

Phoenix Solar AG presents figures for financial year 2012

- *Loss more than halved despite lower revenues*
- *New strategic direction targeting growth regions in the United States and Asia*
- *Revenue growth and only minor losses planned for 2013*

Sulzemoos. 28 March 2013 / Phoenix Solar AG (ISIN DE000A0BVU93), an international photovoltaic systems integrator listed in the Prime Standard segment of the Frankfurt Stock Exchange, is today publishing its consolidated financial statements for 2012 as audited by the independent auditor and adopted by the Supervisory Board. Market conditions in the photovoltaic industry remained difficult in financial year 2012. Despite much lower revenues, Phoenix Solar succeeded in considerably reducing its losses thanks to the successful restructuring of its business. The company has decided to discontinue loss-making activities during the current financial year 2013, particularly including the trading and project business handled from Germany. Going forward, Phoenix Solar is to concentrate primarily on the fast-growing regions in the United States and Asia and is forecasting slight growth again for 2013 together with a further strong improvement in earnings.

Definitive figures for financial year 2012

Phoenix Solar AG recorded a decline of nearly 50 percent in sales of solar modules in financial year 2012 to 130 MWp (2011: 257 MWp). Consolidated revenues fell by a disproportionate 60.5 percent to EUR 155.4 million (2011: EUR 393.5 million) on account of the further decline in prices for solar modules. While domestic activities declined by 72.4 percent to EUR 46.4 million (2011: EUR 168.5 million), international revenues fell by 51.6 percent to EUR 109.0 million (2011: EUR 225.0 million), which means that international activities account for 70.1 percent of total revenues (2011: 57.2 percent). At the same time, revenues

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generated outside of Europe rose slightly to reach EUR 39.2 million (2011: EUR 37.1 million).

The revenues recorded by the Components & Systems segment declined by 70.0 percent to EUR 72.4 million (2011: EUR 241.0 million), accounting for 46.6 percent (2011: 61.2 percent) of consolidated revenues. The Power Plants segment generated revenues of 83.0 million EUR (2011: EUR 152.5 million), which represents a year-on-year decline of 45.6 percent. This segment accounted for 53.4 percent (2011: 38.8 percent) of total revenues.

The operating loss (EBIT) amounted to EUR 31.8 million (2011: loss of EUR 84.7 million) with an EBIT margin (ratio of EBIT to revenues) of minus 20.5 percent (2011: minus 21.5 percent). The consolidated loss after tax amounted to EUR 37.6 million (2011: EUR 86.4 million), corresponding to earnings per share of minus EUR 5.10 (2011: minus EUR 11.80). The Group's equity ratio as of 31 December 2012 amounted to 18.7 percent (2011: 38.1 percent).

Consolidated orders on hand amounted to EUR 74.9 million as of 31 December 2012 (2011: EUR 119.4 million), down 37.3 percent year-on-year.

"With the new strategic direction, we have created the conditions for Phoenix Solar to return to profitable growth. This strategy is being supported by our banks, which have rolled over our financing for another year early with just a few modifications. This enables us to press ahead with our international activities, especially in our focus regions of the United States and Asia," comments Phoenix Solar CEO Dr. Bernd Köhler.

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Outlook

Phoenix Solar expects to generate consolidated revenues of between EUR 160 million and EUR 190 million in 2013, already entailing slight growth again compared to financial year 2012. Despite the extraordinary expenses relating to restructuring, the company expects to record a further strong reduction of the operating loss (EBIT) to between EUR 7 million and EUR 2 million, including restructuring expenses, thanks to the fall in personnel expenses and lower other operating expenses. For the following financial year 2014, Phoenix Solar anticipates further growth of between 5 and 9 percent and a return to an operating profit (EBIT).

Annual Report

The 2012 Annual Report is being published in electronic form today, 28 March 2013, and can be downloaded from the company website at www.phoenixsolar-group.de under Investor Relations, Financial Reports.

At a glance: 2012 figures

		FY 2012	FY 2011	Change
Sales volume	MWp	130	257	-49.4%
Consolidated revenues	€m	155.4	393.5	-60.5%
Components & Systems segment	€m	72.4	241.0	-70.0%
Power Plants segment	€m	83.0	152.5	-45.6%
International revenues	€m	109.0	225.0	-51.6%
EBIT	€m	-31.8	-84.7	62.5%
Consolidated loss	€m	-37.6	-86.4	56.5%
Earnings per share	€	-5.10	-11.80	56.8%



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About Phoenix Solar AG

Phoenix Solar AG, which has its headquarters in Sulzemoos near Munich, is an international photovoltaic system integrator. The Group develops, plans, builds and operates large-scale photovoltaic plants and is a specialist wholesaler for turnkey power plants, solar modules and accessories. With subsidiaries on three continents, the company has sold solar modules with an output of significantly more than one gigawatt since its founding. The shares of Phoenix Solar AG (ISIN DE000A0BVU93) are listed on the official market (Prime Standard) of the Frankfurt Stock Exchange. www.phoenixsolar-group.de