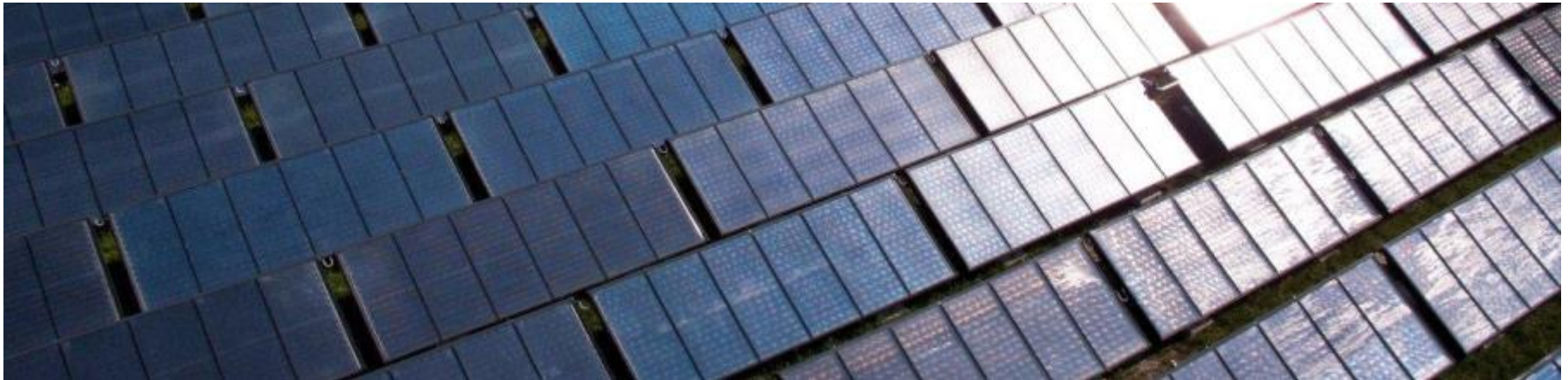


SOLID *Invest*

New Business Model for Civic Investments in Solarthermal Systems



Robert Söll
S.O.L.I.D. GmbH
Zagreb, 26 May 2015

- **S.O.L.I.D. - the company in the background**
- **Motivation of the new market strategy and business model**
- **SOLID Invest**
- **Next steps of the success story**

Large scale solar thermal systems and energy services

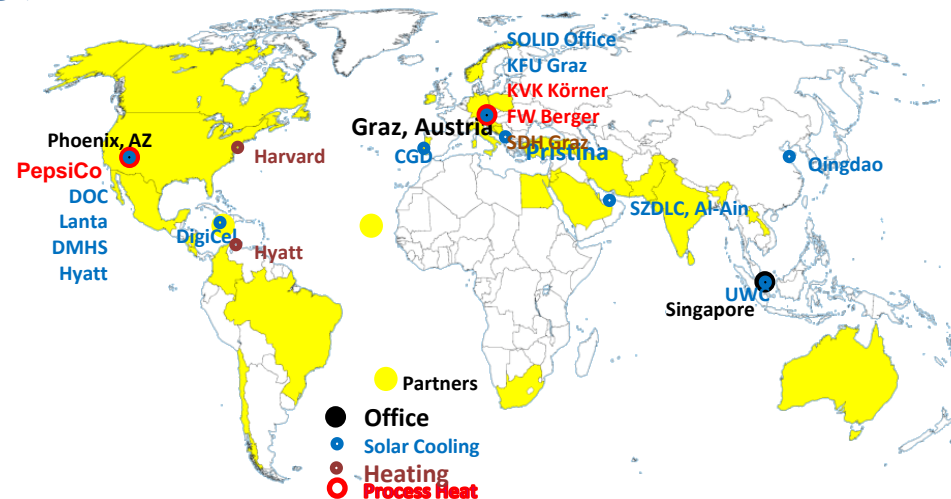
Sustainable energy solutions for

- Domestic hot water and heating
- Process heat
- Solar cooling
- Solar district heating



Your partner for solar thermal systems > 1 MW

- Project Development
- Design & Engineering
- Construction supervision
- Operation and Maintenance
- Project Financing
- Research & Development
- Consulting, Training



- Founded 1992 – Since then pioneer and leading position at the solar thermal market
- SME with a Team of 30 employees
- System provider
- More than 250 successful solar projects – worldwide
- Many years of experience and know-how
- Social Responsibility, Fairness and ecological commitment



CEOs: Franz Radovic and Christian Holter

Innovative projects need financing!

Project financing: classic via bank loans

But the framework conditions in the financing sector changed (Basel I-III)

→ BIG CHALLENGE FOR SMEs

Motivation: look for a new business and financing model



Crowdfunding: the appropriate financing solution

- What is Crowdfunding?



→ Driver for awareness of technology and social responsibility

- SOLID Invest: lending based Crowdfunding = **Crowdlending**

How do we manage the monetary backflow?

- S.O.L.I.D. installs and finances installation, delivers energy service based on energy service contract = ESCO
 - Engineering – Procurement – Construction (EPC)
 - Build – Own – Operate – Transfer (BOOT)
 - Monthly bill for energy services
 - No upfront cost & no operational risk for client
- ESCO projects are the core of SOLID Invest:
 - Long term heat/cold supply contracts with the client = monetary backflow
- S.O.L.I.D. has more than 15 years of ESCO experience



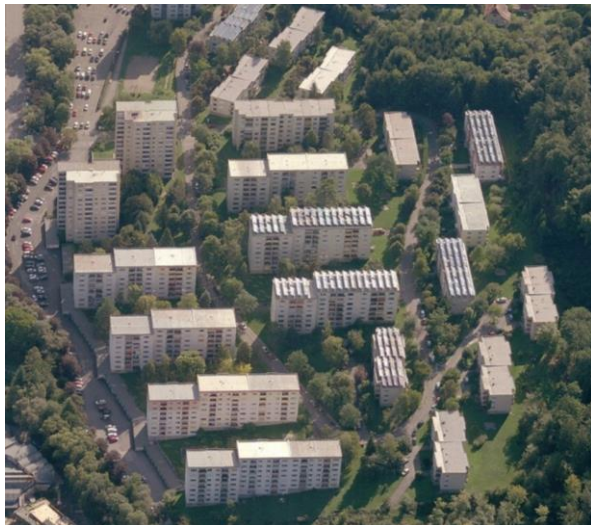
Selected ESCO references in AT



SDH - UPC Arena, Graz; 1430 m²



SDH - Waterworks Andritz, Graz; 2855 m²



Housing estate, Graz; 2500 m²



SDH - AEVG, Graz; 5000 m²

UWCSEA-EAST, Singapore



Solar Cooling & Hot
Water for University
Campus

Solar Panels:
3.900 m² / 2.73 MW

ESCO

In operation since
2011

Desert Mountain High School, USA



Solar Panels: 5,000 m² → 3.5 MW

Cooling load: 500 tons /1750 kW

Commissioning: 2014

ESCO

**World's most powerful
Solar Cooling System**



Additional benefits. With the power of the sun.



First Model for Civic Investments in Solar thermal Systems

Enables the realization of new solar ESCO projects

First launch in November 2013

Big success for SOLID Invest by mid of Mai 2014 -
Investment goal accomplished:

1.5 Mio EUR !!!

2nd edition started mid of August 2014 –

New opportunity for civic participation!

SOLID Invest conditions

- Attractive **interest rate of 4,0% p.a.**
- **5 years** binding only
- Investments from 2,000 - 25,000.- EUR
- **Transparency** via investment in „real“ solar thermal plants
- **Reliability** through 20-years of experience
- Boost for environmental-friendly technology
- Reduction of CO2-Emissions



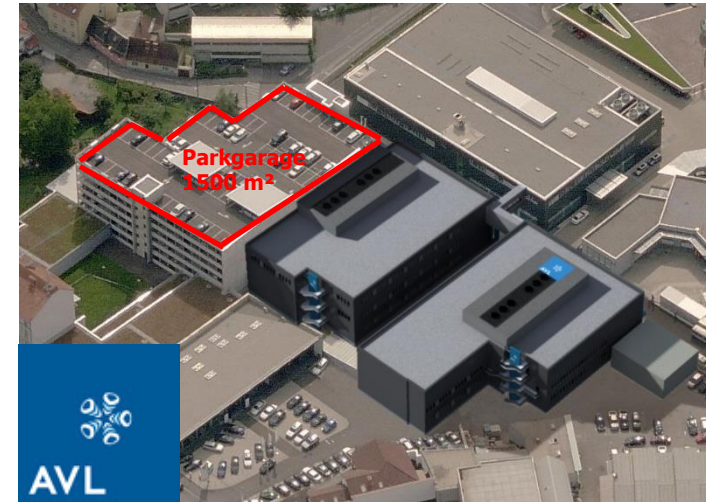
Use of Civic Investment

- Realization and implementation of new solar thermal projects (ESCOs)
- Optimization of financing of existing ESCO projects



First solar system financed via SOLID Invest

- February 2014: construction process of the first solar thermal plant with civic participation started
- Client: AVL List LLC., an Austrian company international known for development of powertrain systems.
- The ESCO project is co-financed by SOLID Invest, KLIEN and banks.
- The large scale solar thermal plant provides heat for conditioning regulators and building's heating systems
- Installed capacity: ~750 kW
- Expected solar yield: ~615 MWh/year
- Ca. 240t of CO2 savings per year.



SDH Fernheizwerk, Graz



Solar panels:
5.000 m² / 3,5 MW (2007)

2.000 m² (2014)

ESCo Project financed by SOLID
Invest, KLIEN and banks

Field tests



Largest solar district heating plant of Central Europe!

The Investment model guarantees the continuous realization of high quality plants, e.g:

- **Process cooling incl waste heat recovery** is scheduled for an **industrial enterprise.**
- Once more SOLID will design **Central Europe's biggest large scale solar thermal plant** as well as **Austria's biggest hot water storage.**
- And more projects yet to come



→ **WANTED: Solar District Heating ESCO financed by SOLID Invest**

Requirements:

- Technical core services by S.O.L.I.D.
- Area for collectors prepared by client
- Reasonable framework conditions
- Heat consumption min. 2 MWh/day

Possible heat price:

- **35 to 40 EUR / MWh !!!**

Financing concept:

- National funding
- Private bank
- **SOLID Invest**

**Be our SDH client
and get hold of
excellent conditions!**

Contact us!



With your support
SOLID Invest can be used
as a booster for new SDH
projects!

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SOLID *Invest*

Thank you for your attention!



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