograph of a vast solar farm. The solar panels are arranged in neat, parallel rows that follow the contours of a rolling green valley. The landscape is lush with green grass and scattered trees. In the distance, more hills and a few utility poles are visible under a clear sky.

Company Presentation

ib vogt GmbH 2016

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Company profile

Established in 2002, ib vogt GmbH specialises in the development, design & engineering, financing, EPC, operation & maintenance and asset management of solar power plants. The company provides high-quality turnkey solar power plant solutions, designed and engineered in Germany, to end investors internationally.

We are a manufacturer-independent integrated developer, focusing on tailor-made solar power plant solutions that maximise lifecycle performance and investor returns.

Since 2009 ib vogt has realised plants with a total rated capacity of > 570 MWp. All projects have been commissioned on time, quality and budget.

ib vogt employs over 90 experts in all areas along the solar power plant value chain. The company operates internationally from offices in Germany, the United Kingdom, the USA, Panama, Eastern Europe, India and South East Asia, as well as several joint ventures across Africa.



ibvogt®
expertise in solar power plants

Key facts and figures



ib vogt - a rapidly expanding global solar power plant expert with an excellent track record.

- **> 560 MWp** Solar power plants built and under construction
- **> 2.0 GWp** Pipeline of solar power projects
- **> 412 MWp** Operations & maintenance
- **> 102 MWp** Solar power asset management
- **> EUR 200m** Group turnover 2015

Solar Project Financing experience



~ €1bn Financing Raised in total Period of 2011 – Nov 2016

- **€500m** Construction Financing/Refinancing from Equity Investors (UK, Philippines, India)
- **€160m** Non-Recourse Debt (UK, Germany, Slovenia)
- **€134m** Bridge/Corp Financing (Family Offices/ Suppliers/ Banks)
- **\$125m** Limited recourse ECA Financing plus local tranches (Egypt, Hermes cover, 64MW)
- **€71m** Bonding lines

History

1991

Environmental Engineering



2002

Establishment of ib vogt GmbH



2010

First project in Germany



2012

Foundation of nv vogt Singapore

First project in Slovenia



2014

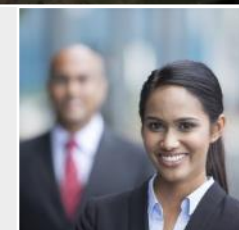
Building UK's largest solar plant in 8 weeks



2016

>0,5 GWp realised in Just 6 years

Foundation of EDP – ib vogt Solar LLC (USA)



1998

Focus on PV Industry

Over 20 PV factories constructed worldwide

All mainstream technologies

First factory build in record-breaking time 2001

2009

Focus on Solar Power Plants

Foundation of vogt solar Ltd. UK

2011

First project In UK

2013

ib vogt GmbH strengthened its organisation for future growth

2015

Foundation of vogt solar Panamá S.A.

Foundation of IBVBF Holding LLC

First project in Philippines

Our solar solutions



Ground-mounted Solar Power Plants

High performing, utility-grade, grid-connected power plants



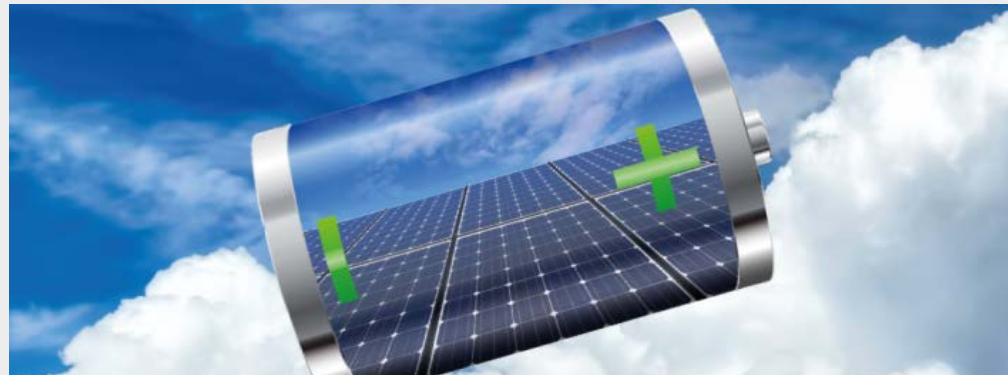
PV Diesel Hybrid Systems

Fuel saving integrated PV diesel hybrid systems



Commercial PV Rooftop

Customised commercial rooftop installations > 1 MWp



Energy Storage Integration

Advanced energy storage solutions

Our approach

“Our solar farms are highly optimised, incorporating state-of-the-art technology and top quality engineering made in Germany. The farms are engineered, built and operated by our dedicated, professional teams.



Anton Milner
Managing Director

The standards we apply consistently result in high over-performance of our solar farms in both electricity generation and technical operating parameters, such as performance ratio and availability.

We use flexible situational oriented financing from development through to turnkey, often providing the development, construction and bridge equity financing in collaboration with our partners and as required arranging exit financing facilities.”

Our services - from project planning to handover

Project Development

- Property Rights
- Wayleaves
- Feasibility Study
- Grid Connection Service
- Systems Engineering & Design
- Environmental Statement
- Planning Application Approval Processes

Financing

- Due Diligence
- Financial Structuring
- Construction & Bridge Financing
- Project Finance

Engineering, Procurement and Construction

- Engineering Design
- Energy Yield Assessments
- IRR Optimization
- Procurement
- Construction Management
- Grid Connection
- Commissioning, Testing, & Handover

Operations and Maintenance

- Ensuring operative availability & Performance Ratio
- Corrective Maintenance
- Monitoring & Reporting
- Maintenance

Independent Power Producer

- PV Park Ownership
- IPP & Asset Management

Benefits - ib vogt as your partner

Bankability

Proven ability to realise and structure complex, large projects

Proven track of projects delivered on time and on budget

PV design

Plant size, IRR and system economics - maximised to situational constraints

The proven engineering and project management strength of ib vogt guarantees that our partners get the most out of their site and out of the system installed:

**Secure your
Internal Rate of Return.**

Realisation

High quality component and supplier selection – OEM independent

Fast track realisation

Integrated approach – from design to turnkey to O&M

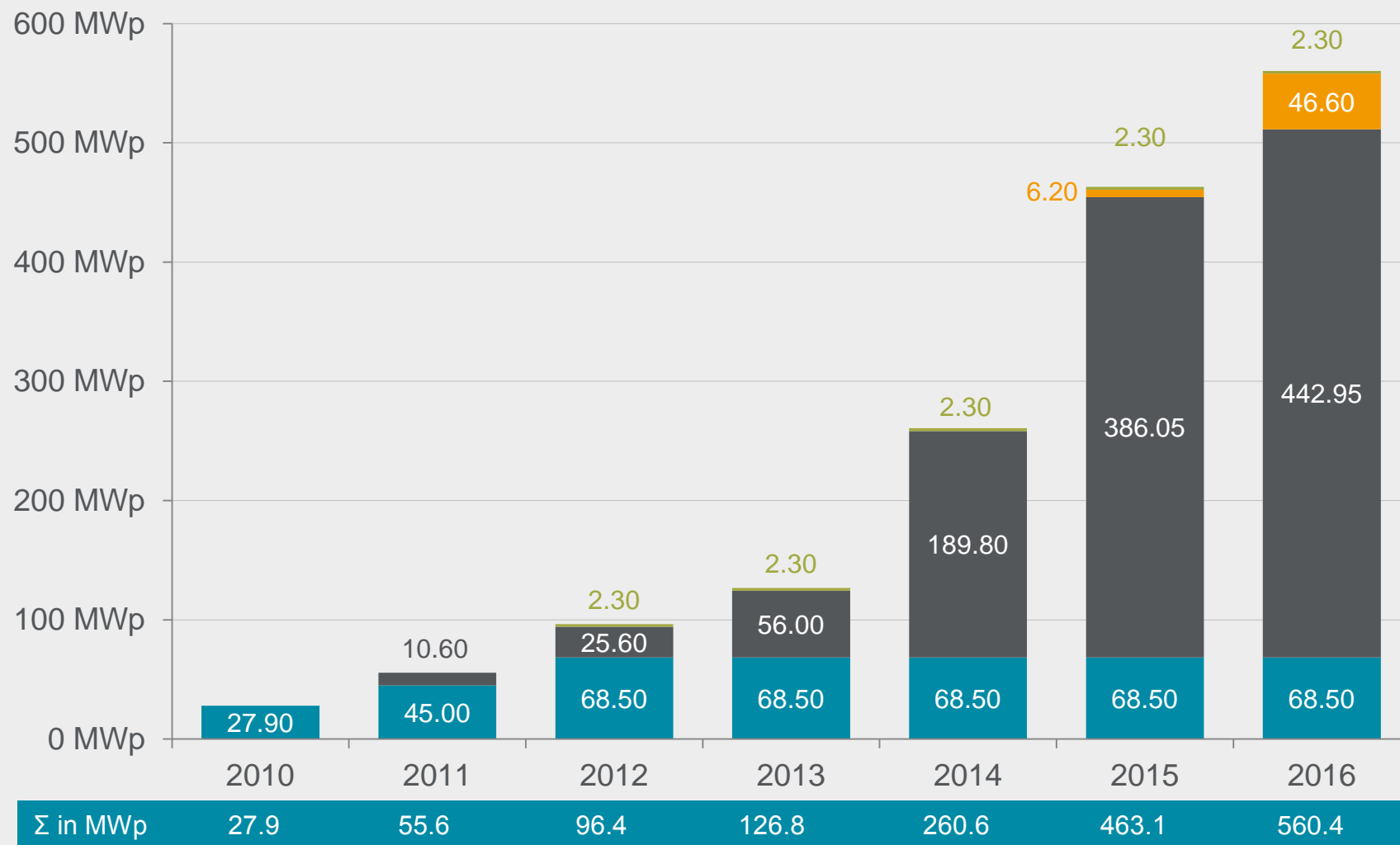
Performance

High expected operational system over-performance ($PR_{op} > PR_{design}$)

Strong executional performance and reliability backed up by first class supplier relationships



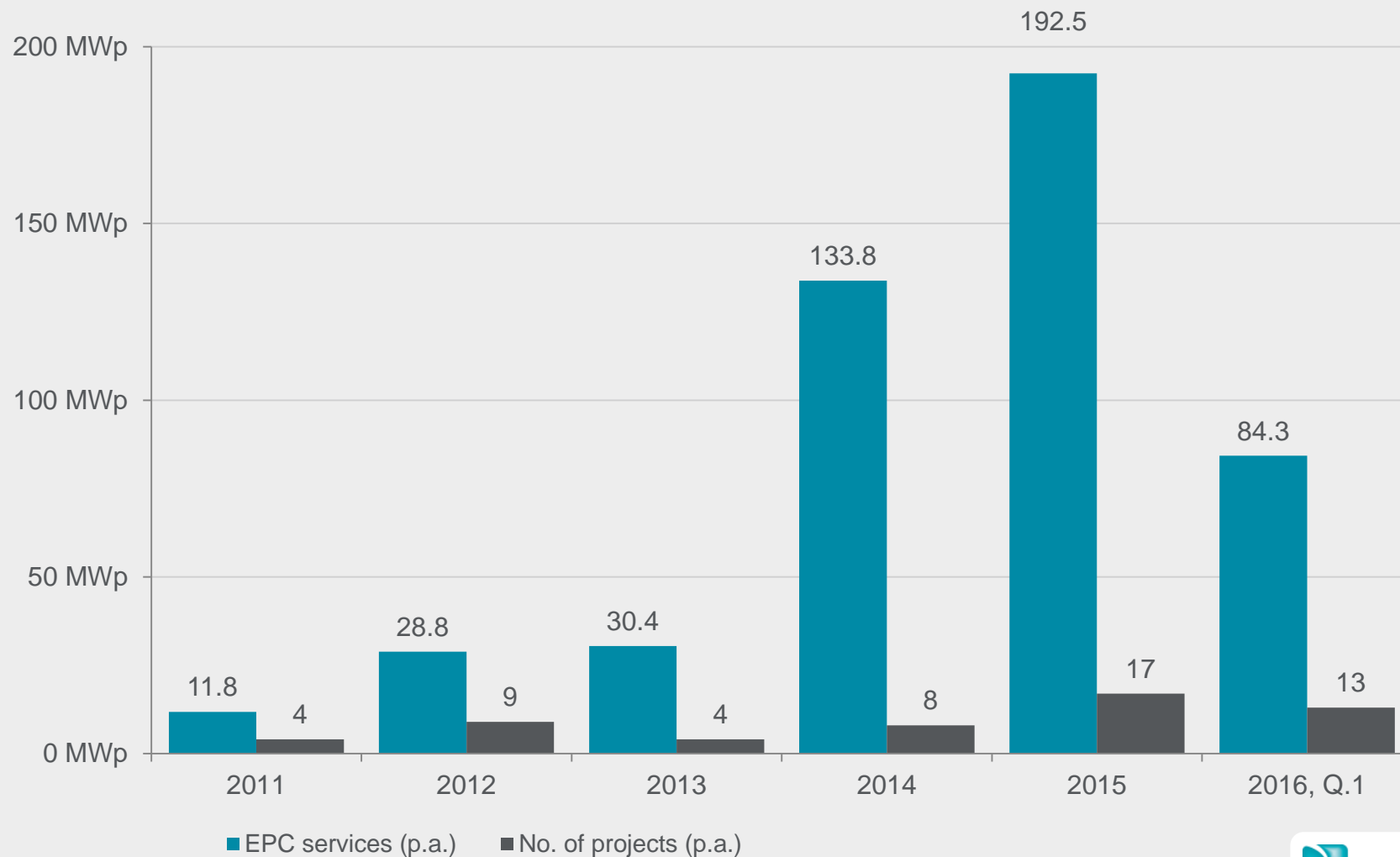
Total capacity of solar power plants built



■ Germany
 ■ United Kingdom
 ■ Asia
 ■ Slovenia

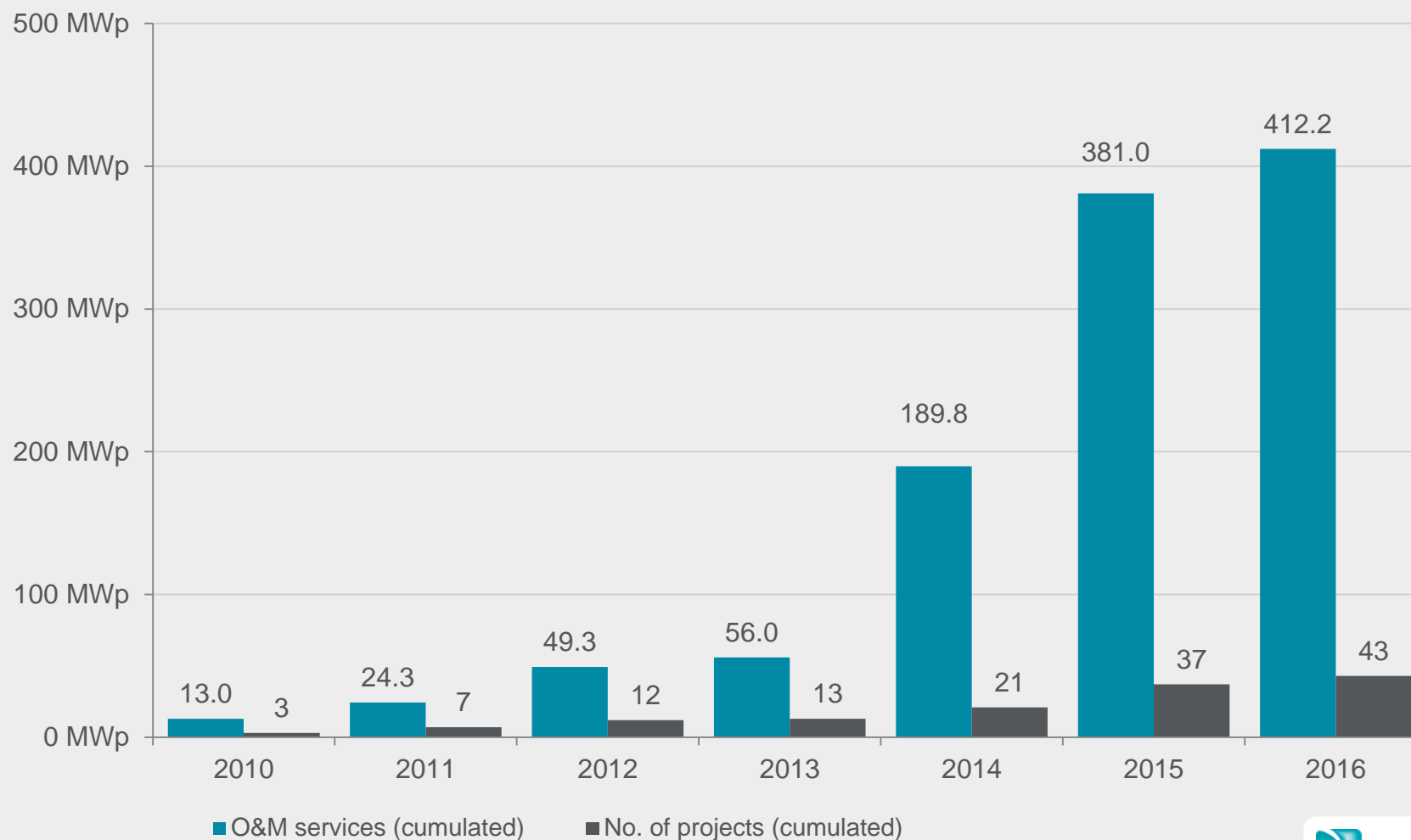
Engineering, Procurement and Construction

overview of annual EPC services



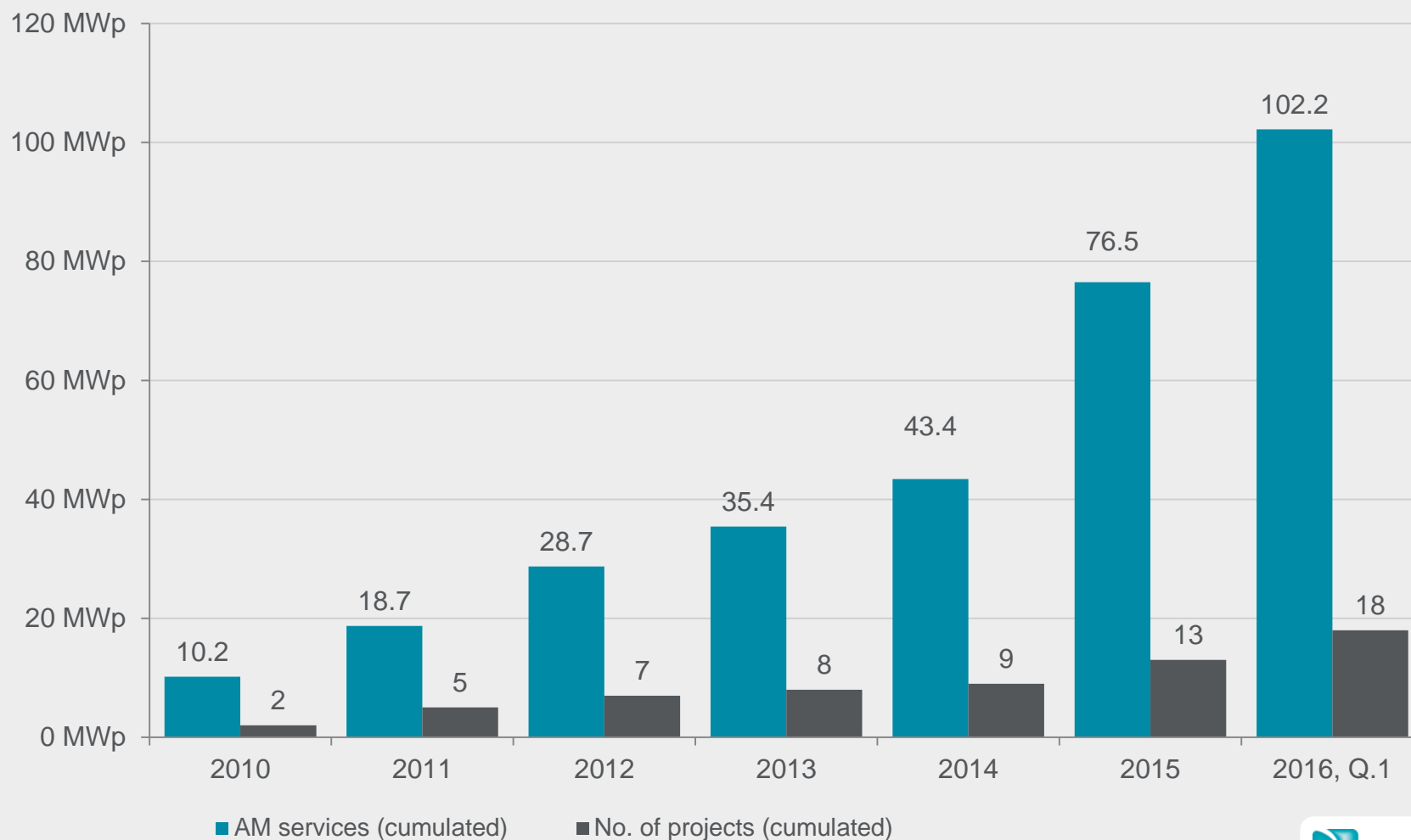
Operations & Maintenance

overview of sites/volume of O&M services under management



Solar power asset management

overview of sites/volume of Asset Management services under management



Our customers

Since 2014 ib vogt has sold 300 MWp to institutional investors. Our customer portfolio covers exclusively first class "blue chip" companies, including some of the world's largest renewable energy development companies and investment firms.

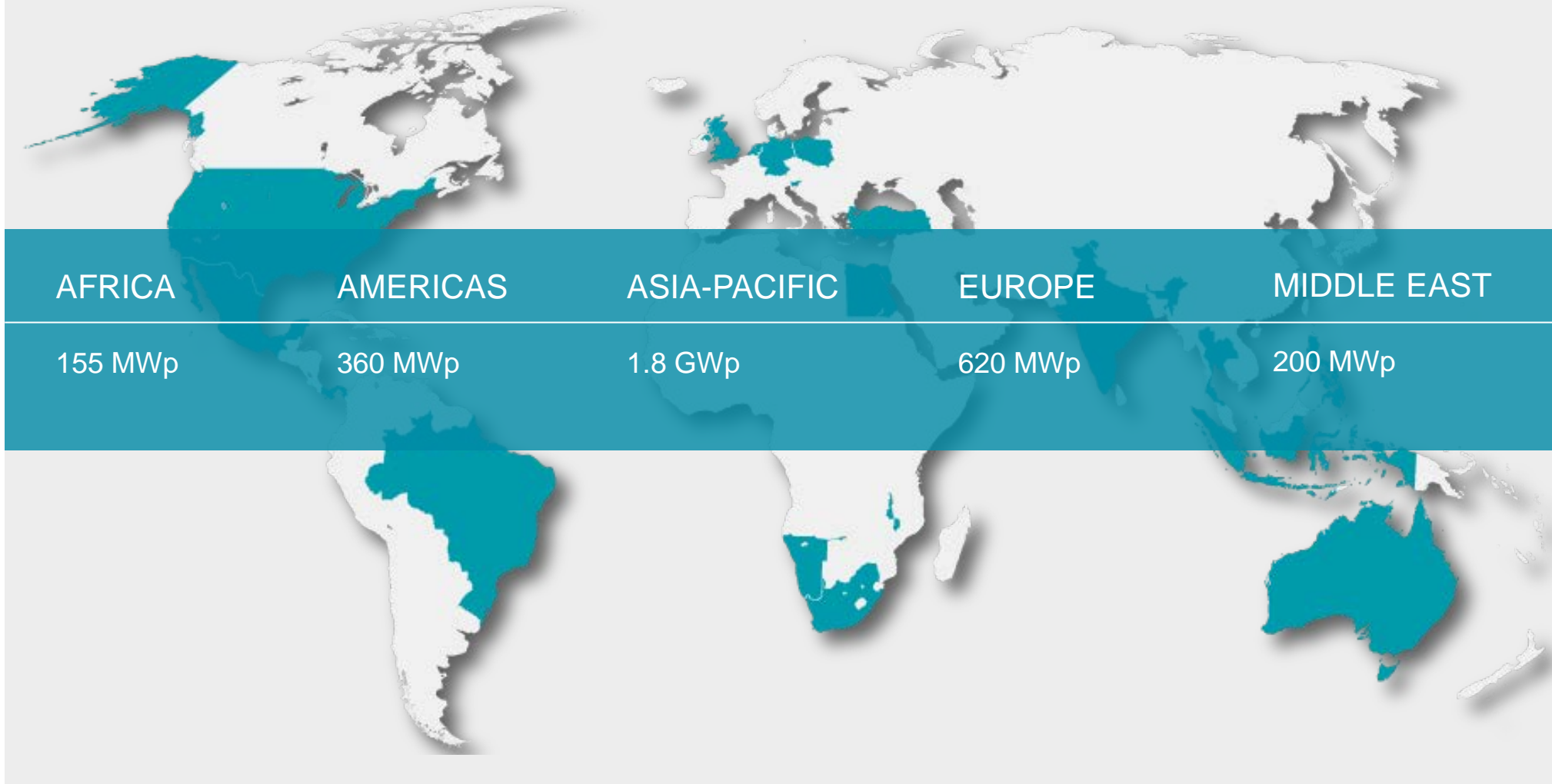
All ib vogt clients benefit from comprehensive specialist knowledge and more than 15 years of solar industry experience.

International approach

ib vogt is committed to long term growth in the international markets and continues to expand its global activities.

Local challenges and global solutions. The success of our solar power projects stems from the partnerships we cultivate – both with local and international stakeholders. Our regional relationships allow us to understand the regulatory and technical challenges specific to each individual market. And our international focus permits greater flexibility as we develop cutting-edge engineering solutions to overcome those local challenges. Our global reach allows us to source some of the highest quality solar components from leading manufacturers in the industry. Consequently, the results we produce consistently exceed our clients' expectations.

International pipeline of solar power projects



Our Business Development Team



Martin A. Hausmann
Executive Director Intern.
Business Development
& General Counsel



Joachim Altpeter
Executive Director Intern.
Business Development



Franz Ziering
Director Intern. Business
Development



Francesca Rossani
Head of Business
Development UK



Goncalo Aleixo
Business Development
Manager



Faried Muscati
Business Development
Manager



Sebastian Hack
Business Development
Manager



Ulrike Hartwig
Team Assistant



Hannes Huckebrink
Business Development
Manager

The team behind your success

ib vogt's experienced business development team combine detailed knowledge of solar project development with established relationships with utilities, IPPs, and local developers for the major markets: utilities, government and commercial. Our world class team acting on the highest level of professionalism to customers, suppliers, and investors in a mix of direct development and partnering projects in various geographic and vertical markets.

Our leadership is composed of pioneers within the solar industry.

Board



Dagmar Vogt
Managing Director



Anton Milner
Managing Director



Carl von Braun
Managing Director (CFO)

Executive Team



Martin A. Hausmann
Executive Director Intern.
Business Development
& General Counsel



Joachim Altpeter
Executive Director Intern.
Business Development



Alexander Hanke
Head of Finance
& Administration



Olaf Salzwedel
Director of Solar Power
Plants



Lars Bageritz
Director Operations

Short profiles

Dagmar Vogt - Managing Director and owner of ib vogt GmbH

Dagmar Vogt is a trained chemical engineer, and has been active in plant construction since 1991. Her introduction into the solar industry in 1998 laid the groundwork for the foundation of ib vogt GmbH in 2002. With her excellent personal network and entrepreneurial courage, Dagmar Vogt is a strong supporter of the photovoltaics branch and, in addition to her position as Managing Director at ib vogt GmbH, is a member of numerous committees and associations.

Anton Milner - Managing Director (Corporate Development)

English-born Anton Milner is one of the pioneers in the solar industry. As one of the co-founders of the cell manufacturer Q CELLS SE, he helped the "Solarvalley Mitteldeutschland" industry cluster become the top German production location. He was a member of the board at Q CELLS until 2009. Since 2011, Anton Milner has been responsible for solar power plants at ib vogt GmbH and has successfully launched the company on the British solar energy market. He became Managing Director in 2012.

Carl von Braun - Managing Director (CFO)

After gaining a Business Administration degree Carl von Braun joined the Deutsche Babcock Group of Companies, during which time he held a series of management positions in Germany and India. Subsequently, he took on various Finance Director and CFO positions in the telecoms sector. His career in the solar industry began in 2006 when he joined CSG Solar. Carl von Braun was responsible for business development and project finance at Suntech Power International Ltd. before joining ib vogt GmbH as Managing Director and CFO in 2013.

Short profiles

Alexander Hanke - Head of Finance & Administration

After his professional training at BMW AG the accountant and controller Alexander Hanke has been responsible for internal and external accounting in a wide range of different employment positions e.g. Südchemie AG. He was Vice President of Finance & Controlling in the USA for Willy Bogner, before taking on the leading position in the Finance department at ib vogt in 2008. He joined the senior management team in 2010.

Olaf Salzwedel - Director Engineering

Olaf Salzwedel gained an engineering degree in HVAC systems and has been active in plant construction since 1990, after which he has managed building construction projects of all shapes and sizes. He started working at ib vogt GmbH in 2005, when he was the project manager for numerous factory construction projects within Germany. Since 2009 Olaf Salzwedel is part of the solar power plant engineering team, focusing on project development, layout design & optimisation and approval processes. He was appointed as Director of Engineering in 2010.

Lars Bageritz - Director Operations

After several years as project manager of solar power plants and thin film production facilities Lars Bageritz became Director of Operations for solar power plant projects at ib vogt in 2013. He is an expert for international EPC projects and is conversant with project development, layout design and optimisation, approval processes, procurement, construction management, claim management and O&M. At ib vogt Lars Bageritz has successfully managed solar power plant projects with more than 500 MWp in both Europe and Asia.

Short profiles

Joachim Altpeter - Executive Director Business Development

Joachim Altpeter has over 10 years P&L responsibility and leadership in the renewable energy industry and a deep understanding of global solar energy markets. He disposes of extensive PV solar project development and execution experience across Europe, Asia, Middle East, Africa and U.S. and a profound technical and financial understanding of the solar industry. His wide PV solar network comprises project developers and suppliers as well as of EPC and financing institutions alike.

Martin A. Hausmann, LL.M.- General Counsel & Executive Director Business Development

Martin Hausmann has been in the solar industry since 2006 - with a total of 18 years of professional experience in international business transactions - where he has contributed, in a leading role, to the successful closing of commercial and finance transactions concerning solar projects in various markets; in sum in the Gigawatt-range. By education, he is a German-trained and licensed lawyer with an international Master Degree obtained in the U.S. Martin joined ib vogt GmbH in 2012.

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