



**Keysolar**<sup>®</sup>

creating a today, thinking of tomorrow

**SIEMENS Honeywell SFCE<sup>+</sup>**



## Introduction

Keysolar is a major independent solar project development company out of The Netherlands. We deliver long-term projects that tap in to nature's resources to produce sustainable energy for our clients - real power that will guarantee developmental growth and energy costs stable. We've earned a reputation for innovation in the market, for our highly skilled and passionate team, and for our deeply held respect for the people, environment and communities where we develop our project.

Offering innovative, smart and state of the art green energy solutions: that is what Keysolar is aiming for. The focus of our company is on excellence, in the course of which reliability, sustainability, superior technique and added value

are the most important concepts. In addition we take care of that our solutions are financially wise. Because: thinking of tomorrow, we want to create a today!

In developing sustainable solar energy concepts (turn key and lease; rooftop, free field, hybrid) for the African continent we have a strong and mutual exclusive cooperation with about three leading players on the solar market. Nowhere else such a concentration of know-how and experience can be found in the solar energy industry.

As a developer, our track record is only as good as the entities that we partner with in this market, we have chosen a dynamic and unique team of partners to enhance the best result of project delivery to our clientele and potential client base.







## Excellence and engagement

Keysolar BV is an advanced Dutch company with strategic activities globally and with key partnership in the development of photovoltaic solar energy solutions.

In consultation with our clients we deliver state of the art solar solutions to both governments and private companies: we source the solar panels and all other necessary materials, we ship, install and provide maintenance for smaller [starting from 0.2 MW] and larger [up till 120 MW] power installations. On grid and off grid. Roof mounted or ground mounted. Keysolar provides EPC and turn key projects all over the world.

### Focus

Our focus is on excellence: we aim at quality in the broadest sense of the word, combining a superior product with a reliable performance, (cost) efficiency and an open eye for the interest of our clients.

### Solar and more

Not uncommonly our contribution goes further than solar energy as such. With our wellknown and very reputable (scientific) Dutch partners in the field of agriculture and water management we can, if desired, really stimulate a sensible development of the concerned region: in both the environmental, socio-economic and public health domain.

### Our mission

Excellence and engagement - from solar to solution:

- We want to deliver tailor made solutions in stead of a standard product.

- We only want to deal with state of the art but proven technique from the highest attainable quality.
- We want to invest a lot in a good and long lasting relationship with our clients.
- We want to be fair, 100% reliable and transparent.
- We want to pay maximum attention to sustainability, not free of engagement.
- At the same time we want to be a decisive organization that offers actively more prospect of prosperity - in the short and long term.
- If there are possibilities in relation to our core business that serve the community that surrounds our clients, we want to contribute.
- Solving energy problems we always want to





## Excellence and engagement

- look for the most cost efficient solution.
- In short: excellence and (social) engagement are keywords in our operation.

### Added value

Development, realization and maintenance of state of the art and well-considered photo-voltaic solar power installations is our core business.

But not infrequently a wider support follows naturally from this line of service. Keysolar cooperates with various governments to boost the social and economic structure of the regions that surrounds our solar projects. For that we make use of the skills, knowledge and experience of our partners: some prominent scientific

organizations with world fame, specialized in agriculture, socio-economic development and water management.

With our outstanding solar solutions we try to contribute to a better world. But why shouldn't we do more, if we can and if there are so often relevant connections to our energy service? We feel it as our responsibility to do our utmost mindful a better world - now and in the future.

This approach makes Keysolar unique in the world. Do not hesitate to contact us for more information.

### Our partners

On the African solar market Keysolar cooperates with three worldwide well known partners on a mutual exclusive base (on the next pages you can read more about those companies):

- Siemens (Germany)
- Honeywell (United States)
- SFCE (China)

Some of our other partners are:

- AREC (Jordan)
- Seenca SA de SV (El Salvador)
- PT Grina Nirmala (Indonesia)
- Jiangxi Risun Solar (China)
- Topan (Switzerland)
- Sunerg (Italy)

- Protesa (Italy)
- KB Enterprises (Kazakhstan)
- Schneider Electric (France)
- Prisma (The Netherlands)
- GT Associates (UK)
- SolarTec (Germany)
- Panrise (Germany)

### Key role in partnership

Keysolar has the central role in the partnership with Siemens, Honeywell and SFCE. The company ensures the quality of the jointly executed solar projects. The smooth cooperation and great knowledge and experience of the four partners offers African countries a unique opportunity to improve their energy performance substantially.





# SIEMENS



## Siemens

Head office  
Munich (Germany)

Employees  
348.000

Revenu 2015  
€ 75,636 m

**Siemens Solar PV**

Realized capacity  
more than 300 MWp EPC

Active  
more than 30 countries

## Long history in PV business

Siemens Solar PV has a history of 62 years of photovoltaic business activities. The company delivers the full range of projects:

### E-EPC

Service, engineering, project management, transformer/switchgear/inverter, electrical installations.

### BoP

Service, engineering, project management, transformer/switchgear/inverter, electrical installations, civil works.

### EPC

Service, engineering, project management,

modules, transformer/switchgear/inverter, electrical installations, civil works.

### Full EPC

Financing, service, engineering, project management, modules, transformer-switchgear-inverter, electrical installations, civil works.

### All-round

The company has competence in all phases of photovoltaic projects:

- project development
- project funding and financing
- engineering
- execution
- grid connection, operation and maintenance



Les Mées, France (31 MWp)

### Some references:

- Canada - First Light II - 10,5 Mwp
- Germany - Forchheim - 800 kWp
- Czech Republic - Dobré Pole - 4 Mwp
- USA - Sparta - 3,1 Mwp
- Spain - Beneixama - 20 Mwp
- South Africa - De Aar - 98,1 Mwp
- France - Les Mées - 31 Mwp
- Italy - San Donaci - 15 Mwp
- Israel - Ketura - 5 Mwp

### Recent orders in:

- South Africa, Italy, Austria, France, Guadeloupe, Canada, USA, Czech Republic, Germany, Spain.





# Honeywell



## Honeywell

Fortune Top 100  
74th place

Active  
70 countries

Head office  
Morris Township (USA)

Employees  
129.000

Operating income 2015  
\$ 6.586 billion

## Efficiency, reliability, safety

### Honeywell in short

Honeywell International, Inc. is strategically positioned to address the world's toughest challenges - energy efficiency, clean energy generation, safety and security, and globalization. The company produces a variety of commercial and consumer products, engineering services and aerospace systems for a wide variety of customers, from private consumers to major corporations and governments. Honeywell has operations around the world at about 1,250 sites in 70 countries.

### Honeywell and energy

#### Facilities and Operations

Honeywell solutions for optimized management of facilities and improved operational efficiency, safety and security.

#### Industrial Controls

Solutions for energy projects to operate safe, reliable, efficient, sustainable and to realize a more profitable facility.

#### Energy Solutions

Increasing efficiency while reducing costs and emissions on immediate and long-term.



More than 125 years of innovation

### Smart Grid and Utilities

To provide utilities with solutions that help exceed their demand management goals, including customer engagement programs, energy management systems implementation, measurement of energy and demand savings to serve their commercial and residential customers reliably and efficiently.

### Instrumentation

Measurement and control products, along with software solutions and open interfaces for data access.







## SFCE

Realized capacity (June 2015)  
1.622 MW

Clients  
more than 1,000

Active  
more than 80 countries

Head office  
Hongkong (China)

Employees  
6,000

Revenu 2014  
RMB 2,95 billion

## Shunfeng International Clean Energy

The corporate mission of Shunfeng International Clean Energy is to create a low-carbon environment. The Group is a fully integrated photovoltaic service provider engaging in solar power stations constructions and operations, solar products manufacturing as well as solar energy storage; at the same time the Group is dedicated in research, development as well as operations of other forms of clean energy.

### World leading

Solar power generation is the core pillar of the Group's solar energy business and the company is working to become a fully integrated new energy enterprise as a world leading clean energy service provider. SFCE is China's largest independent

private large scale ground-mounted solar power service provider. Last year the Group's grid-connected solar power generation capacity reached 1.622 MW. The newly acquired solar power plants projects had 876 MW installed capacity which is currently under construction.

### Capacity

Through its strategic expansion and acquisitions, the Group has formed the comprehensive solar photovoltaic production chain and has developed the platform for global leading solar power generation technologies. The Group expects to achieve a total manufacturing capacity of 2,2 GW of solar cells and 2,4 GW of solar modules by the end of the year.



A manufacturing capacity of 2,2 GW of solar cells

### Products and services

SFCE offers the following solar products:

- Solar wafers
- Solar cells
- Solar modules
- Power storage
- Inverters
- Fast charging devices

Solar services:

- EPC
- Power stations operations and smart management



# State of the art solutions for affordable solar energy

## How to find us

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Keysolar BV is a joint venture of GSI BV and  
AAC Global BV

[www.keysolar.eu](http://www.keysolar.eu)



- TURN KEY AND LEASE - ROOFTOP, FREE FIELD, HYBRID ✓
- DEVELOPMENT, MAINTENANCE, SERVICE, PROJECT FINANCE ✓
- FAST INSTALLATION OF PLANTS, LOW MAINTENANCE ✓
- BANKABLE; COST COMPETITIVE WITH CONVENTIONAL ENERGY ✓
- EXPERTISE ACROSS THE ENTIRE SOLAR VALUE CHAIN ✓
- REDUCING FUEL IMPORTS, INCREASING ENERGY INDEPENDENCE ✓
- ENHANCING GRID RELIABILITY AND STABILITY ✓
- SUSTAINABLE BY REDUCING CO2 EMISSIONS ✓
- EXTRA BOOST FOR SOCIAL AND ECONOMIC STRUCTURE ✓





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