



specialized wholesale trade for photovoltaic systems

[www.pv5.de](http://www.pv5.de)



specialized service provider of photovoltaic systems

[www.faethonsolar.gr](http://www.faethonsolar.gr)



**„ PHOTOVOLTAIC SYSTEMS -  
KNOW-HOW, TECHNOLOGIES, SERVICES“**

**Planning and delivering of PV-Systems.  
High quality “turn-key” solutions.**

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# For craft and commerce - a strong partner

## Quality at a glance



### **PV5 Solarconcept**

For more than 10 years, PV5 has been a strong partner for craft and commerce. High-quality systems provide lasting satisfaction – for our craft customers as well as for their end customers. That is what we call quality at marketable prices. More than 800 customers in craft and commerce already trust in this concept. Both in Germany and at our company sites in Spain and Italy.

### **PV5 at a glance:**

- Foundation of the GmbH: February 2000
- Headquarters: Kleinostheim, 4,000 sqm of storage and office spaces
- Company sites: Würzburg, Barcelona/Spain, Florence/Italy
- Customers: more that 800 in craft and commerce

# For service and high return - a strong partner

Building tomorrow, today

## Faethon Solar



Faethon Solar is a leading supporter and supplier of quality, safe, and sustainable energy systems. Our expertise and experience in the planning, designing, and realisation of PV-systems has lead us to selecting only the finest materials and most dedicated of partners.

### Faethon Solar at a glance:

- Our operations began in 2006
- Headquarters: Maintal, Germany
- Company sites: Gythion, Greece
- Greek customers, more than:
  - 1,1 MW installed systems
  - 4,2 MW in progress
  - 120 active partners (B2B)

# For craft / commerce / individuals - strong partners

## Products and services at a glance.

### **Faethon Solar-B2B:**

- Solar Modules
- Inverters
- Mounting Systems
- PV Installation Products
- Technical support
  - Comprehensive warranty terms and support
  - System planning and dimensioning support
- Logistics
  - Sufficient inventory
  - Reliable transportation
  - On time delivery
- Marketing
  - Quality Certificate
  - Marketing material
  - Exhibition material
- Seminars
- Serious payment terms

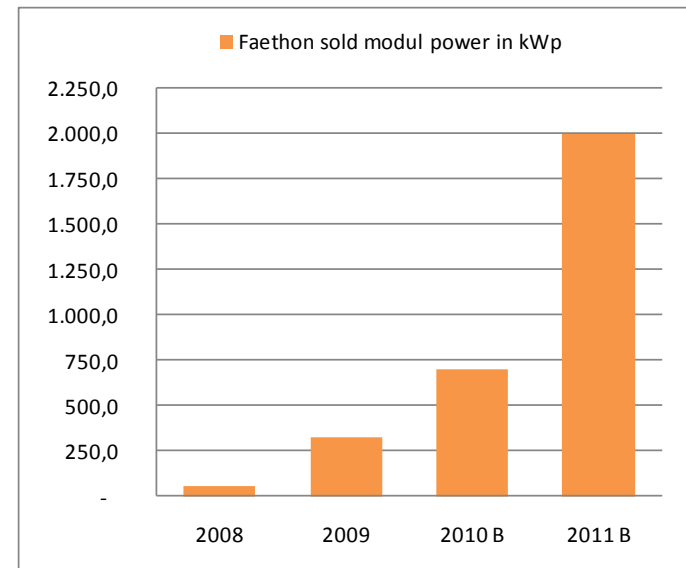
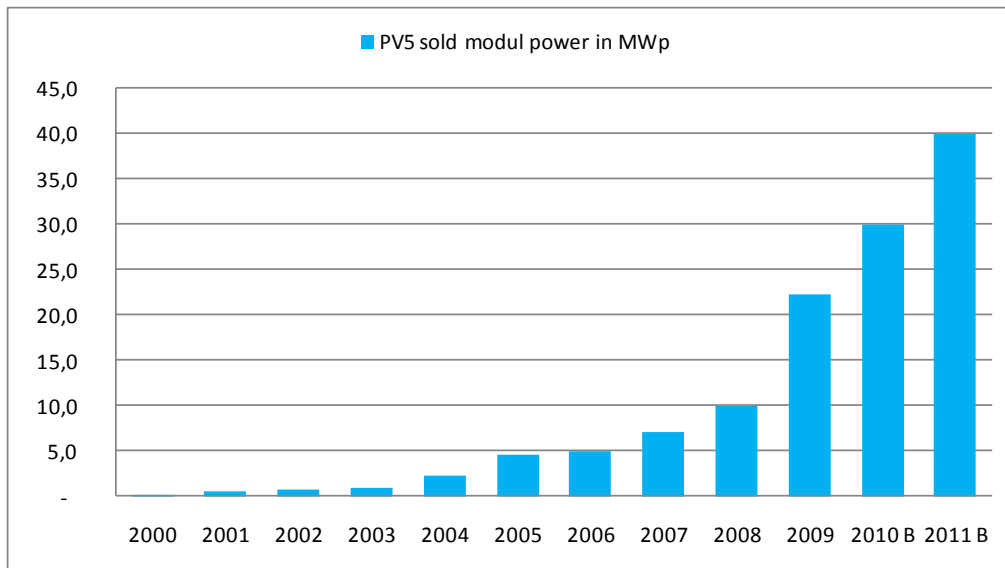
### **Faethon Solar – B2C:**

- Solar Modules
- Inverters
- Mounting Systems
- PV Installation Products
- Technical studies
- System dimensioning
- Material supply
- System installation
- Environmental Studies
- Licensing procedure
- Financing support
- After-sales technical support
- Service contracts

# Quality made of experience

Specialized wholesale trade and experienced service provider  
guarantee best results

Sold outputs: our business models in history – development:



## **Quality is not a matter of luck, it is a concept PV as attractive return objects – Sun alone is not enough**

### **What the investor should be sure that has taken care of :**

- On-site visits, site recording (orientation, slope, roof shape, construction drawings, ...)
- Location analysis and shading (A sun path diagram is recommended)
  - Shading from location (surrounding buildings, horizon darkening, ...)
  - Shading from the building (satellite dishes, chimneys, offset building structures,..)
  - Snowy, windy, forested, industrial areas
- System size and module choice
- Inverter system choice
- Sizing the inverter
  - Maximum/minimum number of modules in a string
  - Determining the number of strings
- Designing and sizing cables
  - Minimizing the cable losses
  - Sizing the DC cable – able to carry maximum current
  - Sizing the AC cable – able to minimize voltage drop
- Lighting, earthing and over-voltage protection
  - A PV-system does not increase the risk for lightning
  - Very high building or exposed location better having its own protection system
  - Earthing ensures that there is a path for fault currents so equipment is protected

*continue ...*

## **Quality is not a matter of luck, it is a concept PV as attractive return objects – Sun alone is not enough**

### **What the investor should be sure that has taken care of :**

- Clean, labelled electrical installation according to the regulations
- Choice of the right components which ensure
  - reliability
  - high efficiency
  - durability
  - reliable warranties
  - well supplied quality inventory of European manufacturers
- PV-system designing and sizing from electrical engineers
- On-time applications to the relevant bureaus for permissions and licences
- Installations by trained crews
- Safe and secure working conditions
- Preservation of the local environment
- Clear presentation of
  - all relevant costs
  - time expenditure and construction times
  - projected annual Yield
  - offer of “turn-key” projects



## **Quality is not a matter of luck, it is a concept PV as attractive return objects – Sun alone is not enough**

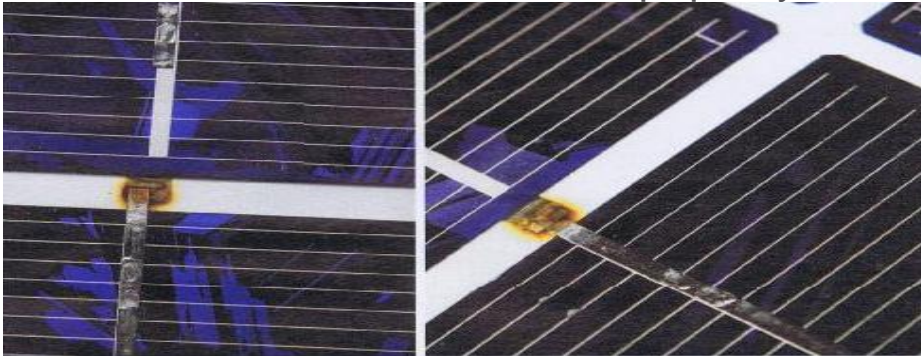
### **Greek market - What is really happening and we must be aware of :**

- The current regulations promote the PV-systems and particularly the roofing installations
- The PV-companies in order to attract investors, present an overoptimistic return yield
- For the yield calculation must be considered
  - location, climatic conditions, systems losses, ...
  - exact sun irradiation
  - loan
  - all the PV-costs
- The technical studies must all be of high scientific standards
  - equipment compatibility
  - electrical drawings
  - static of the mounting system in connection with the ground
- Installation teams must not decide on the spot deflecting the installation instructions
- In order to keep the cost low there is
  - usage of inappropriate material, unreliable manufactures, cheap quality
  - usage of inexperienced/untrained crews
  - incompleteness of project planning
  - no insurance during the construction phase

# Quality is not a matter of luck, it is a concept

## Examples when the quality is not considered as the Nr. 1 factor

- Unreliable manufactures, cheap quality



- Ventilation problems (PV before and after fire)



- Flat roof with false static, inappropriate material, inexperienced installer



## Strong partners – one promise.

### Quality „Made in Europe“.

The quality standard becomes particularly clear in our choice of module partners. With the focus on three of the world’s most important suppliers, we consistently rely on long-lasting and efficient modules. Long-term performance guarantees from European producers along with the individual service and planning, additionally offer special security.

**SCHOTT**  
solar

authorized dealer

  
**sovello**

authorized dealer

  
**isofoton**

authorized dealer



inverter



inverter



inverter



mounting systems



data systems

# One quality – in inland as well as abroad.

## Our locations.



### Headquarters PV5

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### Italien

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*Sunny regards...*