

## Smart Systems for Solar Power



### IBC SOLAR at a glance:

IBC Solartechnik  
founded in 1982

Company  
headquarters:  
Bad Staffelstein

3,7 GW implemented  
worldwide

Around 365 employees  
worldwide

Regional companies:  
Germany, Netherlands,  
Turkey, India,  
Singapore, Japan and  
South Africa

#### Turnover

2014	€ 200 m
2015	€ 263 m
2016	€ 266 m
2017	€ 344 m

### The company

IBC SOLAR is a leading global provider of solutions and services in the photovoltaic and energy storage system sector. The company was founded in 1982 by Udo Möhrstedt in Bad Staffelstein and offers complete solar solutions, covering the entire range of services from planning to the turnkey handover of photovoltaic systems. Udo Möhrstedt is considered a pioneer of the solar industry and as chairman is head of the international group.

### The business area

IBC SOLAR has implemented photovoltaic systems worldwide with an output of 3,6 gigawatts to date. Its scope ranges from solar parks, which feed electricity into the grid, and self-consumption systems for business owners and private households to off-grid photovoltaic systems and local storage systems.

### Sales business

As a manufacturer-independent system house, IBC SOLAR sells all components required for solar power generation and storage, such as modules, inverters, charge controllers, mounting systems, cables, plug connections, display and measurement technology. In addition to selling components from renowned manufacturers, IBC SOLAR has introduced its own product lines for modules, mounting systems, monitoring and battery storage systems.

### Project development, EPC and O&M

As a project developer, IBC SOLAR develops, implements and markets its own major projects worldwide, as well as arranges the financing.

As a general contractor (EPC), IBC SOLAR creates large plants for investors and project developers. This involves detailed technical planning and construction preparation, turnkey construction and initial operation, as well as a comprehensive range of consulting services, which includes funding and financing consulting, subsequent monitoring and operation and maintenance (O&M).

### Service provider for energy solutions

IBC SOLAR offers customised solution packages for energy providers, public utility companies, business associations and providers of photovoltaic concepts. Depending on requirements, these range from lead generation and e-commerce to component deliveries and mounting services.

### IBC SOLAR worldwide

IBC SOLAR has a global presence with regional companies, sales offices and a strong network of partner companies in more than 30 countries. The group currently has around 365 employees. IBC SOLAR Group's worldwide operations are managed from the company headquarters in Bad Staffelstein (Bavaria).

### Turnover

In 2017, IBC SOLAR generated a group turnover of 344 million euros and sold a module output of 404 megawatt peak.

*As of: July 2018*