



MARTIFER
SOLAR

Pure Energy

AGENDA

1. MARTIFER GROUP

- General Overview

2. MARTIFER SOLAR | PRESENTATION

- Core Business | Added Value
- Worldwide presence | Results to date (MW) | Financial data
- Technical Products & Solutions

3. MARTIFER SOLAR | BUSINESS SEGMENTS

- Track Record | Key Figures

1. MARTIFER GROUP

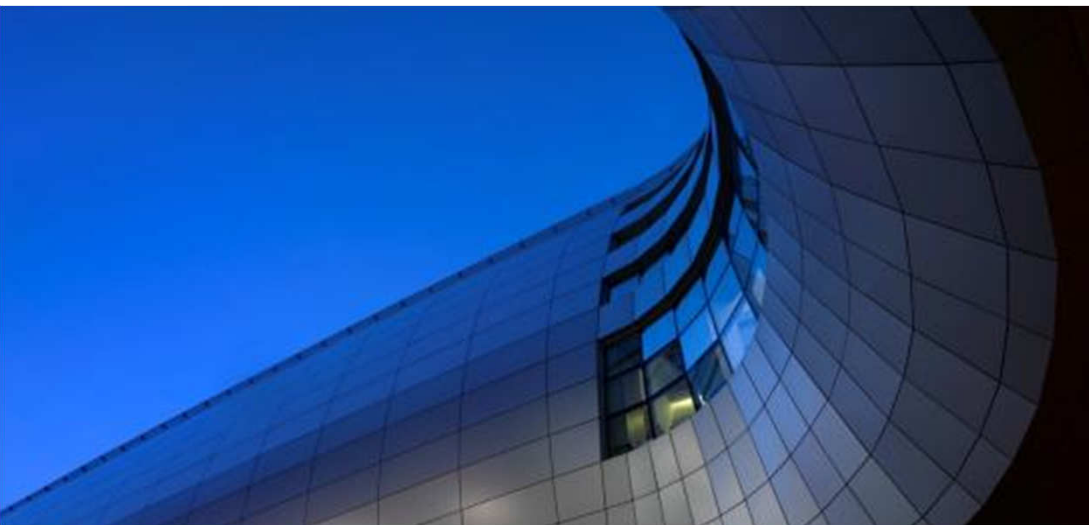


Martifer Group Headquarters | Oliveira de Frades, Portugal

MARTIFER GROUP | GENERAL OVERVIEW

- Core activities: Construction | Solar
- More than 3,000 employees (on December 31, 2011)
- Listed on Euronext Lisbon (IPO June 2007)
- Annual revenues average close to 600 million euro in the past three years

METALLIC CONSTRUCTION



MARTIFER
CONSTRUCTION

Pure Energy

SOLAR



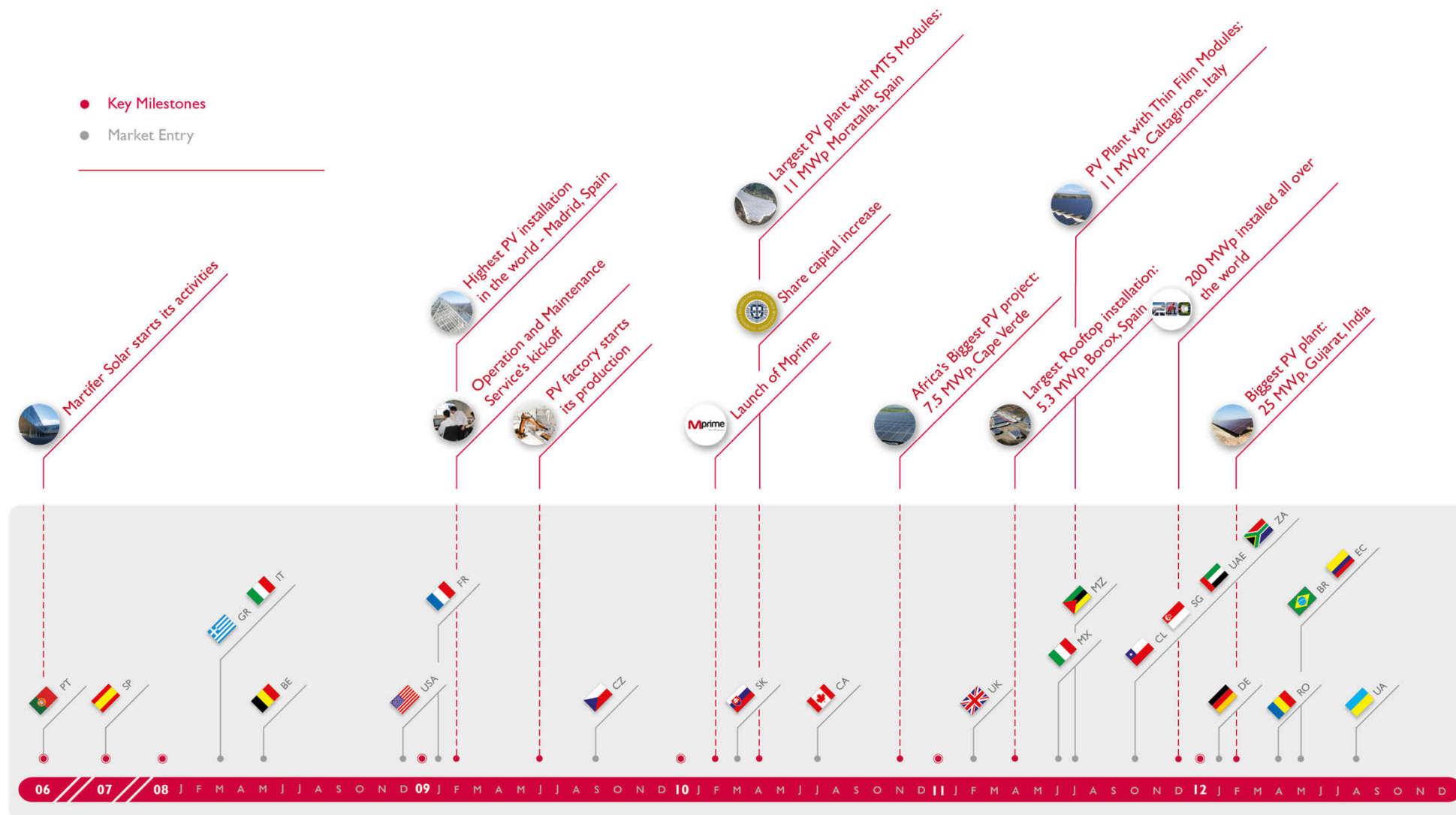
MARTIFER
SOLAR

2. MARTIFER SOLAR | PRESENTATION



Martifer Solar Headquarters | Oliveira de Frades, Portugal

MARTIFER SOLAR | HISTORY



MARTIFER SOLAR | PRESENTATION

- Company specialized in **Solar PV Energy Solutions**
- Headquarters: Oliveira de Frades, with 150 employees
- Factory and offices to 10,000 sqm
- Company headcount: more than 400 by end of 2011
- Present in more than 20 countries across 4 continents (Europe, America, Asia and Africa).



Top five major groups offering
integrated solutions in PV Market



Offer innovative photovoltaic solutions
for the management and production of
electricity

VISION

MISSION

MARTIFER SOLAR | CORE BUSINESS

Martifer Solar covers the whole photovoltaic process supported by:

- Its financial and vertical integration capacity,
- The global control of the project, in terms of technology, quality, time and cost,
- The best guarantees in the market.

We go along with you, step by step.

360° PV SOLUTIONS



MARTIFER SOLAR | ADDED VALUE

Ability to Adapt

Flexibility to adapt to the needs of each client and market

First-Class Reliability

Martifer Solar's priority in each project is to guarantee the profitability of its client's investments.

Worldwide expertise

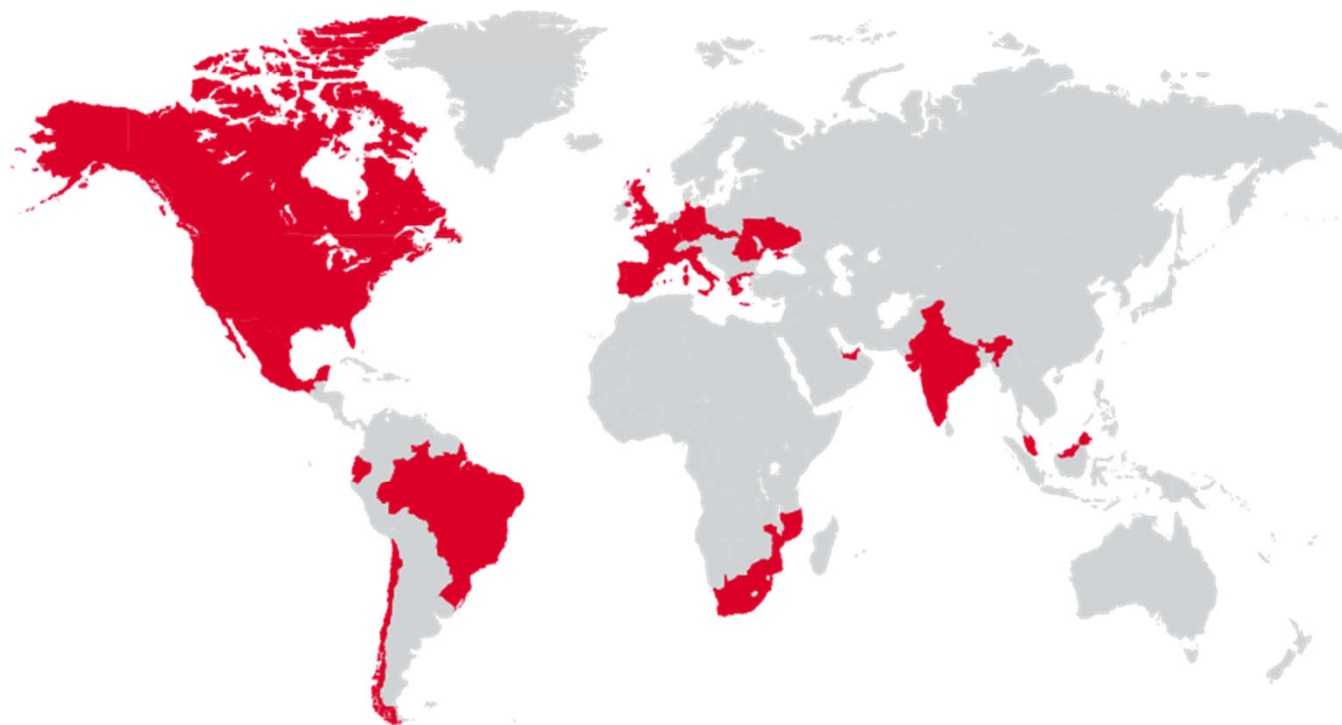
More than 250 MW of PV energy installed all over the world

We adapt to our clients' needs
worldwide with maximum
reliability



MARTIFER SOLAR | WORLDWIDE PRESENCE

HEADQUARTERS
Oliveira de Frades, Portugal



EUROPE

- Spain
- Italy
- Greece
- Belgium
- France
- Czech Republic
- Slovakia
- United Kingdom
- Germany
- Romania
- Ukraine

NORTH AMERICA

- USA
- Canada

SOUTH AMERICA

- Mexico
- Chile
- Brazil
- Ecuador

ASIA

- India
- Singapore

AFRICA

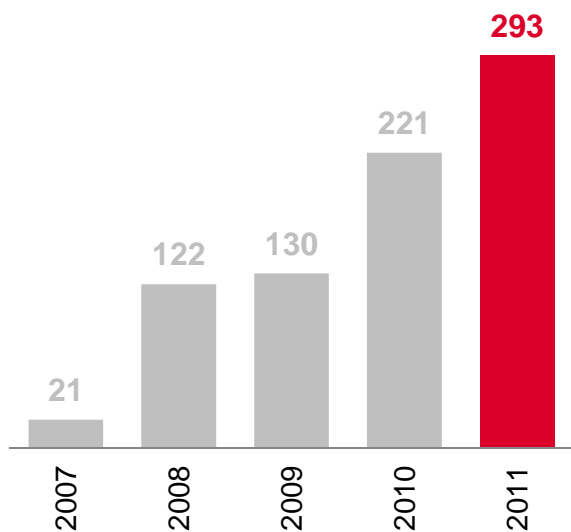
- Cape Verde
- Mozambique
- South Africa

MIDDLE EAST

- United Arab Emirates

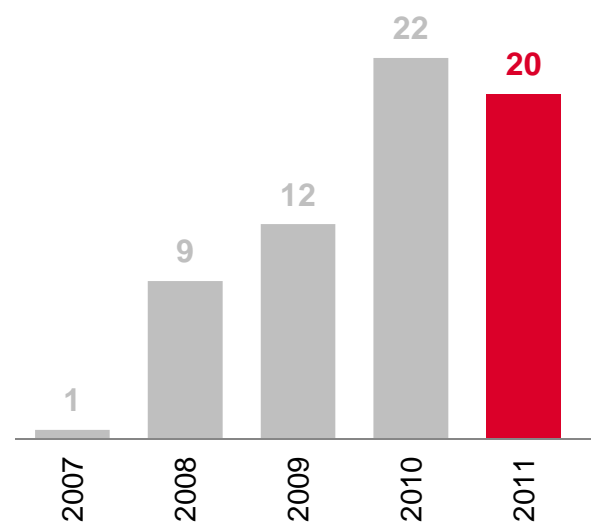
MARTIFER SOLAR | FINANCIAL DATA

REVENUES [M€]



Historical

EBITDA [M€]



Historical

Five years in a row of strong operacional performance

MARTIFER SOLAR | FACTORY | MODULE



- Top #3 in TUV 2010 Yield Energy Annual Contest
- Power range from 210 to 245Wp
- Production capacity: 50 MW
- Completely automated and robotized
- Strict quality control
 - ✓ ISO 9001
 - ✓ ISO 14001
 - ✓ OSHAS 18001



MARTIFER SOLAR | PRODUCTS

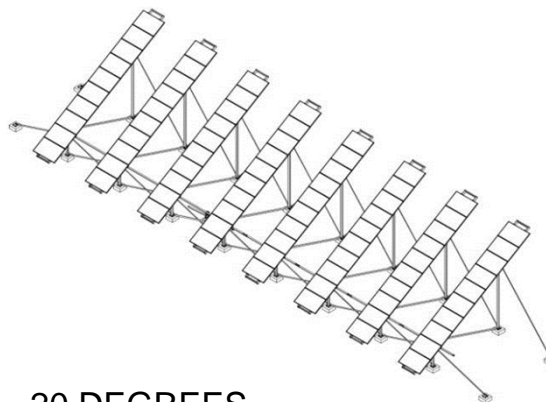
SMARTPARK



UNO
SINGLE
DUAL



SMARTRACKER



20 DEGREES
30 DEGREES
HORIZONTAL AXIS



SMARTROOFING

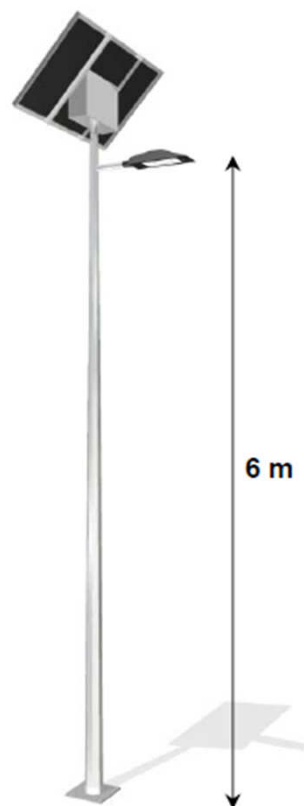


INTEGRATED
FLAT



MARTIFER SOLAR | R&D+i | OFF-GRID |

SMART STREETLIGHT

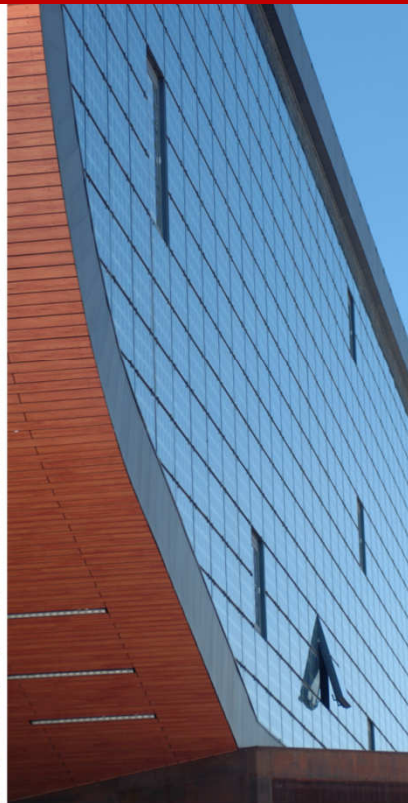


BATTERIES ON THE TOP
BATTERIES ON THE BASE

SMARTVOLT



3. MARTIFER SOLAR | BUSINESS SEGMENTS



MARTIFER SOLAR | BUSINESS SEGMENTS: WHAT WE OFFER



MARTIFER SOLAR | BUSINESS SEGMENTS | PRODUCTION & DISTRIBUTION

PV EQUIPMENTS & SOLUTIONS



- Concept: “Plug & Play” kits
- A wide range of PV modules and components
- Flexible logistics to adapt to each client’s requirements
- Superior after-sales service
- International distributor based in Portugal



Modules Producer



Kits



Components



Distribution



Delivery

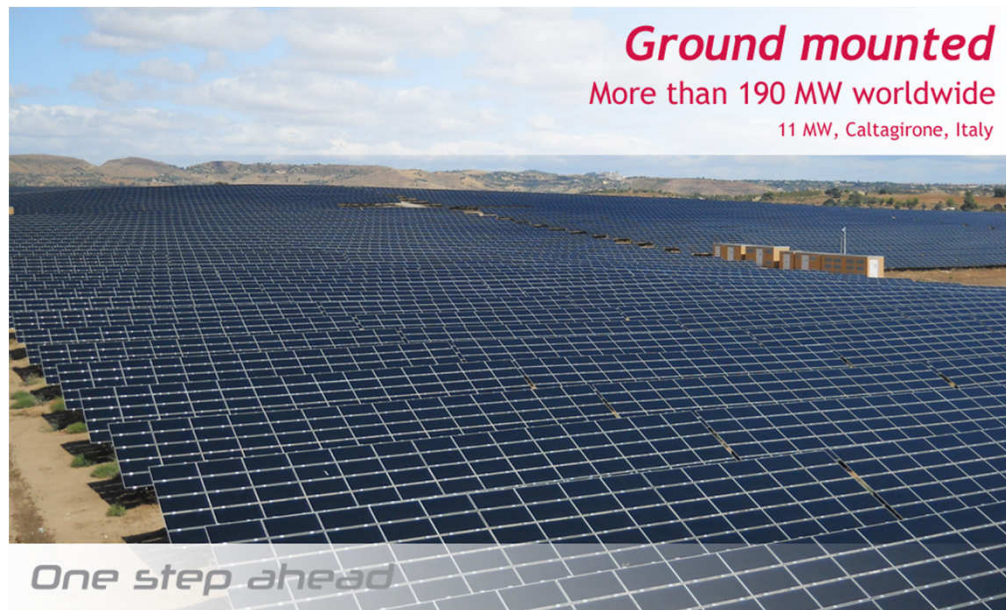
MARTIFER SOLAR | WORLDWIDE ACHIEVEMENTS



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MARTIFER SOLAR | WORLDWIDE ACHIEVEMENTS



MARTIFER SOLAR | EPC TRACK RECORD | UTILITY SCALE



KEY FIGURES*

- 60 PV installations worldwide
- 115.6 MWp installed

References

- ✓ Veules les Roses (France), 5.5 MWp
- ✓ Caltagirone (Italy), 11 MWp
- ✓ Santiago and Sal (Cape Verde), 7.5 MWp
- ✓ Gujarat (India), 25 MWp



MARTIFER SOLAR | EPC TRACK RECORD | UTILITY SCALE - TRACKER



KEY FIGURES*

- 27 PV installations worldwide
- 84.9 MWp installed

References

- ✓ Moratalla (Spain), 11.1 MWp
- ✓ Casteltermini (Italy), 3 MWp
- ✓ Chiaramonte (Italy), 4 MWp
- ✓ Monreale (Italy), 5 MWp



MARTIFER SOLAR | EPC TRACK RECORD | ROOFTOP



Prague | Czech Republic



Several locations | USA



Borox | Spain

KEY FIGURES*

- 254 PV installations worldwide
- 64.3 MWp installed

References

- ✓ Prague (Czech Republic), 2.9 MWp
- ✓ Hertz - Several locations (USA), 1.7 MWp
- ✓ Borox (Spain), 5.3 MWp
- ✓ Aurora (USA), 300 kWp



Aurora | USA

MARTIFER SOLAR | EPC TRACK RECORD | BIPV



Alcobendas | Spain



Carport | Portugal



Madrid | Spain

KEY ACHIEVEMENTS

Emblematic BIPV installations

- The world's highest PV installation
 - ✓ Cristal tower, Madrid
- Outstanding building integration projects
 - ✓ Alcobendas cultural center, Madrid
- Carports to produce clean energy



Carport | USA

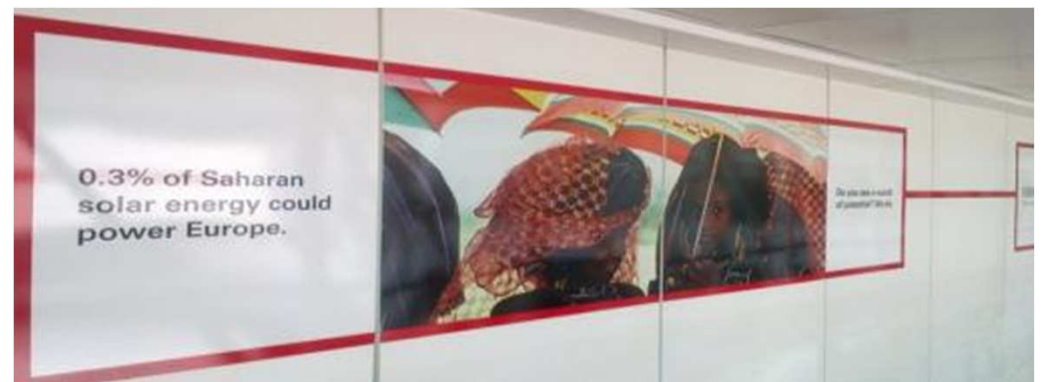
MARTIFER SOLAR | OFF-GRID



HIGH POTENCIAL

Developing “Off Grid” solutions

- Water pumping
- Food refrigeration
- Isolated lighting
- Telecommunication towers
- Rural electrification



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This document does not replace the consultation of other publications already disclosed and/or to be disclosed by Martifer Solar concerning periods under analysis.

Forward looking statements reflect only the enunciation of intentions, expectations, projections and/or beliefs of the management team, based on past experience, present and future trends. Therefore, it should not represent anyway a guarantee of future performance taking into account inherent risk and uncertainty factors.



www.martifersolar.com

T. +351 232 811 381
Industrial Area, P.O. Box 17, 3684-001 Oliveira de Frades - Portugal