

DETF den 30. april 2009



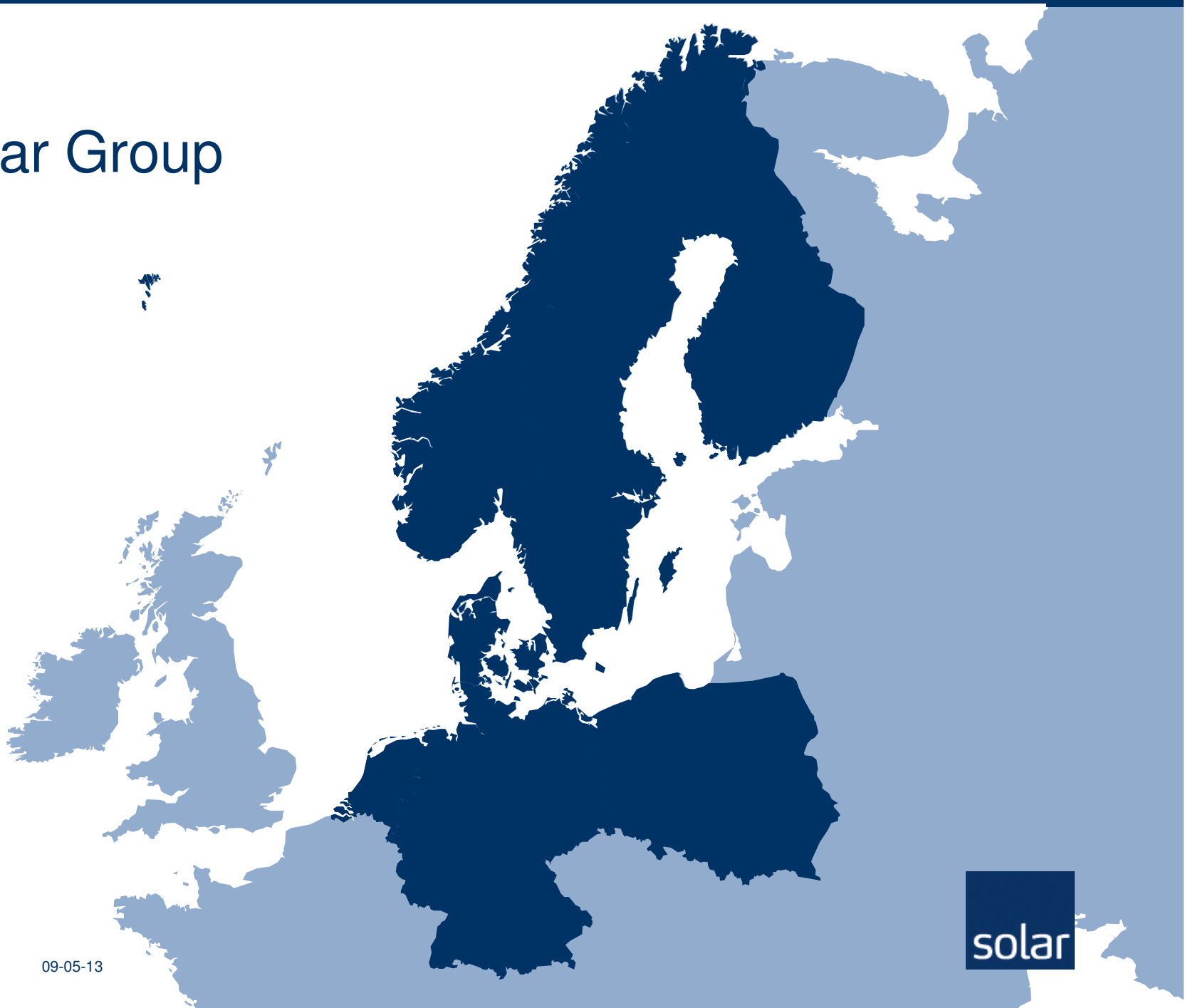
solar

stronger together

Who we are



Solar Group



Solar's mission

At Solar we understand our customers' needs
and provide integrated workflow solutions

Solar in 8 European countries



Solar Danmark A/S

Headquarters located in Vejen.
One central warehouse.
Three regions and sixteen drive-ins.
CED Søren Larsen.



Solar Deutschland GmbH

Headquarters located in Neumünster.
One central warehouse.
Six regions and twenty-four drive-ins.
CED Hilmar Bartels.



P/F Solar Føroyar

One warehouse and one sales office located in Thorshavn.
Manager Finn Jørgensen.



Solar Nederland B.V.

Headquarters located in Duiven.
Four central warehouses.
Six regions and thirty-three drive-ins.
CED Frans Soulier.



Solar Norge AS

Headquarters located in Gardemoen.
One central warehouse.
Three regions and twenty-five drive-ins.
CED Jan Willy Fjellvær.



Solar Polska Sp. Z o.o.

Headquarters located in Lodz.
One central warehouse.
Five regions and nineteen drive-ins.
CED Dariusz Targosz.



Solar Suomi Oy

Headquarters located in Espoo.
One central warehouse.
Two regions and seven drive-ins.
CED Jyrki Lignell.



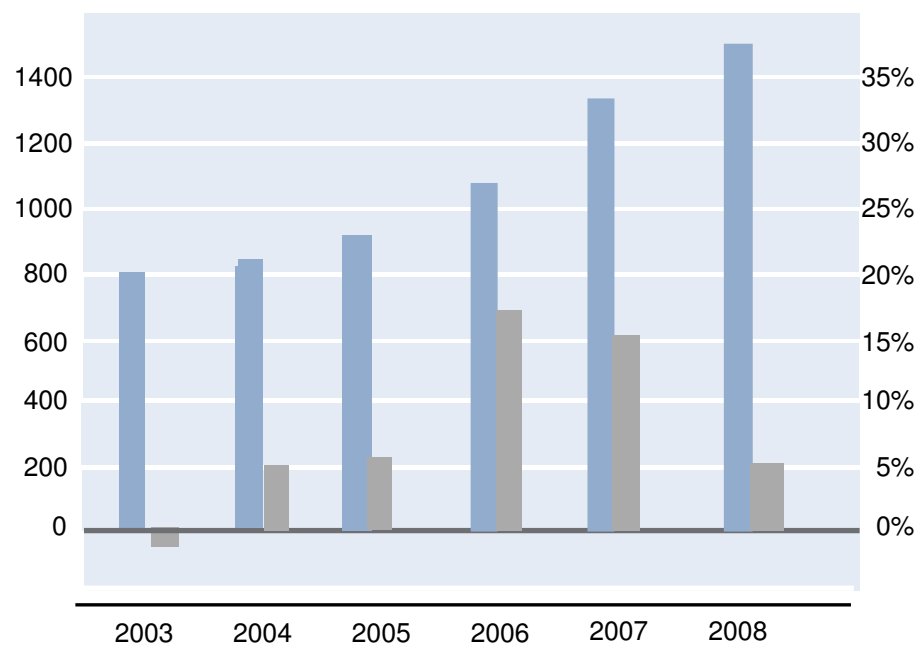
Solar Sverige AB

Headquarters located in Gothenburg.
Three central warehouses.
Four regions and forty-six drive-ins.
CED Anders Gärdström

Solar's financial results

Solar Group revenue

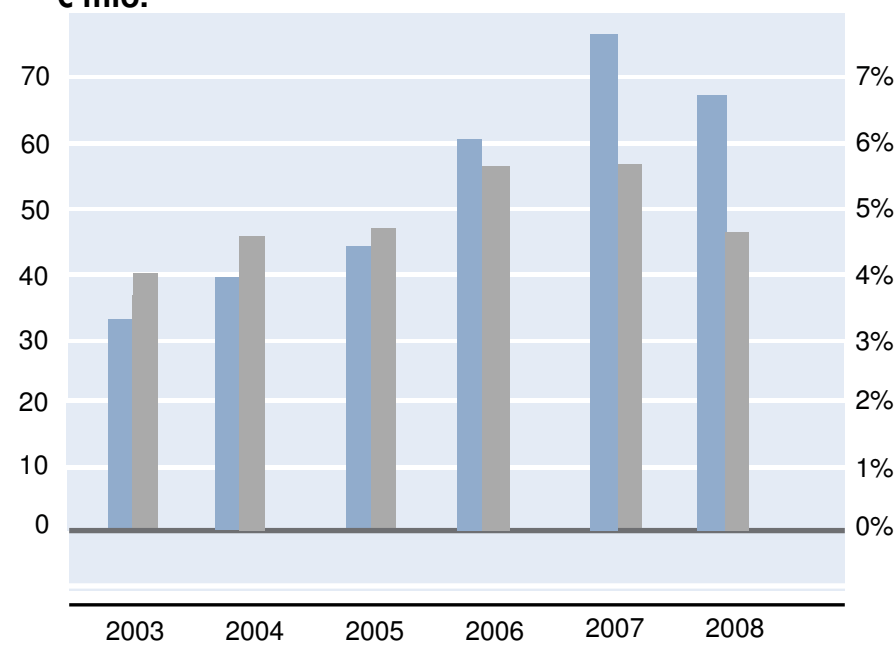
€ mio.



■ Revenue in EUR
■ Organic growth in %

Solar Group EBITA

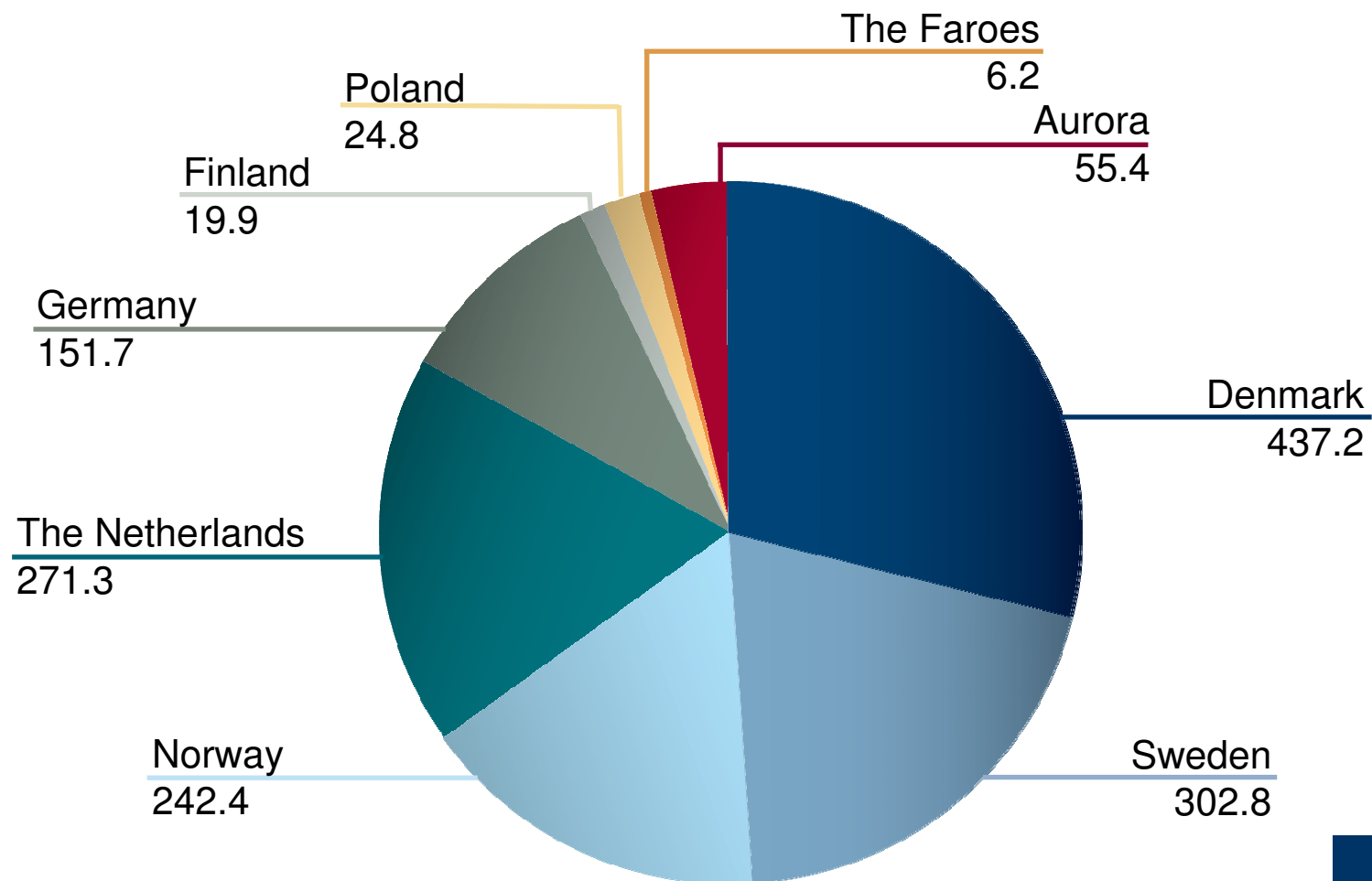
€ mio.



■ EBITA in EUR
■ EBITA % of revenue



Solar's 2008 revenue in € million



Solar Group headquarters



Solar Group Headquarters in Kolding, Denmark

Executive Board

Corporate functions:

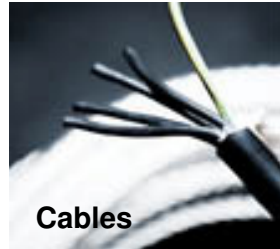
- Business Development
- Finance
- Human Resource
- Information Technology
- Market
- Marketing
- Supply Chain
- Process Development

What we do



Solar's primary business are the product areas

Electrical - HWS - Ventilation



Solar deliver products and solutions to customers within



We aim at being the Integrated Workflow wholesaler



A good wholesaler must deliver more than the goods.

At Solar, we learn from our customers.
We watch them work, we listen to them and get to know their workflow.

We cross the conventional line of cooperation – and by doing so, we develop logistic solutions that optimise our customers' workflow.

We are “stronger together”

Integrated Workflow System

How we interact with our customers



The IWS model is a mindset and a sales and communication tool. By using the model we:

- Learn, listen and understand our customers' needs.
- Offer the best service solutions and concepts to our customers.
- Together with our customers find the right integrated workflow solution.

How we do it



Central warehouses and distribution



- Central Warehouses placed in each country.
- Late order cut-off on E-business orders.
- Orders are executed the same day.
- Flexible distribution setup.
- High quality control.

