



# YOUR DISTRIBUTOR AND SOLUTIONS PROVIDER FOR SOLAR ENERGY

Reliable since 1982. Ready for the future.

A vertical bar with four colored segments: red, orange, yellow, and grey.

RESIDENTIAL

COMMERCIAL

POWER PLANTS

UTILITY COMPANIES

Our lives are becoming more and more networked and mobile thanks to new technologies. An exciting and innovative future lies ahead of us. In order to keep up with ever increasing energy requirements, the power of the sun comes into play.

IBC SOLAR uses it selectively since 1982 and offers innovative energy solutions and customised services. For a sustainable, independent and self-determined lifestyle – for you, your family and future generations.

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# THE COMPANY

Since 1982 on the sunny side.







## ENERGY IS OUR DRIVE.

We at IBC SOLAR believe that solar energy is the energy of the future. We want to turn solar power into a sustainable, cost-effective, highly-efficient as well as an indispensable energy source for everybody. That is why we have been continuously working on future-oriented complete systems and purpose-built facilities since 1982 that enables us to harness the power of the sun.

As a result IBC SOLAR is currently one of the leading global providers of photovoltaic and energy storage solutions and services. The modules that we have sold around the world up until now would extend from Germany to South America if they were lined up side by side. That is more than 4 gigawatts of installed power! Our product range covers on-grid, off-grid and hybrid systems. We are proud of our economic success which is also recognised by international rating agencies.

**We have the right energy solution for all your needs.  
See for yourself.**

## SUCCESS IN FIGURES

- Since 1982 of family ownership
- Financially independent
- Equity ratio of over 80%
- More than 4 gigawatts of installed power
- Active in over 30 countries
- 1,000 Premium Partners worldwide

# THE SOLUTION PROVIDER

Perfectly coordinated.







## A COMPLETE SYSTEM OFFERS BENEFITS.

Top-class energy solutions require individual planning and implementation. All processes must be coordinated precisely with one another. Only then is our work done. That is why we provide a holistic approach for our customers and partners.

### THIS MEANS:

- We develop a structured plan for each project, which is individually adapted to the customer's objectives.
- We are only satisfied with our performance as long as our customers are too.
- We focus on top quality and use the best components that are on the market.
- We work with an experienced, reliable network of global partners that install our systems.
- We secure returns for our customers with long-term concepts and extensive technical services.





# THE SOLUTIONS

Intelligent. Individual. Innovative.

NEW ENERGY SOLUTIONS

RESIDENTIAL SOLUTIONS

COMMERCIAL SOLUTIONS

POWER PLANT SOLUTIONS

UTILITY COMPANY SOLUTIONS

# NEW ENERGY SOLUTIONS

## PREPARED WITH SUSTAINABLE SOLUTIONS FOR THE ENERGY WORLD OF TOMORROW.

Our goal is to invest in a clean future and a world worth living in together with you.

In this world, you will be able to sustainably produce your own electricity at home or at the company, store it intelligently and use it exactly when you need it, even at night. And you can use it for everything you need: for hot water, heating or charging electric vehicles. At the same time, you will save hard cash and be independent of rising electricity prices.

We at IBC SOLAR would like to accompany you in this energy world from the very start. That's why we offer you flexible solutions with our products, which we adapt to your individual needs and life situation together with our premium partners. This way, you will easily save on energy costs and can reduce your power bill to a minimum.

Independence:

0 %



No Photovoltaics system (PV), normal current connection

Independence:

30 %



PV

Independence:

80 %



PV

+



Storage

Independence:

100 %



PV

+



Storage

+



Eco electricity tariff





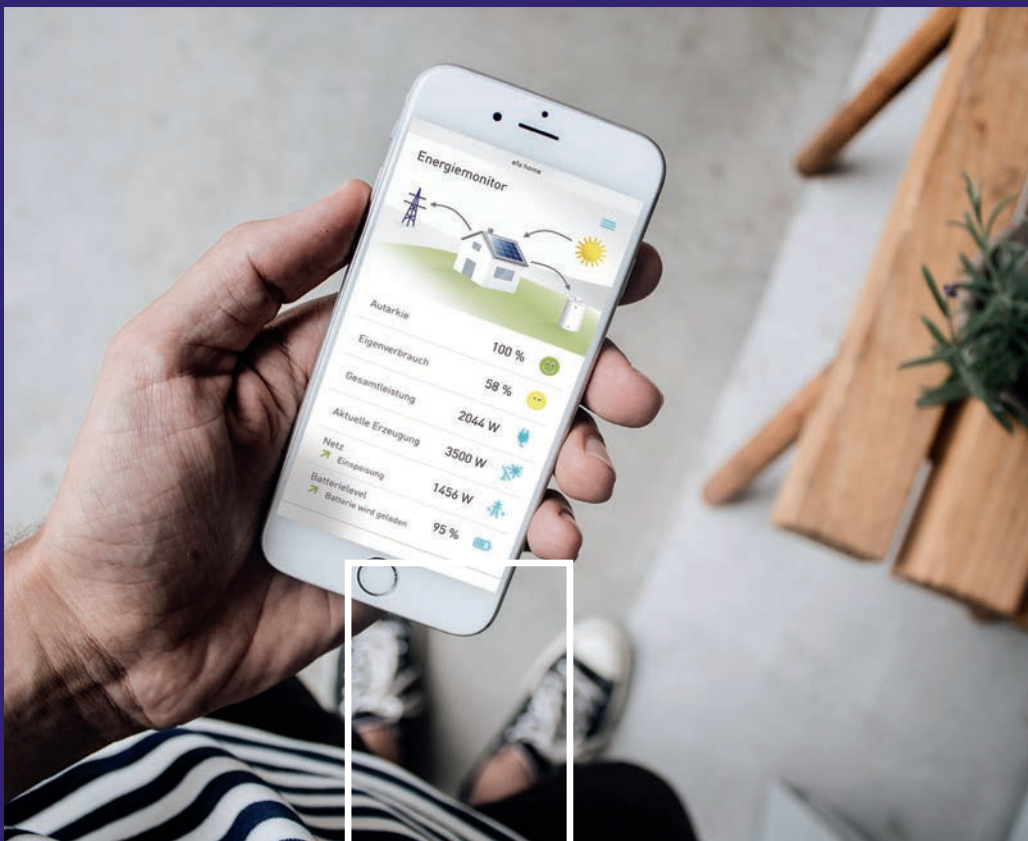
**era:powerbase**  
by IBC SOLAR

OUR STORAGE.

**Smart.  
Flexible.  
Extendable.**

Our new storage system era:powerbase can be individually adapted to your household's needs. Even if your personal living situations change, causing energy consumption to rise (like if you're expecting a new member in the family or if you purchase an electric vehicle), era:powerbase can still be flexibly expanded by adding extra battery modules – without even taking up more space. Your energy solution simply grows along with it. This keeps you independent and puts the future in your own hands.

# NEW ENERGY SOLUTIONS



efa:home makes electricity visible. A web portal and an app allows you to easily access the energy management system when away from home – any time, any place. This gives you a constant overview of your energy data and puts you in full control of regulating consumption

## ENERGY MANAGEMENT POWERED BY IBC SOLAR.

efa stands for “energy for all.” And it’s just this guiding principle which we put into practice with our energy management system.

efa:home makes sure that you can use as much solar power as possible at home, since the system self-sufficiently controls the energy flows in the house. To do this, a self-learning algorithm coordinates all producers and consumers to one another in an optimal manner. Or you can make the settings yourself and simply manually define which appliance is to use electricity at which time.

If there is also an energy storage system in the household, it will be charged when the sun is shining. When the sun isn’t shining, efa:home first falls back on the energy in storage and performs tasks like charging the electric car, starting the heat pump or switching the washing machine on.

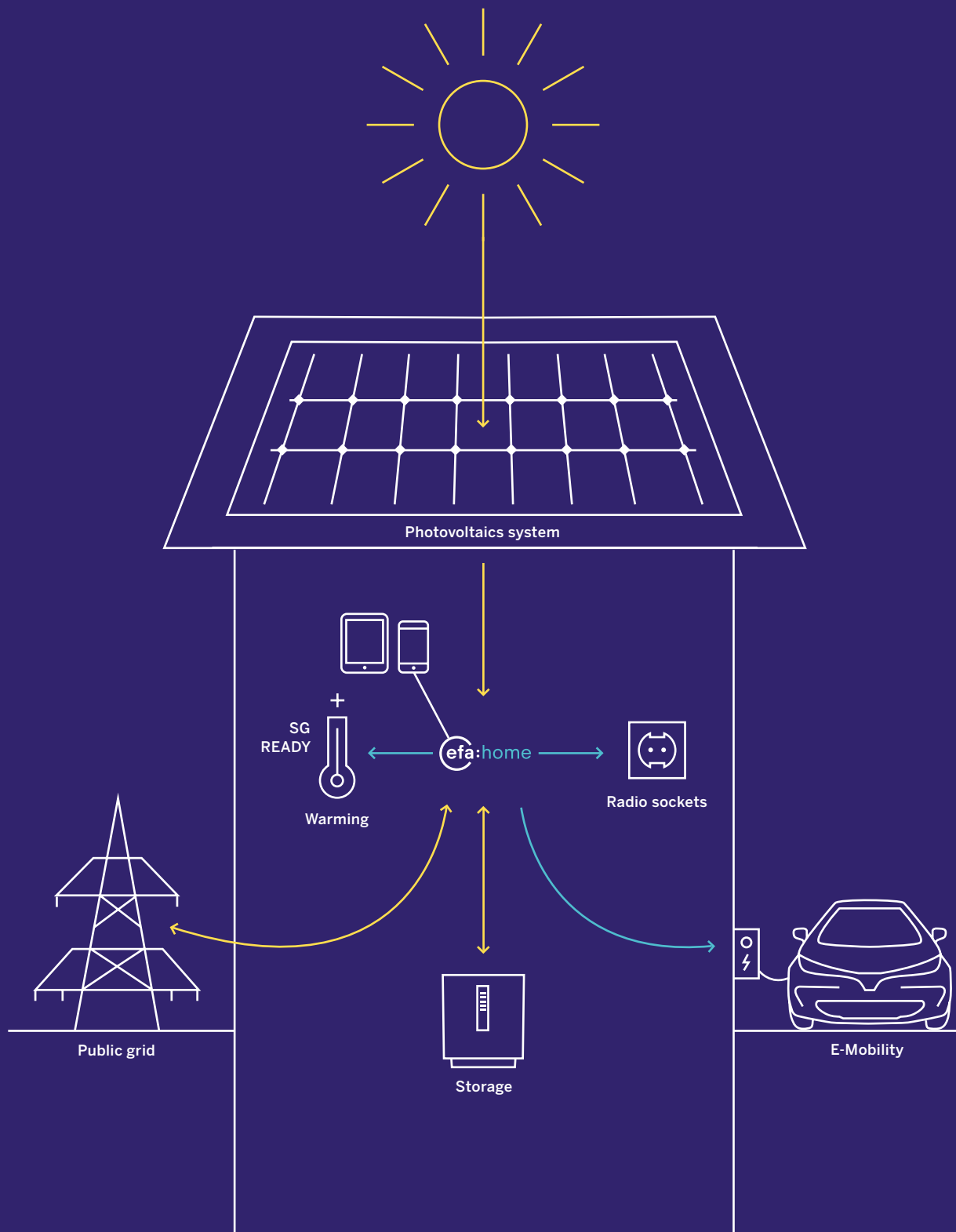
And if you combine a photovoltaic system, storage system and efa:home with the new efa:fair\* electricity tariff, you can even reduce your power bill to a minimum and live with clean energy up to 100%.

\* IBC SOLAR AG is cooperating with the power supply company Lumenaza GmbH to market the efa:fair electricity product. Electricity customers conclude their efa:fair contract directly with Lumenaza GmbH. IBC SOLAR AG provides electricity customers with an online platform in order to conclude the contract. Lumenaza GmbH is the first point of contact for electricity customers.





Maximises the energy efficiency.



# RESIDENTIAL SOLUTIONS

## INTELLIGENT ENERGY SOLUTIONS FOR EVERY HOUSEHOLD.

You can take energy management into your own hands with solar power and intelligent storage solutions from IBC SOLAR. This protects you from rising electricity prices. We have already equipped several hundred thousand detached and semi-detached houses with solar power since our company was founded in 1982.

### WHAT SOLAR POWER HAS TO OFFER:

- **Sustainability** through environmentally friendly solar power
- **Independence** through the production of your own electricity
- **Stability** through protection against electricity price increases
- An **investment** in the future
- **Protection** against power failures
- **Autonomy** through a grid-independent power supply
- The perfect basis for sustainable **electromobility**



### WHAT IBC SOLAR OFFERS:

The home solutions from IBC SOLAR are as individual as you are and can be integrated into your residential by one of our more than 1,000 Premium Partners worldwide according to your personal needs and construction requirements. This is achieved with perfectly coordinated modules and components and a systematic concept that is personalised for you using our digital planning tools.





**SWITZERLAND**  
Unterterzen  
Nominal output: **5 kWp**



**GERMANY**  
Neustadt  
Nominal output: **10 kWp**



**JORDAN**  
Amman  
Nominal output: **10 kWp**



# COMMERCIAL SOLUTIONS

## ENERGY SYSTEMS THAT ARE PROFITABLE FOR COMPANIES.

The benefits of IBC SOLAR solar power for companies are two-fold. It is not only an extremely profitable form of energy supply but also offers additional marketing opportunities. Thousands of companies from the fields of industry, trade, agriculture and the service sector benefit from this.

### WHAT SOLAR POWER HAS TO OFFER:

- **Independence** from high and rising energy prices
- **Competitive advantage** through long-term planning and cost reliability in terms of electricity costs
- Increasing **returns**
- **Securing production** in the event of power failures
- **Marketing opportunity** for self-generated electricity
- **Funding** from government programmes

### WHAT IBC SOLAR OFFERS:

The market environments of our customers are just as diverse as our global energy solutions. This is because we and our Premium Partners provide exactly what is needed on the ground – whether it be purely photovoltaic systems or hybrid systems combined with other energy sources. Our systems are always able to compete with conventional power sources such as diesel generators. Companies that remain off-grid, can cut costs and increase the return on their investment.







SWITZERLAND  
Rothenburg  
Nominal output: **1,500 kWp**



MALAYSIA  
Borneo  
Nominal output: **1,500 kWp**



JAMAICA  
Hanover  
Nominal output: **1,600 kWp**



# POWER PLANT SOLUTIONS

## GREAT PERFORMANCE FOR LARGE-SCALE INSTALLATIONS – IBC SOLAR COMPLETE SYSTEMS.

IBC SOLAR specialises in turnkey PV power plants of any size and output. Our customers include institutions from the public sector as well as project developers and investors who successfully sell electricity.

### WHAT SOLAR POWER HAS TO OFFER:

- **Sustainable profits** from “green” power generation
- **Long-term returns** on investments
- **Secure power supply** using an inexhaustible solar energy source

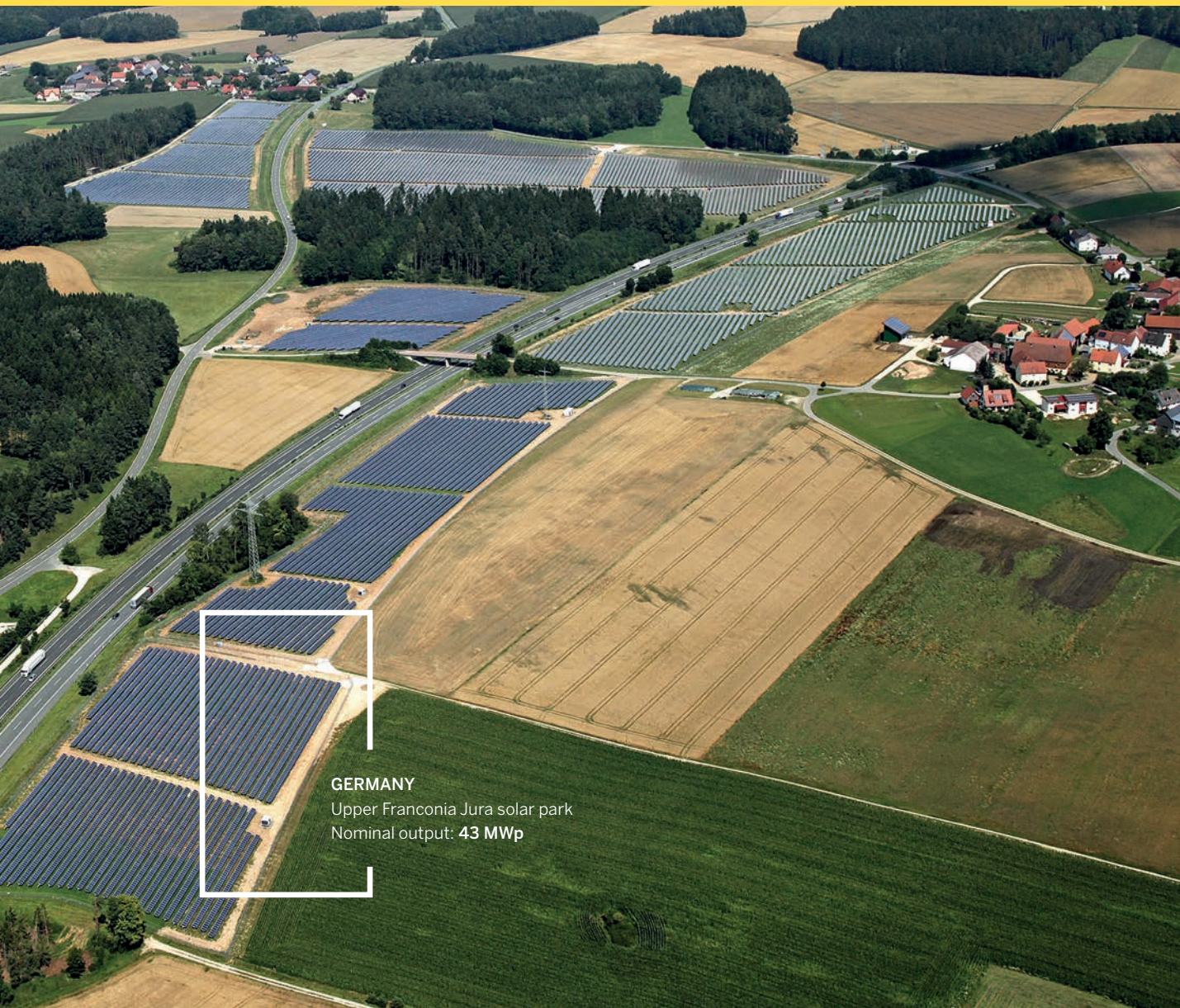


### WHAT IBC SOLAR OFFERS:

We at IBC SOLAR also remain true to our principle in major international projects. This means that we: see ourselves as a full-service provider of a holistic service and cover an entire range of services required. From project development and assessment profitability (including calculations and financing) to the complete technical implementation and handover, you will receive everything you need from a single provider.

If you wish, we can also take care of your marketing for you. We will even continue to be there for you as part of the maintenance and service agreements after the system has been put into operation. Our comprehensive O&M services ensure that your solar park always remains profitable and delivers the predicted yields reliably.





**GERMANY**  
Upper Franconia Jura solar park  
Nominal output: **43 MWp**



**SPAIN**  
Enercoop  
Nominal output: **13.2 MWp**



**INDIA**  
Sadipali Odisha  
Nominal output: **27 MWp**



# UTILITY COMPANY SOLUTIONS

## SUCCESSFUL IN THE SOLAR ENERGY MARKET.

Nowadays solar power has become indispensable for municipal utilities and energy suppliers and is often already an integral part of their portfolios. IBC SOLAR works hand in hand with electricity suppliers of all sizes as a strategic partner and supports them with the introduction of photovoltaics as a new business segment. In addition, we offer our partners help and advice when it comes to long-term planning and effectively combining solar power solutions with existing energy services. Today more than 70 partners already rely on our services.



With IBC SOLAR, utility companies can invest in pioneering technologies and opening up new business segments.



With decades of experience and expertise, IBC SOLAR is one of the leading specialists in the field of photovoltaics, storage solutions and most recently e-mobility. This makes us the perfect partner for regional and national electricity suppliers. We have developed a comprehensive range of services and models specifically for these companies, whereby we support our partners selectively or as fulfillment experts when required. In addition to supplying high-quality PV components, we also offer our partners tailor-made complete solutions including planning, installation, service and maintenance. In addition to strategic consulting and training, we provide our customers with comprehensive planning and sales tools. Our guiding principle: It all depends on the right distribution of tasks! This creates long-term added value and enables our customers to operate their solar power business effectively.

#### ALL BENEFITS AT A GLANCE

- **Individual** consultation and support
- Experienced partner in the field of **fulfillment management**
- **Customised** processes, services and sales models
- **Quick, simple** and **cost-effective** entry into the solar power industry
- **Flexible complete solutions** from a single source

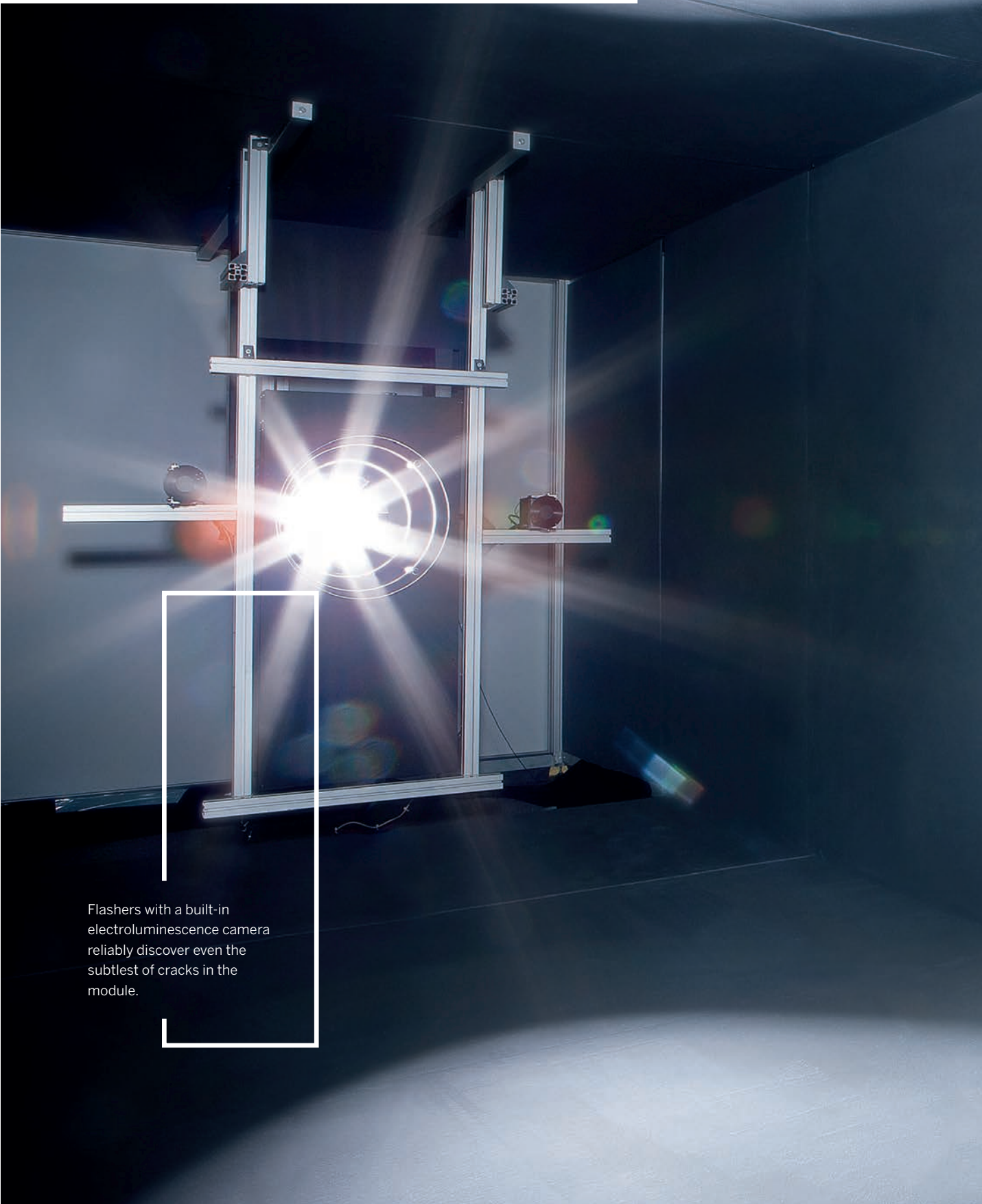


# THE QUALITY

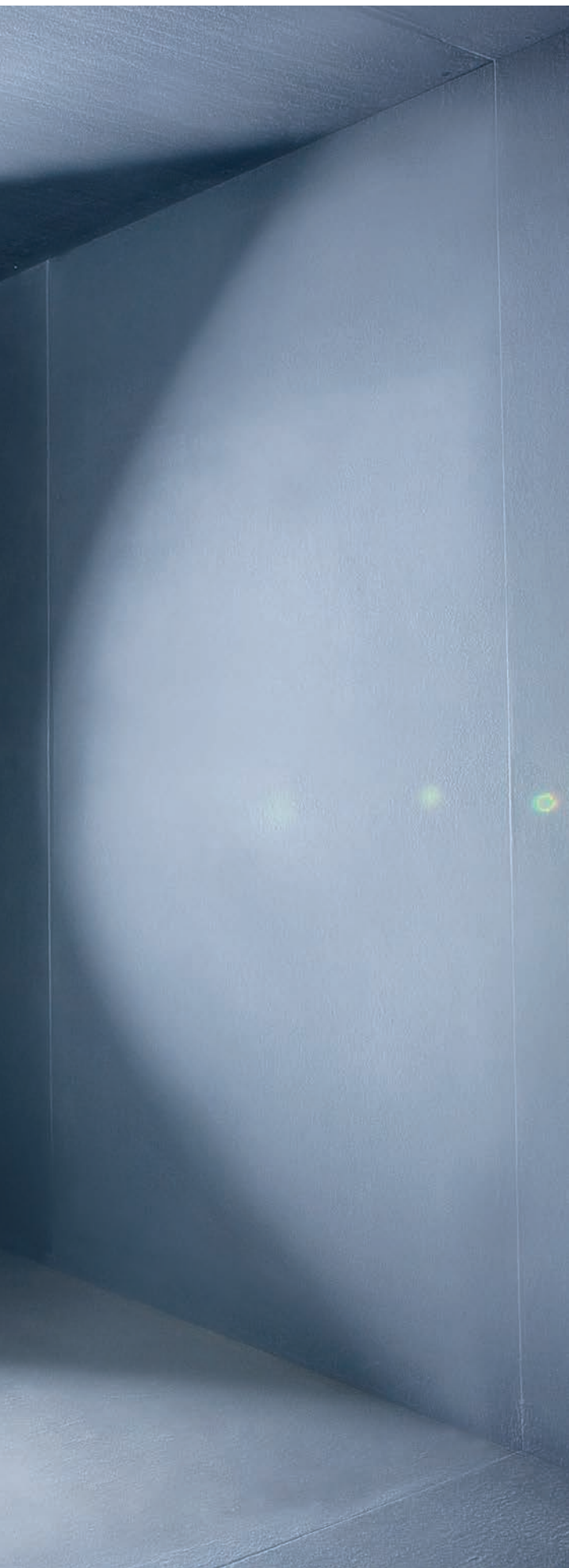
Self-developed PV components: A class apart.

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YOUR DISTRIBUTOR AND SOLUTIONS PROVIDER FOR SOLAR ENERGY



Flashers with a built-in electroluminescence camera reliably discover even the subtlest of cracks in the module.



The right mounting solution  
for every roof surface and  
every photovoltaic system.

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THE QUALITY

## REPEATEDLY TESTED. LONGER LASTING.

Quality is our top priority. That's why you receive photovoltaic components developed in-house under the IBC SOLAR brand that we have poured years of experience and expertise into. We also source products from renowned manufacturers.

We put our modules through long-term tests at our 3,000 square metres test facility subject to real environmental conditions. They are exposed to extreme climate conditions in our in-house climate chambers and we assess their electrical power values and cell quality using flashers. All our components are subject to continuous testing and quality controls on site. This is how we guarantee that our systems always meet the highest standards. They are certified according to current standards and evaluated by globally renowned independent institutes (TÜV, VDE and Fraunhofer ISE). We are convinced by the quality of our products – that is why we give exceptionally long product warranties.



# THE EXPERTISE

Our success comes from experience.

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YOUR DISTRIBUTOR AND SOLUTIONS PROVIDER FOR SOLAR ENERGY

## HIGHLY QUALIFIED EXPERTS FOR STATE-OF-THE-ART SYSTEMS.

IBC SOLAR is known worldwide for high quality and reliability. One reason for this is our competent employees and Premium Partners who contribute their experience and knowledge to the company. We also have an in-house training centre known as the IBC SOLAR Competence Centre. This gives national and international Premium Partners the chance to continue their education on site or with online seminars and keep themselves up-to-date. That way we know that our projects are always being implemented by highly qualified experts and ensure that our high quality standards are being met. For our success and for that of our customers around the world.









## THE NETWORK

More than 1,000 strong Premium Partners worldwide





## SHARING EXPERIENCES. STRENGTHENING EXPERTISE.

IBC SOLAR Premium Partners are very highly regarded and are among the most renowned photovoltaic specialists worldwide. Our brand name builds trust and stands for reliable local quality providers. Our qualified partners benefit from our good reputation and also from innovative digital tools which helps us and our partners with planning, costing and sales.

And the network idea lives. More than 1,000 Premium Partners exchange information and ideas on a regular basis, learn from each other and enhance their processes. We also share our decades of expertise as well as our strategies and knowledge within this solid network and as a result also learn from our partners.



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