

SEPTEMBER 2020 ISSUE

eeq JOURNAL

NEWS FROM ENERGIEQUELLE

FRANCE

11.75 MW WIND FARM
COMMISSIONED

LOCAL SUPPORT

OUR SOCIAL
COMMITMENT

NEW BUSINESS MODEL

TURNKEY
ENERGY-EFFICIENCY SOLUTIONS



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*Dear readers,
dear friends
of Energiequelle,*

What a year! Corona has impacted all areas of our everyday lives: Private meetings were banned, trips cancelled and major events called off – including our annual beach volleyball tournament, the Energiequelle summer party and our participation at the WindEnergy in Hamburg. We also had to take measures in the offices and instruct staff to work from home as much as possible. We are delighted to say that it all went smoothly, and above all we would like to thank our excellent IT department and all our employees for their high level of commitment.

In this issue, we report on the new Renewable Energies Act, our wind farm in France, our growing team in Rostock, our research work on the great bustard in Brandenburg, our association activities and a new business area for Energiequelle: offering turnkey energy efficiency solutions for our B2B customers.

We would also like to introduce you to one of our long-standing and valued partners, SaarLB, with whom we cooperate in the areas of corporates and project finance in our French projects.

Enjoy!

Michael Raschemann

Managing Director and owner of Energiequelle



Together for a plastic-free future

As a company committed to the energy revolution, we focus on the use of sustainable products.

Everyone can make a small contribution – that's why we're giving you a reusable fruit and vegetable bag for your shopping.

YOU CAN NOW ALSO FOLLOW US ON SOCIAL MEDIA





LA CHAPELLE-GLAIN WIND FARM AND A LOOK AT FRANCE

We are pleased with the construction of our La Chapelle-Glain wind farm, which expands our portfolio in France to 185 MW. We also take a look at the cooperation between our German colleagues and our French subsidiary P&T Technologie.

FROM 0 TO 92 METRES IN NINE MONTHS

This year, we have built five Enercon E-92 plants in La Chapelle-Glain, in the Loire-Atlantique département of the Pays de la Loire region. The wind farm with a total rated power of 11.75 MW has been developed as a turnkey project by our subsidiary P&T Technologie. We received the planning permission for the project in December 2016. After successful conclusion of extensive legal action proceedings, construction began in September 2019 and was completed with the last turbine in June 2020. The remuneration system is a fixed feed-in tariff over a period of 20 years.

CONSTRUCTION STOPPAGE-DUE TO CORONAVIRUS

The measures in connection with the coronavirus pandemic meant we were forced to largely stop construction for a four-week period. No transport permits were granted, authorities and service providers worked on a limited basis or not at all.

However, our staff working from home succeeded in ensuring the progress of construction work and conducting virtual project meetings – while also looking after children. An impressive feat!

With prudence, a knack for improvisation and the steadfast commitment of all involved, we were able to keep the project on track and, once lockdown measures were loosened, continue construction operations with some restrictions and reinforced safety requirements. Our colleagues on the project team mastered all of this excellently, meaning that the wind farm can be successfully commissioned this September. Soon, 7,600 four-person households per year will be supplied with renewable electricity from La Chapelle-Glain.

Many thanks to P&T Technologie, the entire project team and our colleagues in Hanover for their work on this project!

STRONG PIPELINE OF WORK AND SUPPORT FROM GERMANY

Lengthy approval procedures and requirements as well as occasional objections are typical for our business in France too. In personal discussions with municipalities and residents, however, we usually find good mutually agreeable solutions. We therefore have a strong project pipeline. Over the next two years, we will be implementing four wind farms on the French market and one solar project with a total rated power of 73 MW.



Our projects in France are planned and implemented by our subsidiary P&T Technologie which is headquartered in Rennes. Our pipeline consists of in-house development projects, cooperation projects and the acquisition of wind and photovoltaic projects. With three office locations at the moment, we are very well positioned in our neighbouring country. In close cooperation, colleagues in Germany are responsible for plant purchasing, financing and marketing the projects. Our Hanover office serves as a powerful mutual interface and controls the processes in the implementation phase via project management.

Multilingualism, intercultural competence, collegiality and a high level of personal responsibility, in addition to many years of experience and enthusiasm for the business, form the strong basis of our "French" team in Hanover.

Vacancies in Bremen or Hanover (m/f/d)

**Head of Department
International Projects**

International Project Manager

Detailed job descriptions can be found online at:

www.energiequelle.de/karriere



UTA KANIRA



It's a great challenge to work across office and international borders. At the same time, it is a pleasure for me to be able to contribute my skills and experience as a project manager to an agile and functioning project team.



ELISABETH KRAUSE-CRUAUT



Commercial operations management and the interface with accounting and sales are my core work. For over 10 years now, I have been motivated and inspired by the diversity of my tasks and the possibility to keep up my native language.



CÉLINE DE WITTE



I am the contact person for wind and yield assessments. I ensure compliance with all environmental requirements and coordinate environmental monitoring as well as the implementation of protection measures for birds and bats in close cooperation with our customers. Above all, I really enjoy the technical challenges.

ENERGIEQUELLE IS EXPANDING ITS RANGE OF SERVICES

As of 1 July this year, our Business Development Division is no longer just researching and developing new future technologies, but also offering turnkey energy efficiency solutions for B2B customers. With this step, Energiequelle is addressing the challenges facing a sustainable

energy company, which, in addition to energy production, also looks at the reduction of energy consumption by consumers. The project and end customer business also provides valuable practical experience and creates new synergy effects across departments.

Two business areas One added value

BUSINESS DEVELOPMENT

INNOVATION

EFFICIENCY SOLUTIONS

OPERATIONAL MANAGEMENT

ELECTRICITY DISTRIBUTION

OPERATIONAL MANAGEMENT

Project development, control and follow-up as well as ongoing product development are carried out in-house by a team of experts with practical experience. One of our most important unique selling points is the cross-technology service from a single source, from planning to subsequent operations management and residual power supply.

For the time being, the sales focus is on key accounts in the healthcare, hospitality and medium-sized industry sectors. Our new team brings experience from over 150 completed projects into the business model.

Our declared objective is to sustainably increase energy efficiency in buildings and the associated reduction of energy consumption from the public grid.



JEAN-PAUL MÖCKEL

Project Control



MARTIN KLESSEN

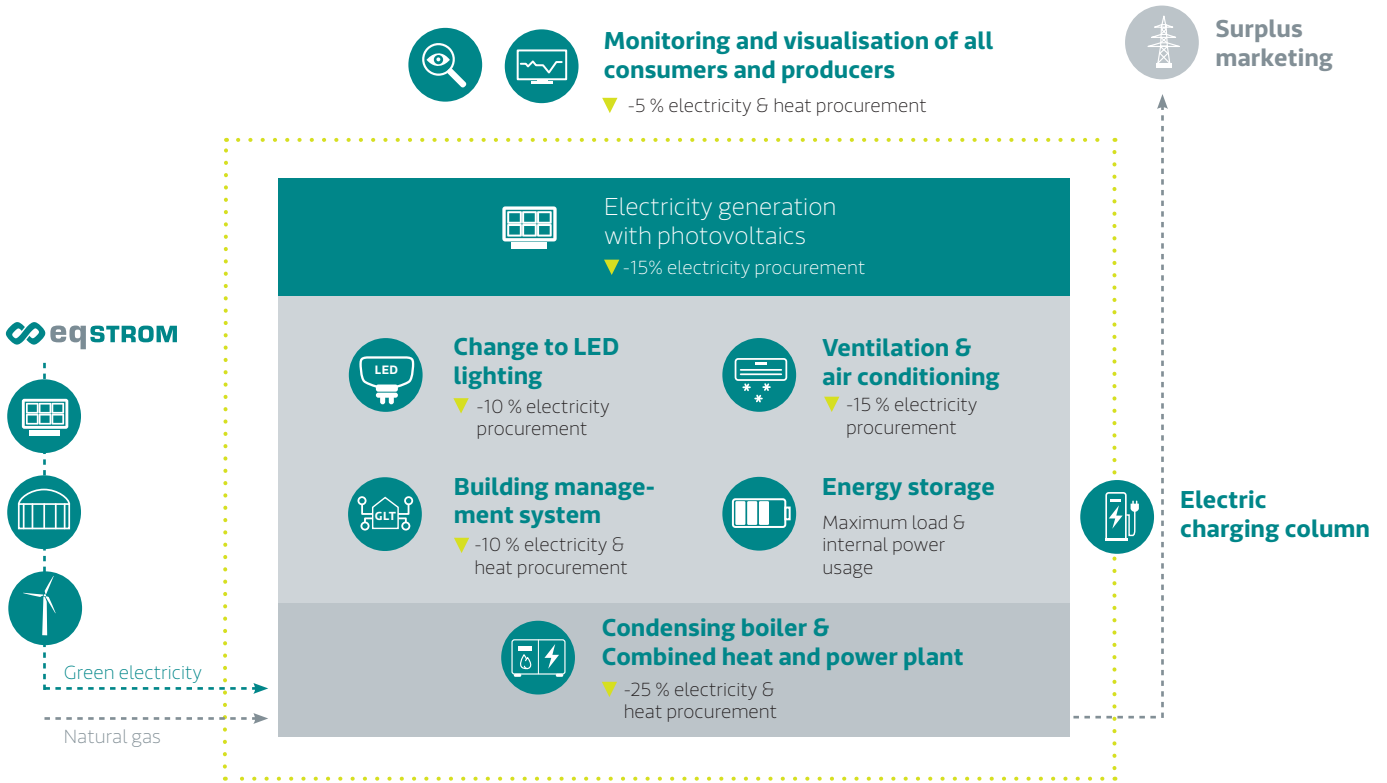
Project Manager



ANDRÉ MÖCKEL

Head of B2B Sales

We deal with energy efficiency in buildings



A look at practical aspects

An all-inclusive service package is intended to give customers access to an energy efficiency solution that takes into account relevant components in their property without tying up their own resources.

The appropriate combination of modern and efficient core technologies creates clear added value solutions for customers. Through needs-based building management technology, comprehensive monitoring and data management, services for technical and administrative support as well as individual financing models, we create transparency and remove investment barriers.

SUCCESSFUL REFERENCE

Energiequelle has already reached a milestone in terms of sustainable energy supply with the energy-self-sufficient village Feldheim in Brandenburg. The project represents "a tangible energy revolution" and underpins our performance in the area of innovative energy supply.

SUCCESSFUL APPROACHES

Further successes have already been achieved. From 1 January 2022, the Parent & Child Clinics working group, Germany's largest private provider of parent-child courses, will be supplied with green energy from eqSTROM in all 12 facilities. Further projects to increase energy efficiency are in the pipeline.

INTERVIEW

with SaarLB

SaarLB is a German-French regional bank with headquarters in Saarbrücken. They offer cross-border knowledge of the markets, business customs and legal framework conditions for both countries. SaarLB focuses on SMEs and looks after corporate clients, real estate investors and project financing (in particular renewable energies) as well as high-net worth private and institutional clients in this segment. SaarLB has a balance sheet total of 14.67 billion euro and employs around 520 people at its branches in Saarbrücken, Strasbourg, Paris, Mannheim, Trier and Koblenz.

In addition to the unique selling point as a German-French regional bank, it is certainly also SaarLB's strength that the different banking sectors work closely together. In our case, we work with the corporate division, and personally with Rüdiger Zitt, who handles loan provision, liquidity management and other matters for Energiequelle GmbH. In addition, Saskia Becker is responsible for project financing, focusing on the cash flow of projects. This close and integrated collaboration creates special synergies for us, which we use efficiently for each respective project. For this reason we asked both contacts for an interview.

MR. ZITT, MS. BECKER,
HOW LONG HAVE YOU BEEN
WORKING WITH ENERGIE-
QUELLE IN THE CORPORATE
DIVISION?

Zitt: The cooperation with SaarLB began in 2010 and I have been the contact person for the managing directors and the other staff at Energiequelle since that time.

Becker: The first project I personally worked on was in 2017, but my colleagues had already financed many Energiequelle projects before then – the first being back in 2008.

A photograph of two people, a man and a woman, smiling. The man is on the left, wearing glasses and a dark jacket over a light shirt. The woman is on the right, also wearing glasses and a dark jacket over a patterned top. The background is a solid teal color.

RÜDIGER ZITT

Corporate Customer Support
Germany

SASKIA BECKER

Renewable Energy Project Financing
Germany & France

WHAT SERVICES DO YOU PROVIDE FOR ENERGIEQUELLE?

Zitt: We provide traditional products such as overdraft facilities, guarantees and payment transactions. SaarLB also serves its customers with specialised know-how, such as risk minimisation when importing PV modules abroad. For us, this market in the RE sector has been an important business segment for more than 15 years. Thanks to our extensive experience, we can offer specialised solutions. Energiequelle also values our French language and legal competence, allowing all matters to be coordinated and clarified with native speakers in both German and French.

Becker: We offer project financing for renewable energy projects, in particular in the wind and photovoltaics segments, and are involved in the projects early on. This allows us to develop efficient and individual solutions. Our customers particularly value our professional expertise in the German and French markets. This is particularly the case with our bilingual contacts and the legal support of our own German and French lawyers, which generally spares us the need of an external due diligence.

After supporting the projects in the construction phase and presenting the long-term financing, we are also the point of contact for issues emerging during the operational phase, when supporting the sale of a project to other investors or for other issues.

HOW MANY AND WHICH PROJECTS/SPECIAL TOPICS HAVE YOU IMPLEMENTED WITH ENERGIEQUELLE TO THIS DAY?

Zitt: Around two years ago, we designed a promissory note loan specifically for Energiequelle and involved another core bank as requested. This allowed Energiequelle to proactively secure sufficient liquidity for several years and gave them their first experience with a capital market-based product.

Becker: So far, we have already implemented 15 projects together in the area of project financing and more are already being planned.

WHAT DO YOU VALUE IN YOUR COLLABORATION WITH ENERGIEQUELLE?

Zitt: For me, the cooperation is characterised by the fact that the same group of people, consisting of Michael Raschemann, Kirsten Donker and Maik Pytzka, have been involved for many years. This has created a very open and trusting relationship, which is appreciated by both sides. There is a clear sense of familiarity on the part of the customer, which to a large extent emanates and is exemplified by the managing director. To summarise, I can say that I particularly appreciate our mutually open and truly cooperative approach.

Becker: Thanks to many years of professional cooperation, a mutual understanding of each other's interests has emerged. It is important for us to be able to work on an equal footing. Of course, it is an enormous advantage that our contacts at Energiequelle have been the same for a long time – in project financing these are Sebastian Handschuch and Lars Legien.

HOW DO YOU SEE THE FUTURE TOGETHER?

Zitt: To be brief and concise: just like before. Building on tried and tested practices and responding flexibly to changing requirements, while assisting and supporting Energiequelle to achieve their corporate goals.

Becker: I would like the other projects already mentioned to be implemented with the same success in order to come a little closer to the objective of energy transition. The climate of trust, which has characterised our cooperation since the start of the business relationship, should continue into the future and be maintained.

THE NEW RENEWABLE ENERGIES ACT

WHAT AWAITS US

The seal has not yet been put on the new Renewable Energies Act (EEG). However, what the BMWi key issues paper has shown is the obligation for the financial participation of municipalities and citizens.

Accordingly, it is planned that a levy of €2 per MWh fed in will be paid by the plant operator to the local authority during the ongoing operation of newly installed wind farm projects. The local authority will be able to dispose of the money freely. Alternatively, an electricity supply for the residents could also be offered. If there are a sufficient number of electricity supply contracts (80 electricity supply contracts per wind turbine), the duty may be reduced. Currently, it is still being examined how neighbouring municipalities of the local authority can participate.

Currently, Energiequelle already offers green electricity from its subsidiary eqSTROM in five municipalities – exactly where we have planned wind farms. This means that local residents benefit from lower rates for electricity that was also produced sustainably. Citizen participation is already part of our daily work. Through various events, project websites and open communication, we also always ensure a transparent flow of information. We also offer financial support for local social projects with the Energiequelle Foundation.

www.energiequelle.de/stiftung



GEORG SEEMANN

eqSTROM



Energiequelle welcomes the trend towards greater municipal participation. With the Energiequelle Foundation and the 100% subsidiary eqSTROM, Energiequelle already has a comprehensive portfolio of municipal participation opportunities.

The planned consideration in the new Renewable Energies Act incorporates the regional added value of wind energy projects included in a legal framework and adds a new component. In particular, the additional economic burden as well as the involvement of surrounding communities must, however, continue to be discussed with a sense of proportion.



INDIVIDUAL. GREEN. AFFORDABLE.

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now!**

**Is your RE plant, company
or household not with eqSTROM?**

Then switch for free now to have a sustainable supply
of 100 % green electricity.

www.eq-strom.de

☎ 0800 000 583





ON-SITE SUPPORT ENERGIEQUELLE AS A SPONSOR

As a sustainable company, it is important to us to support and promote associations and social issues. For this reason, we have primarily given our financial commitment to sports clubs this year.

The MSV Zossen soccer club, the SG Schöneiche handball players and the Königs Wusterhausen Bundesliga volleyball club (Netzhoppers) have received a generous injection of funds. Over € 80,000 will go to sports in the region around our headquarters in Kallinchen over the next five years.

In addition, we have initiated an annual sponsorship agreement with the Falkenthaler Förderverein for a total of € 3,000 per wind turbine. We have built two plants in that area and the payments will be made over the entire period of the plants' operation.

Further donations have been made to various institutions, such as fire brigades, schools, choirs and heritage associations.

Our foundation allows us to create local value. Almost € 200,000 in subsidies was granted this year alone. Among other things, applications were made for new buildings and renovation work of community centres, playgrounds and for the expansion of electromobility.

We are also involved in various associations, such as BWE, the Thuringian Energy Network (ThEEN), the Agency for Renewable Energies (AEE) and many others, in order to further the issue of renewable energies in Germany, inform citizens and strengthen acceptance for our work. To this end, the associations in the various regions are important partners, which we support not only financially, but sometimes also with personnel.

For us, civic participation plays an important role in our day-to-day activities. We can only make the energy transition work together with our partners, municipalities and local citizens. And this will only get off the ground if everyone gets involved and benefits.



ENERGIEQUELLE IS RESEARCHING THE ENDANGERED GREAT BUSTARD SPECIES

Energiequelle has decided to support the Großtrappenschutz e.V. association and to invest up to 15,000 euro annually in the collaring of great bustards for the period from 2019 to 2023.

Why we do it

For the protection of birds, there are fixed distance criteria to wind farms for a number of bird species. For species breeding relatively reliably annually in the same place, e.g. a tree, the distance refers to the nest, for sea eagles a distance of 3,000 m must be maintained. This does not work for endangered species breeding on the ground. They relocate the nest site every year. Therefore, areas where they mainly or exclusively breed are off limits for wind energy. One such bird species is the endangered great bustard. It only hatches in two areas in Brandenburg and one area in eastern Saxony-Anhalt. Therefore, these breeding grounds are taboo for us. These three populations switch their nesting areas. Since great bustards are one of the heaviest airborne birds (males weigh up to 16 kg), it was assumed that they would always take the shortest route between the three breeding grounds as every detour consumes unnecessary strength.

Unlike other bird species, great bustards are not prone to being hit by the rotor blades. On the one hand, they usually fly low and on the other, they usually avoid wind farms: Where there is a wind farm, they will take a detour. In order for their chosen flight corridors to remain free, there are strict restrictions on the construction of wind turbines there. There is deep concern about the "Ostriches from the Mark Brandenburg", as great bustards are jokingly called. Until World War II, there were still several thousand great bustards in eastern Germany.

Since then, however, local populations of this magnificent bird started to decline, mainly due to the transition of the rural landscape to an industrialised agricultural landscape. In the mid-1990s there were no more than 100 birds, and the population in Poland had already disappeared. The much smaller little bustard (*Tetrax tetrax*) died out in Germany in the 19th century. This fate should be avoided for their bigger relatives. With a great deal of volunteering and state aid, including from the EU, the Great Bustard Protection Association has managed to triple the population.

Until now, however, the Brandenburg bird shelter and the Great Bustard Protection Association have lacked the means to find evidence of the habitat use by this magnificent bird. That is why we decided in the spring of 2019 to invest in GPS transmitters for the birds. The data obtained in this way is used for fundamental research on the great bustard, mainly regarding its habitat use. In fact, the first data after one year shows that the birds behave differently than expected. At the end of our joint project with the Great Bustard Protection Association, we will be able to say with certainty which areas actually need to be kept clear and where, contrary to the generalized restriction, it will be possible to erect wind turbines.



From left Robert Thalmann, Felix Granzow, Evelyn Schuh, Marco Richter, Amon Hondele

WE ARE SETTING SAIL AGAIN IN ROSTOCK

Our team in Rostock continues to grow! We currently have seven employees in Mecklenburg-Western Pomerania; at least one more is to be added. In preparation for this, we moved to larger offices in March of this year – directly between Rostock and Warnemünde.

Our new department manager Marco Richter is a native of the Uckermark region (Brandenburg) and has been with Energiequelle GmbH since August 2019. He holds a Master of Science (MSc) in Environmental Geography and Management from the University of Kiel, has been working in the renewable energies sector since 2013 and has experience in project development for wind and photovoltaics, cooperations with municipal utilities, repowering and project purchasing.

Marco Richter and his team are now planning the successful implementation of renewable energy projects in Mecklenburg-Vorpommern for Energiequelle GmbH.

We already have several promising project proposals to show in all regions of Mecklenburg-Vorpommern. One of these has already been approved successfully.

Vacancies in Rostock (m/f/d)

Specialist Wind Planner

*The detailed job description
can be found online at:*

www.energiequelle.de/karriere

OPERATIONAL MANAGEMENT

INVITATIONTO PARTICIPATE OUR CUSTOMER
SATISFACTION SURVEY

Dear Operators,

As a service company commissioned by you for technical and commercial operations management, we would like to continue our tradition this year and invite you to participate in our customer satisfaction survey.

We now manage over 750 RE plants in Europe with more than 1.4 GW of installed capacity and would like to continue to do so to the complete satisfaction of our customers. As an operator and as an operations manager, you are constantly faced with new challenges from the market and politics. That's why we need your feedback:

What do you expect from a good management company, how satisfied are you with us and what requirements and wishes do you have from our services now and in the future?

Your opinion is very important to us! We would therefore be delighted if you could take a few minutes to participate in this year's customer satisfaction survey.

All participants will be entered into a prize draw to win an e-bike as a thank-you.

As in 2017, we will work with the company 960°, who will contact you in the next few weeks. Participation is of course voluntary.

Stay safe and happy with our services!

Your management team at Energiequelle GmbH

Vacancies

in Kallinchen near Berlin
or in Oldenburg (m/f/d)

Customer Advisor

*The detailed job description
can be found online at:*

www.energiequelle.de/karriere

*Join our team
in customer support:*



NANCY SCHILLER

Kallinchen



NICOLE LAFIN

Kallinchen



MARCO GEISS

Oldenburg

“

ENERGIEQUELLE

Tomorrow's
energy.

LEGAL

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