

/ Perfect Welding / Solar Energy / Perfect Charging



**WE OFFER SOLAR
SOLUTIONS THAT LAST.
FOR DECADES
OF SUNRISES TO COME.**



24hoursofsun.com

FRONIUS: LEADING THE WAY FOR OVER 70 YEARS

SHIFTING THE LIMITS RIGHT FROM THE START

/ When Günter Fronius developed the first battery charging system in 1945, he laid the foundations for what Fronius as a company has represented for over 70 years: the constant search for pioneering solutions to the technical challenges of the times. Ever since these early days here at Fronius we have been exploring new technologies for converting and controlling electrical energy. That amounts to over seven decades of experience, progress and continuous innovation.

A GLOBAL FAMILY-RUN ENTERPRISE

/ In developing new markets for Fronius battery charging technology, welding technology and solar electronics, our desire never changed: to be the technology and quality leader. Today we export roughly 92 percent of our products through our 21 international Fronius subsidiaries and sales partners in more than 60 countries. With 928 granted patents, we are the innovation leader on the global market.

HEALTHY BUSINESS – EXCELLENT CREDIT RATING

/ We at Fronius think in terms of sustainable growth, not quarterly figures. We are not motivated by share prices, but by exciting innovations. In contrast to listed companies, we are not governed by any compulsion for short-term profit maximisation. This enhances our strength and stability. Dun & Bradstreet (D&B) therefore assigned a best-possible risk indicator of 1 to Fronius in 2015, which firmly underlines our responsible use of resources.



/ An interview with our founder Günter Fronius can be found at www.fronius.com/howitbegan



/ Klaus Fronius, Managing Director since 1980 together with his sister Brigitte Strauss. He moved to the Company's Supervisory Board in 2012.



/ Elisabeth Engelbrechtsmüller-Strauss, Managing Director since 2012.

MANUFACTURER CHECKLIST:

/ The inverter is the heart of your PV system. Your entire investment's rate of return in the form of generating renewable energy from solar power depends on this inverter. Your choice of inverter should therefore never be left to chance. Ask yourself the following question: **which manufacturer promises me the best long-term energy yield from my PV system?**

? COMPANY CHECKLIST



- | | |
|---|--|
| / How long has the company been around for? | / Fronius was founded by Günter Fronius in 1945 |
| / How long has it been active in the field of solar technology? | / Fronius is active in solar technology since 1992 |
| / Does the company have any alternative sources of revenue? | / Fronius is successfully active in three industry sectors |

? QUALITY CHECKLIST



- | | |
|--|--|
| / Does the company have a certified QM system? | / Fronius has been fully certified in accordance with ISO 9001 for over 20 years |
| / Are the products of a high quality? | / Plus X Awards for High Quality, Functionality and Ecology for the Fronius Galvo, Symo and Symo Hybrid speak for themselves |

? SERVICE & SUPPORT CHECKLIST



- | | |
|---|--|
| / Does the company possess a service hotline? | / Our technical support is available worldwide |
| / Does the company provide service support in my country? | / Fronius offers on-site support in more than 70 countries |

? FUNCTIONALITY CHECKLIST



- | | |
|--|---|
| / Is it possible to upgrade the inverter with new functions? | / Fronius inverters are fitted with plug-in card slots |
| / Does the inverter have any open interfaces? | / Yes, allowing easy integration into 3rd party systems |
| / Can the inverter be serviced on-site? | / Our inverters can be serviced on-site with one truck roll |

? WARRANTY CHECKLIST



- | | |
|--|--|
| / How long does the manufacturer's warranty last? / What services are included within the manufacturer's warranty? | / Fronius warranty lasts up to 7 years upon registration / 5-year Fronius Warranty Plus covers: materials, transport, servicing; 7-year Fronius Warranty covers: materials |
| / How is a warranty claim processed? | / Fronius offers a paperless and formless claim handling procedure with a professional Fronius Support team as well as trained Fronius Service Partners |

1. DEVELOPED FOR LASTING PERFORMANCE

/ Opting for a photovoltaic system is the right decision. Why not make it a perfect decision?

/ The technological parameters for power generation are constantly evolving. Highly functional inverters that can keep your PV system producing high yields for decades are therefore needed. That is why we make sure that every new solar technology and solution we develop improves reliability, increases energy yield and makes the PV system more future-proof.

/ Fronius has been fully certified in accordance with ISO 9001 for over 20 years. We subject our inverters to extensive endurance tests during the development phase. Every single Fronius inverter undergoes quality control tests before dispatch. Experience the creation of a quality Fronius product “made in Austria” live on a factory tour! Information on registering can be found at www.fronius.com/tour

TESTED FOR TARGET LIFESPAN



2,160h

NASA Mars Rover Spirit



5,000h

Car engine



10,000h

Miele washing machine



80,000h

Fronius
inverters

QUALITY ASSURANCE

NOMINAL OUTPUT TEST

Across the entire input voltage range

BURN-IN TEST

Brief bursts of intensive operation with temperature changes

TEST SERIES FOR OPERATIONAL RELIABILITY

High-voltage test, insulation test and functionality test of protection devices

LIVE TEST DATA TRACKING: REACTS EVEN BEFORE TOLERANCE LIMITS ARE REACHED



Martin Hackl
Head of Fronius Solar Energy Business Unit

/ „Every day, we work hard to realise our vision of 24 hours of sun, a future powered 100% with renewables. That is why we’re developing new solar technologies that inspire our customers and impress through sheer quality.”



Thomas Herndler
Member of the management board

/ „Every Fronius inverter is tested thoroughly before dispatch. After all, a penny invested in quality assurance saves a pound for us and our customers.”

Fronius endurance tests up close and personal:
www.fronius.com/endurancetests

Quality through innovation – the video:
www.fronius.com/quality

2. SERVICE WITHOUT CONDITIONS

/ Welcome to the frustration-free zone! We sell product solutions with after-sales services included.

/ A warranty certificate alone cannot guarantee competent and uncomplicated problem-solving. Our Fronius Support team on the other hand will never leave you high and dry, irrespective of problem causes, expiry periods and conditions. After all, there are many different reasons why a PV system can experience difficulties. And there is one good reason why you should choose Fronius: we will always be there for you.

/ Breakdowns tend not to obey standard office hours. That is why we developed Fronius Solar Online Support (SOS). Using Fronius SOS, installers can access a guide for solving the problem on-site via a laptop or smartphone using the inverter's serial number, or alternatively initiate the repair process. This also saves effort, time and money.

WITH FRONIUS SOS

RETRIEVAL OF DEVICE DATA

ACCESS TO REPAIR INSTRUCTIONS

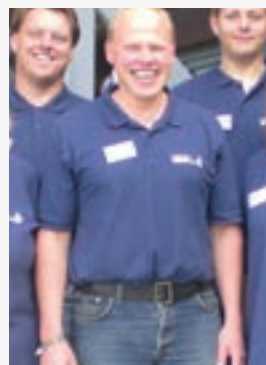
REQUEST SUPPORT OR REPLACEMENT SERVICE

RETRIEVE CURRENT SERVICE STATUS



SOS.FRONIUS.COM

24/7 AVAILABILITY



/ „Fronius SOS is a great platform. Many supposed status errors that arise from grid-side technical difficulties can be corrected quickly and easily over the telephone together with the customer without a site visit being required.”

Sönke Lucht
Lucht Elektrotechnik

WAITING PERIODS ON THE TELEPHONE

13
SEK

**VIENNA EMERGENCY
POLICE SERVICE**

/ Call answered by operator

45
SEK

FRONIUS SERVICE HOTLINE

/ Call answered by technical adviser

3
MIN

17
SEK

MOTOR INSURANCE COMPANY

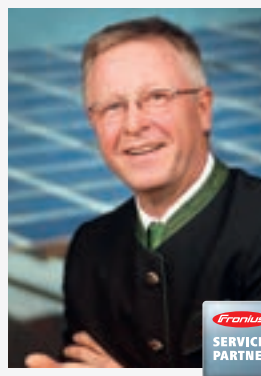
/ Call answered by hotline staff

3
MIN

41
SEK

**DOMESTIC APPLIANCE
MANUFACTURER**

/ Call answered by hotline staff



Walter Nauschnegg
Energietechnik Nauschnegg

/ I have been installing Fronius devices for many years. When it comes down to it, the guys at Fronius Technical Support are always there. Quick, uncomplicated and non-bureaucratic. That's exactly what I want.”

Fronius Solar Online Support:
www.fronius.com/sos

The Fronius Service Partner programme:
www.fronius.com/ServicePartner_EN

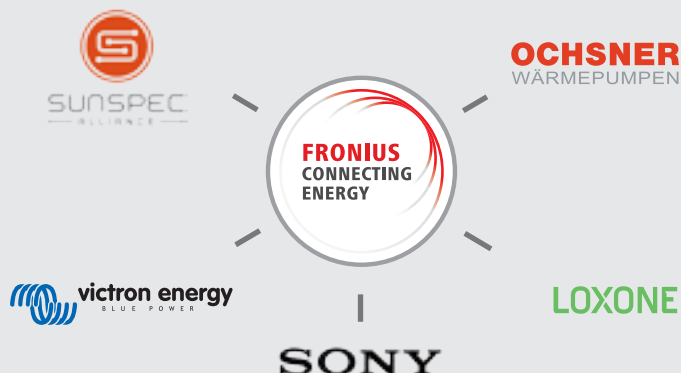
3. WE THINK LONG-TERM

/ With a Fronius inverter your system's yield is secured over the long term.

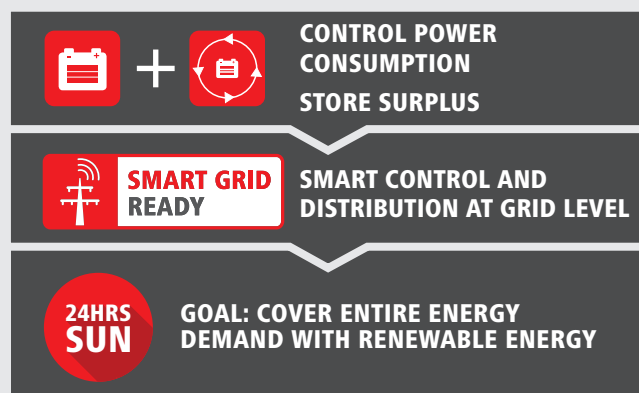
/ *"It's not compatible. That only works with products from company XYZ".* So you're not a fan of limiting competition? Neither are we! That's why we will do everything in our power to make sure you do not have to hear such statements from us. Fronius inverters have open data interfaces for integrating third-party components as well as free plug-in card slots for retrofitting new functions.

/ Here at Fronius, we believe that the developments towards 24 hours of sun and an energy future powered with 100% renewables can be promoted more quickly with the aid of sustainable, profitable solar solutions and cooperation between all drivers of technological innovation!

WORKING TOGETHER FOR MORE



ALREADY PREPARED FOR 24HRS SUN



The Brandstötter family
PV system owner

/ *"In order to optimise our self-consumption of solar power, we opted for a LOXONE home automation system. Setting up a data link between Fronius and LOXONE could not have been easier."*



Hubert Stadlmaier
PV system owner

/ *"I installed my first PV system in 2009. Five years later I plugged a Data-manager 2.0 into my Fronius IG inverter, allowing me to monitor my PV system's performance over the internet ever since thanks to the wireless functionality."*

How to manage the power you produce:
www.fronius.com/ConnectingEnergy

Ready for the future of energy:
24hoursofsun.com

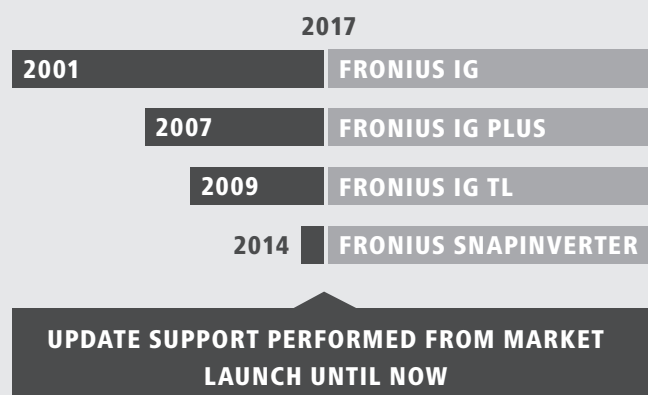
4. PARTNERSHIP WITHOUT EXPIRY DATE

/ Settlement takes place at the end. That is why service and support quality are crucial.

/ Profitable or debacle? Whether your decision for a PV system will be economically profitable is decided in the system's second decade of operation. As warranties are promises for the future, Fronius Solar Energy has been the one to trust since 1995. Our inverters are endurance runners and can be serviced quickly and easily on-site. This is easy on the finances as well as on environmental resources.

/ Over time, PV systems may require modifications in the course of technological progress. Whether it is for new guidelines on feeding-in energy, technical grid requirements or changes to the grid structure, Fronius product support will give you peace of mind when it comes to these changes.

UPDATE SUPPORT FOR MANY YEARS



FASTEST ON-SITE SERVICE



Jörg Wagenknecht
BAU-KO Solar

/ „When the German Association of Grid Operators adopted the 50.2Hz regulation, we converted a number of PV systems for electricity retailers with a team of 6 electricians. Of all the manufacturers, Fronius had the fastest and most cost-effective solution to hand.”



Rudolf Mitter
PV system owner

/ „Our PV system has been running with a Fronius Sunrise 2000 inverter since 1996. The Sunrise stopped working once when it was hit by lightning, but even that was quickly repaired.”

Always bang up to date:
www.fronius.com/SolarUpdate

An age of discovery:
www.fronius.com/solar/history

A FRONIUS WARRANTY CAN BE RELIED UPON

/ A Fronius warranty is backed by a stable family-run business with 25 years of experience in the solar sector, as well as the outstanding quality of our Fronius Support team and Fronius Service Partners.

Our products come with the option of a 5-year Fronius Warranty Plus* (materials, servicing and transport) or a 7-year Fronius Warranty* on materials. To take advantage of this free warranty cover, register your product on www.solarweb.com. After registering, you will have access to the following services:

WARRANTY COVER OF UP TO 7 YEARS FOR REGISTERED PRODUCTS

/ Register your product on your Fronius Solar.web account and then activate up to 7* years' warranty cover.

FREE MONITORING OF YOUR SOLAR SYSTEM

/ Fronius Solar.web enables you to easily register your PV system on your Solar.web account via Datalogger ID.

STAY INFORMED AND KEEP UP TO DATE WITH YOUR INVERTER

/ Information on newly available functions, accessories, compatible storage units and home-automation solutions.

WARRANTY WITHOUT REGISTERING	WARRANTY MODELS THAT CAN BE ACTIVATED FREE OF CHARGE AFTER PRODUCT REGISTRATION	
2 YEARS FRONIUS WARRANTY PLUS	+ 3 YEARS FRONIUS WARRANTY PLUS	= 5 YEARS
	+ 5 YEARS FRONIUS WARRANTY	= 7 YEARS

* In order to activate a Fronius warranty model, the product must have been registered. Products can be registered at Fronius Solar.web. Once the product has been registered, the desired warranty model can be activated during the two-year Fronius Warranty Plus cover. Please visit: www.fronius.com/solar/garantie for full details of the warranty terms and conditions.

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THREE BUSINESS UNITS, ONE GOAL: TO SET THE STANDARD THROUGH TECHNOLOGICAL ADVANCEMENT.

What began in 1945 as a one-man operation now sets technological standards in the fields of welding technology, photovoltaics and battery charging. Today, the company has around 4,550 employees worldwide and 1,241 patents for product development show the innovative spirit within the company. Sustainable development means for us to implement environmentally relevant and social aspects equally with economic factors. Our goal has remained constant throughout: to be the innovation leader.

Further information about all Fronius products and our global sales partners and representatives can be found at www.fronius.com

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