



CLEAN ENERGY SOLUTIONS

# PLEASED TO MEET YOU: WE ARE PNE.

**The PNE Group is one of the pioneers in developing wind farms at sea and on land. Based on this success, we have developed into a “Clean Energy Solutions Provider.”**

From initial site assessment and the implementation of approval procedures, financing and turnkey construction to operation and repowering at the end of the system’s useful life: Our range of services covers all phases of project planning and operation of wind farms.

## THE ENTIRE PORTFOLIO OF RENEWABLE ENERGIES

Wind energy is our core business. But we are doing all we can to achieve a sustainable energy supply and we offer an even broader value-added chain of renewable energies as well as the supply and delivery of power from renewable energy sources. Beyond that, we will strongly expand our own operation of wind farms in the future.

In addition to wind energy, the company’s portfolio includes photovoltaics, electricity storage and power-to-X technologies with a focus on hydrogen.

The development of our different business segments is also accompanied by a regional expansion of our business activities: In addition to western industrialised countries, we are focusing our commercial activities on developing countries in Latin America, Africa and Asia.

The about 600 employees of the PNE Group dedicate themselves every day to moving one step closer to realising the vision of a world where energy demand is met solely from renewable energy sources. For clean, sustainable energy production – now and in the future.

Our references at a glance:  
[WWW.PNE-AG.COM](http://WWW.PNE-AG.COM)



**PIONEER**  
OF WIND ENERGY

GERMANY’S MOST SUCCESSFUL  
DEVELOPER OF OFFSHORE PROJECTS

WITH **8** SOLD  
PROJECTS AT SEA WITH  
**2,644 MW**

ACTIVE IN  
COUNTRIES ON  
**4**  
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THE PNE GROUP IS A  
LEADING WIND ENERGY  
PROJECT DEVELOPER  
BASED IN THE NORTH OF GERMANY  
**>3,800 MW**  
REALISED ONSHORE

INTERNATIONAL O&M  
MANAGER WITH  
**>2,700 MW**  
UNDER MANAGEMENT

**>15 BILLION** EUROS  
OF INVESTMENT  
DONE OR INITIATED

# WE STAND FOR CLEAN ENERGY.

**We take our role as a “Clean Energy Solutions Provider” seriously. With our full range of services in the wind and solar energy sectors we help to ensure that the transition to clean energies will happen one step faster – in Germany, in Europe and throughout the world. We develop solutions for renewable energies in regions, markets and technologies.**

## WIND ENERGY ON LAND

Onshore wind energy generation has now grown strongly in terms of the total share of renewable energies. In our core area, we can offer extensive expertise gained from more than three decades of competent planning, implementation, management and own operation of wind energy projects.

## FULL SERVICE FOR YOUR PROJECT

- Development of your wind farm from site evaluation to the handover of the keys
- Financing coordination of the project for safe implementation
- Construction of your wind farm and provision of the necessary infrastructure
- Handover of the turnkey project to the buyer
- Extensive experience from the own operation of wind farms
- Acquisition of wind farms and wind turbines as a strong partner to operators
- Operational management over the complete productive life-cycle of the wind farm

## WIND ENERGY AT SEA

Wind farms at sea are another key to a sustainable energy supply. High, constant wind conditions prevail at sea, and there is sufficient space to build wind farms with an output of several hundred megawatts.

## WE OFFER THE FOLLOWING SERVICES:

- Development of the entire project up to readiness for construction
- Sale of the wind farm which can start directly in the construction phase
- Advice and support during the construction and operating phases, including after the sale

## SOLAR ENERGY THROUGH PHOTOVOLTAICS

Solar energy is the ideal source of energy at many locations – and also economically viable. In recent years, photovoltaics have become increasingly economical and thus more marketable. For PNE, photovoltaics is therefore an essential part of the strategic expansion of our business model. One focus is on countries in which we are already active in the area of wind energy project development. Here, we have already installed successful teams and networks.

In our projects we attach particular importance to the careful selection of sites for plants with at least 5 MWp. We develop solar projects onsite, on a greenfield basis, or in cooperation with local experts and partners. We also sell fully developed solar projects as “ready to construct” projects.

Of course, we also provide advice and support to the buyers after the sale and remain involved in the project as a service provider with various activities during the implementation and operating phases.

## DID YOU KNOW?

Offshore wind farms place high demands on the project team. For this reason, we generally sell them “ready to construct” – i.e. only after we have obtained all the approvals to start their implementation.













# WE MAKE SURE THAT EVERYTHING RUNS SMOOTHLY.

**Planning and building renewable energy projects is one thing. But what happens when a wind farm is constructed, goes into operation or when dismantling becomes necessary? Even then, we are the experts who will provide advice and assistance together with our partners.**

## OPERATIONAL MANAGEMENT

The technical and commercial support for your wind farm is an integral part of the services we can offer. In this field we can support you through our subsidiary, energy consult GmbH. This company provides you with first-class know-how for the operation of your wind farm. With headquarters in Cuxhaven and operating facilities in Husum and Koszalin/Poland as well as Motala/Sweden, energy consult GmbH is very successful in the German market as well as internationally in operations management – more than 900 successfully managed wind turbines are a clear sign of this. The comprehensive portfolio includes services from inspecting the flawless condition of rotor blades to monitoring the electricity fed into the mains grid.

## ELECTRICITY MARKETING OUTSIDE THE EEG

The government subsidies under the EEG are coming to an end for more and more power plants. For this reason, direct electricity marketing will become increasingly important. We look for optimum solutions to sell electricity for our customers in the best possible way – just as we do for our internally generated electricity.

We pre-select suitable electricity purchasers, negotiate contracts with defined purchase conditions and ensure the opti-

imum marketing of electricity via traders or power purchase agreements (PPAs) to large customers. As a full-service provider, we take care of all aspects of PPA management in the field of corporate and merchant PPAs. In this way, we enable our customers to plan the operation of their plant.

## REPOWERING

Efficiency is one of the highest evaluation criteria for wind turbines. Through structured repowering, we can replace older models with new ones and thus often achieve a higher nominal capacity of electricity generation with fewer turbines. We provide expertise and all-round service, from initial discussions and negotiations with local communities, landowners and local players, through implementing the approval procedure, to obtaining relevant expert opinions. We are the right partner for each individual stage, who knows all about the challenges at hand.

## ADDITIONAL SERVICES

We also offer numerous services to ensure smooth operation and to make your work easier. Whether financial services, wind measurement, construction management or safety technology as well as assistance in on-demand night-time marketing: You can rely on our know-how and our suitable solutions for your challenges.

# THE FUTURE HAS ALREADY BEGUN.

We are constantly caught between an increased demand for clean energy solutions and growing competition in the market of the future. Therefore, take advantage of our decades of expertise and consistently expand our service portfolio. Our goal: In line with our claim, we position ourselves as a comprehensive provider of clean energy solutions.

## SCALE UP – OUR PATH TO BECOMING A PROVIDER OF CLEAN ENERGY

To achieve this goal, we launched the “Scale up” programme in 2017 to implement our new corporate strategy. With “Scale up” we have transferred the expertise we have accumulated over many years in the successful development, project planning and implementation of onshore and offshore wind farms to other fields. Projects and solutions for the planning, construction and operation of power plants based on clean energy are part of our portfolio. In addition to photovoltaic projects and hybrid solutions, this includes energy storage technologies and the development of power-to-X solutions.

Our product range comprises three core areas of project development: wind energy, photovoltaics and hybrid solutions. With these solutions, we not only want to supply existing markets, but also to penetrate new markets and to help develop sustainable energy supplies in these markets. In addition to these products, you can also receive additional services for projects. We are also increasingly focusing on supplying clean electricity generated in our self-hosted plants.

SCALE  
UP.

**S**olutions  
Provide clean energy solutions

**C**ore  
Grow our core business

**A**dapt  
Optimise our structures

**L**everage  
Leverage our expertise

**E**xpand  
Expand along the value chain





## PROJECT DEVELOPMENT

- Wind energy on land and at sea
- Photovoltaics
- Hybrid solutions (wind, PV and /or battery /hydrogen storage)



## SERVICES

- Financial services
- Construction management
- Operations management
- Energy supply services
- Wind planning services
- Wind measurements



## ELECTRICITY GENERATION

- From self-hosted plants



## MARKETS

- Existing markets
- Emerging markets

# WE ARE YOUR STRONG PARTNER FOR ALL PROJECTS.

**Clean energy affects us all. This is why we would like to work with you to ensure that future generations also have a healthy planet to live on. Would you like to build a wind farm or photovoltaic project, invest lucratively in renewable energies or contribute to an environmentally friendly energy supply as a community? Then we are your partner!**

## LANDOWNERS

Your advantages of cooperation:

- Strong partner for planning and implementation
- Bundled expertise
- Smooth operation ensured

## LOCAL COMMUNITIES AND CITIZENS

Benefits for the local community:

- Higher trade tax income
- Preferred commissioning of local construction companies
- Strengthened buying power through rental income from wind turbine sites
- Attractive yields for citizens through investments in the renewable energy power plant

## OPERATORS

You can count on us in these areas:

- More than 30 years of experience in the successful management of wind farms
- Guaranteed maintenance and repair work for smooth operation
- Commercial expertise and overview of all tax and financial aspects
- Fast response times and high flexibility
- Purchase of projects in development or operation
- Support in dismantling or repowering

## PLANNERS

How we can support you:

- Takeover of projects in all project phases
- Expertise in matters relating to the approval, construction and sale of wind farms and photovoltaic projects
- Assistance in the case of outstanding planning, economic or operational steps towards speedy implementation

## INVESTORS

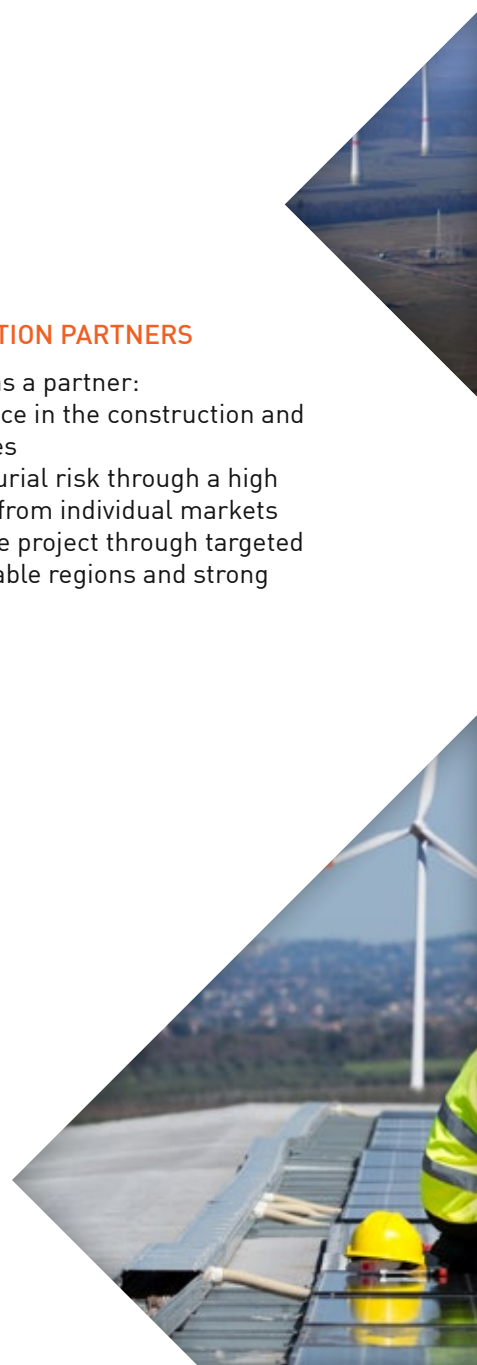
Investment benefits:

- Support for climate protection by investing in sustainable energies
- Attractive investment opportunities with high yield returns
- Security owing to maximum project quality and long-term planning
- Transparent and serious contract design and partnership

## INTERNATIONAL COOPERATION PARTNERS

These factors speak for us as a partner:

- Comprehensive experience in the construction and operation of wind turbines
- Reduction of entrepreneurial risk through a high degree of independence from individual markets
- Secured realisation of the project through targeted selection of politically stable regions and strong local partners
- Quality projects













# WE ARE AIMING FOR 100% RENEWABLE ENERGY.

**Whether by wind energy, solar energy or hybrid solutions: For us, there are many ways to achieve a future in which 100% of our electricity is generated from renewable energy sources. In order to achieve this goal, we have committed ourselves to work resolutely on expanding a secure, safe and sustainable energy supply.**

## **OUR MISSION: TO CONTRIBUTE TO GREATER SUSTAINABILITY**

With our wind energy projects implemented to date, we have strived for decades to make energy supply in Germany and around the world more sustainable. The demands we put on ourselves are on par with the demands on project planning and implementation, because we attach importance to the highest quality and are only satisfied when our customers are satisfied.

With the projects realised by us, we make a significant contribution to society and nature every day to achieve a 100% renewable and decentralised energy supply.

## **SUSTAINABILITY AND PROFITABILITY: A PERFECT SYMBIOSIS**

Generating power supply from sustainable energy sources not only contributes to a reduction of climate-damaging greenhouse gases, therefore protecting people, the environment and nature, it can also have economic advantages.

By generating renewable energy locally, we avoid expensive imports that lead to an additional economic burden. This means that value creation increasingly takes place where it is generated and flows directly back to the local communities.

In addition, qualified local partners benefit from the projects, as continuous and long-term collaboration ensures fixed income and employment security. Very important for us: Here, too, the principle of professional, qualified and trustworthy cooperation with the project partners and participants in a project applies.

Of course, professional quality does not only apply to our partners, but especially to ourselves: This is why we ensure that young people have secure training jobs and why we assume social responsibility by providing continuous training and qualification. In general, most young employees remain with the company after their training period. Another contribution to sustainability.





# WE ARE HERE FOR YOU. WORLDWIDE.

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