



# PNE

pure new energy

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. With our brands PNE and WKN, we are developing into a provider of clean energy solutions.

From initial site exploration 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 refining of power from renewable energy sources.

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

The development of our different business segments is accompanied by a regional expansion of our business activities: In addition to industrial countries, we concentrate our commercial activities on developing countries in Latin America, Africa and in both the Middle and Far East.

The approximately 400 employees of the PNE Group dedicate themselves every day to moving one step closer to realising the vision of energy supplies provided solely by renewable energy sources. For clean, sustainable energy production – now and in the future.

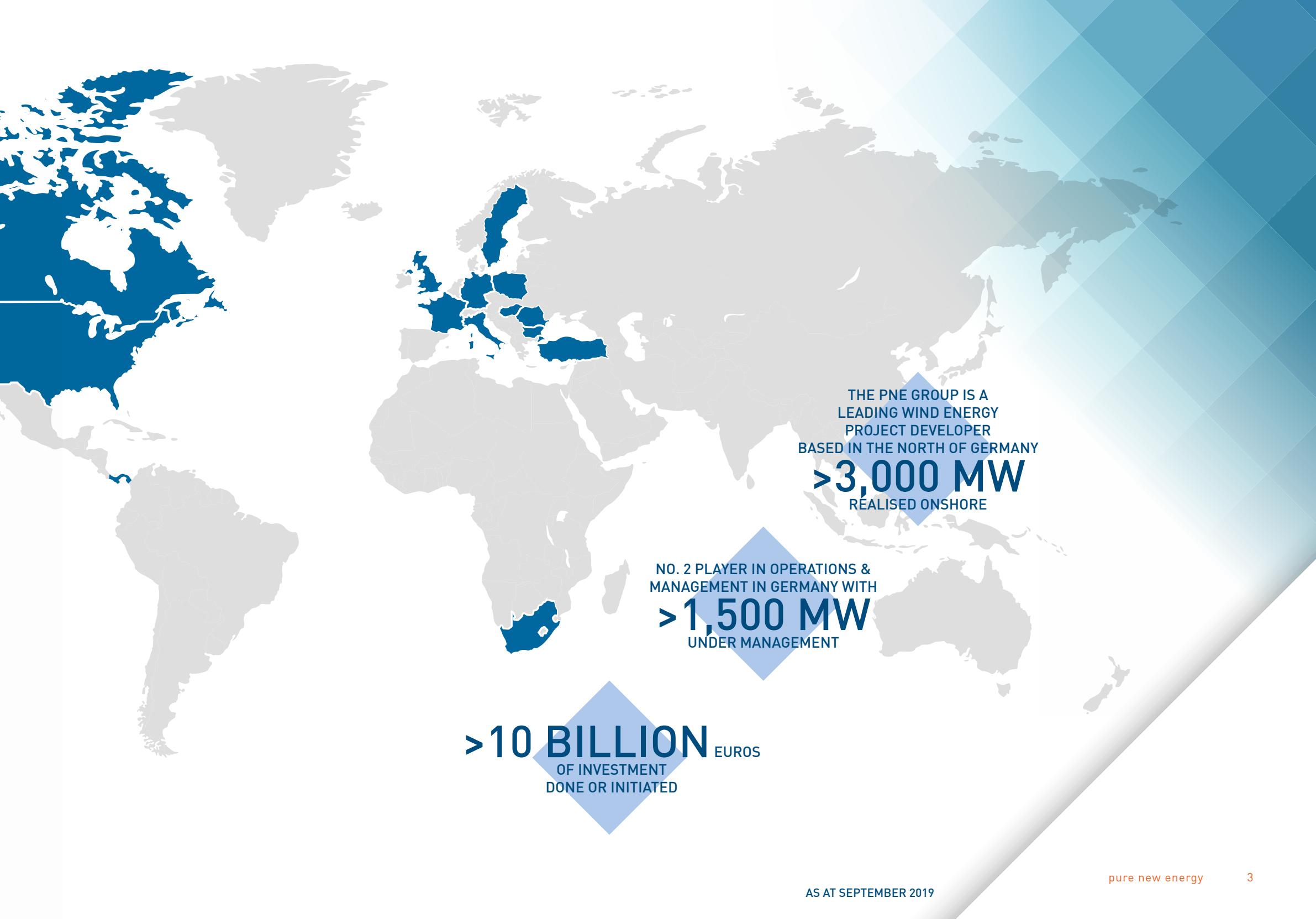
Our references at a glance:  
[WWW.PNE-AG.COM](http://WWW.PNE-AG.COM)



**PIONEER**  
OF WIND ENERGY

GERMANY'S MOST SUCCESSFUL  
DEVELOPER OF OFFSHORE PROJECTS  
WITH 8 SOLD  
PROJECTS AT SEA WITH  
**2,852 MW**

ACTIVE IN  
14 COUNTRIES ON  
3 CONTINENTS



# 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 ensure that the expansion of clean energies will happen one step faster – in Germany, in Europe and throughout the world.

## 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 nearly three decades of competent planning, implementation and management of wind power 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
- Self-hosted operation of wind farms for the reliable production of sustainable energy
- 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 the 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. We at PNE attach particular importance to the careful selection of sites for plants with at least 5 MWp. We develop the solar systems on site on a greenfield basis or in cooperation with local experts and partners. Here, too, we sell fully developed solar projects preferably as “ready to construct” solutions.

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 a wind farm is one thing. But what happens when the 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 our service for you. 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 its headquarters in Cuxhaven and its business establishment in Husum, energy consult is located in Germany's wind power centres, but is very successful in operational management in the entire German market as well as internationally – over 750 successfully managed wind power 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.

## PPA MANAGEMENT WITH PNE

From the pre-selection of suitable power purchasers through contract negotiations with defined acceptance conditions up to implementation – as a full-service provider we take over all aspects of PPA management for you in the areas of corporate and merchant PPAs. Secure fixed purchase prices, the best conditions and the greatest possible predictability for the operation of your plant through us.

## 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 the 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 planning services, construction management or safety technology as well as assistance in on-demand night-time marking: You can rely on our know-how and our suitable solutions for your challenges.

# THE FUTURE BEGINS TODAY.

We are constantly caught between an increased demand for clean energy solutions and growing competition in this market of the future. Therefore, we want to exploit our decades of expertise and consistently expand our service portfolio. Our goal: In line with our claim, we want to 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. Our aim is to transfer to other fields the expertise we have accumulated over many years in the successful development, project planning and implementation of onshore and offshore wind farms. In the future, projects and solutions for the planning, construction and operation of power plants based on clean energy will be added to our portfolio. In addition to photovoltaic projects and hybrid solutions as well as storage technologies, this also includes the development of power-to-gas solutions.

Our product range will comprise three core areas in the future: project development wind energy, project development photovoltaics and project development 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 will also receive additional services for projects in the future. We are also increasingly focusing on supplying clean electricity generated in our self-hosted plants.



**S**olutions  
Provide clean energy solutions

**C**ore  
Grow our core business

**A**dapt  
Optimise our structures

**E**verage  
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 will also find a planet worth living on. Would you like to build a wind farm, 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 wind farm

## OPERATORS

You can count on us in these areas:

- Almost 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 or wind farms
- 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
- 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 options with high yield opportunities
- Security owing to maximum project quality and long-term planning
- Transparent and serious contract design and partnership

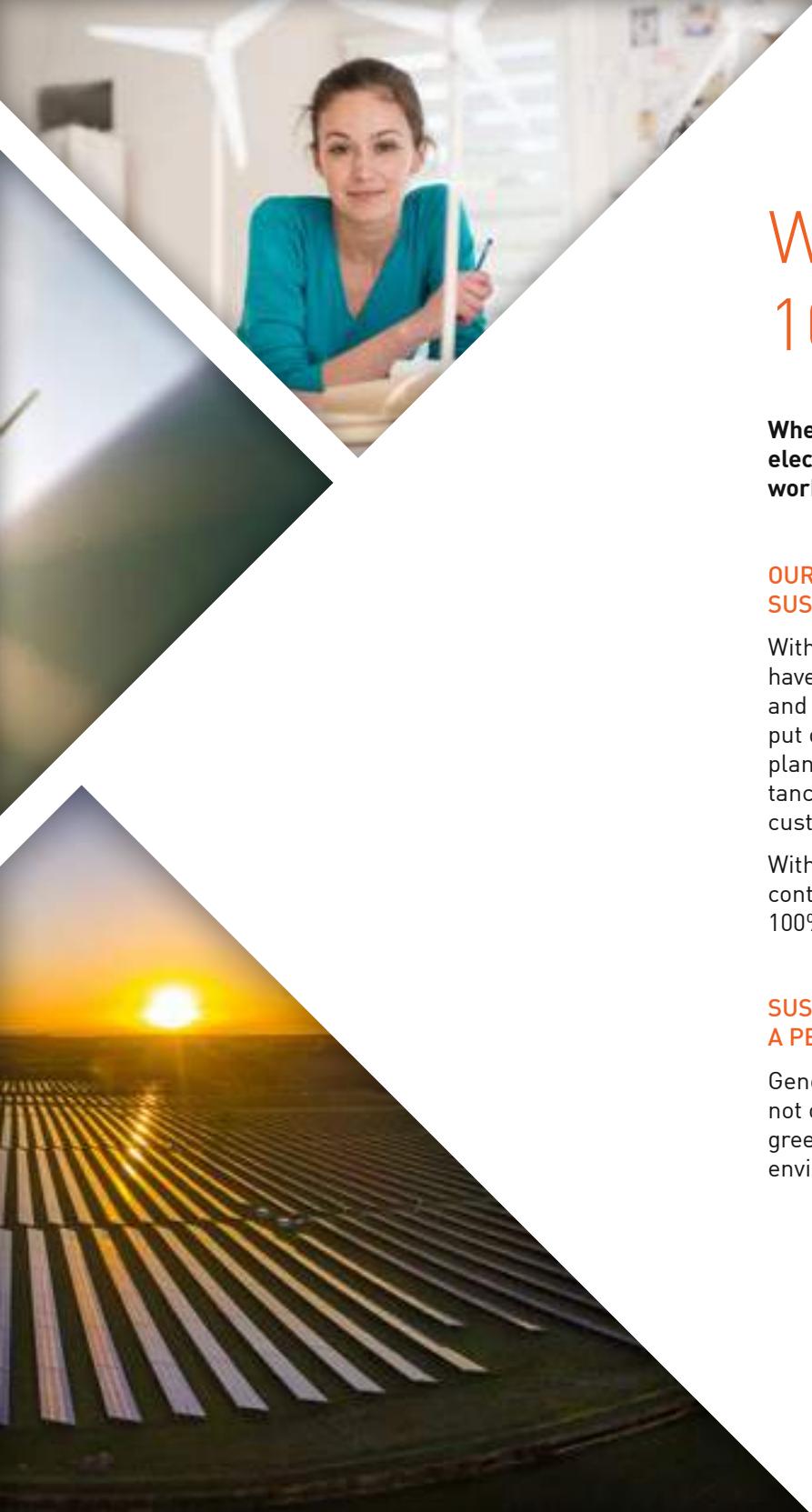
## INTERNATIONAL COOPERATION PARTNERS

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 STRIVING FOR 100% RENEWABLE ENERGY.

**Whether by wind power, solar energy or hybrid solutions: For us, there are many ways to 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 and sustainable energy supply.**

## OUR MISSION: TO CONTRIBUTE TO GREATER SUSTAINABILITY

With our wind power 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 the supply from sustainable energy sources not only contributes to a reduction of climate-damaging greenhouse gases and thus to the protection of people, the environment and nature. It also has 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, the young employees remain with the company after their training period. Another contribution to sustainability.

# WE ARE HERE FOR YOU. WORLDWIDE.

## PNE AG

Peter-Henlein-Straße 2-4  
27472 Cuxhaven  
Germany  
Phone: +49 4721 718-06  
info@pne-ag.com

PNE USA Inc.  
Chicago, USA

PNE WIND Yenilenebilir Enerjiler Ltd.  
Çankaya Ankara, Turkey

S.C. PNE WIND Romania  
Energy Holding S.R.L.  
Bucharest, Romania

Pure New Energy LATAM S.A.  
Panama City, Panama

energy consult GmbH  
Cuxhaven/Husum, Germany

## WKN GmbH

Otto-Hahn-Str. 12-16  
25813 Husum  
Germany  
Phone: +49 4841 89 44-100  
info@wkn-group.com

WKN France S.A.S.U.  
Nantes, France

WKN France S.A.S.U.  
Nancy, France

WKN Italia S.r.l.  
Rome, Italy

WKN Windcurrent SA  
Wilderness, South Africa

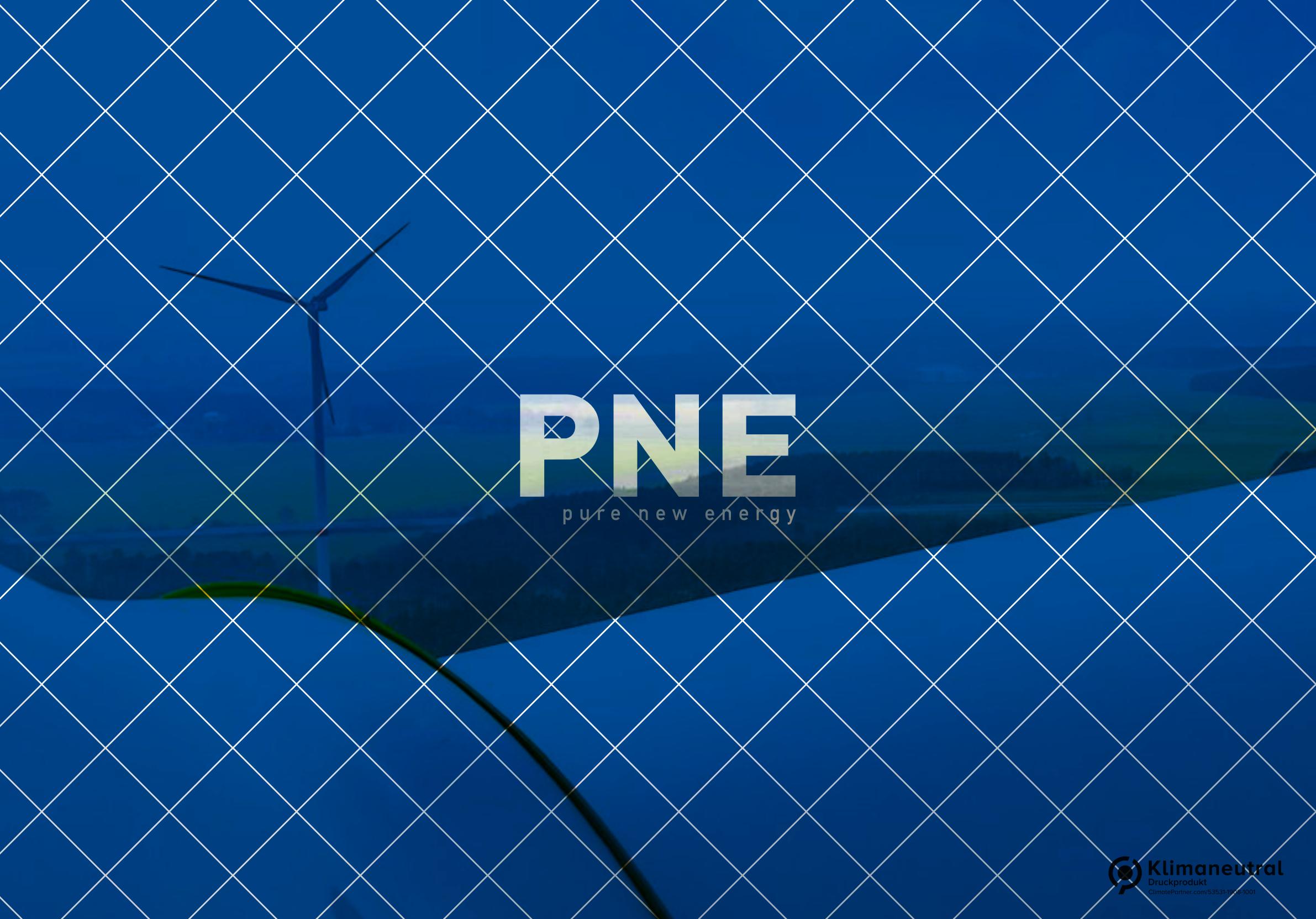
Sevivon Sp. z o.o.  
Koszalin, Poland

VKS Vindkraft Sverige AB  
Motala, Sweden

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