

Don't let Corrosion Turn the Lights Off!

New Product CIS - Industrial Solar Charge Controller

CIS was engineered especially for PV-Systems exposed to extreme weather/environmental conditions. It features a dual load or dimmable load output, 4-Stage Battery charging, intelligent timer functions, automatic system voltage recognition (12/24 V) and more.

Thanks to the compact size and the robust housing (IP 68), it is even possible to install the CIS in a street light pole and program (switch on and off, dim LEDs, adjust different working time schedules, etc.) via infrared programming remote control accessory (CIS-CU).



Product News

Enhancement of the Modular Power Management with two new products!

MCS (Modular Current Sensor)

Phocos engineered an accessory for measuring current in and out of the battery which is not otherwise collected by other MPM units. This can be charge current from Wind and/or Diesel Generators or load currents used by inverters or other loads powered directly off the battery. The important points to bring out are: MCS can be connected to any free bus port within the Modular Power Management system, simple Plug & Play Setup, two -LED Status Indicator, etc.



MTS (Modular Temperature Sensor)

The MTS is an external temperature sensor specifically designed for the use in off-grid PV- and PV-hybrid-systems. Should the temperature at the battery bank be significantly different from the temperature at the MPM component, MTS can be used to measure battery temperature and optimize the battery SOC% calculation.



Alexander Macketanz is a 49-year old North German with a business degree (similar to MBA). He is fluent in the English and French languages. He has worked for different internationally-focused companies as Managing Director, Financial Controller, Head of the Legal Department and Head of the Logistics department. Alexander also has business experience as an independent business consultant.

He has run companies in Germany, France, South Africa and Portugal with full P&L responsibility. The biggest company realised 25 million EUR turnover with 140 employees.

Alexander Macketanz established subsidiaries worldwide and as well a High-Tech Start Up, where he was a shareholder.

In his new position at Phocos he will be focused on sales, marketing and finance development of the company. Therefore he is bringing a lot of experience from his previous positions which will help in the future growth of Phocos.

alexander.macketanz@phocos.com

The new Management team would like to thank you for your trust so far and we are looking forward to good cooperation in future.

Personnel

Peter Adelman left Phocos in June in order to expand his time as professor at the university in Ulm. His target is to allow and support education in the field of Photovoltaic in universities of Third World Countries. Nevertheless, he will encourage/back up Phocos within the limits of his new mission.

Karin Wurth, CFO, left Phocos for personal reasons.

Radwan Al-Sapri joined the sales team in Phocos AG in October. He is responsible for business development in the Middle East and North Africa. Based on his engineering studies he has additionally a master degree in renewable energies and several years of experience in the field of energy & resources management.



International

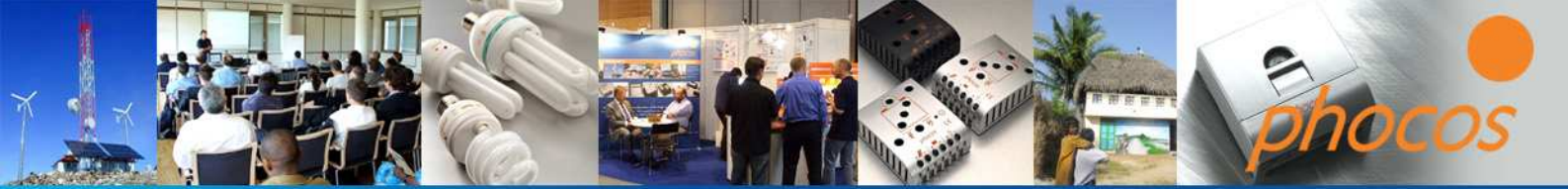
Change in Phocos AG's organization:



Management team.

Phocos hired Alexander Macketanz from October 1st, a new member of the management board of directors. He took over the CEO position. Alexander Macketanz (CEO) and Anton Zimmermann (CTO) will represent the new Phocos

radwan.sapri@phocos.com



Susanne Kircher joined the Marketing team in Phocos AG in April. She is business economist and in charge of managing the national and international marketing tasks at the Phocos AG in Ulm. She already has experience in marketing through her work with an international company.

susanne.kircher@phocos.com



Andy Chen transferred to sales team of Phocos China since July 2009. He is in charge of the sale of East China. Andy has worked in Phocos china as Application Engineer for more than two years.

andy.chen@phocos.com



Kirby Hoo joined Phocos China as Sales engineers in August 2009. He is responsible for the area of North China.

kirby.hoo@phocos.com

Exhibitions and Fairs

Intersolar, Munich Germany, May 27th-29th, 2009

Intersolar 2009 succeeded in attracting 58,627 visitors from 145 countries to the Bavarian capital. Over 90 percent of the exhibitors rated this year's Intersolar as either "good" or "very good".



The Phocos booth made its mark through featuring new innovative products and was constantly well attended. Thanks to the sizable demand, we plan to increase the Phocos exhibition booth size at the next Intersolar in 2010.

3rd Renewable Energy Expo, New Delhi, India, August 10th-12th, 2009



Phocos India participated for the third consecutive year in the Renewable Energy India Expo in New Delhi, India. Among the attendance of over 9000 visitors, the Phocos team had the chance to introduce their CIS Industrial Solar Charge Controller.

24th European Photovoltaic Solar Energy Conference & Exhibition, Hamburg Germany, September 21st-24th, 2009

The 24th PV SEC was chosen to be in Germany this year. Phocos AG participated as exhibitor among 943 international manufacturers, suppliers and service providers. The share of over 40,000 international visitors amounted to more than 50% of the total in attendance.

With the presentation of its newest products Phocos attracted great interest from the attendances, as the off-grid sector is still an extraordinary topic within the Photovoltaic market.



ISES Solar Congress, Johannesburg South Africa, October 11th-14th, 2009

The 29th World Congress of the International Solar Energy Society (ISES) and the SESSA Renewable Energy Expo was held at the Sandton Convention Centre in Johannesburg. Phocos, which participated in its first exhibition in South Africa, was one of 210 exhibitors who displayed their wares on 67 stands. The Congress attracted 473 registered delegates from 78 countries, including many experts from African and other developing countries. The Phocos stand attracted over 200 trade visitors, who showed great interest in Phocos' range of products, particularly the CIS and the Modular Power Management System. They were referred to Rentec as our sole distributor, and judging by the enthusiasm and interest that we experienced, we have no doubt that we will see continuing growth in sales in the Southern African region over the coming years.

Upcoming Exhibitions & Symposiums

- IFCJ KK Ecolifelab, Tokyo, Japan, November 11th-13th, 2009
- IPVSEE 2009, Beijing China, November 18th-20th, 2009
- WFES 2010, Abu Dhabi, January 18th-21th, 2010.
- 25th OTTI Symposium Photovoltaische Solarenergie, Bad Staffelstein Germany, March 3rd-5th, 2010
- PV EXPO 2010, Tokyo Japan, March 3rd-5th, 2010
- 5th OTTI European PV-Hybrid and Mini-Grid Conference, Tarragona Spain, April 29th-30th, 2010
- SNEC PV Power EXPO 2010, Shanghai China, May 5th-7th, 2010
- Intersolar, Munich, Germany, June 9th-11th, 2010

