

Frankfurt Energy Holding GmbH

Eschorn, fall 2019



Frankfurt Energy Holding at a Glance

FEH a leading independent investor in and operator of PV-plants in Germany



Operational Excellence

Approximately **250 MWp in operation**, thereof > 240 MWp in Germany, further development pipeline of 40 MWp

Competitive advantage

One-Stop-Solution throughout the entire value chain i.e. project development and construction **(EPC)** as well as long-term investor and operator **(IPP)**

Unique business model

Sustainable Return on Investment: strong financing power through long term guaranteed revenues and steady cash flows from **regulated feed-in-tariffs (EEG)** are the basis for further **investments in assets** and new **innovative products and services**



Innovation

Value chain expansion into adjacent business areas driven by changing regulation and political will, e.g.: **Energy Storage, Balancing Power, Peak Shaving, Hydrogen, micro CHPs, digital processes** u.a.

Steady growth

Founded in **2004** near Frankfurt, FEH has a proven track record since its first PV-investment with annual **double digit growth** in recent years

Family business

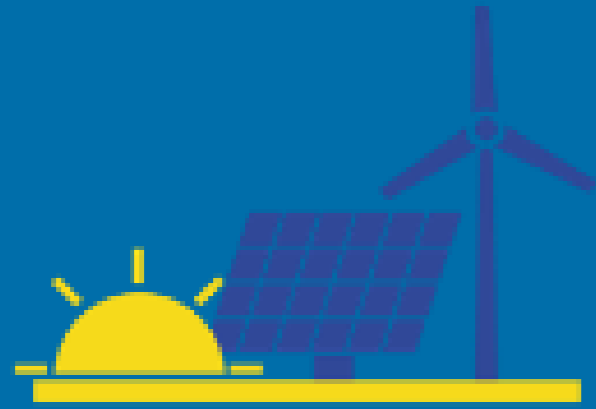
FEH is **100% in hands of a German owner** with Chinese roots and currently led by the first and second generation. Member of the German association for family businesses

Frankfurt Energy Holding – Business Units

Status quo and Outlook



Solar power
production



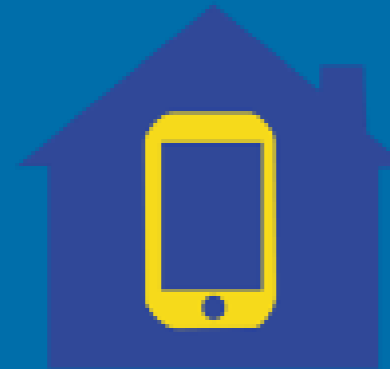
Balancing
power/
direct marketing



Energy storage/
Peakshaving



Real estate/
micro CHP



Hydrogen



Own
consumption

Power for
tenants

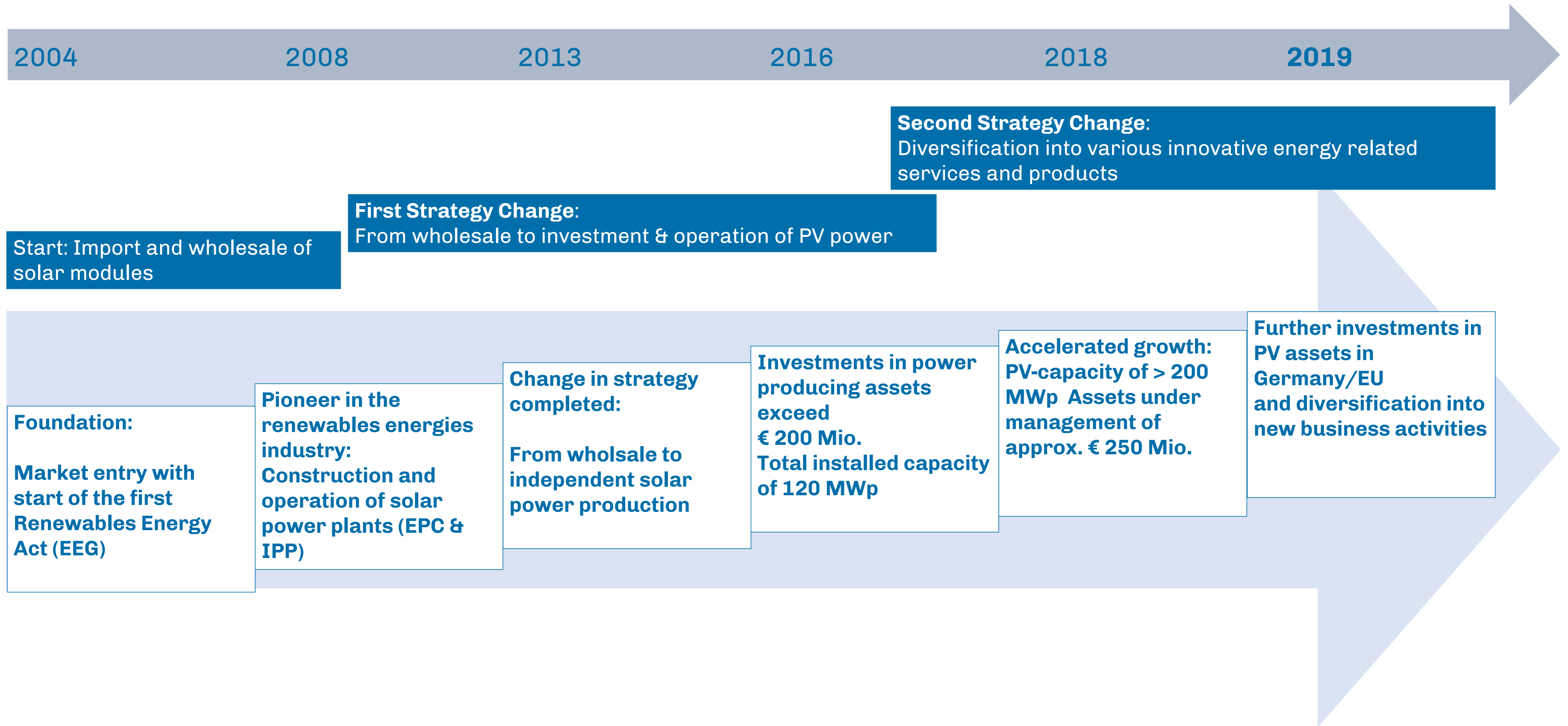
PPAs

Direct supply

Frankfurt Energy Holding – Sustainable Development



More than 14 years track record in renewable energies

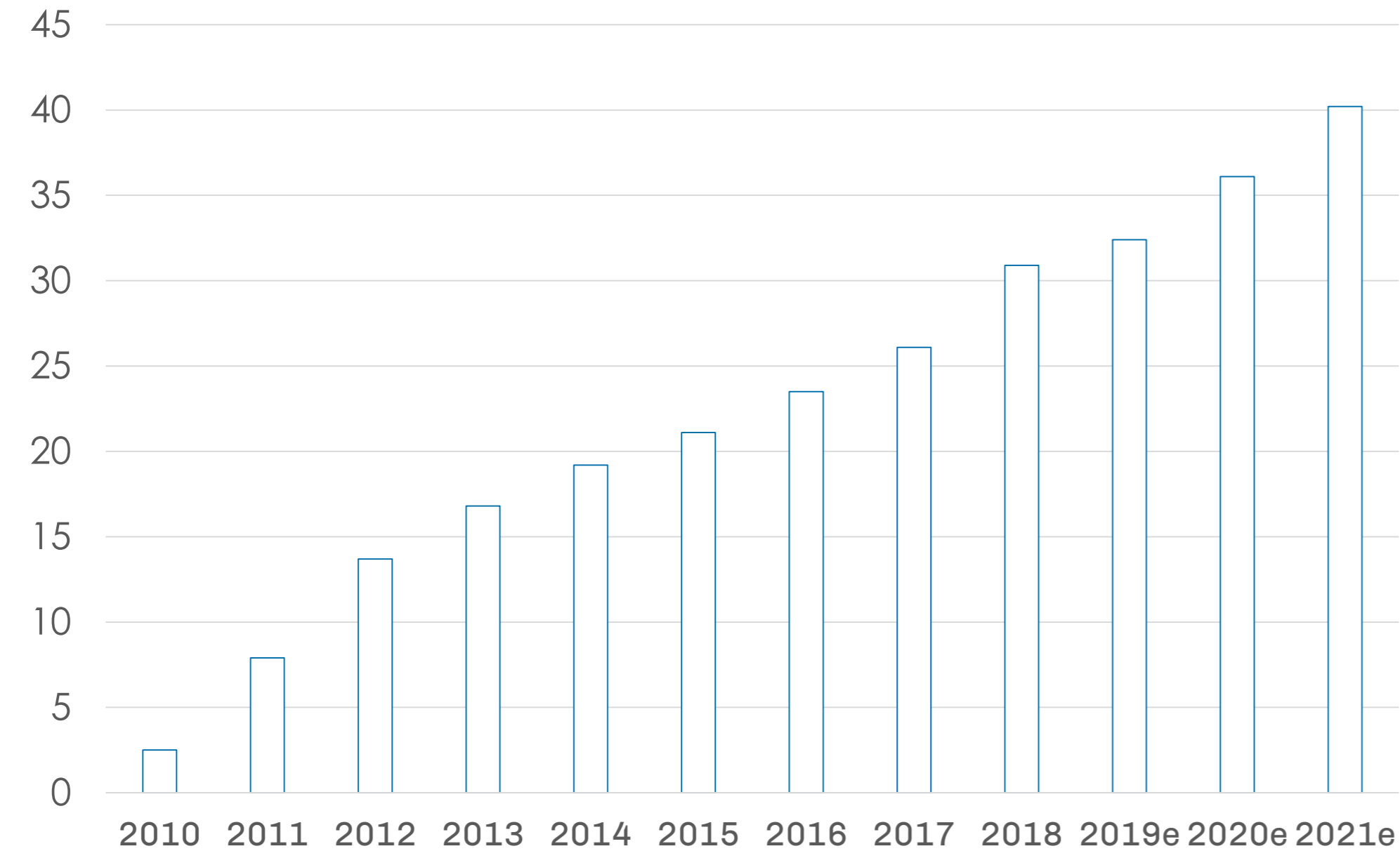


Frankfurt Energy Holding – a Dynamic Growth Story

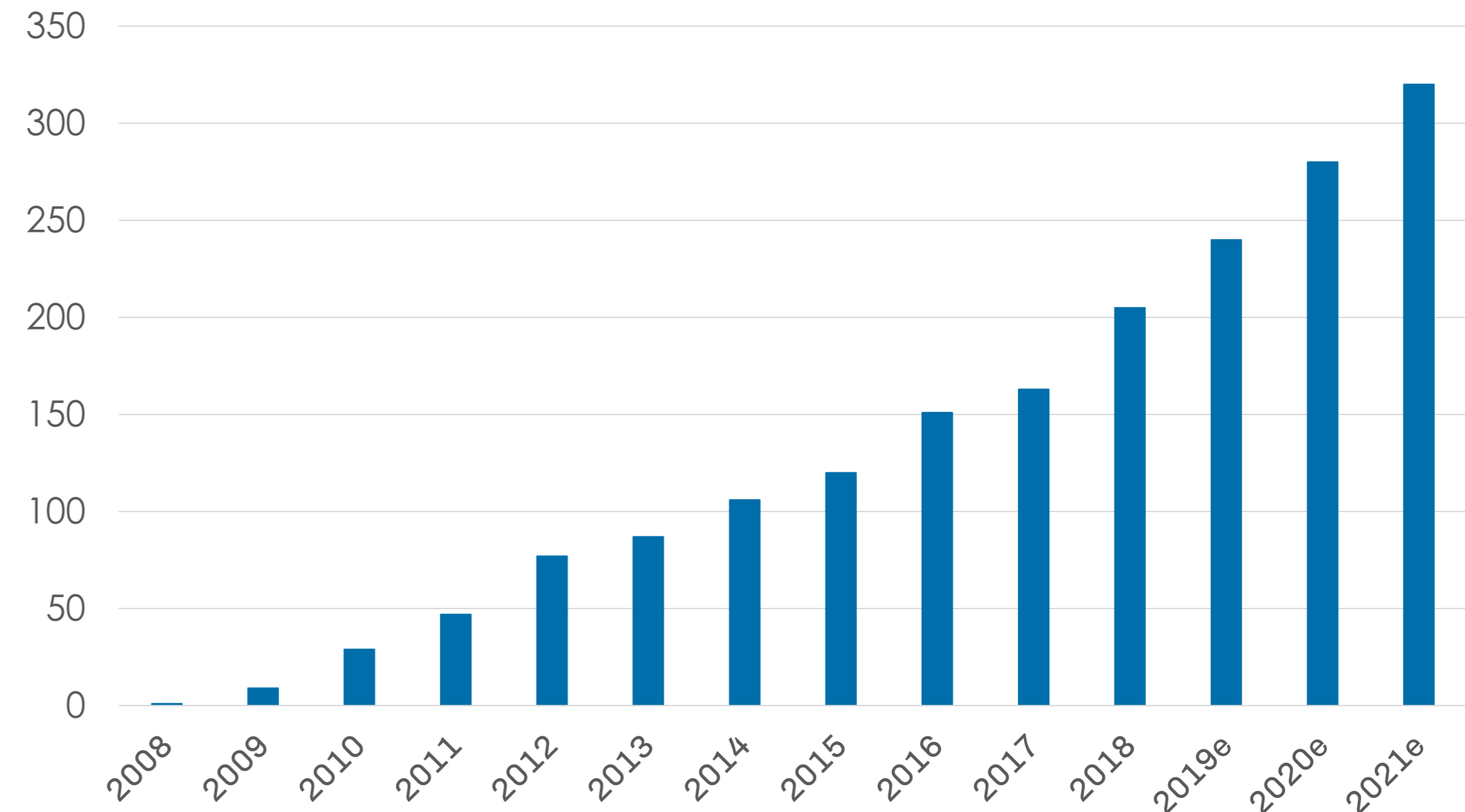


A strong asset base is our corner stone for increasing revenues

Annual revenues from solar power in EURm



Annual installed capacity of the PV portfolio in MWp



Steady income and sustainable business model:

Secured revenues:
Guaranteed FIT for the year of commissioning plus 20 further years

Strong financial power:
Cash flows are being used for further investments

In addition to erecting new plants, FEH is also purchasing existing assets

97% of all PV plants are located in Germany and approx. 3% in other EU countries

Attractive returns are still achievable with new projects

Frankfurt Energy Holding – Value Chain in Solar Power

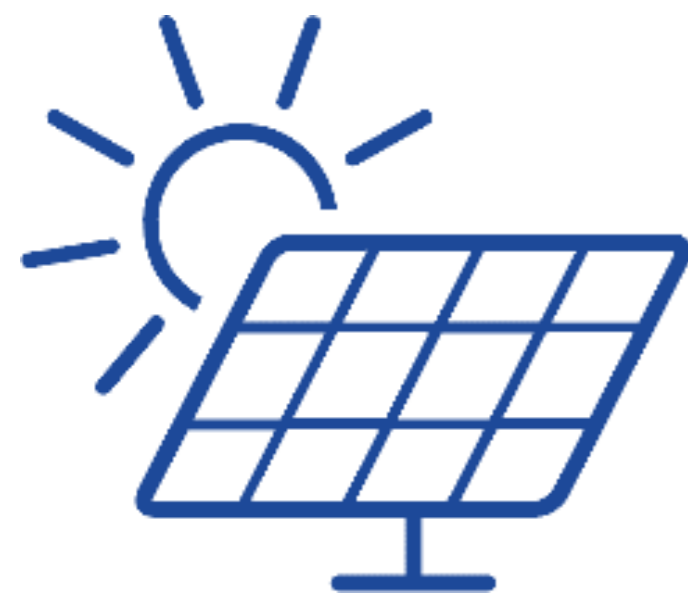


Coverage of all elements of the value chain for enhanced efficiency



Engineering, procurement & construction (EPC) of PV power plants and battery storage projects

Own development of projects as well as coordination of business partners and subcontracted EPCs
EPC exclusively for own investments of the FEH-group from two locations in Germany
Direct supply of all electronic components from Asia (China)



Independent power producer (IPP)

Commercial management for all SPVs as well as reporting for banks and other debt investors
Monitoring, operation and maintenance (O&M) for all own PV power plants in Germany
Proprietary performance analysis und direct marketing through trading partners



Long-term investor

Parent company, FEH GmbH (fiscal unity with almost all SPVs)
Currently approx. 115 SPVs with between one and up to 15 PV plants
Development of new projects as well as purchase of existing power plants
Financial engineering and structuring of project and corporate finance facilities

Frankfurt Energy Holding – Vision and Mission

Ower corporate responsibility

