



Press Release

German solar company Wagner & Co starts joint venture in UK

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1 *Cölbe, 26. October 2010.* German solar pioneer Wagner & Co has joined
2 forces with one of the leading suppliers of photovoltaic equipment in southern
3 England, AC Solartecnic Ltd. The new joint venture, "Wagner Solar UK", will
4 do business beginning in November from AC Solartecnic's present site in
5 Sidlesham, near Chichester, West Sussex. The premises provide enough
6 space for the anticipated business expansion. AC Solartecnic founders
7 Carsten Pump and Mark Osborne will be managing and finance directors of
8 the new company. They are joined on the board by Alexander Storek, sales
9 manager from Wagner, Germany.

10
11 "The formation of Wagner Solar UK is an important move both for AC
12 Solartecnic and for Wagner & Co", says Andreas Wagner, co-founder of
13 Wagner & Co. "The UK is a key market which continues to expand rapidly,
14 and it would very much appear that the new government is set to maintain the
15 right environment for further expansion. Wagner Solar is here for the long
16 term, and we shall use our resources to the full to serve our UK customers
17 both now and in the future."

18 **Prime position for customers**

20
21 In addition, Wagner has pledged support to continue the development initiated
22 by AC Solartecnic to supply off-grid power boxes for use in remote areas and
23 disaster zones. AC Solartecnic participated earlier this year in a government
24 trade mission to western Africa and is promoting off-grid supply overseas.

25
26 "There is no doubt that Wagner Solar UK is in a prime position to give all of
27 our support to our customers, both new and old", says managing director
28 Carsten Pump. "Currently, there is a world-wide under-supply of photovoltaic
29 equipment, but thanks to the long-term experience and the long-lasting
30 contacts of Wagner & Co, the new joint venture will have privileged access to
31 some of the world's greatest manufacturers."

32
33 The new joint venture already has a market share of approx. 12% of all
34 photovoltaic systems installed in the UK in 2010, with significant potential for
35 further growth. Making high quality solar technology available to everyone
36 always has been the stated goal of the Wagner Solar group.



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50 specimen copy to:

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57 **About Wagner & Co**

58 Wagner & Co is one of the leading collector manufacturers in Europe. The company offers solutions for
59 solar heating applications and solar electricity. In 1979 Wagner & Co was spearheaded by nine college
60 students rooted in the ecology and anti nuclear movements of the 70s. Nowadays the company headquarter
61 and main production facilities are situated in Cölbe and Kirchhain, right in the geographic heart of the EU
62 (near Frankfurt, Germany). The company is employee-owned, independent from the stock market and has
63 more than 400 employees. The total turnover amounts to approx. 250 million euros. Through its national
64 subsidiaries in France, Spain, Italy and the United States, the company passes on its more than 30 years of
65 experience across Europe and beyond. Many times Wagner & Co products has come first in rigorous tests
66 by Stiftung Warentest (German consumer testing agency), and currently the solar package COMBI line SH
67 1440 AR was certified as "best in test" in spring 2009 for the third time in a row. In 2005 Wagner & Co
68 received the famed prizes of the German Solar Energy Society (DGS) and the European Association for
69 Renewable Energy (EUROSOLAR) in the category "Company". In the field of solar electricity, the company
70 offers highly efficient photovoltaic systems with precisely dimensioned installation components produced by
71 globally renowned manufacturers. Wagner & Co is a pioneer on the European solar market.

72

73 **About AC Solartechnic**



Wagner & Co
SOLAR TECHNOLOGY

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74 AC Solartechnic Ltd was founded in February 2009 by Carsten Pump and Mark Osborne for the import and
75 supply of photovoltaic equipment. The company expanded rapidly and soon became one of the leading
76 suppliers in the South of England. It quickly gained recognition, participating earlier this year in a
77 government trade mission to West Africa, and is currently working on their overseas marketing strategy to
78 further promote the use of off-grid electricity supply. Figures recently published by the Government
79 Regulator Ofgem showed that AC Solartechnic Ltd supplied 12% of all photovoltaic equipment installed in
80 the UK since the 1st of January 2010.