

Press release

## IBC SOLAR and Uniper jointly market photovoltaic solutions

Range of products of photovoltaic systems for municipal utilities and regional energy suppliers expanded by IBC SOLAR

**Bad Staffelstein / Germany, June 30, 2016 – IBC SOLAR AG, a global leader in photovoltaic (PV) systems and energy storage, and Uniper Energy Sales GmbH, which is responsible for large customers, concluded a cooperation agreement at this year's Intersolar Europe regarding the marketing and sales of photovoltaic systems. This partnership will enable the provision of comprehensive services to municipal utilities and regional energy suppliers as they create and expand their photovoltaic businesses.**

The agreement will enable Uniper Energy Sales to expand its range of individual energy solutions for municipal utilities and regional energy suppliers within Germany as well as across neighbouring countries. This includes the delivery of electricity and gas, as well as services related to energy transition. The focus of the IBC SOLAR partnership is the photovoltaic business segment. The goal of both partners is to create optimal conditions for local and regional energy suppliers, in order to strategically gain a foothold in their regional photovoltaic markets – and do so using their own resources as efficiently as possible while tailoring those resources to the needs of both their residential and business customers.

IBC SOLAR has developed a comprehensive range of services specifically for municipal utilities and regional energy suppliers, and supports suppliers as a strategic partner as they gain market share in the photovoltaic business segment. It offers its services via service modules, from which municipal utilities are able to choose them based on their individual requirements. The services include complete turnkey photovoltaic packages; sales support solutions, for example through a solar energy calculator in which municipal utilities are able to use on their own Internet sites; and the marketing, consulting, planning and assembly of solar systems via its Germany-wide network of 600 IBC SOLAR expert partners. IBC SOLAR also provides tailored logistics, maintenance and training services to municipal utilities.

“As the leading photovoltaic system provider in Germany,” says Thomas Mart, Chief Sales Officer at IBC SOLAR, “we are pleased to have entered into a promising cooperative venture with Uniper, a partner with a strong regional presence. Particularly in regards to municipal utilities, photovoltaic is a business segment with a promising future, providing strong potential for growth and generating regional customer loyalty.”

“Solar energy is an integral component of the German energy transition,” adds Sven Wolf, Managing Director at Uniper Energy Sales, who is responsible for developing new products and services.

“The segment has made great technical progress and is of ever greater importance for our customers. We are pleased to have found a strong and competent partner like IBC SOLAR from whose extensive experience our customers can benefit as they implement photovoltaic solutions.”

#### **About IBC SOLAR**

IBC SOLAR is a leading global solutions and services provider for photovoltaics and energy storage. The family-owned and operated company offers complete solutions for power production from solar energy and covers the entire spectrum, from planning to the turnkey handover of photovoltaic installations. Globally, IBC SOLAR has already implemented photovoltaic systems with a total capacity of more than 3 gigawatts (GWp). The scale ranges from solar parks, which feed electricity into the grid, to systems for residential and commercial self-consumption, off-grid systems and large-scale storage. IBC SOLAR sells its photovoltaic components and systems over an extensive network of local installers. As project developer and EPC contractor, IBC SOLAR plans, implements and offer large scale solar projects worldwide. Through maintenance and monitoring, IBC SOLAR ensures an optimal performance of the solar parks.

IBC SOLAR was founded in 1982 in Bad Staffelstein, Germany, by CEO Udo Möhrstedt. IBC SOLAR is represented by several subsidiaries around the world and is directed from its headquarters in Bad Staffelstein.

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#### **About Uniper**

Uniper is an international energy company with about 14,000 employees that operates in Europa, Russia, and numerous other markets around the world. Via its sales unit Uniper Energy Sales, Uniper offers individual electricity and gas solutions as well as energy services to industrial customers, municipal utilities, and regional energy suppliers in Germany and neighboring countries.

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