

MARCH 2019

eq JOURNAL

NEWS FROM ENERGIEQUELLE

INTERNATIONAL
EXPANSION IN FRANCE

PREVENTION
THROUGH PUBLIC DIALOGUE

INTERVIEW WITH
STEFANIE WAGENER (DKB)





We were also very pleased to meet Stefanie Wagener, who told us about her work at the DKB and about how important it is to maintain a partnership-based cooperation as equals.

Our office in Rostock was inaugurated and in Erfurt we organised our first cooperation partner day. And last but not least, we expanded our main site in Kallinchen with a new company building. The new office complex was opened and inaugurated at the end of December.

We hope you enjoy the magazine.

Joachim Uecker & Michael Raschemann
Energiequelle Managing Directors and Owners



New office in Kallinchen

Dear Readers and Friends of Energiequelle,

Thank you for your positive feedback on the first issue of our customer magazine. We were very pleased!

The hot topics of this issue

For the first time in the existence of our company, we are conducting projects in three countries simultaneously – in Germany, Finland and in France. We have also commissioned two new wind farms: Gardelegen and Falkenthal. In Gardelegen, we are very pleased with a historical first: we have never built higher.

At our main offices in Kallinchen and Bremen, we introduced a new environmental management system in accordance with the requirements of the EMAS III Regulation. As of the end of last year, we are the proud holders of the EMAS certificate.

Contents

SUCCESSFUL COMMISSIONING OPERATIONS IN 2019	3
MANAGEMENT NEW CHALLENGES FOR THE OPERATORS OF RENEWABLE ENERGY FACILITIES	4
INTERNATIONAL SOUND GROWTH IN FRANCE	5
OUR ENVIRONMENTAL MANAGEMENT – NOW OFFICIALLY CERTIFIED	6
INTERVIEW STEFANIE WAGENER (DKB)	8
PUBLIC DIALOGUE ENERGIEQUELLE RELIES ON PREVENTION IN ITS PROJECTS	9
ENERGIEQUELLE INAUGURATES NEW LOCATION IN ROSTOCK	10
COOPERATION PARTNER DAY ERFURT	10

Successful commissioning operations in 2019

Two new plants have been successfully commissioned in Falkenthal and Gardelegen respectively. The two installations in Gardelegen, which have a hub height of 159 meters and are the two highest wind energy plants in the history of our company, are the highlight. In February 2018, we were awarded the contracts for the plants at a bid value of 4.18 cents. The two projects have been integrated in the existing wind farm.

FALKENTHAL

Federal state:	Brandenburg
Plants:	Two E-82 E2
Hub height:	138 m
Output:	2.3 MW each
Approval:	27/10/2017
Start of construction:	17/08/2018
Commissioning:	March 2019

Special features of the project:

- The total length of the cable up to the transfer point is 8.6 km incl. underground below the Havel river
- Support of the local association

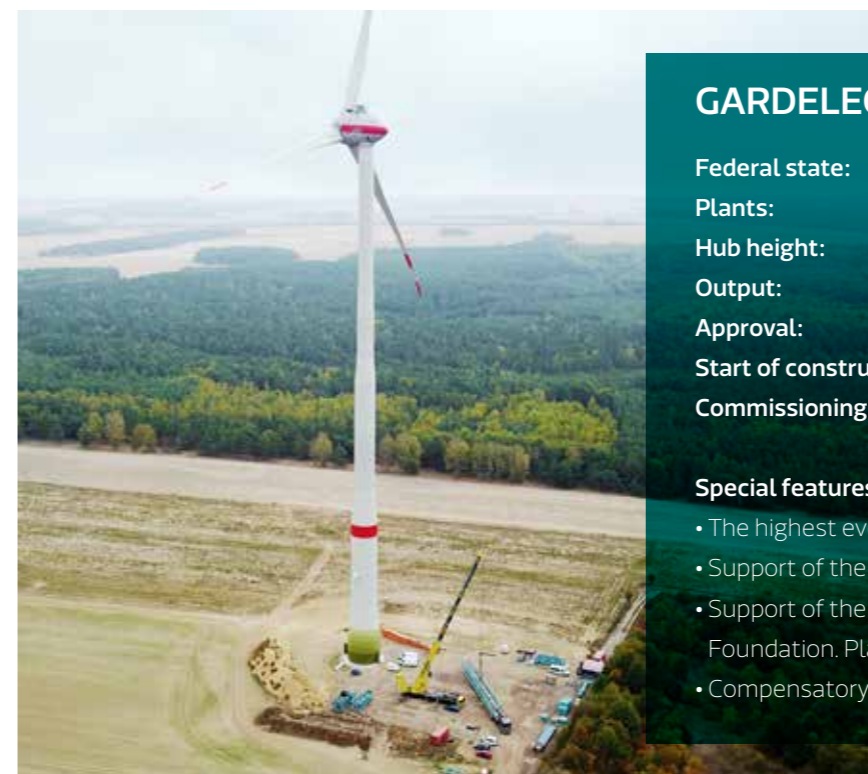


GARDELEGEN

Federal state:	Saxony-Anhalt
Plants:	2 x E-141 EP4
Hub height:	159 m
Output:	4.2 MW each
Approval:	05/01/2018
Start of construction:	16/04/2018
Commissioning:	January & March 2019

Special features of the project:

- The highest ever plants built by EQ
- Support of the local municipality by the EQ Foundation
- Support of the Hanseatic City of Gardelegen by the EQ Foundation. Planned use: construction of a skate park
- Compensatory measure: Planting of a cherry tree avenue



MANAGEMENT

New challenges for the operators of renewable energy facilities



LARS SCHILLER

Due to various legislative amendments or calls from Transmission System Operators, the next few months and years will bring new challenges for the operation of renewable energy plants.

1. Delayed launch of the core energy market data register (Marktstammdatenregister, MaStR)

After a delay of over 1.5 years, the core energy market data register has now been online since early February. This register will record all power plants and also monitor the corresponding entries and exits.

According to original plans, wind energy plants that were already filed in comparable installation registers - along with photovoltaic plants which are accounted for in the PV register - would be transferred to the new register. The operators would then simply check and complete the data if necessary.

Unfortunately and to most people's astonishment, it was announced that this transfer will not take place and that every operator would have to re-register

their plant in full. For existing plants, the applicable deadline for this filing is 31/01/2021. New plants face much shorter much shorter registration periods.

You can find more information on this topic at:

www.marktstammdatenregister.de/MaStR

2. Demand-driven night marking of wind energy plants

The energy law package (Energiesammelgesetz, EnSag) is now in force and brings a few amendments to the 2017 German Renewable Energy Act. In the new paragraph 8 in Section 9 of the 2017 Renewable Energy Act, it is stated that the operators of wind energy plants on land, who are obliged to provide night marking according to the specifications of aviation law, must outfit their plants with equipment for demand-driven night marking of aviation obstacles. This obligation will apply from 1 July 2020 and concerns not only newly installed plants, but also old plants which already have night marking (usually from a total height of over 100 meters).

3. Data exchange within the scope of the System Operation Guideline

On the initiative of four Transmission System Operators, the principle applicability and the scope for a comprehensive data exchange between plant

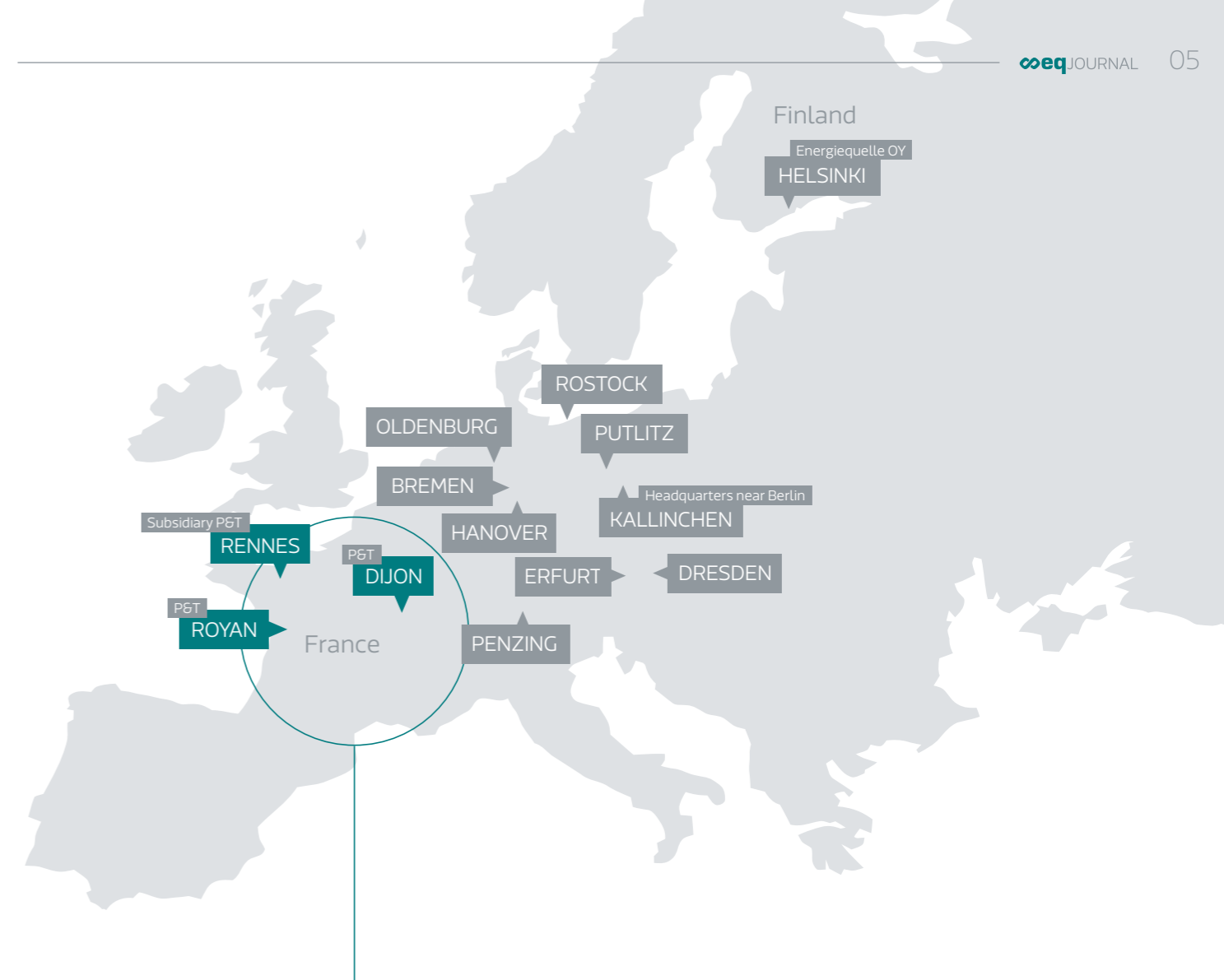
operators and the Transmission System Operators was confirmed on the basis of Article 40(7) of Commission Regulation (EU) 2017/1485 by the Federal Network Agency (Bundesnetzagentur - BNetzA) at the end of last year. Accordingly, it is planned that both photovoltaic and wind projects from 1 MW output and biomass plants from 135 MW must supply certain master data and real time data to the Transmission System Operator. Until now, while the type of data to be supplied was specified, the data form and the interfaces for data provisions were not. It must now be assumed that additional communications interfaces will have to be installed in the relevant projects for the data provision required.

You can find more information on this topic at:

www.netztransparenz.de/EU_Network_Codes/SO_Guideline/Data_exchange

As the manager of various renewable energy plants, we have been dealing with these issues early on and will support our operators on request with additional services in order to overcome these challenges.

Do not hesitate to contact us!



Sound growth in France

Since the commissioning of the first French wind farm in 2009, Energiequelle has acting out a success story worth reading together with its French subsidiary P&T Technologie. 86 plants with a total output of over 160 MW have now been added to the network.

And now there is more to report. The Callac project in Bretagne with its 6 Enercon E-53 turbines and an output of 4.8 MW was commissioned in the second half-year of 2018. Another site is running at full blast: The five E-82 plants will be commissioned in the first half-year of 2019. Furthermore, all the necessary approvals have been granted for two more projects. Ronald Bach, our Department Head for International Projects, is also planning the start of construction for this

year. The two projects are located in Bretagne and the Pays de la Loire and are providing for more sound growth of over 35 MW in France.

In addition to the implementation of projects already running, the project pipeline for Energiequelle and P&T Technologie is very strong. Our long-term commitment in France together with P&T is paying off and the French market has now grown into an important pillar for Energiequelle.



Because of our line of business, the deep link between Energiequelle and issues such as environmental protection and conservation is a given. At our main sites in Kallinchen and Bremen, we introduced an environmental management system in accordance with the requirements of the EMAS III Regulation in 2018.

Our environmental management - now officially certified

Why did we choose EMAS?

EMAS is the most advanced system for sustainable environmental management. The requirements go beyond a simple management system: they even include improvements that exceed environmental regulations.

We have undertaken to continuously improve our environmental performance and involve all our employees in this process. Our environmental management is established practice and reinforces the identification of every individual with the environmental protection interests of Energiequelle GmbH.

Not only do we actively contribute to the achievement of the climate protection targets set by the Federal Government and to leaving the environment intact for posterity – we also undertake to reduce the environmental impact of our activities to a minimum. At the same time, we optimise the positive environmental effects of our business activity and as such make our contribution to the realisation of a sustainable energy supply.



With the introduction of an environmental management system pursuant to EMAS, the binding legislative and voluntary obligations we have undertaken for the continuous improvement of our environmental performance have become measurable and optimised.

We take responsibility with regard to environmental protection for our services and business activities. We prefer service

providers and suppliers whose methods and technologies are sustainable and resource-friendly. We cover the energy requirements in our office with energy from photovoltaics, wind energy and CHP units. Waste is avoided as much as possible.

The management considers the sustainable handling of resources, the involvement of citizens and interested parties as the foundation for long-term economic success. In order to secure this success, employees are continually trained and qualified. The constant changes in legislation and legal norms are covered in training. Compliance with statutory requirements is a given for us.

Our environmental declaration.

Our environmental declaration provides a report on the development of our company, results already achieved and major milestones. We inform readers about our environmental programme and the key environmental figures. The focus is on the key indicators of energy and material efficiency, water consumption, waste generation, land usage and the total emissions of greenhouse gases. You can find the declaration here: www.energiequelle.de/en/environmental-management

We also joined the Environment Companies Partner Network (Partnernetzwerk Umwelt Unternehmen, PUU) in Bremen last year. The objective of the PUU is to reconcile econom-

ic success, social responsibility and the conservation of the environment and resources in an exemplary manner and to drive these forward collectively. At the end of last year, we were officially welcomed to this network by the Bremen Environmental Senator Dr Lohse.

We have also adjusted our invoice system. Since the beginning of the year, all invoices are sent by email. We use paper that is made of 100% recycled paper and which bears the Blue Angel ecolabel. We have switched our tea and coffee supply to organic or fair trade products and have introduced Jobrad bicycle leasing for our employees. Of course we also provide a charging station for electric cars in the parking lot in front of our new office building in Kallinchen.

*Sustainability inside and out.
This is important to us.*



SUSANNE TAUKE
Public Relations
Energiequelle GmbH

DR JOACHIM LOHSE
Environmental Senator
for Bremen



INTERVIEW

Stefanie Wagener (DKB)

Energiequelle has been working with the Deutsche Kreditbank AG (DKB), one of the largest financers of the energy transition in Germany, since 1999. Since 1996, DKB has financed approximately 4,400 wind, solar and biogas projects with an installed electrical output of 8,700 MW. Stefanie Wagener is a corporate customer adviser at the Potsdam branch and mainly looks after the financing of wind projects.

Ms Wagener, when and how did you come in contact with Energiequelle?

When I transferred from Berlin to my hometown of Potsdam in 2012, there was already a relationship between Energiequelle and DKB. Since then, I have implemented many new projects with my colleagues and as such further developed the good existing customer relationship.

What is your function at DKB and what specific duties do you fulfil for Energiequelle?

As a corporate customer adviser in the environmental technology segment, I support project financing from start to finish and I am the point of contact for all banking matters of Energiequelle GmbH. For the granting of credit, I get a full project overview, so that I can then undertake a feasibility and risk assessment specific to the bank. This is what I most enjoy doing, because all wind farms are different. In addition to financing new projects, I also look after existing projects.

Who do you deal with at Energiequelle?

For the implementation of project financing, I am mainly in contact with

the Bremen sales team. But I also speak with their colleagues in Zossen in project development, invoicing or the management.

What is the collaboration with our colleagues like?

Great fun! Regardless of how hectic things are (which is quite frequent when a payment date is coming up), we still have a friendly word for one another. I also appreciate the open and uncomplicated manner of Energiequelle employees. This is the only way to find joint solutions for special financing requirements. In my loan applications, I regularly make the following assessment: "The business relationship is characterised by a long-term and constructive collaboration, in which we consider Energiequelle to be a professional, reliable and innovative project developer." Keep it up!

In your experience, what are the values upheld at Energiequelle?

Team spirit is in my opinion at the top of the value pyramid. As far as I can judge, the employees are proud to be

a part of Energiequelle. In my opinion, this is thanks to the trust placed by the management in their employees. Curiosity and openness to new solutions and ideas are important factors, which have made Energiequelle what it is today.

How many projects have you already implemented with Energiequelle?

DKB has now financed around 40 Energiequelle projects. I look forward to many more.

What do you believe are currently the greatest challenges for the energy industry?

Now that a lot has already been achieved in the "electricity transition" and that the "heat transition" is slowly up and running, the next mega trend is the "mobility transition". Luckily, we have set up a special team in Potsdam so as to keep the paths for exchange on innovative ideas and projects short. And who knows, I may soon be financing EQ electricity stations with the Enercon E-Charger 600. Let's see!

PUBLIC DIALOGUE

Energiequelle relies on prevention in its projects

Citizen acceptance plays an important role and is one of the decisive factors in the success of a project in renewable energies. For this reason, we established a work group two years ago to deal intensively with the matter.

We believe the most important points are:

- 1 information or clarification about the connections between climate change and wind energy expansion
- 2 Early participation of locals in the planning process and before the start of the project
- 3 Added value for the municipalities and for the individual local citizens
- 4 Consideration of local affairs, such as the implementation of technical measures, e.g. switching off night navigation lights

In order to guarantee local involvement, one of the main objectives of the work group is to inform the public about

planned projects, to survey the sentiment and to enter into dialogue. We offer different event formats in cooperation with the relevant project managers. In many projects, we have organised what we call citizens' cafés. Within the scope of a market stall concept, we openly go over the most important issues and answer questions. This enables us to talk to local citizens and learn what specific reservations and concerns exist.

At the same time, we show the citizens the benefits of collaborating with Energiequelle. Our experience to date shows that citizens respond very positively to our own green electricity product, eqSTROM, our Energiequelle Foundation, which supports local social and cultural projects, as well as to our transparent approach and personal contact.

We take citizen participation very seriously, because we can only implement projects and manage the energy transition in cooperation with municipalities and locals. The success of our public dialogue so far has shown us that the path of open exchange we have taken is the right one. We will therefore be supporting future projects accordingly.



THOMAS STOPP



DAVID LANG



DENISE BRAUTLECHT



SUSANNE TAUKE



STEFANIE HARMS



Matthias Heinicke and Martin Weiße (left to right)

Energiequelle inaugurates new location in Rostock

Together with representatives of the State Chancellery, of the Energy Ministry and the deputy district chief executive of the District of Rostock, we opened what is now the 13th Energiequelle GmbH office in Rostock on 13 December 2018. The numerous guests included actors from the German Wind Energy Association (BWE) and the LEE as well as long-standing partners of the Rostock company

M&M Erneuerbare Energien GbR taken over by Energiequelle.

As the takeover included a regional project pipeline, Energiequelle is now in a position to resolutely pursue its market entry via project development in Mecklenburg-Western Pomerania. The former M&M associates Matthias Heinicke and Martin Weiße will be at the helm of this process. In addition

to the planning and erecting wind turbines, we will also explore and develop integrated energy supply solutions in Mecklenburg-Western Pomerania. To this end, we have already been working closely with the University of Rostock with regard to field linking and supply reliability on the basis of renewable energies.

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ENERGIEQUELLE

*We are your energy.
With a future.*

Cooperation Partner Day Erfurt

In an extensive series of lectures, we informed the numerous guests about issues such as community participation, local added value, innovations, challenges in the industry, compensatory measures and e-mobility. Event partners such as: ThEGA, BBH, BürgerEnergie Thüringen e.V., Intrasol and firepower GmbH & Co. KG were present at the Cooperation Partner Day.

"Renewable energies from and for Thuringia" was the motto of the cooperation partner day, which was jointly hosted by Energiequelle and Enercon at the Enercon premises in Gotha on 16/10/2018.

The purpose of the event was to bring together actors from politics, municipalities, industry and agriculture. The first aim was to inform them about current framework conditions; the second goal was to jointly develop ideas on how on how the energy transition can be successfully designed in consideration of all interests.

The second Cooperation Partner Day, which will take place in the individual planning regions this autumn, will pick up from there and move closer to the local actors.

LEGAL

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