

New Phocos Homepage Online

Since last month Phocos has proudly presented itself through a newly designed Web presence. All relevant product information is now available online and users can readily download documents. The website is available in both German and English. The French, Spanish and Portuguese versions are already in progress. Through this multilingualism we wish to enhance our communications. Further, a list of our worldwide distributors is online available, enabling simpler location of the local dealers and their contact information. Just visit us at www.phocos.com!



Product-News

Fantastic improvements on CFL lamps

We have made a revision to our CFL lamps - we have increased once more the number of switching cycles to an incredible 500,000! The lamps are now equipped with an over-temperature protection (OTP), which causes the lamps to automatically switch off prior to overheating, preventing damage to the lamp. Thus, the product life span is significantly increased.



Personnel

Support in Sales for Phocos China

We are pleased to welcome **Mr. Robert Zhou** to the China team. With the growth of PV applications in China we see more and more prospective customers focusing on Phocos' electrification products of high reliability & efficiency. In addition to manufacturing and supporting to the global Phocos group, Phocos China is dedicated to assisting customers located in the Chinese motherland.



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Short Notes

Annual shareholders meeting in Ulm

On 22nd June the Phocos AG held its annual stockholder-meeting. We could inform our investors about a successful year 2003.

International

Phocos Rep. Office Eastern Africa

Recently **James Wafula** joined as representative in Kenya for Phocos. He is the new contact person for African customers. The African market is very important for us due to the significant number of projects in the rural electrification being promoted. With the new Representative Office in Kenya, Phocos can respond better to the special requests in the African countries and improve customer service.



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Exhibitions & Fairs

European Photovoltaic Solar Energy Conference

Phocos attended, in Paris from June 7th to 10th, a successful exhibition and we are happy to have won many new contacts.



We also want to thank everybody who visited us at the **Intersolar in Freiburg** from June 24th to 26th. It was important to talk to our business partners.

From September 15th to 17th we will be represented at the **Shanghai Environmental Protection & Renewable Energy International Expo**.

From September 25th to 26th the annual **Solar Day Exposition** will take place in Nairobi, Kenya. We will be happy to attend this seminar and workshop.