

benefit.

In 2009, we took over 4.2 MWp of the Dehner Garden Center roof-top system into our own portfolio. This year, we will continue to invest in own facilities where it makes economic sense.

How are you positioning the company in increasingly competitive surroundings?

We offer investors a comprehensive value added chain in our group, covering everything from yield assessments, planning, technical due diligence, procurement, construction, operations and plant monitoring, optimization, repowering, and – if required – dismantling. This is unique in our market. Many competitors focus on plant construction, while others manufacture their own modules. Our attitude, however, is that construction alone is insufficient. A photovoltaic facility should produce reliable yield for at least 20 years; this is possible if the planning and yield forecasts are accurate, the quality and design of the components are appropriate, and the facility is monitored such that malfunctions and disruptions can be addressed immediately.

Being independent of manufacturers gives us a great advantage: We can fine-tune all of a facility's components according to the desired output. This is precisely the reason why we have concluded long-term supply agreements with selected manufacturers of high-quality components. Such system partnerships are the only way to ensure our ability to implement projects at the level of quality we promote in a timely manner. In addition, we work with the manufacturers on technical improvements in the components we use.

Initial consolidations can be observed in the solar market. Are you actively seeking targets?

We are convinced that we have laid the foundations for implementing further growth by virtue of our own strength. Currently, we do not see S.A.G. Solarstrom AG in an active role in the consolidation market. However, that can change completely with an appropriate target that provides us with a fast market entry or a higher market coverage in a new target market.

How important is sustainability to S.A.G. Solarstrom AG?

We are a sustainable company in a number of ways – ecologically, economically, and socially. Solar companies are not automatically sustainable companies simply because they produce electricity in an ecological manner. We enable investors to generate renewable energies; we produce solar electricity ourselves; we avoid CO₂ emissions in our business operations. We also make sure we operate profitably and sustainably, provide secure employment, and assume responsibility for our actions. One example of this is our project “More Energy for Children,” in which we are seeking to support SOS Children's Villages with solar installations. Responsible, ethical behavior is a basic principle of business at S.A.G. – and that also applies to the cooperation with our suppliers. We require our suppliers to sign a Code of Conduct, which involves committing to upholding human rights, combating corruption and child labor, and complying with legislation concerning the environment and occupational health and safety.

All this demonstrates our effort to conform to the three dimensions of sustainability at S.A.G.