

# NOTUS ENERGY

POWER ON YOUR SIDE.



**THE FUTURE WILL BE  
SHAPED BY THE WIND  
AND THE SUN.**



# NOTUS ENERGY

## YOUR TRUSTED PARTNER FOR WIND AND SOLAR ENERGY



When we founded NOTUS energy in 2001, nobody seriously believed we would **completely switch to renewable and climate-friendly energy sources** within a **single generation**. We are now in the process of doing exactly that. NOTUS energy has supported and helped to shape this transformation.

Today, NOTUS energy is **one of the largest Independent Power Producers in Germany**. We initiate, plan and build **wind and solar parks around the world**. We also operate 260 megawatts of wind power in-house.

NOTUS energy is a **flexible and financially strong partner** for municipalities, planners, and investors. After all, renewable energies result in win-win situations: sustainable investment, regional value generation and a future for our children.



**1.420** MW wind power installed

**6.470** MW under development

**260** MW as managing owners

**450** MW in operational management



**3.590** MW solar power under development



**200** employees, **15** countries

# DEVELOPMENT, CONSTRUCTION, DELIVERY: WE RETHINK ENERGY

As an **Independent Power Producer and project initiator**, we produce clean energy. We develop, plan and construct wind and solar parks right from the initial concept to their final grid connection.

A large proportion of the plants we construct in Germany today is operated as part of our own **company portfolio**. This provides us with the **financial independence** we require to be able to invest in new projects and continue to grow the company.



## AN IDEA TAKES SHAPE...

Whether it's wind or solar power, we need suitable sites for renewable energy plants. If we've identified an area, our employees hold initial discussions with the property owners, farmers and community leaders. The project begins to take shape.



## COST CALCULATION AND FINANCING

Based on our survey data, we calculate the potential profitability of the site and secure the necessary financing. Since its foundation in 2001, NOTUS energy has implemented projects with a total volume of over 1 billion euros in Germany and abroad.



## PROTECTING PEOPLE AND THE ENVIRONMENT

Protecting people and the environment is our top priority. To accomplish this, we carry out thorough research on casted shadows, noise pollution and the impact on the environment.



## APPROVAL

Public participation is an essential part of the approval process. Additionally, we verify in detail if the wind or solar park fulfills all safety criteria and environmental requirements.



## CONSTRUCTION AND GRID CONNECTION

Our engineers have successfully dealt with the most challenging terrains for construction, including former open cast mines and moorlands. Once the transformer station is built and the plants are connected to the grid, the construction phase is completed.



## OPERATIONAL MANAGEMENT

We are familiar with the technology and the market. This allows our technical and commercial operational management to achieve optimum yields from a wind or solar park.

## GENERAL CONTRACTOR: EVERYTHING FROM A SINGLE SOURCE

NOTUS energy is one of Germany's leading general contractors. We construct turnkey wind farms and solar parks for our clients, where we manage the contract awards to subcontractors and oversee the coordination of the various trades throughout the entire construction phase. Fast, flexible and on time: ISO 9001 certified.

## ARTIFICIAL INTELLIGENCE: IMPROVED WIND FORECASTS AND POWER LOAD CALCULATIONS

Artificial intelligence is increasingly important at many interfaces within the energy industry. Along with our partners, we are already involved in the development of intelligent software solutions for optimised wind forecasts, power load calculations and automated wind or solar power plant inspection using drones.

## ASSET MANAGEMENT: A MODERN TAKE ON OPERATIONAL MANAGEMENT

As asset managers, we not only take on technical and commercial management roles but fully represent the owners in every way. In addition to managing the actual plant, we continuously optimise the technology as well as sales operations.



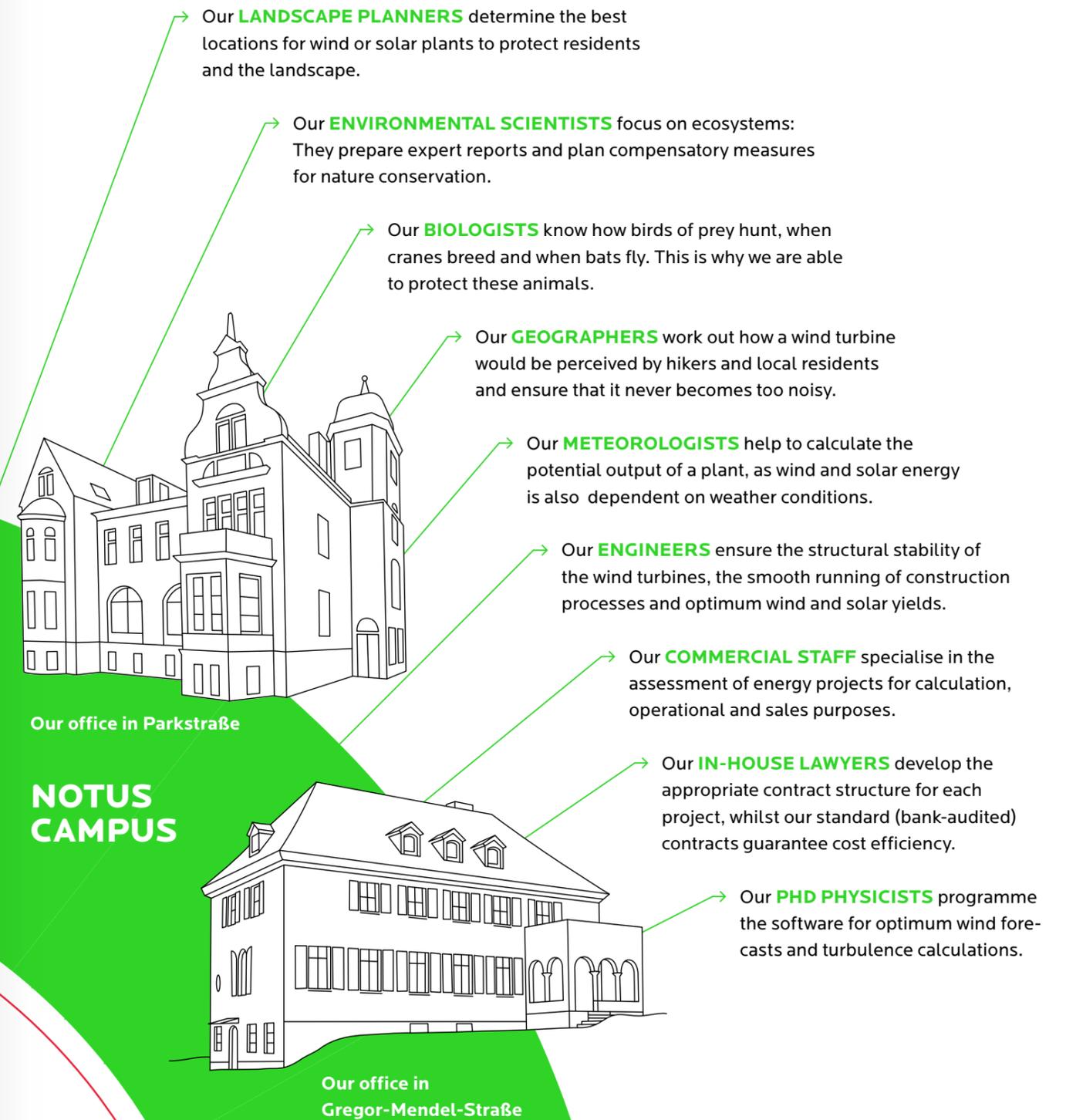
# ONE COMPANY, ALL COMPETENCIES

Any single-source supplier involved in the planning, construction and operation of wind and solar farms has to cover a **whole range of different skill sets**. A major part of our job satisfaction comes from the collaboration between the various disciplines.

Our ambition is to **bring together the best professionals** in the field. Whether it is calculating weather maps, planning turbine foundations or financing a project, we have the experts in-house.

You can rely on our expertise. What all our employees have in common is **years of experience combined with a passion for new ventures**. This benefits the safety and efficiency of our projects.

Alexandra Trigo Villarreal, Project Manager International Projects  
 Felix Egger, Project Manager Nature Conservancy  
 John Ramirez, Senior Project Manager Latin America



# A STRONG PARTNER – LOCALLY AND GLOBALLY

We create **win-win solutions**, both for our **business partners** and **local residents**, because renewable energy production is decentralised and requires flexible solutions.

## COMMUNITIES AND RESIDENTS

### PARTICIPATION AND INCOME FOR THE COMMUNITY

We passionately believe that anyone living next to a wind turbine or solar farm should **benefit** from it. **We provide advice to municipalities and authorities and collaborate closely with local residents.**

Our approach to dialogue and sustainable project development includes:

- Early and transparent communication about a given project
- Commissioning local construction firms and service providers
- Financial advantages to communities through additional income
- Consideration of citizen participation options, e.g. through renewable energy cooperatives
- Possibilities for community-owned renewable energy plants

## LANDOWNERS

### RENEWABLE ENERGIES FROM YOUR LAND

Do you own a piece of land on which wind power could be generated? Would you like to use your land for the production of solar power? Revenues from renewable energies are a **low-risk source of income.**

Exploit your potential for additional revenue in collaboration with NOTUS energy:

- **Farmers:** Wind turbines don't take up much space. Adjacent fields can still be cultivated without any problems. Regular income from wind and solar energy compensates for crop losses and secures jobs in farming.
- **Forest owners:** Thanks to our modern technology only a very small area is cleared during installation. Crane sites can be used to store wood. Access routes are planned in close collaboration so they are ideally suited for your modern forest management.
- **Municipalities:** Wind or solar energy on municipal land gives greater leeway to municipal budgets. We support administrations throughout the planning process and help select the most appropriate sites.



Jan Schröder,  
Head of Project Development

Alexandra Trigo Villarreal,  
Project Manager International Projects

## PROJECT PLANNERS

### COLLABORATIVE PLANNING AND DEVELOPMENT

Looking to launch a wind or solar power project? Because of the tendering procedures now common around the world, project planning is always associated with a **significant cost risk**. You can spread this risk by entering into a **collaborative partnership with us**. By **partnering with us** you will benefit from the **financial security** that NOTUS energy offers as an independent energy producer.

NOTUS energy

- participates in or buys into ongoing solar and wind energy projects at all stages,
- takes over old power plants for repowering purposes,
- develops market solutions for the post EEG (German Renewable Energy Sources Act) era.

## OPERATORS

### FULL OPERATIONAL SERVICE

You already own or operate a wind or solar plant? You are struggling to cope with time-consuming direct marketing and remote-control issues as well as negative electricity prices? NOTUS energy can take on all aspects of your **commercial and technical management as a one-stop shop.**

Our engineers, technicians and accountants

- identify technical issues at an early stage and coordinate maintenance services,
- minimise downtime and improve energy yields,
- create availability statements based on maintenance contracts,
- conduct contract negotiations with direct marketing firms and suppliers,
- produce company accounts for client companies.

Carsten Schippmann,  
Head of Legal



## INVESTORS

### SUSTAINABLE INVESTMENTS

Interested in **environmentally responsible** and **economically prudent investments**? NOTUS energy is a **reliable partner**: our experience with all major manufacturers enables us to complete all projects on time.

To date, we have invested over 1 billion euros in Germany and abroad. Our services range from **traditional project funding** to **structured finance** and **international syndicated loans.**

Investors benefit from

- favourable conditions to maximise the cash value of the project,
- rapid implementation,
- professional financial management during implementation and operations.



# FROM START-UP TO ENERGY SUPPLIER

The **first wind turbines** we built back in 2002 had a rated output of two megawatt. Modern wind turbines supply the grid with five megawatts and more. Technology in the field of renewable energies develops rapidly.

This means that the **demands** placed on us as a company are also growing. We're proud of what we've achieved so far.

Our employees well recall some of the special challenges we've faced: in 2007, for example, we erected the foundations for five REpower 5M turbines in a moorland area in Schleswig-Holstein, an **extremely challenging terrain** to build on. Our **international partnerships**, through which we are implementing major projects today, are of particular importance for the development of our company.

**Flexible market solutions and the challenges of sector coupling (integrated energy)** will shape the market going forward. As the owner-operator of currently 260 megawatts, and with a broad project portfolio and the wide-ranging expertise of our employees, we are ready to take on these tasks.

- 2001  **NOTUS energy founded in Potsdam**
- 2002  **First wind farm**  
NOTUS energy erects 14 wind turbines in Waldow with a combined output of 28 megawatts  
→ First 110 kV transformer station in Tornow
- 2007  → 5 REpower 5 M foundations constructed in extremely difficult moorland terrain
-  **Market entry in Bulgaria, Poland and Mexico**
- 2009  → Construction management in Bulgaria for a 156-megawatt wind project
- 2010  **Market entry in Chile**
- 2011  **France**  
Construction management for a 32-megawatt wind farm  
→ Celebrating our 10<sup>th</sup> anniversary: 700 megawatts of total output installed

- 2012  → Construction management for a 48-megawatt wind farm in Poland  
→ TÜV-Süd certification of NOTUS energy Construction in compliance with DIN EN ISO 9001
- 2013  **First solar power project** with 7 megawatts in England
- 2015  **Solar power project** with 50 megawatts in England
-  **Finland**  
NOTUS erects a 6.6-megawatt wind farm as general contractor
- 2016  → New offices opened in Cologne and Paris
-  **Record year**  
Approvals for a total of 58 wind turbines in Germany with a combined output of 196 megawatts
- 2017  **World premiere**  
Three wind turbines commissioned at the TRIMET Aluminium industrial plant in Hamburg  
→ New headquarters in Potsdam

- 2018  → **NOTUS energy France**  
German-French joint venture founded between NOTUS and OMNES Capital
-  **Kosovo**  
Approval granted for a 105-megawatt wind energy project
- 2019  **Ukraine**  
NOTUS energy acquires the rights to construct three wind farms with a combined output of 270 megawatts  
→ 1,340 megawatts of wind energy and 60 megawatts of solar energy installed since the company was founded  
→ 350 megawatts under our operational management
- 2020  **260 megawatts of wind energy as managing owners**
-  **3.590 megawatts solar energy under development**
-  **NOTUS energy employs 200 staff members and is active in 15 countries**

## FOR GOOD REASON: NOTUS ENERGY TESTIMONIALS



“ We’ve enjoyed a long and trusting relationship with NOTUS energy. No matter what challenges we were faced with during project implementation, together with NOTUS we always found the right solution. We appreciate our fair and respectful interaction. ”

Juan Araluce, Vestas, Executive Vice President of Sales (CSO)



“ Planning a wind farm in a given community involves bringing many stakeholders on board. Right from the outset, NOTUS energy has operated in a fair and transparent manner both with us and with the citizens of Schönwald. We’ve found NOTUS energy to be a reliable partner whom we highly recommend. ”

Roland Gefreiter, Mayor of Schönwald



“ NOTUS energy’s in-house financial experts are highly skilled in their field, which is apparent in every project. Their finance projections are solid and realistically calculated. From our perspective, that makes NOTUS energy an important and reliable partner. ”

Jörg-Uwe Fischer, Head of Environmental Technology and Renewable Energies, Deutsche Kreditbank AG (DKB)

## NOTUS ENERGY: DEDICATED TO RENEWABLE ENERGIES



“ The aerodynamic aesthetics of wind turbine blades continues to fascinate me. The close interaction between nature and design as an element of sustainability is still underestimated. Economic success today rides on design. ”

Heiner Röger, founder and Chief Executive Officer (CEO) of NOTUS energy



“ Understanding every aspect of a project, putting a figure on supposed imponderables and finally expressing them in hard currency is something that attracted me right from the start. I’m still attracted by it, as settling for routine has never been my thing. ”

Matthias Pallutt, Chief Financial Officer (CFO) of NOTUS energy



“ As a former competitive athlete, I know that in a long-distance race such as the energy transition, it is essential to use our strengths wisely to reach the finish line. NOTUS energy is distinguished by determination, experience, entrepreneurial thinking in every team, flat hierarchies, and a positive corporate culture. ”

Knud Rissel, Chief Commercial Officer (CCO) NOTUS energy

### OUR OFFICES

#### Main and subsidiary headquarters:

Potsdam

#### National offices:

Cologne  
Itzehoe  
Dresden  
Nuremberg  
Anklam

Feldberg  
Cottbus  
Schönwalde  
Pasewalk  
Osnabrück

#### International offices:

France  
Mexico  
Chile  
Colombia  
Kosovo  
Norway



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