



# SECURE PARTNERSHIP WITH FRONIUS

/ A family company with experience and entrepreneurial flair

/ Fronius is a family-run company and has remained privately owned for more than 70 years.

/ Fronius International GmbH has been researching new technologies for converting electrical energy since 1945. That amounts to seven decades of experience, progress and continuous innovation. The company is based in Pettenbach, Upper Austria and in addition to its Solar Energy Division, it is internationally successful in the fields of perfect charging and perfect welding. This enhances the strength and stability of Fronius.

/ Fronius thinks in terms of long-term growth, not quarterly figures. In contrast to listed companies, Fronius is not governed by any compulsion for short-term profit maximisation. As a family company, our corporate activity is based on dealing with resources responsibly.

## FRONIUS IN FIGURES

/ In 2016, profits earned by Fronius amounted to tens of millions. Dun & Bradstreet (D&B), the world's largest service provider of business-to-business trade information, assigned a risk indicator of 1\* to Fronius. Only companies with a high security factor are assigned such a positive indicator. The average risk indicator for the industry stands at 2.3. D&B also awarded a score of 100 (out of 100) to Fronius. This figure represents a very low insolvency risk.

### THE FOLLOWING FIGURES MAKE IT CLEAR THAT FRONIUS STANDS FOR A SECURE PARTNERSHIP:

Equity ratio: > 60 %

Total number of inverters installed on the market: 1,164,000

Total GW installed to date: 9,35



The current Dun & Bradstreet rating certificate shows Fronius as having a risk indicator of 1 and a D&B score of 100.

\*1 = lowest risk; 4 = highest risk

## INTERNATIONALISATION STRATEGY AND HEALTHY GROWTH

/ Internationalisation has long been a strategic orientation for the company. As a family company, Fronius wants to achieve this by taking prudent steps that will result in healthy growth.

**FRONIUS IS A GLOBAL PLAYER PROUD TO DECLARE ITS AUSTRIAN HOME. FRONIUS ATTACHES GREAT VALUE TO PRODUCTION SITES DELIVERING HIGH QUALITY.**

/ The key markets for Fronius are North America, Australia and Europe. For more than a decade, there has been a subsidiary, a R&D team and a sales team in North America. This early investment has also proven itself in terms of a significant market share, which should increase further as a result of solutions designed specifically for North America. This long-term growth in America is also proving beneficial to other solar markets in which Fronius is active.



*„2016 was a very good year for us. Our vision has been well received in the market. Fronius SnapINverters have been a great success. We were able to expand our market share, especially in the storage and self-consumption markets. In the last year we have sold 1.4 GW inverter capacity. We are proud of that.“, reports Martin Hackl, head of the Solar Energy Division at Fronius International GmbH.*