



WE EMPOWER SOLAR SOLUTIONS

# UNLOCKING THE POWER OF TOMORROW

Enlightening your solar journey

**At SUNOTEC, we offer integrated solar solutions, international expertise, and a commitment to resource efficiency and business reliability to all our partners.**

“

In the future, we will develop projects and investment opportunities and manage all our services – from planning and construction to monitoring and optimization – as an “integrated solution provider”.

**KALOYAN VELICHKOV,  
CEO AND FOUNDER**

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For us at SUNOTEC, the next consequential step is to broaden our service offerings in a sustainable business model – doing so in the light of a true circular economy.

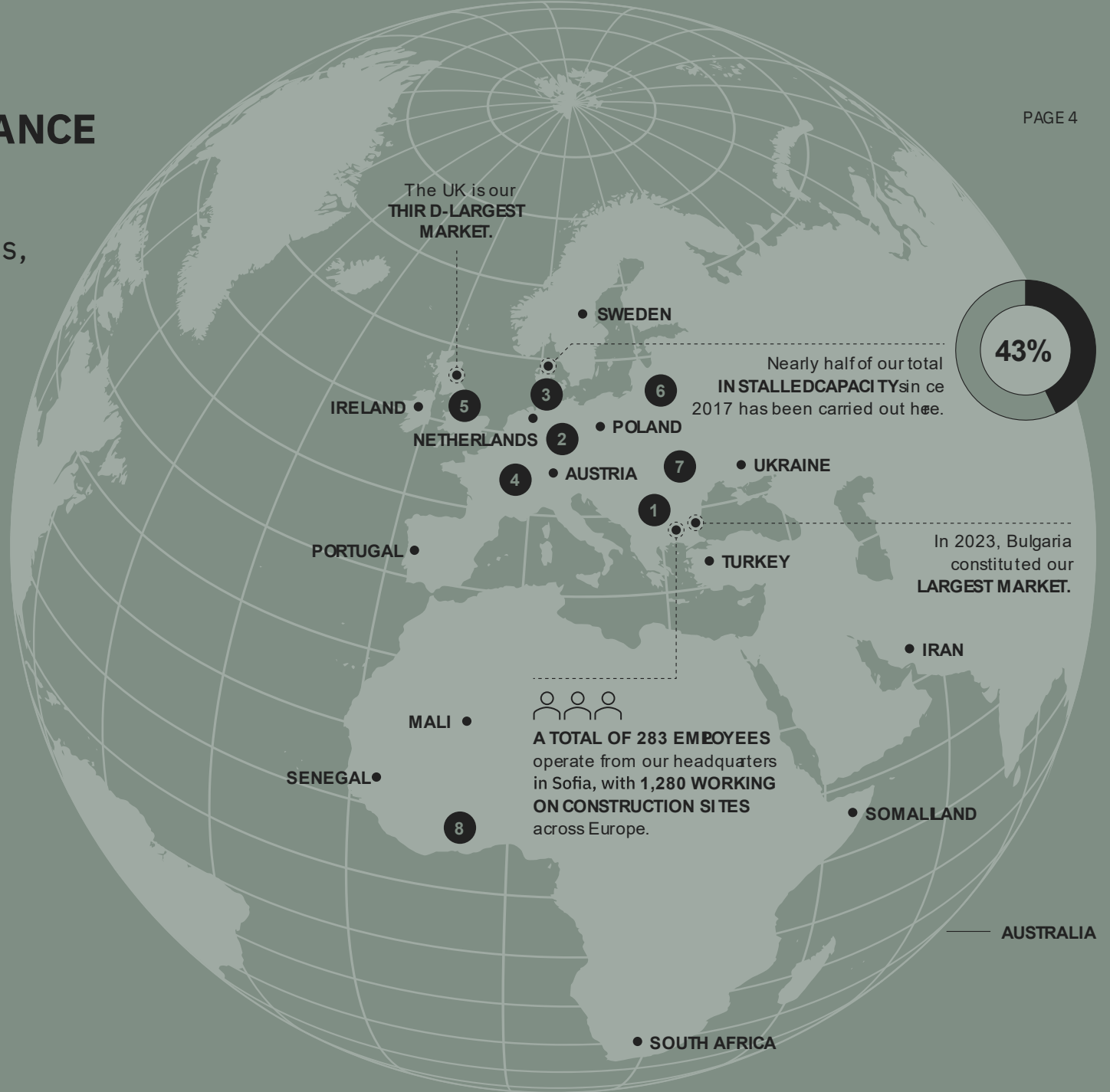
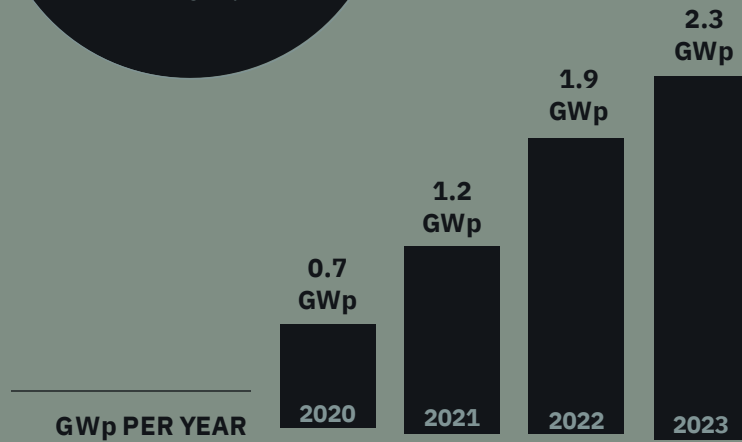
**BERNHARD SUCHLAND,  
CEO**



# YOUR JOURNEY TO SOLAR BRILLIANCE BEGINS EVERYWHERE

At SUNOTEC we are pioneering solar solutions, setting new sustainability standards across Europe and beyond with our integrated approach.

**8.2+ GWp**  
SUNOTEC's **TOTAL INSTALLED CAPACITY** since its foundation in 2012.





# DISCOVER OUR VALUES, WHERE COMMITMENT SHINES

### COMMITTED

At SUNOTEC, our core commitment lies in excellence, optimisation, and sustainability across all projects, ensuring a lasting and impactful legacy.

### RELIABLE

We uphold our promises, fostering trust and reliability with clients and partners. Embracing new technologies and practices contributes to ecological balance.

### EFFICIENT

We streamline processes and solutions using circular economy principles and digital technologies, optimizing resources and maximizing efficiency.

### INTERNATIONAL

With a global mindset, we offer expertise and solutions across borders, serving diverse markets. Our diverse workforce integrates international expertise and synergistic partnerships.



# OUR INTEGRATED SOLUTIONS UNVEILED – PART 1



## GEOLOGY

- Our experienced geologist conducts site assessments which informs the design and substructure engineering
- Material orders and installations are based on these findings



## PROCUREMENT

- The department ensures a seamless supply of materials with premium suppliers
- We aim to adhere to the most stringent ESG regulations and reporting standards



## ENGINEERING

- We offer the full spectrum of services
- We possess the expertise required to design large-scale solar PV plants



## CONSTRUCTION SERVICES

- Our services include mechanical and electrical installations including civil works and logistics
- Health & safety is our top priority during construction

# OUR INTEGRATED SOLUTIONS UNVEILED – PART 2



## OPERATIONS AND MAINTENANCE

- Our experts monitor constructed plants 24/7 using the latest SKADA technology
- We are set to have the most advanced O&M centre in Europe



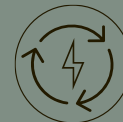
## MACHINERY

- Our machinery fleet of over 600 specialised machines and vehicles enable flexibility and competitiveness
- Developments in machinery afford strategic advantages



## BATTERY MANAGEMENT

- BESS are part of our landscape to provide stable, consistent and affordable supplies of green energy
- We are actively realising this increasing market need with the first hybrid PV park underway on a local level



## RE-POWERING OF PLANTS

- We assess the components of existing plants which might be affected by weather conditions, inefficiency and outdated technologies
- The re-powering of these plants is engineered with various state-of-the-art technologies and systems

# OUR CIRCULAR PATH AT SUNOTEC AS PART OF OUR SUSTAINABILITY

## COMMITMENT

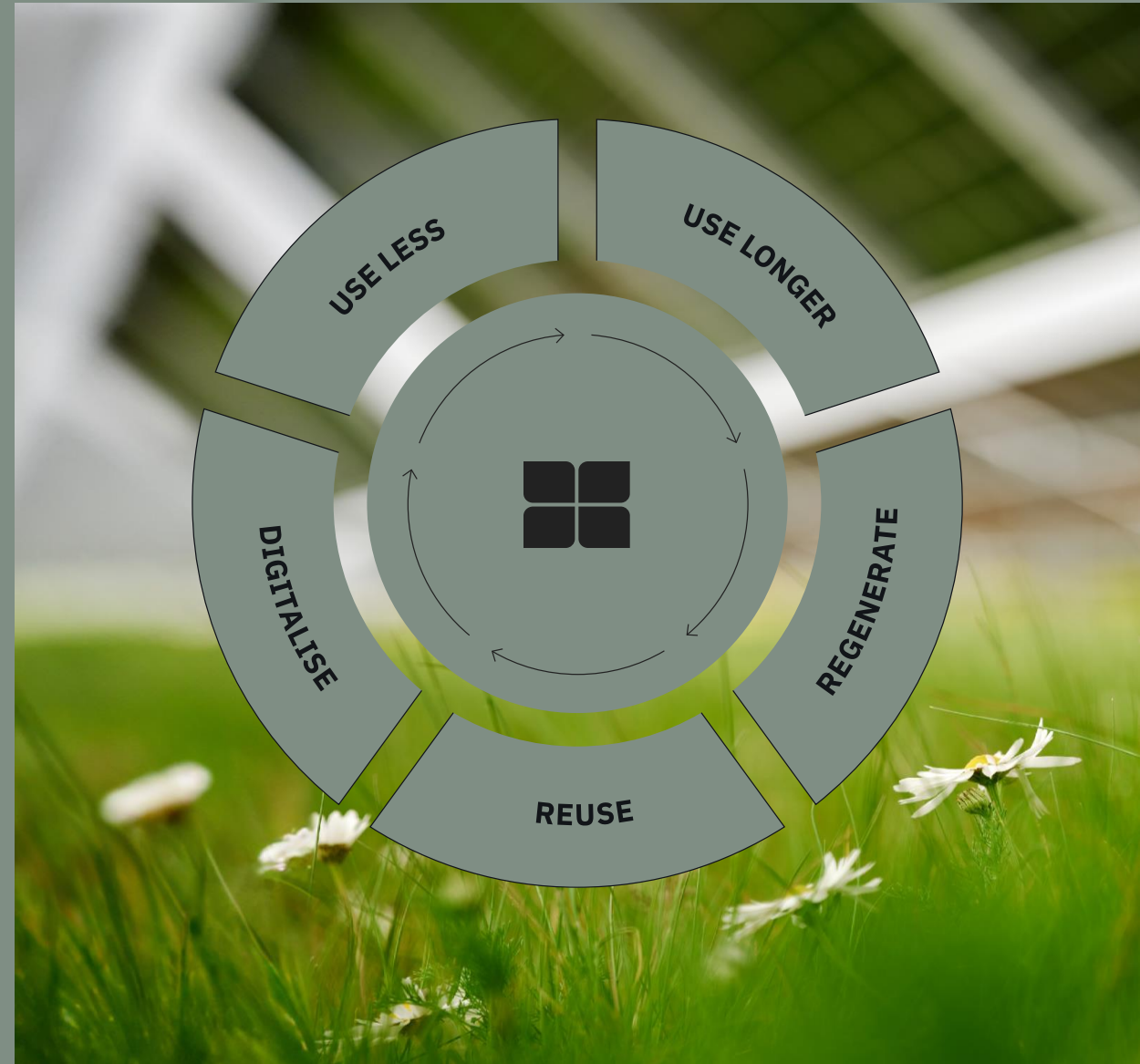
**USE LESS** Our service portfolio forms an integrated implementation process which results in an optimised and efficient use of materials for each project.

**USE LONGER** Through our established operations and maintenance services, immediate repairs significantly prolong the lifetime of a PV park.

**REGENERATE** The re-powering of solar PV plants ensures restoring the parks to their full capacity for economic feasibility and lasting efficiency.

**REUSE** During the decommissioning process, materials are removed from the plant at the end of its life cycle for the purpose of recycling and reusing.

**DIGITALISE** Integrating digitalised ERP software has a positive effect on our carbon footprint. This also streamlines processes, fostering efficiency and productivity.





# WHAT'S NEW

## LEVERAGING CONTROL OVER THE VALUE CHAIN

**Our innovative mounting systems transform efficiency and performance levels.**

We engineer the most competitive and fully recyclable mounting structure on the market.

We acquired the intellectual property (IP) from Habdank, the pioneers of utility mounting structures in Germany, and optimised the mounting structure in terms of material usage and installation speed.

The system will be predominantly engineered in Germany with the production taking place at one of SUNOTEC's own facilities near Sofia.

The production of a fixed tilt mounting structure commenced in October 2023.

Subsequent steps have been taken to leverage the research and development of our patented tracker, acquired by Habdank.



## MAXIMISE EFFICIENCY WITH OUR BIFACIAL MOUNTING SYSTEM

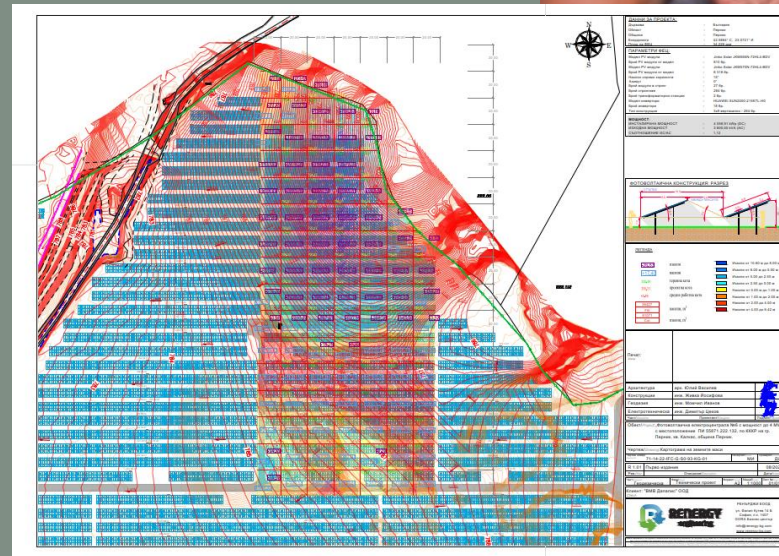
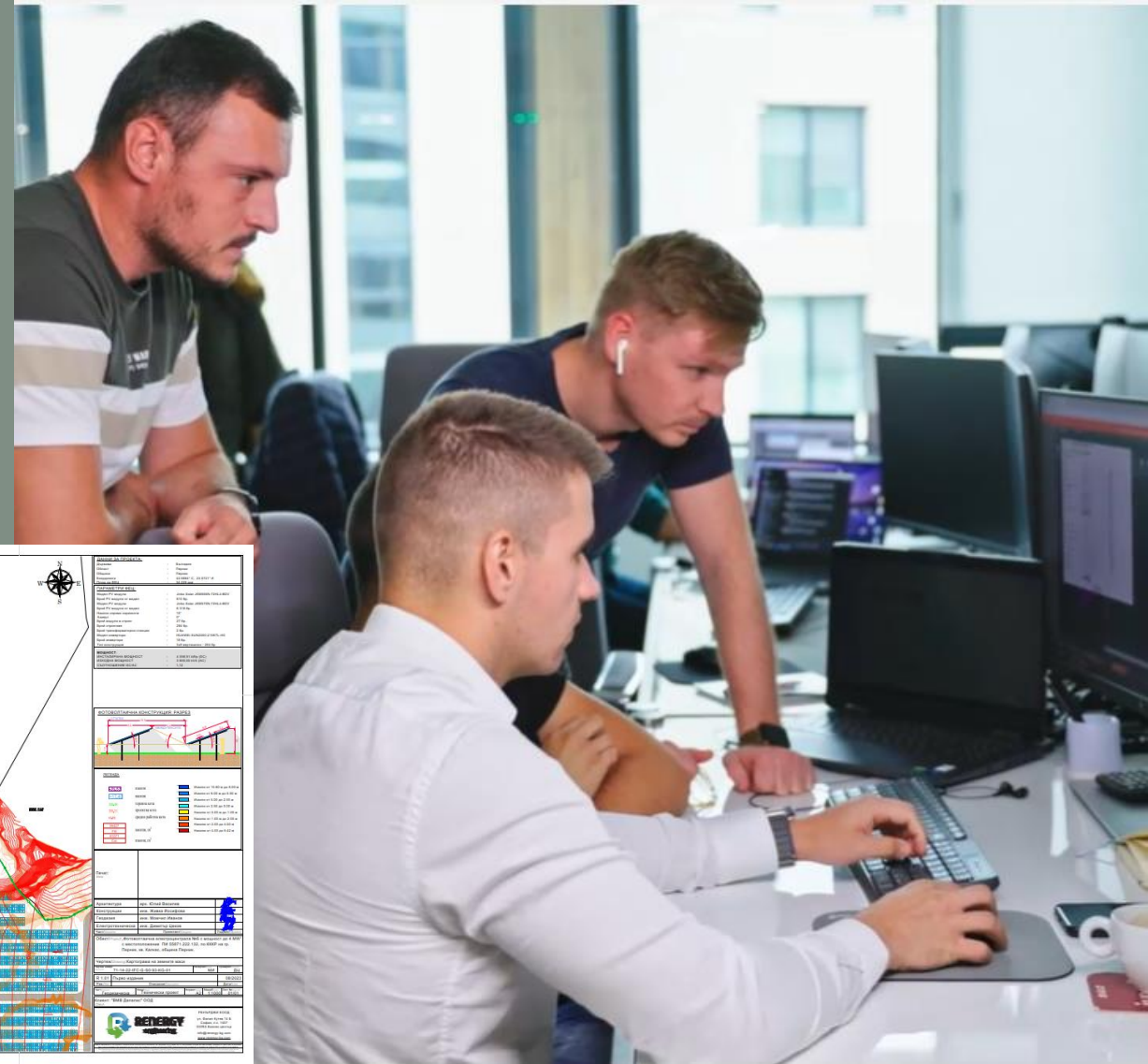
- Certainty in the supply chain
- Premium structure for bifacial modules
- Highly reliable
- High levels of quality
- Safety above all else
- Rapid assembly time





# SUNOTEC ENGINEERING

We support organizations across all phases of the design and engineering process of PV plants (with or without storage) - from site identification and basic technical concept development to detailed design drawings, issued for construction.



# OUR JOURNEY FOR YOUR PROGRESS

Explore our milestones, showcasing the commitment to reshaping the solar landscape. Each milestone represents a significant step forward in efficiency, sustainability and excellence.

**2012**

Establishment of SUNOTEC GmbH in Germany.

**2013**

SUNOTEC headquarters in Sofia is opened.  
Delivery of the first 2 MWp project in Germany.

**2015**

SUNOTEC enters the Danish market.

**2017**

SUNOTEC broadens its service offering through investing in its own machinery fleet.  
SUNOTEC expands vertically by creating its in-house electrical engineering unit.

**2018**

SUNOTEC starts to offer a full construction portfolio, completing the first full-service project.  
1 GWp of executed projects in Europe is reached.

**2019**

Release of SUNOTEC's first large scale-solar farms in Africa and Australia.

**2021**

SUNOTEC builds the world's biggest hybrid solar PV plant in West Africa.

**2022**

SUNOTEC celebrates its 10th anniversary.  
SUNOTEC and secureenergy start the joint venture SECURSUN with a pipeline of over 1.3 GWp by 2027.

**2023**

The new headquarters in Sofia is developed and built, including a state-of-the-art monitoring centre.  
Production of SUNOTEC Mounting Systems launches.

**2024**

SUNOTEC positions itself as an integrated solution provider and embraces the circular economy.  
Northern Africa sees an increase in projects.  
BESS is added to the product portfolio.



## SOCIAL WORK

Our commitment to social responsibility extends beyond borders, with ongoing projects and partnerships aimed at driving positive impacts on local communities:

### COMMUNITY SUPPORT

We at SUNOTEC actively contribute to local communities by providing essential resources such as food donations and solar-powered lights, fostering a brighter future for underprivileged groups.

### HEALTH INITIATIVES

Through partnerships with organisations such as the Bulgarian Foundation Blagodaria and the Nepal Green Tara Foundation, we address healthcare needs and promote well-being in vulnerable regions.

### YOUTH EMPOWERMENT

By supporting initiatives such as youth volleyball and football clubs, and collaborating with organisations such as the Bulgarian Triathlon Association, we aim to create opportunities for youth development and athletic excellence.



# PARTNERS

Our belief is that we are all responsible for the world we live in – and its future.

This is why we take climate change seriously and to heart. Currently, having built over 8.2 GWp globally, SUNOTEC has its sights on the future, so customers can expect reliable and efficient projects. We are pleased to have the most renowned international clients and trusting partnerships:

360 Energy	Enery	Schletter Group
ArcelorMittal S.A.	European Energy A/S	secureenergy solutions AG
BayWa r.e. AG	GOLDBECK Solar GmbH	Solaris Energy Investment
Be Green	GreenGo Energy	Sonnenbau
BELECTRIC GmbH	Huawei Technologies Co., Ltd	Statkraft
Better Energy Group	ib vogt GmbH	SUNTERRA RE
Boom Power Limited	Low Carbon	Total Quadran SAS
Bouygues S.A.	Nordic Solar A/S	Vattenfall
Effiage S.A.	Optimum Tracker	WIRSOL Solar AG





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