



# DONAUER COMPANY PRESENTATION

**DONAUER** 

## OUR CORPORATE PHILOSOPHY

We aim to supply **only the best**

**Fascination** with solar energy is what drives us

We find **solutions** that inspire

**Innovation** and **flexibility** are our goals



Individual, **competent customer service** is our passion

Highly qualified engineers offer **individual consultation** at the highest level

Lasting **customer and supplier relations** are our capital

## OUR CORPORATE PHILOSOPHY

### OUR BRAND VALUES



We are true friends to our clients. We strengthen our customers' position and support them on all issues.

We always treat providers, suppliers, business associates and other stakeholders fairly – as friends do!

Our staff get on well with one another and 'team spirit' is very important to us.

## OUR CORPORATE PHILOSOPHY

### OUR BRAND VALUES



#### **SMART**

We are constantly developing innovative solutions and services for our customers.

We make clever and prudent decisions quickly, and always think in terms of solutions.

Every one of us is active and is constantly working on achieving progress.

## GILCHING

### CORPORATE HEADQUARTERS OF THE DONAUER GROUP

Staff in 2011: ~ 160 in Gilching near Munich

Sales area: Germany and internationally



- Management
- Product development
- Financial accounting
- Product management
- Marketing
- Quality assurance
- Strategic purchasing
- Specialist wholesalers, off-grid, large-scale projects and solar thermal energy
- Logistics

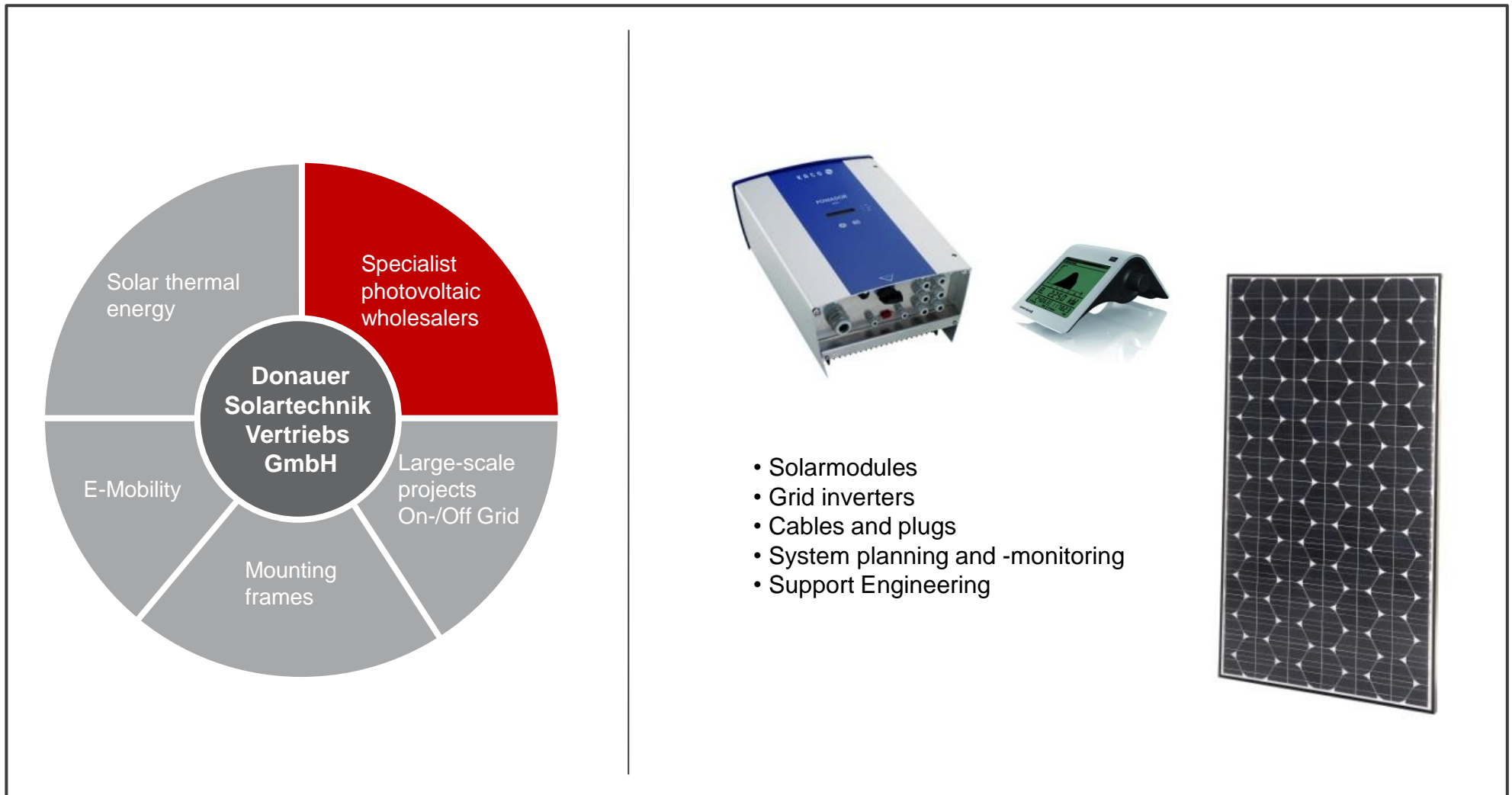
## IDEAS BECOME REALITY

### DONAUER, A CUSTOMER-ORIENTED COMPANY



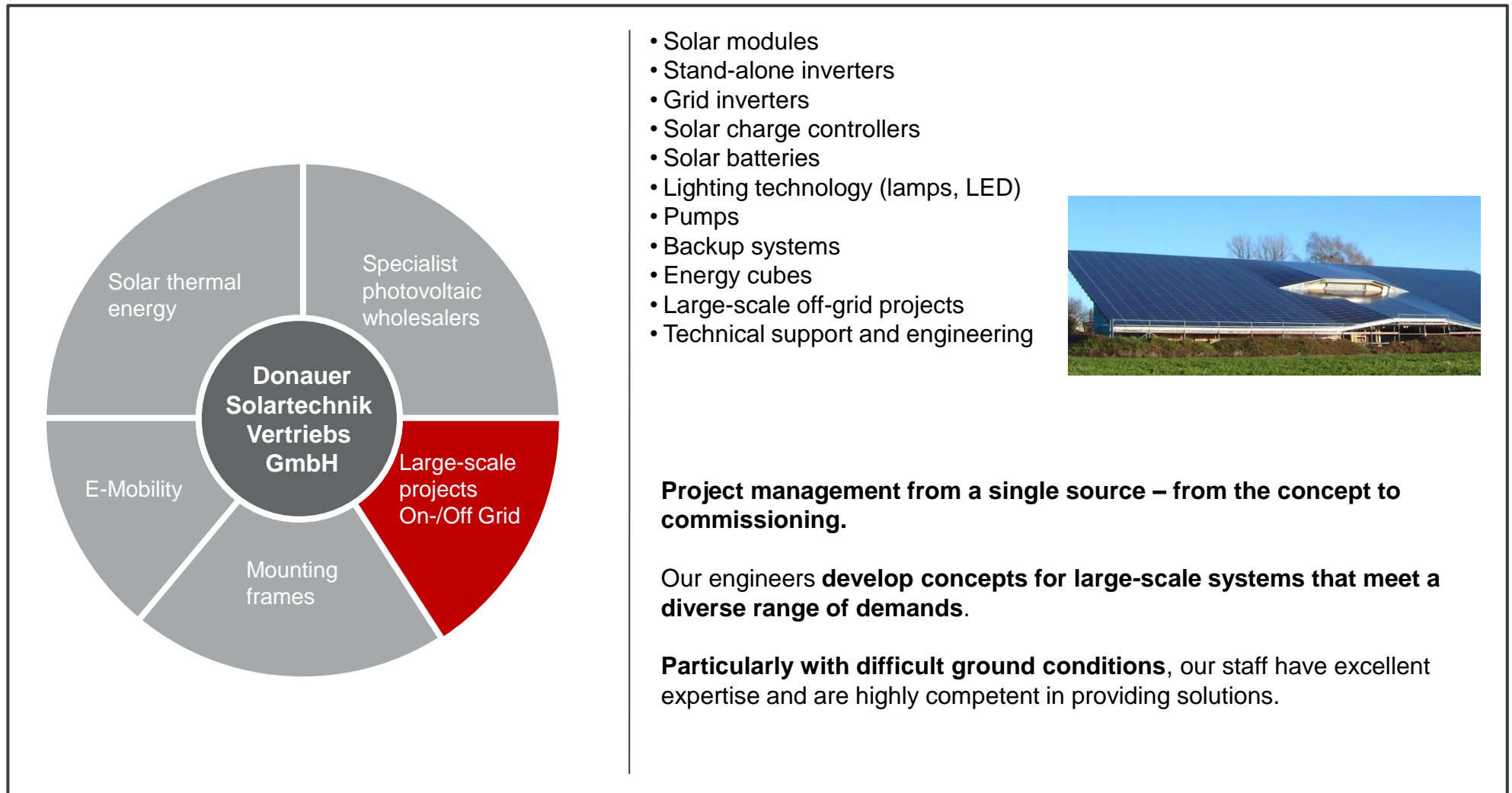
## CROSS-SEGMENT EXPERTISE

### OUR BUSINESS SEGMENTS



## CROSS-SEGMENT EXPERTISE

### OUR BUSINESS SEGMENTS



## MSPS – MOBILE SOLAR POWER SYSTEM

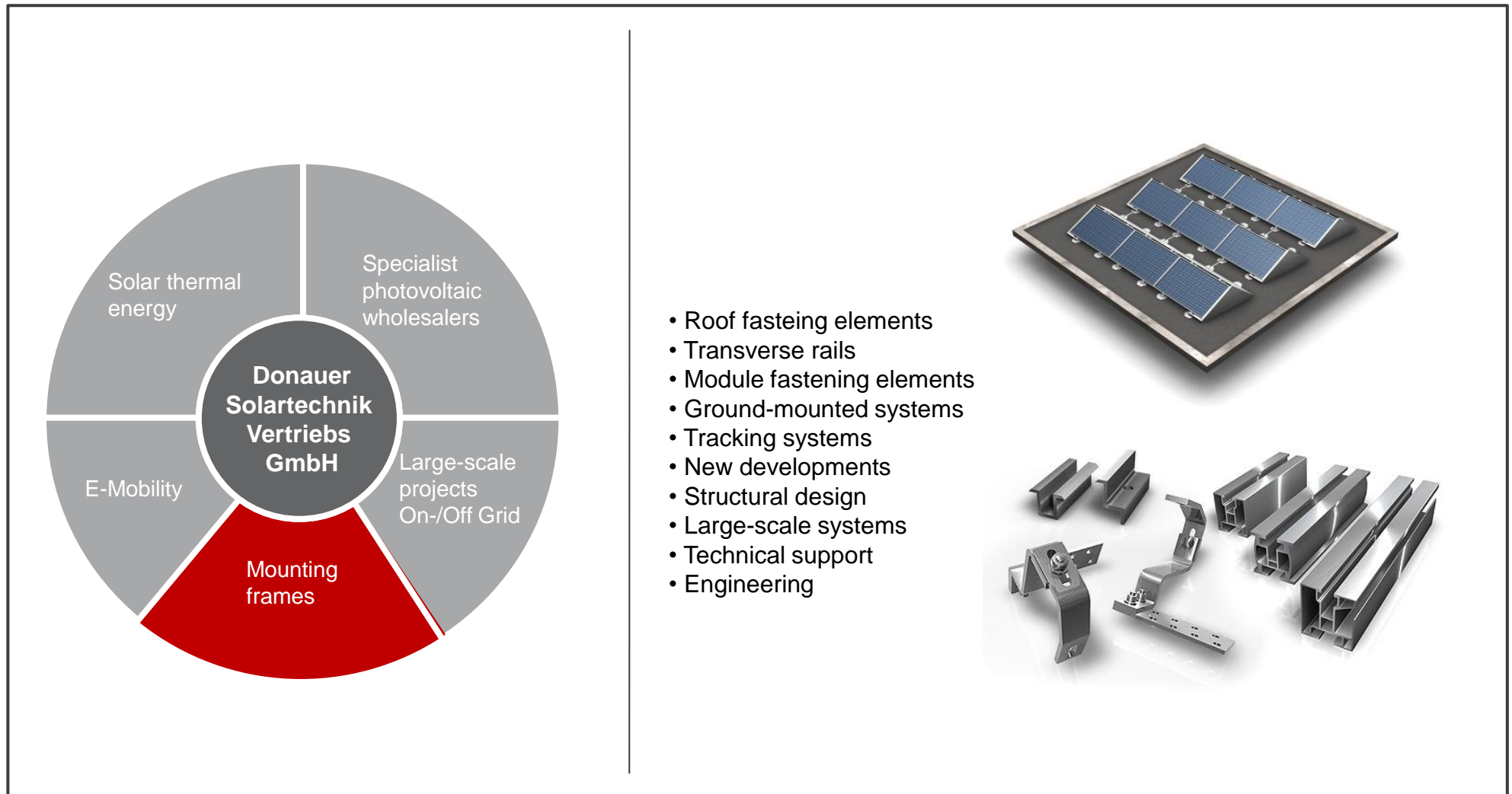


# PICTURES



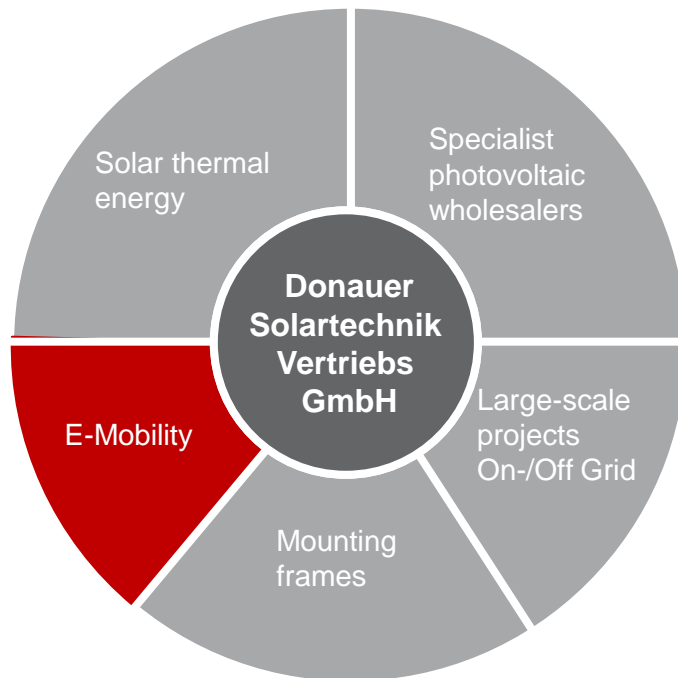
## CROSS-SEGMENT EXPERTISE

### OUR BUSINESS SEGMENTS



## CROSS-SEGMENT EXPERTISE

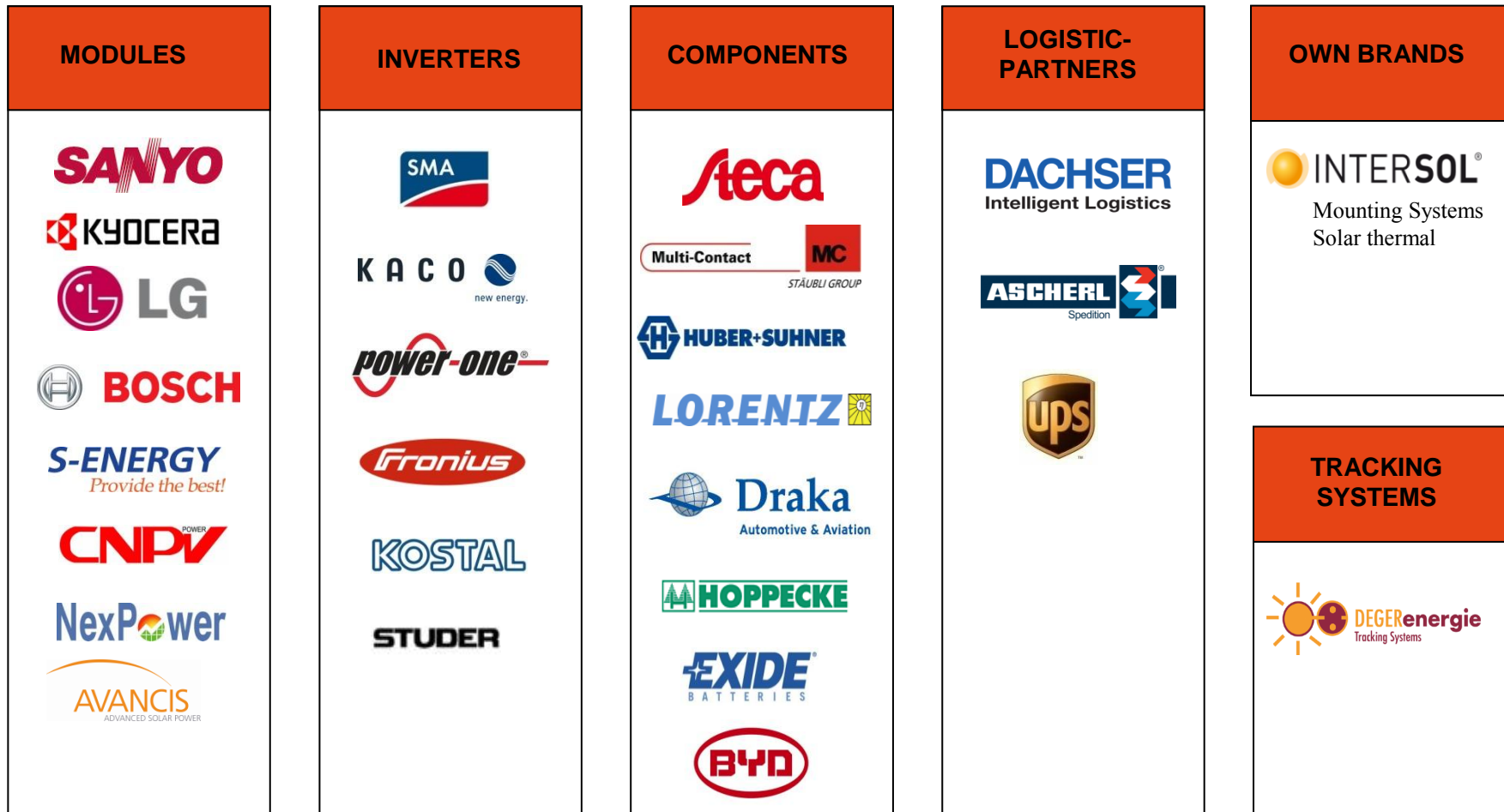
### OUR BUSINESS SEGMENTS



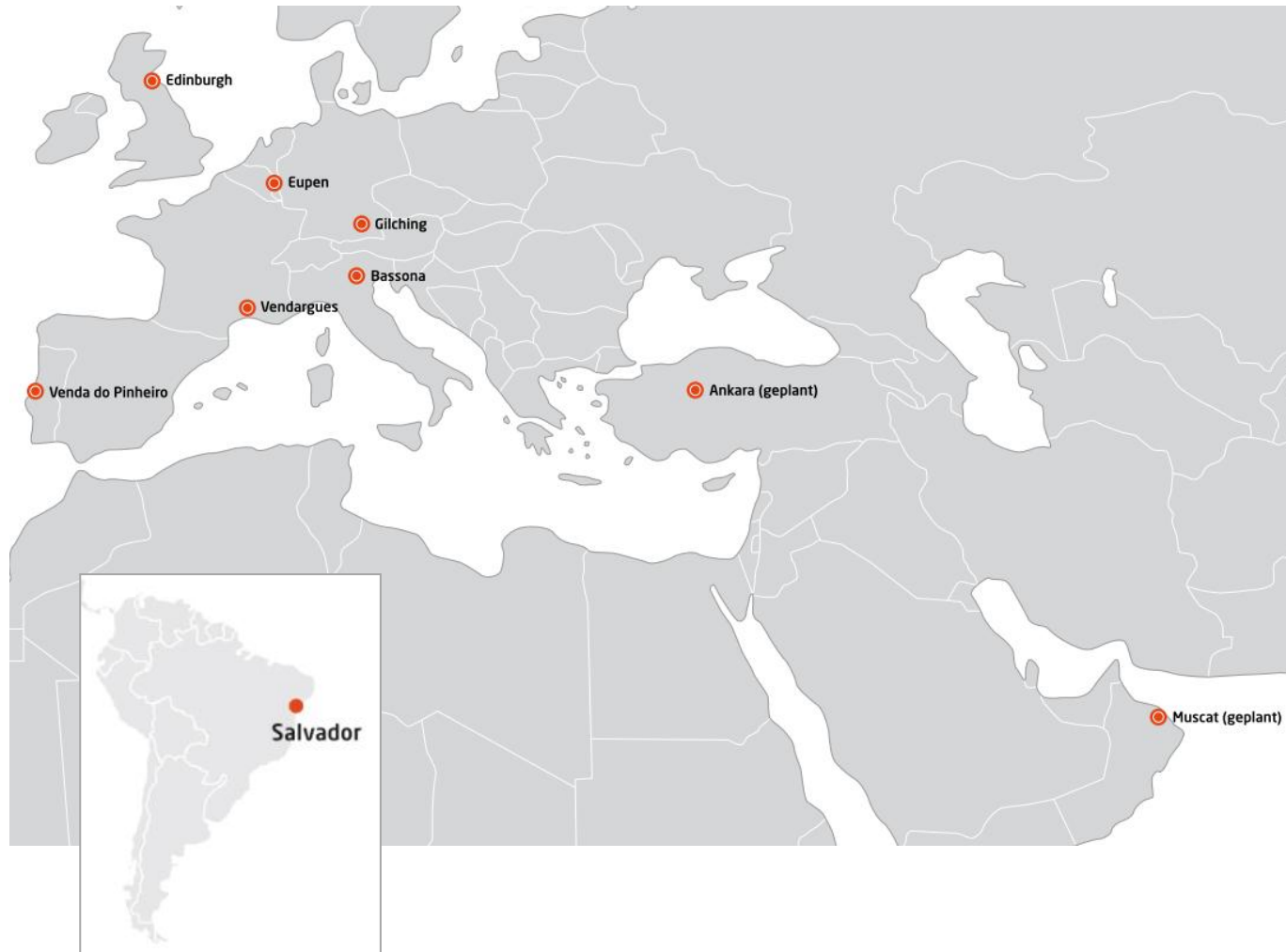
- Bikeports
- Solar bikes
- Service and accessories for grid-connected systems
- Technical support
- Technical support and engineering

## INTERNATIONAL SUPPLIER AND PARTNER NETWORK

### OUR MOST IMPORTANT PARTNERS



## Donauer Solartechnik – Business Locations



### 9 locations in Europe:

- Headquarter Gilching, Germany

### Training Germany:

- Nuremberg
- Gauting-Hausen

### Subsidiaries:

- Portugal
- France
- Italy

### Sales Offices:

- Belgium
- United Kingdom
- Austria
- Turkey
- Brasil

## INNOVATION BASED ON TRADITION – DONAUER MOUNTING SYSTEMS



2000

Newly developed roof hooks – this led to the redesigned bolted roof hooks



2002

Triangular supports (can be angularly adjusted while Maintaining structurally consistent loading)



2004

Continual adaptation and further development of our Light, Standard, 80/50, 120/70 transverse rails



2009

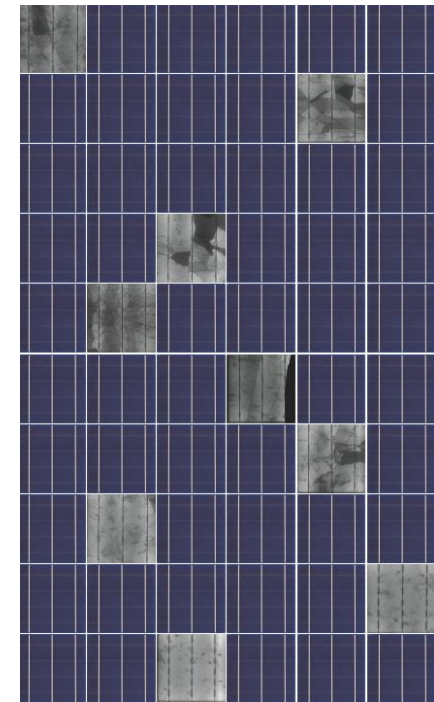
Development of Donauer's first 'Futura Flat Roof' system

# INNOVATION BASED ON TRADITION – DONAUER MOUNTING SYSTEMS

## RESPONSIBILITY FOR THE ENVIRONMENT AND THE SAFETY OF THE SYSTEMS

### Our mounting systems feature:

- ✓ Durable Materials
- ✓ Minimum amount of materials
- ✓ Weight-optimised products and energy-efficient, lightweight materials
- ✓ Use of 100% recyclable materials
- ✓ Mounting systems calculated according to the latest standards (e.g. DIN 1055, DIN 4113, DIN 18800, Eurocodes)



## CUSTOMER SERVICE FROM A TO Z

### QUALITY HAS MANY FACES



#### CLAIMS HANDLING:

- ✓ **Claims are completely dealt with** by Donauer Solartechnik
- ✓ **Rapid pre-evaluation** in cooperation with the manufacturers **saves costs and time** for both the customer and manufacturer
- ✓ **Immediate replacement** from the replacement module pool
- ✓ **Environmentally friendly disposal of old modules** through membership in PV Cycle

# **EXPERT KNOWLEDGE AT THE HIGHEST LEVEL**

## **IMPRESSIONS FROM OUR TRAINING CENTER**



## DONAUER – YOUR STRONG PARTNER

**Proven** quality products and **comprehensive** product portfolio and

**Individual**, expert customer service **from A to Z**

**Professional** delivery service

**Represented** across Europe with international **expertise**



**Highly qualified staff** offer individual consultation

**Long-term and trusty customer** and supplier relations

**Innovative manufacturer of photovoltaic** mounting systems