

Ladies and Gentlemen,

We appreciate your interest in our Company and thank you for stopping by at our booth at the Intersolar 2008 in Munich.

Attached please find some general information on our company and the frequently asked questions at the Intersolar 2008 as well as our answers:



### **General Information on solarhybrid AG:**

The unique technical accomplishment of the solarhybrid AG system was developed over the last 7 years.

Beginning of 2008 solarhybrid AG was founded.

Since May 2008 we have our company organization “up and running” in Germany.

In detail this means:

Our own production at our head quarter in Markranstädt (Leipzig) is up and running. The German Sales Organization is in place.

Back Office, Engineering and Administration are in place. They are located at our second location in Brilon

International Sales Organization is partially in place and will be expanding rapidly during the 3<sup>rd</sup> & 4<sup>th</sup> quarter of 2008.

### **Frequently asked questions Q) and answers A):**

#### **Q1) Is there a reference system in place?**

**A1)** Yes. Systems are already installed and functioning at single family homes in Germany.

Before our commercial market introduction in 2008 a complete test system was up and running for approximately one year (location of test system installed: Altenburg / Germany). The test system was and still is in a permanent test. This test was and still is being used for collection of data regarding our system solution. The data was and will be used for improvement and optimization purposes.

#### **Q2) Can solarhybrid AG deliver systems at this stage?**

**A2)** Yes. Our production is up and running. For an order of a system for a single home solution at present we have a delivery time of approx. 6-8 weeks.

#### **Q3) When will solarhybrid AG be able to deliver systems outside Germany?**

**A3)** Already today interested parties from other countries can place orders at solarhybrid AG outside of Germany. However, at this stage we only can offer to deliver our systems to any location within Germany. This means the German pricing will apply. Shipping, customs etc. for locations outside of Germany at this stage have to be organized by the international party itself. By end of September 2008 we will be able to offer direct shipments to some European focus countries. The list of countries where solarhybrid AG can arrange direct shipments should grow considerably in the last quarter of 2008.

#### **Q4) Are there any international / country “representation”, “sales”, “installation”, “service” etc. contracts in place between solarhybrid AG and international parties?**

**A4)** No. At this stage there are no international contracts in place between solarhybrid AG and other parties outside of Germany. solarhybrid AG will follow up on international contacts made during the Intersolar 2008 as well as on some already known potential international contacts. We intend to set up our international business starting August 2008.

**Q5) Will there be any exclusive contracts between solarhybrid AG and an international party at some specific country?**

**A5)** At this stage we do not intend to conclude any “exclusive” country contracts. We are looking for long term sales, installation and service partners. After getting to know each other via working together for some period of time, we may reconsider the conclusion of exclusive contracts.

**Q6) Is solarhybrid AG capable to provide training for the installation & sales of the system?**

**A6)** Yes. solarhybrid AG already now provides training at both of our locations. We provide training for sales as well as for installation partners. At this stage training can be provided in German only, however, by the end of August / early September 2008 training in English should also be available. We also can discuss trainings taking place at the location of a potential partner abroad in line with demand.

**Q7) When will information material be available in English and other languages?**

**A7)** Latest by the end of July 2008 information material will be available in English. By that time also our “Web Page” will be setup in English. In addition solarhybrid AG is planning to provide information material in Italian, French, Spanish and Greek by the end of August / early September 2008 at the latest.

**Q8) Is there a solarhybrid AG system configuration software in place?**

**A8)** Yes. solarhybrid AG has developed an own system configuration / system projecting software called SoHy. This software will be provided to partners of solarhybrid AG and will enable them to perform fast proposals for any specific roof location in Europe taking publicly available radiation data into consideration. The software is connected to our CRM system and can be used via UMTS cards. This means our partners are able to prepare a proposal directly at the customer’s location. SoHy provides a solution price as well as a material list for the specific project. The training by solarhybrid AG also includes the use of the specific projecting software SoHy.

**Q9) Which are the focus countries for solarhybrid AG at this stage?**

**A9)** At present our focus countries are: Italy, Greece, France, and Spain. However, this list may expand if solarhybrid AG meets potential partners for other countries. E.g. at the Intersolar 2008 we were approached by potential partners for Switzerland, Israel and some other countries. We will meet with those parties starting July 2008 and will discuss with them joint venture opportunities in the countries concerned. We are very open to consider international business also outside of our 4 “focus” countries. However, at this stage we will do this only if there is an interested partner with high potential in a specific country.

For interested potential partners we have prepared a short questionnaire in English and in German (see attachments). Intention of the questionnaire is to clarify some general important points regarding regulations (e.g. guaranteed feed-in price) in the country concerned as well as to get some basic information about the interested party. Should you be interested in becoming our partner, please fill in and return the questionnaire to us. Within a short period of time we will get back to you by phone to discuss further steps to be taken together with you.

**Q10) Does solarhybrid AG provide island / off-grid solutions?**

**A10)** Yes, we do provide our hybrid collector in 12 Volt as well as in a 24 Volt off-grid version.

**Q11) Does solarhybrid AG provide “in-roof” solutions?**

**A11)** Yes, all our collectors are available as on roof as well as fitted in roof versions.

**Q12) Is solarhybrid AG a publicly listed company?**

**A12)** Not yet. An IPO (Initial Public Offering) is planned for the end of 2008.

**Q13) When will the thermo generator be available for sale?**

**A13)** solarhybrid AG is planning to get the thermo generator on the market by the end of 2008 / beginning of 2009. Please note: The thermo generator is only an additional unique feature of the complete solarhybrid AG system which is being used in the summer months for producing electricity by cooling down the warm water storage systems over night. Its function can be described as similar to a heat exchanger. The thermo generator needs a cold side circuit flow and a warm side circuit flow and its power depends on the temperature difference between both circuits. The thermo generator and its feature is not mandatory for an effective solarhybrid system.

**Q14) What is the price of the thermo generator?**

**A14)** Pricing of the thermo generator will be available by the end of 2008 / beginning of 2009. Target price is between 3500 and 4000 EUR per kW.

**Q15) Can solarhybrid AG provide exhibition samples?**

**A15)** Certainly; we can deliver exhibition sample systems. However, those have to be purchased. Concerning shipping, customs and other related expenses please refer to our answer given under A3). In case a partnership contract is concluded, some discounts may apply.

**Q16) Is the management of solarhybrid AG available for interviews with representatives of international press / magazines?**

**A16)** solarhybrid AG would be pleased to invite international press representatives to their manufacturing location for interviews. In case you are interested please call us or e-mail us for arranging an appointment.

**Q17) We were asked if we will provide a written authorization to an international party / company to speak in the name of solarhybrid AG in a specific country.**

**A17)** No. We will not provide such authorization.

**Q18) Who is the contact person at solarhybrid AG regarding questions from interested investors**

**A18)** For such questions please contact:

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**Q19) What versions of the PT Hybrid Collector can solarhybrid AG deliver?**

**A19)** At this stage we sell two versions. Both versions have the same frame size with a surface of 2.51 square meters. The 1<sup>st</sup> version provides 140 Wp and the 2<sup>nd</sup> Hybrid Collector version provides 190 Wp. By the end of 2008 / beginning of 2009 solarhybrid AG plans to assemble the photovoltaic waver modules in our own production facility in Markranstaedt providing higher flexibility on the photovoltaic part of the hybrid collector.

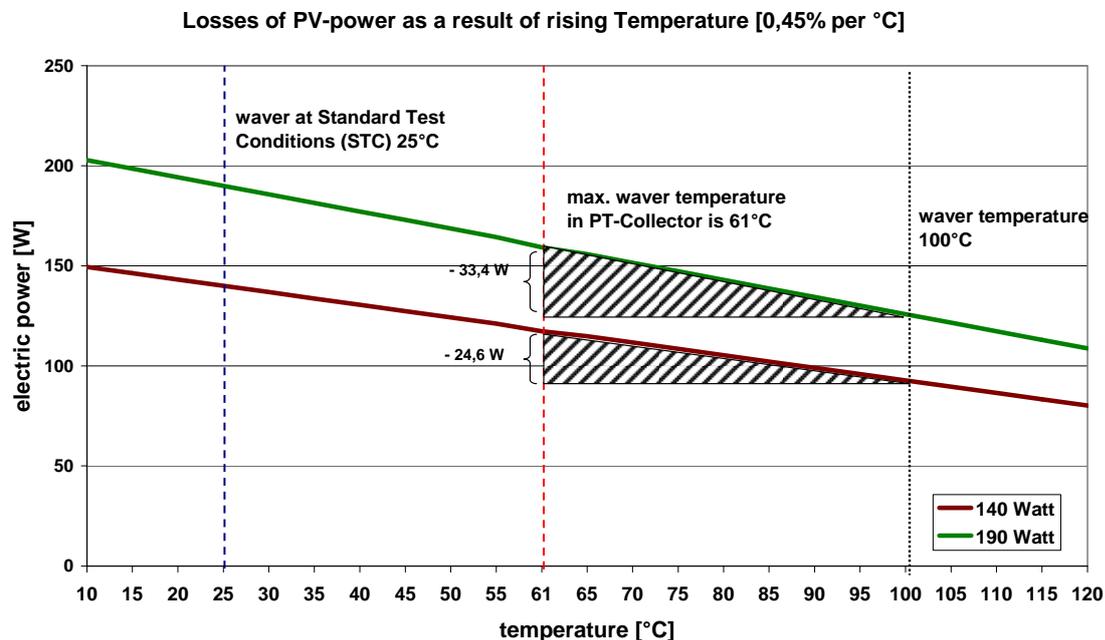
**Q20) Is it true that the solarhybrid PT (PT=Photo thermal “Hybrid”) Collector does not provide the same high Wp power as general sole photovoltaic collectors?**

**A 20)** In our Hybrid Collector solar thermal and photovoltaic technologies are combined to share the sun radiation.

Therefore we have to place the photovoltaic wavers further apart from each other to ensure that the solar thermal part of the collector placed behind the photovoltaic glass front also can be reached by the direct radiation.

The combination is offering the main advantages of a cooling effect for PV (see the chart attached below) and at the same time it is using a part of the infrared radiation of the wavers for heating. In numbers this means that 39% of our 140 Wp Hybrid Collector surface is covered by PV wavers. In case of the 190 Wp Hybrid Collector 55% of the collector surface is covered by the PV wavers.

In consequence you need 45 % (190 Wp) to 61 % (140 Wp ) more collector area to install the same electric peak power. But keep always in mind, based on 1kWp our Hybrid System delivers more electric energy per year.



A normal photovoltaic waver loses 0,3 - 0.45 % of its efficiency when temperature increases by 1° C.

As long as the solar thermal part of the solarhybrid PT Collector is in circulation (our systems are designed that way to ensure permanent circulation for most of the time in German weather conditions) the temperature of the photovoltaic waver in our PT collector does not increase over 61° C. This means our hybrid collector provides a higher efficiency of the photovoltaic waver by “cooling” it down.

As a short summary we would like to state, that solarhybrid AG provides a system solution with the main focus on the solar thermal heat support and warm water production. We do not compete with sole PV producers / PV systems. Our hybrid collector provides a unique solution combining photovoltaic and solar thermal technology. In countries where a governmental feed-in programme is in place this solution is very interesting from a technical as well as a financial point of view

If you have additional questions, please feel free to send an e-mail to [mm@solarhybrid.ag](mailto:mm@solarhybrid.ag)

I will be happy to get back to you as soon as possible.

Looking forward to receiving your response.

Best regards,

**Miro Morava**

Leitung Vertrieb / Head of Sales



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