

Press release: 11th March 2002

- **Phönix SonnenStrom AG : with more than 15 million EURO, total operating performance in 2001 way above plan.**
- **Basic agreements with leading producers guarantee secure supplies and top quality.**

Sulzemoos, 11.03.2002 // Phönix SonnenStrom AG continues to grow and grow. With a total operating performance of over 15 million EURO (29.7 million DM) for the calendar year 2001 the company, which is based in Sulzemoos near Munich, exceeded its planned total operating performance by 44%. Weighed against the comparable period the previous year this is a rise of around 265%. For 2002 basic agreements for solar modules over 6 MWp (megawatt peak) will guarantee secure supplies and good prices.

“If we compare the total operating performance of over 15 million EURO for the whole of the calendar year 2001 with 4.1 million EURO (8.1 million DM) in the calendar year 2000 we can see that Phönix SonnenStrom AG has grown five times more quickly than the photovoltaic market in Germany“ says Dr. Andreas Hänel, the CEO.

In order to maintain these good results the boards of the Sulzemoos business have signed basic agreements with the leading producers of modules, Siemens & Shell Solar, RWE Solar (formerly ASE) and EUROSOLARE. It was agreed to supply photovoltaic modules to the order of 6 MWp. Furthermore in the area of inverters Phönix SonnenStrom AG is cooperating with both the leading manufacturers, SMA and Fronius. This gives the company a good basis to compete successfully in the constantly growing solar energy market as a specialist wholesaler for high-quality photovoltaic components and complete systems.

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About Phönix SonnenStrom AG:

Phönix SonnenStrom AG was set up in 1999 from the Phönix Solar Initiative of the League of Energy Users (Bund der Energieverbraucher). The firm markets complete solar energy packages in all performance categories and acts as a distributor for solar modules and current inverters all over Germany. Our International Business Department is currently active in five European countries. Our branch in Ulm specialises in the construction of large scale photovoltaic systems. Since the end of 2001

Phönix SonnenStrom AG has successfully extended its business activities into the area of EU projects.

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