



# The New Energy Business

## Corporate Presentation

# Welcome to

# Aton Energy

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Aton Energy develops clean technologies and business models to bring sustainable and cost-effective power to utility and commercial customers, determined by:

- A resilient business model
- Solutions aligned to our customers' business objectives
- Value adding and relevant skill sets and capabilities
- A sustainable and differentiated approach to the environment and community engagement.

## Vision

A World where we can all achieve more while using less of our planet.

## Who we are?

Aton Energy is a global specialist at the forefront of innovation in renewable energy. It provides efficient, economic and ethically sustainable solutions for all types of business needs.

## What we do?

We promise our customers with products, solutions and services which are:

- Green: sustainable application of renewable energies
- Reliable: uninterrupted, ultra-pure power at all times
- Efficient: tested and approved technologies
- Productive: simplicity and peace of mind
- Safe: protecting you, your customers, your business

## Our values

Agile, inspiring, respectful, responsible, collaborative, innovative.

See further information online: [www.aton-energy.com](http://www.aton-energy.com)

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# Welcome Letter

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We have made considerable progress in aligning the business to our customers' needs and we would like to acknowledge the hard work, creativity and dedication of the Aton Energy team in developing and strengthening our business against a backdrop of challenging market conditions.

## **Insight and Solutions**

We endeavour to understand how these needs will change as customers respond to their own commercial pressures and, by working together, we can create value added services which benefit both our customers and Aton Energy.

## **Agility**

The outlook for the market remains volatile. However our view is that these conditions can provide opportunities for growth. The market shift to the remodelling and refurbishment of existing energy solutions plays to our core strengths.

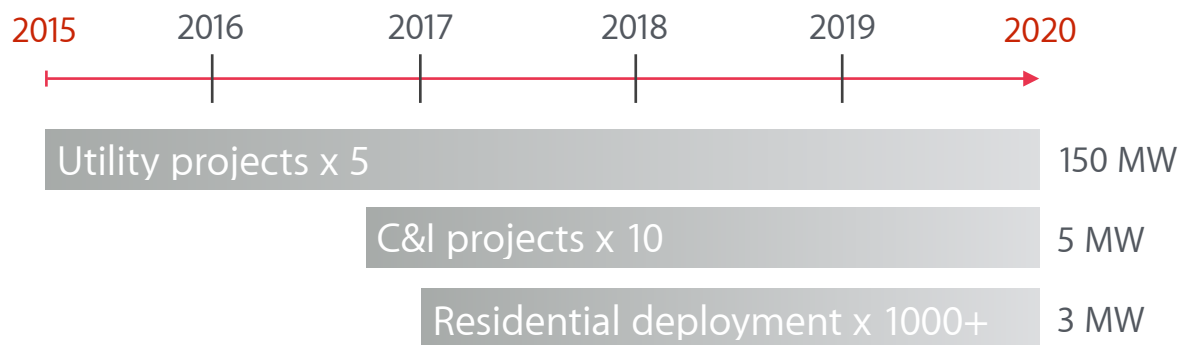
## **Focused on the Future**

Driven by our passion for science, we contribute to a profitable and sustainable future for our customers, their businesses, and their communities.

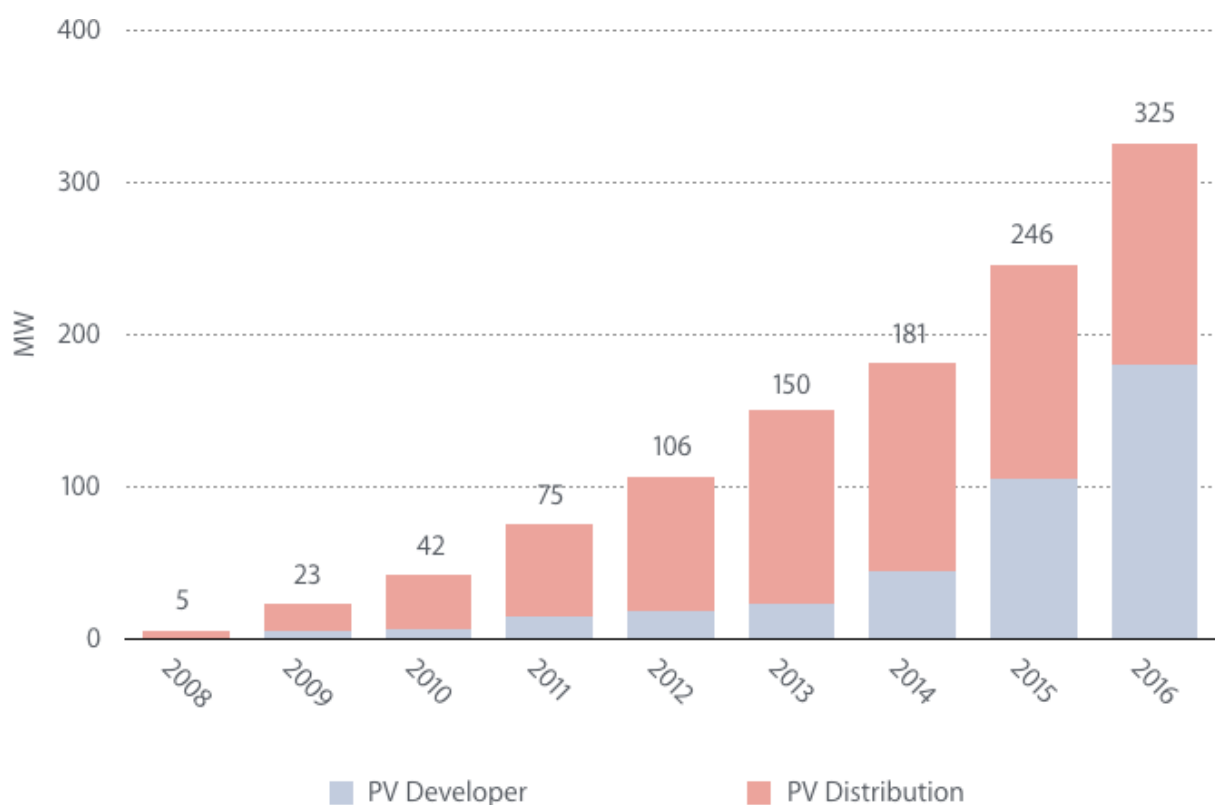
Nicolas Martin  
VP, Products and Programs

# Highlights

## Energy Storage Road Map & Pipeline



## Aton Energy cumulative installed photovoltaic capacity



# Aton Energy at the Glance

“... our approach to new opportunities, a focus on strategically important sectors and diversification in our service lines characterises a stronger performance”

## We are

- Established in 2008
- 3,000+ collaborators in manufacturing
- 15 offices Worldwide

## We supply

- 4 Clean Technologies
- 400+ MW solar PV total deployed
- 4,000+ clients Worldwide
- 2 brands: A-Sun, A-Storage

## Our Strengths

- Sino-European Board Management
- 50+ Engineers in R&D
- 100+ collaborators in Project and Financing Development
- 500+ MW power plant and energy storage pipeline Worldwide.
- Diversified partners: EPC, Distributors and Dealers



# Timeline

Aton enters in the new energy market strategy



2015



Aton connect its 30MW solar farm in Oxfordshire

2014

Aton revamps a 5,000 sqm warehouse with high efficiency LED lighting, in France



2013



The first Solar project to reach 1MW in GB... is done by Aton



2011

Aton expand in Belgium, Netherland and Italy



A-SUN capacity of production reach 150MW in China



2010

Aton opens an office in London



Aton sells its 5,000th residential kit, totalling 15MW in FR

2009



Aton invest its first office in France



Hello! 2008

Aton is born with the idea to change the World.  
We create our solar panels brand called A-SUN  
with a capacity of production of 100MW

# Business Scope

Aton Energy's main goal is to increase the availability of renewable energy products by promoting industry-leading features and performance, applications flexibility, field-proven reliability, and better customer service.

Aton Energy is active in various renewable challenges, including product development and financing solutions to support project development. Drawing on decades of experience in the renewable energy and construction industries, we have the expertise to design, develop, finance and supply construction hardware of outstanding quality.

- We invest in renewable projects and technology development pursuing for the next solution to enhance environmental respect. Exclusively working with High Profile Partners with a long history and an innovative strategy driven by Quality.
- Our strength is in creating and developing sustainable partnerships with established green solutions manufacturer combining industry specific skills, knowledge, and operational expertise. We overview a large number of technologies, starting with:
  - Photovoltaic solar applications (on-grid and off-grid)
  - Energy storage solutions (Lithium batteries)
  - Energy management (hardware and software)
- Customer support, R&D centers and manufacturing operations are strategically located in the Asia and Europe. Corporate headquarter is located in Hong Kong. Our local offices all around the world provide our customer the best services and support during their projects.
- We are also able to draw on talented people throughout our activities, sharing the same objectives:
  - Offering support for global customers and local markets, with strategically-located manufacturing and R&D facilities
  - Consistent investment in R&D to provide innovative and industry leading efficiencies and technological solutions
  - Continuously improving the key attributes required to grow our business with strategic customers and partners



# A Decade of Expertise

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Our management team has a long experience in the renewable industry, primarily in the solar photovoltaic field. We have a very knowledgeable staff looking for the most efficient solutions in a fast growing Renewable Industry.

Since 2008, our success is the result of a strong partnership and a daily collaboration between high qualified engineers and production technical experts, bearing in mind our values:

- **Reliability:** we consider that partnerships we have formed are based on transparency and commitment. We work diligently to maintain open, demanding but supportive collaboration with our business partners.
- **Dependability:** Aton Energy's rigorous product testing and quality control is operated on every single product we supply, to give our clients full confidence. We understand that quality products and services are the backbone of a successful organisation.

Aton Energy delivers a quality service by empowering our employees. We pay attention to our customer feedback to continually improve our service through innovation. We are committed to offer a reliable and reactive service to give our clients the highest return on their expectations to be successful in their own business.

# Expert Partners at our Side

We find that the more we contribute to the long-term success of our key partners the more successful we become, building close relationship by providing total support, expertise and experience.

We selected our partners because they would take care of us as much as we would take care of them. From our Quality Department to our Banking records, we want to work in full transparency with reliable and well established entities.

We also believe strategic alliances always offer businesses a chance to join forces for a mutually beneficial opportunity and sustained competitive advantage.



# Technologies for the Energy Transition

## Developing innovative technologies that fit to the energy market changes

The world has changed. More people have more access to more powerful technologies than ever before. As people's lives become more connected, energy must equip individuals to do more.

That's why Aton Energy is committed to opening power to more people, technologies, users and partners.

By combining hardware and software clean techs and reach with new opportunities in a more connected world, we are shaping the future of energy.

### Energy Storage

The key to the new energy market



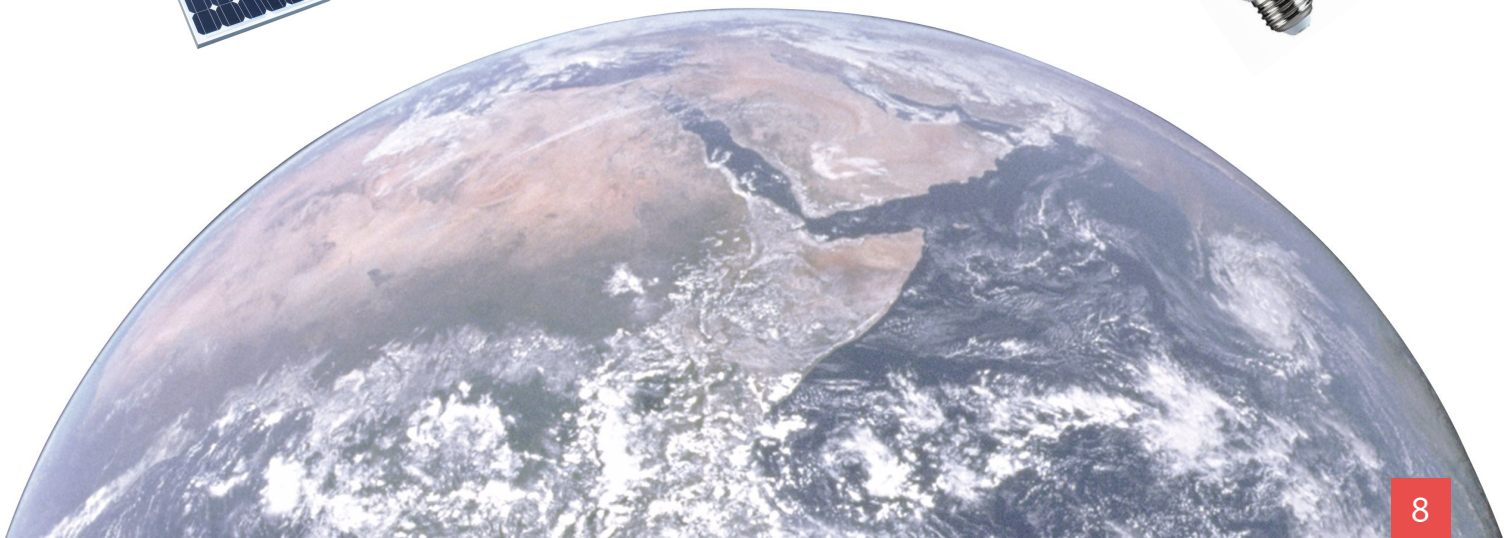
### Solar Power

Enough to power 40 million homes.



### Energy Management

Up to 70% of savings



# Solar Photovoltaic, So Powerful

We develop a performing structure and financially strong entity, operating as a solar photovoltaic module manufacturer and a developer of solar Power Systems.

Since 2009, we invested massively into our production plant, and foresees continuing to invest in line with their development.

## **A Strong brand: A-Sun**

We design, manufacture and distribute a range of reliable and competitive Solar Energy Solutions, including solar photovoltaic module registered under the trademark A-Sun

This brand has become synonymous with high performing, top quality solar PV module and specialises in photovoltaic technology innovation, application and system development.

We are committed to offer and develop clean power solution for every application and market, from off-grid systems, to homes, to very large solar power plants. Over the Years, we have developed direct relationship with EPC and renewable installation companies, in order to benefit from their direct feed-back on operational monitoring.

Aton Energy is actively involved in the development of medium to large- scale solar power plants utilising photovoltaic power, promoting A-Sun panels. Our professional team are experts in project management, financing and technical development to help our client throughout their project. Aton Energy can offer an effective and flexible financing solution to meet the various needs of different solar projects developers.



Powered by Aton Energy

# Advanced Energy Storage

On any regular day, utility companies have to plan how much energy to generate and distribute onto the grid. They try to predict what customers will do based on historical trends and data, primarily by referencing usage on the same day of the previous year. Then they modify those estimates relative to the current weather forecast for the following day using complex formulas that create demand profiles for a given city or region.

Sounds challenging? Well it is. The job of the grid is to deliver electricity to every customer at 220 volts and 50 hertz. With these predictive models being the norm for operations, it sets utilities up to create more or less energy than is needed on any given day - a potential recipe for problems. Some energy production technologies can be turned on and off rather quickly - for example, disconnecting a solar panel from the grid. But other power production methods, like fossil fuel or nuclear power plants, take a long time to turn on and off, at a considerable cost. Making sure the right amount of energy is being distributed to end-users is critical to our grid infrastructure - too much energy can wreak havoc on electronics, too little results in brownouts and disruptions to service.

As long as there has been an electrical grid, companies have sought ways to safely and efficiently store energy so that it can be consumed on demand, output can be meticulously controlled, and the exact frequency of the energy distributed can be tightly regulated. Today, a wide array of technologies have been developed and deployed to ensure that the grid can meet our everyday energy needs - from scaleable banks of advanced chemistry batteries and magnetic flywheels, to pumped hydro-power and compressed air storage.

Perhaps most importantly, energy storage is also resource neutral, and allows us to use electricity from any power source more efficiently. Whether the energy produced comes from a coal power plant or a field of wind turbines, energy storage technologies capture that energy to be used on demand when it is needed most. Our investment in energy storage evolves with our grid, creating long-term benefit and reliability for years to come.

These diverse technologies have been providing these capabilities to the grid for decades, and as we continue to modernise and create a more intelligent grid infrastructure, energy storage will play an increasingly vital role in delivering the energies of tomorrow.

# Energy Management, Savings and Saving

As the global environment changes and new technologies evolve, energy management becomes a complex, fast-paced field, requiring new solutions to be delivered by highly skilled and appropriately trained individuals.

Managing and reducing energy consumption not only saves money but also helps in mitigating climate change and enhancing corporate reputation. The primary objective of energy management is to achieve and maintain optimum energy procurement and utilisation, throughout the organisation which may help in minimising energy costs and mitigating environmental effects. In fact, energy management is widely acknowledged as the best solution for direct and immediate reduction of energy consumption.

## Importance of Energy Management

Energy should be regarded as a business cost, like raw material or labour. Companies can achieve substantial reduction in energy bills by implementing simple housekeeping measures. Reduction and control of energy usage is vital for an organisation as it:

- Reduces costs: Reducing cost is the most compelling reason for saving energy. Most organisations can save up to 20% on their fuel cost by managing their energy use;
- Reduces carbon emissions: Reducing energy consumption also reduces carbon emissions and adverse environmental effects. Reducing your organisation's carbon footprint helps build a 'green' image thereby generating good business opportunities.
- Reduce risk: Reducing energy use helps reduce risk of energy price fluctuations and supply shortages.

Businesses worldwide are showing interest in appointment of a formal/informal energy manager to coordinate energy management activities. Carbon emissions from energy use dominate the total greenhouse gas emissions of most organisations.

# All-in-one Mission

## Engineering

By combining hardware and software clean techs and reach with new opportunities in a more connected world, we are shaping the future of energy.

## Manufacturing

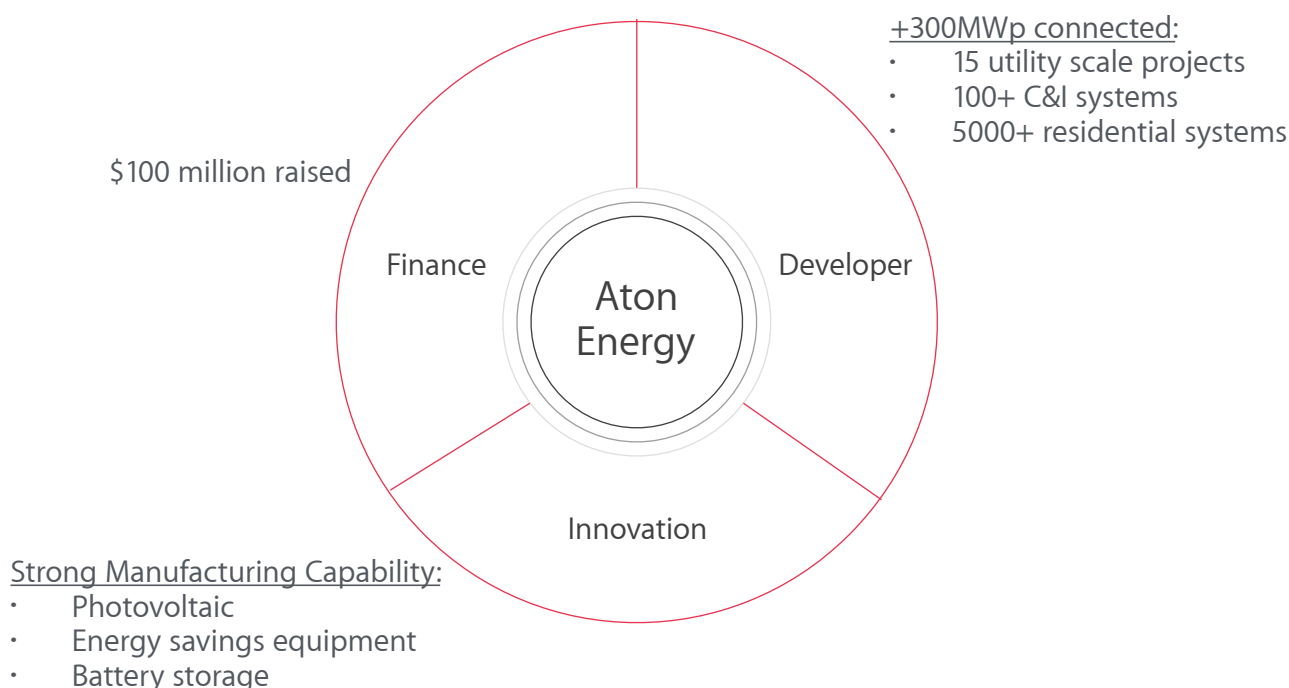
Aton has a strong manufacturing capability and solid partnerships based to supply the best sustainable technologies and quality to the European market.

## Financing

Aton has Industry-leading financial and investment strength and capabilities which guarantee the success of each project

## Developing

Through technical excellence and financial engineering, our project development team has created an innovative model that drives down clean tech infrastructure prices and paves the way for its rapid deployment.





# Manufacturing, Quality and Competitiveness

The manufacturing business has strengthened the Aton Energy's foundation by succeeding in solar European market supply. Now we are ready to start growing again. We will do this by extending our product range and strengthening our R&D capabilities, with a special focus on our clean tech operations. Going forward, Aton Energy will fulfil its responsibilities as a global enterprise that is leading the way for the future, while contributing both to the people and the environment.

In addition, we increased our investment in R&D to strengthen its competitiveness in such new technologies as lithium battery cells. The trading business concentrated on finding new markets, investing in overseas resource development projects, winning news orders for large-scale projects, and strengthening its global network.

To ensure its ongoing and sustainable growth and achieve its goal of becoming a global player. We will do this by becoming even more competitive, continuing to innovate our business structure. We will also bring our organisation and systems up to world levels, and develop a corporate culture that priorities creativity, innovation, and a spirit of challenges.





# New Energy Projects Development

Our engineers have designed megawatts of PV plants to maximise energy output

By applying our experience and expertise to meticulously configure PV plant parameters, we ensure our PV plants deliver the maximum financial results.

Our utility-scale solar parks have produced over **363,057,165** kilowatt hours of clean electricity to date, and counting. We have a track record of successful solar projects for leading installers, investors and developers in Europe. As a result, A-Sun Energy is one of very few brands to gain the confidence of the solar PV financing, project development, and system integration communities.



Aton Energy power plants start adding value from the very beginning. The greater the quality and stability of a system, the more certain the expected yields.

# Sustainable and Steady Growth

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Aton Energy was originally created to pursue for the next sustainable and environmental friendly energy solution. Today, Aton Energy is perfectly positioned to take advantage of growing opportunities linked to the energy challenges facing our planet and to the development of emerging economies.

Driven by both innovations in technology and an effective brand strategy, Aton Energy continuously extends the industry chain downstream and has realised moderate horizontal expansion. This has been achieved through cutting-edge applications of technology including on-grid and off-grid systems, extension of the application from solar to energy storage systems, or other energy saving applications like energy saving equipments and software.

# Contact us

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## Aton Energy Asia

Aton has a strong manufacturing capability and solid partnerships based to supply the best sustainable and innovative technologies to the European market.

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## Aton Energy Europe

Through technical excellence and financial capability, our project development team has created an innovative model that drives down clean tech infrastructure prices and paves the way for its rapid deployment.

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