

Export Initiative Renewable Energies



8th Germany California Solar Day

San Francisco, Oct. 30th, 2012

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About us – vis solis corporate

- “vis solis” is Latin and stands for “The Power of the Sun” www.vis-solis.us
- Development, Structuring, Engineering, Procurement, Construction, Financing, Operation of PV Solar Projects
- Corporate Office for vis solis, GmbH established in Neubrandenburg, Germany in April 2009
- Subsidiary vis solis LLC established in Franklin, Tennessee (Greater Nashville) in August 2010
- Installed about 50 MW in Germany, Italy, USA



About us – vis solis US story

- Visit of different solar lead trade shows in USA in `09 and 10
- 1st trip to AHK Solar Day in New York/New Jersey in May 2010 to build network of which some are still operational
- Foundation of subsidiary vis solis LLC in August 2010
- 2nd trip to AHK Solar Day in Denver, CO to expand network
- Installation of 3 MW ground mount in Fayetteville, TN
- Installation of 6.1 MW ground mount in Tucson, AZ
- Development of 800 kW Dual-Axis-Tracker in TN
- Installation of 200 kW rooftop in Lenoir City, TN
- Development of 650 kW roof top and tracker in TN & AL
- Dena Solar Roof Program Award for 50 kW Dual-Axis-Tracker in Oak Ridge National Lab Heritage Center



vis solis – 3 MW Project Fayetteville, TN



3 MW installed in TN in October 2011
vis solis LLC became **Market Leader**
2011 in the TVA region



The small city of Fayetteville, TN
(pop. 8000) became 2nd largest Solar
City in terms kW PV per Capita in the USA

vis solis – UA Tech Park Tucson, AZ

SEPA Conference visiting out site under construction in April 2012



6.1.MW Amorphous Si Thin-Film
Project in the designated Solar Zone
Of the University of Arizona in Tucson



Tucson Electric Power (TEP) was
Elected Utility of the Year by SEPA

12 SYSTEMS @ 50kW

Showcase Project 200 kW Lenoir City, TN



4/18/2013



vis solis LLC

TELICO Plaza, Lenoir City, TN (near Oak Ridge)



4/18/2013



OAK RIDGE SOLAR PARK, LLC

Why Oak Ridge Heritage Center?

- Oak Ridge National Laboratories ORNL (www.ornl.com)
- Representative location at the former DOE complex
- ORNL is the largest science and energy laboratory for the Department of Energy
- ORNL partners with the State of TN, Universities, and Industries
- ORNL is home of several of the world's top computers and is a leading neutron and nuclear energy research facility
- Project located on the topsoil of the decommissioned 1st Nuclear Plant and Research Center in the World (1943)
- High science and research reputation and recognition worldwide

OAK RIDGE SOLAR PARK, LLC

Current Photovoltaic Portfolio

- Total of 650kWp rooftop photovoltaic power.
- Flagship: 1 Dual-axis-tracker @ 50 kW PV.
- 12 Shopping Centers Roofs @ 50kWp = 600kW.
- TVA to buy 100% of electricity generated for 20 years.
- TVA pays 12-cent premium plus retail for 1st decade and retail for 2nd decade.
- Portfolio sec. 1603 safe harbored and shovel ready for 2012 installation
- Investor needed – \$1.9 MM - 10% IRR (20 years).

OAK RIDGE SOLAR PARK

Dual-Axis-Tracker

Flagship Project German Technology

- Technology and market leader with high-tech sensor
- 50,000 Deger installations worldwide
- Tracks the solar resource instead of just the sun
- 45% higher yields and ROI
- Ideal for capacity limits



1st tracker development 800 kW in TN



4/18/2013



12

1st tracker development - inverters



1st tracker development - transformers



vis solis' US Strategy

- Tracker as Show Case Project in Oak Ridge National Lab Heritage Center demonstrating German High Tech and Brownfield re-use
- Teaming-up with retail shopping centers to get lease contracts for both roof and ground installations
- Usage of technology from market leaders only
Deger Energie, Schletter, Astronergy, Q-Cells, Refusol, SMA, Solectria, Advanced Energy
- Implementation of a PR & Marketing Concept with DENA
- Strengthening strategic position of vis solis in the US market
- Training of sales reps, installers and service & maintenance operators

vis solis' Objectives

- Sites and projects locations
- Developing opportunities in all maturity stages
- vis solis is known for “hitting the ground running”
- Stalled projects in need for a bankable EPC
- Investors and Financing

Carlos Mayer
Managing Member

Tim Hayes
Managing Member

Keith Gordon
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*Developers of world-class solar electric generating systems –
financing, engineering, procurement, construction and operation.*

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Thank you for your attention!



... the power of the sun