

# Frankfurt Energy Holding GmbH

Eschorn, summer 2020





# 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

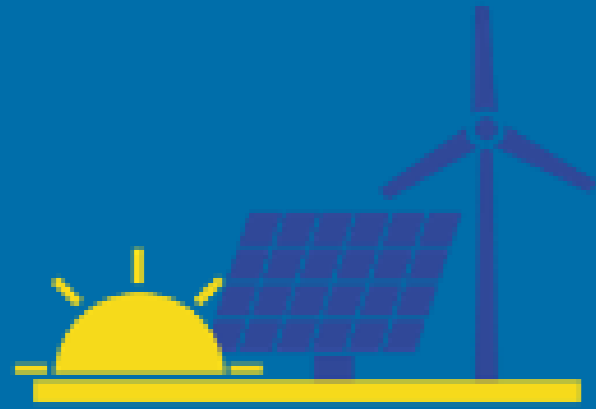
FEH is **100% in hands of a German owner** with Chinese roots and currently led by the first and second generation. Member of the German association for family businesses

# 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

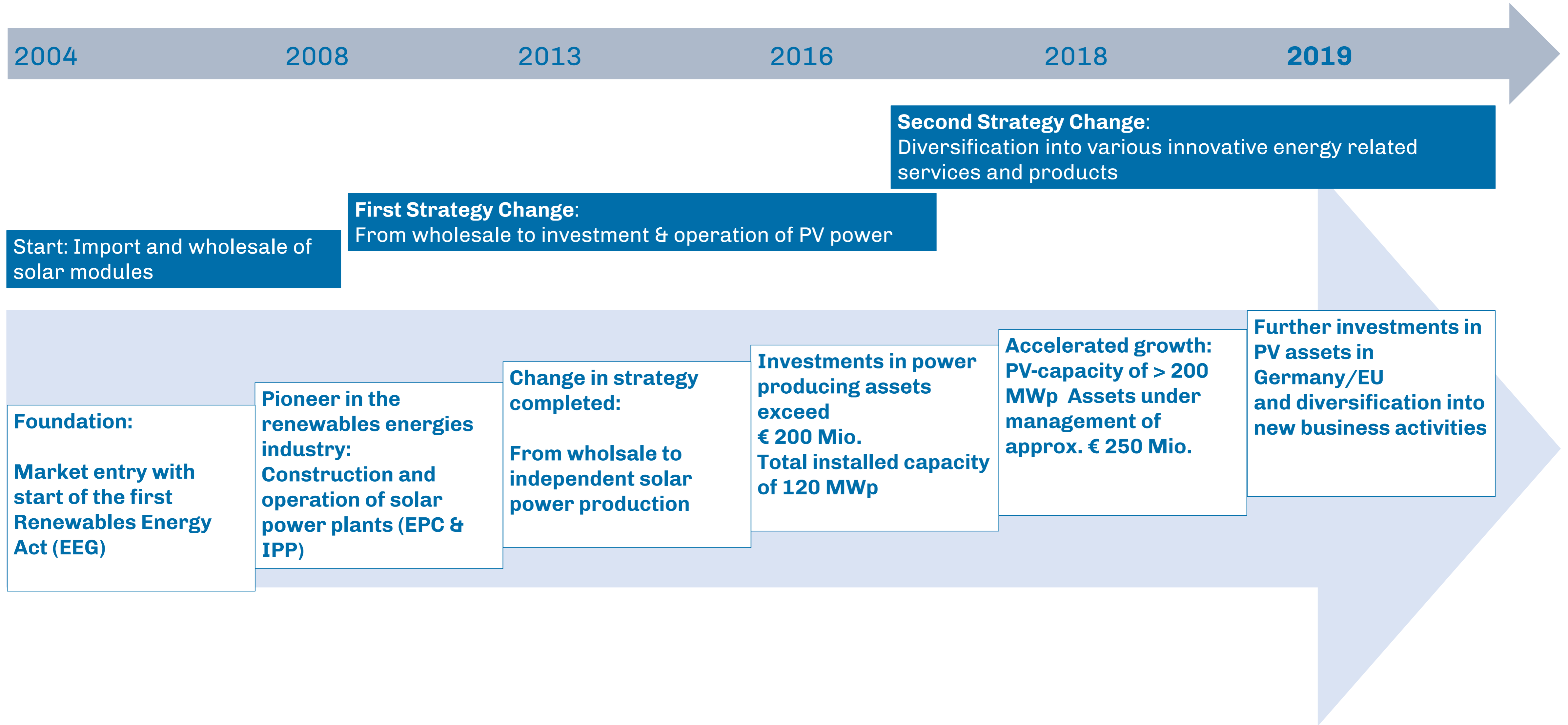
PPAs

Direct supply

# Frankfurt Energy Holding – Sustainable Development



More than 14 years track record in renewable energies

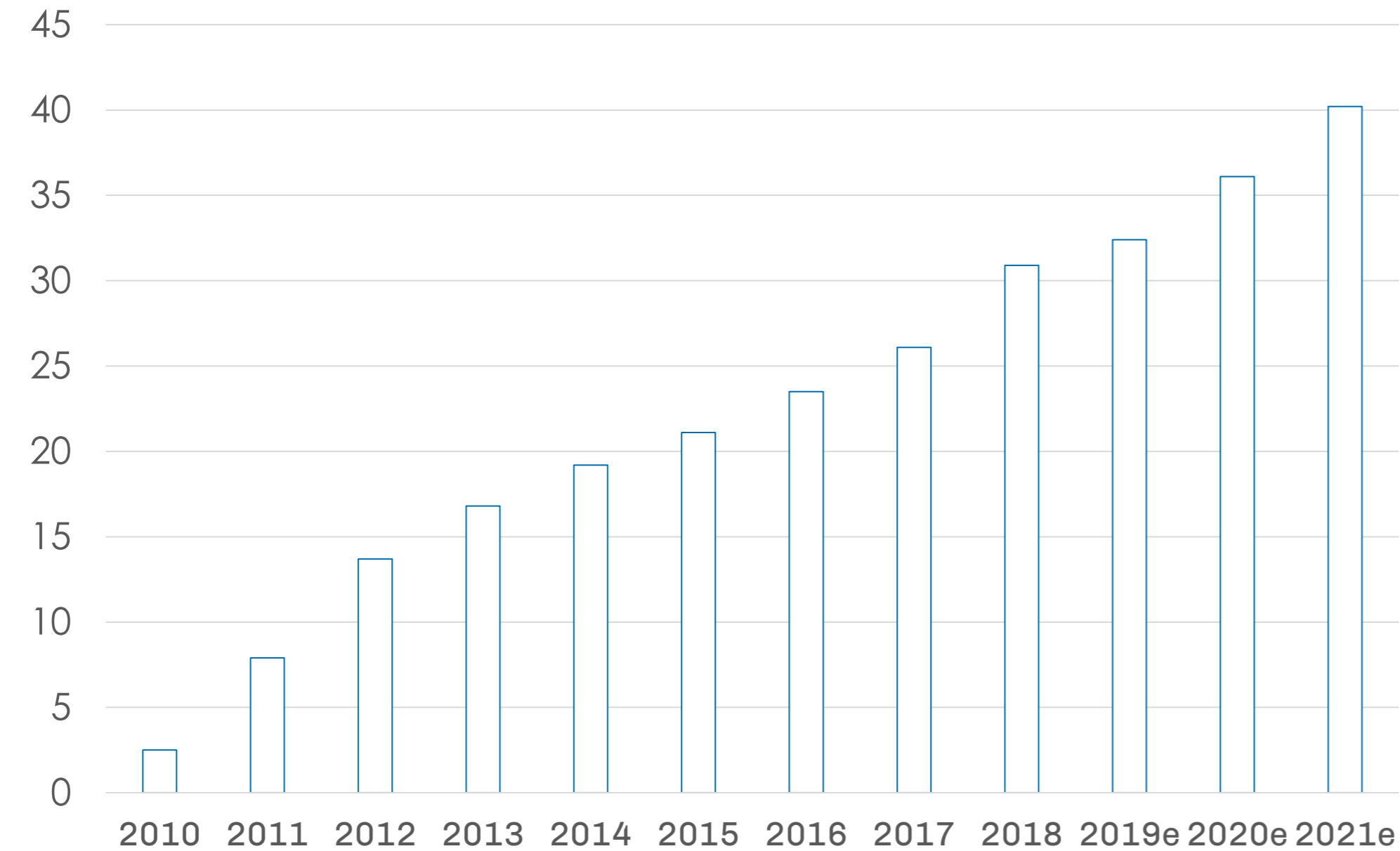


# Frankfurt Energy Holding – a Dynamic Growth Story

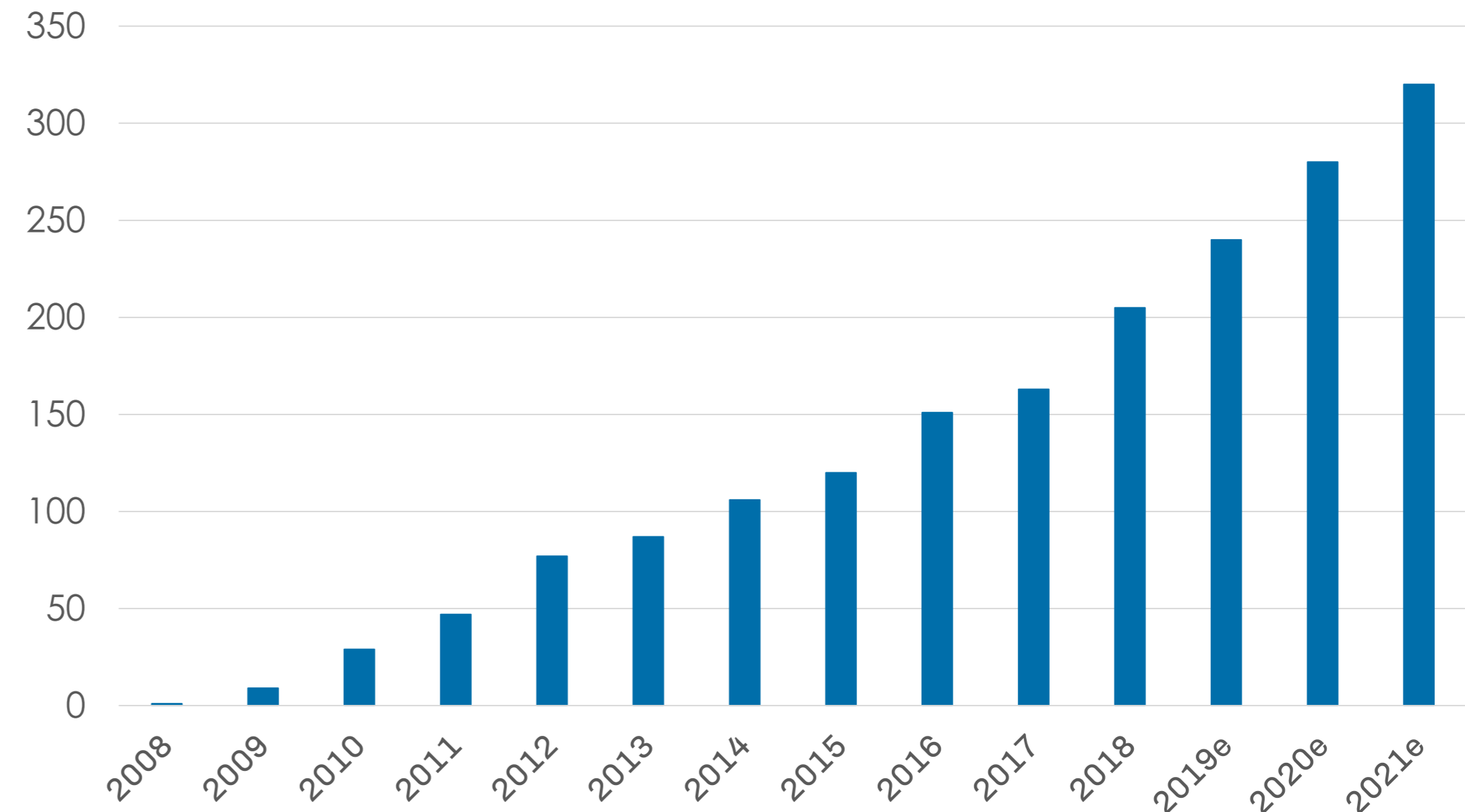


A strong asset base is our corner stone for increasing revenues

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

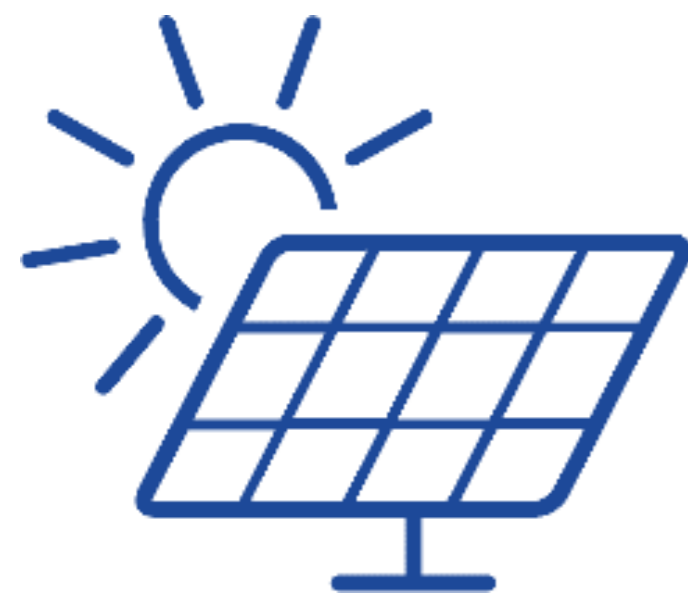


Coverage of all elements of the value chain for enhanced efficiency



## **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 porjects 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

