2008 – Another successful year

Peter M. Wagner  Chairman
Dynamic Development

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2007</th>
<th>∆ 08/07</th>
</tr>
</thead>
<tbody>
<tr>
<td>✓ Order Backlog</td>
<td>829.8</td>
<td>657.9</td>
<td>+ 26%</td>
</tr>
<tr>
<td>✓ Incoming Orders</td>
<td>575.4</td>
<td>710.5</td>
<td>(19)%</td>
</tr>
<tr>
<td>✓ Net Sales</td>
<td>455.4</td>
<td>208.0</td>
<td>+ 119%</td>
</tr>
<tr>
<td>✓ EBIT</td>
<td>57.5</td>
<td>25.0</td>
<td>+ 130%</td>
</tr>
<tr>
<td>✓ EBIT adjusted¹</td>
<td>77.1</td>
<td>25.0</td>
<td>+ 208%</td>
</tr>
<tr>
<td>✓ Group Earnings</td>
<td>38.1</td>
<td>19.2</td>
<td>+ 98%</td>
</tr>
</tbody>
</table>

¹ excl. effects for amortisation of goodwill and intangible assets from the acquired companies
Highlights 2008

- Strong, above average growth in the solar industry
- Deliveries according to plan and agreements
- Sales growth 2008: 101% organic, 18% through acquisitions
- Adjusted EBIT margin reaches 16.9%\(^1\), above our own targets
- AMB and Hennecke develop positively
- Services network further expanded worldwide
  - Germany, July 2008
  - Norway, August 2008
  - During 4th quarter: Certain customers in Asia face tougher financing conditions due to the credit crisis and can’t push ahead with their infrastructure expansions as planned → this lead to postponements of agreed delivery dates into 2009
- Production capacities substantially increased as a result of optimised assembly and logistics processes
  - New, automated small-parts logistics centre in Thun

\(^1\) excl. effects for amortisation of goodwill and intangible assets from the acquired companies
Current Situation

- Postponement of certain deliveries for customers in Asia
- Differing signals from the market
  - Positive signals from several customers that financing has become available again and release of orders (delayed)
  - Reluctance and postponement of deliveries with other customers
- Production in Thun not operating at full capacity for the time being, currently limited short-time working from 2 March – 31 May 2009
- Normalised and good utilisation of production capacities expected in H2 2009
- Capacities ready to quickly and substantially increase production output
- We remain convinced about the long-term, strong and sustainable growth of the solar industry
The future in the solar industry

Peter Pauli
Chief Executive Officer
Renewable energy mix
Alternative energy supply

Energy density [Wm^-2]

<table>
<thead>
<tr>
<th>Source</th>
<th>CH &amp; GE</th>
<th>Global Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sund</td>
<td>~ 110</td>
<td>~ 165</td>
</tr>
<tr>
<td>Wind</td>
<td>~ 3</td>
<td>~ 3</td>
</tr>
<tr>
<td>Biomass</td>
<td>~ 1,0</td>
<td>~ 0,1</td>
</tr>
<tr>
<td>Water power</td>
<td>~ 0,02</td>
<td></td>
</tr>
<tr>
<td>Geothermal</td>
<td>~ 0,08</td>
<td>~ 0,1</td>
</tr>
</tbody>
</table>

Source: Eicke R. Weber, Physik Kolloquium Ulm, 14.5.2007
Electricity cost of private households

Germany (Munich)
- Electricity retail price for private households (CAGR 3 %)
- Solar Generation Costs

Spain (Seville)
- Electricity retail price for private households (CAGR 3 %)
- Solar Generation Costs

Italy (Rome)
- Electricity retail price for private households (CAGR 3 %)
- Solar Generation Costs

Quelle: HSBC – European solar sector
February 2009
Earlier reach of grid parity
Example: Installation of c-Si on rooftops

Main reason:
- Prices of raw silicon and modules have significantly dropped
- Steep oil price scenario approximates grid parity
- Renewable energies profit from current stimulus programs

Source: LBBW – Institutional Equity Research
Photovoltaic – Market development

- Until 2020: 2 TW of energy supplied through PV (= 10% of world demand)
  - 2 Terrawatts equal 2,000 Gigawatt
  - thereof approx. 70% share c-Si equivalent

Development PV Market

Development Meyer Burger

Next step of consolidation

GW C-Si-Moduls

Market share [%]

Installed c-Moduls

Thin Film
Yearly growth of Meyer Burger

- Growth until reach of grid parity
- Market shares drop due to increased competition
Emerging markets

- Worldwide increased support of PV Industry
- Europe
  - New support and stimulus programs in preparation – first results expected in 2010
  - Italy, Greece, France and Portugal
- North America
  - USA
    - > 900 MW PV program for 2009
    - Yearly PV program of 1 GW from 2010
- Asia
  - China: Five year program, visible effect from 2010
    - First public tender for solar power plant in March 2009
  - Japan: ’Relaunch’ of support programs
    - 2009: 500 MW
    - 2010: > 1 GW
  - South Korea: Strong subsidy programs
    - Triplication of installed base from 2008 to 2009
Increased demand

- Worldwide increased silicon production
- c-Si production increase is fully allocated to PV
- Focus on Cost Reduction on non-Si-cost”
- Production technology is key to success
- Market is still developing (not yet “industrialized”)
- High demand for integrated and fully automated wafer lines
  → Potential for Automation
Automation and Integration

Crystalization

Robotics & Automation

Bricking / Wafering

Measuring

Wafer Handling

Mono-/Poly-Silicon

Silicon blocs / Ingot cutting into Wafer

Solar cells

Solar modules

Solar systems

Wafer Fab

System Line

Machine
Potential of Automation

- More cost-effectiveness
- Higher throughput rates
- More efficient production
Technological expansion of the group

- Leading measurement technologies
- Optical/electrical precision measurement technologies
- Quality inspection of
  - Thickness
  - Edge defects
  - Geometry
  - Saw marks
  - Invisible micro cracks
  - Stain detection
  - etc.
- New product „Cell entrance“ launched
- Process controlling, acceleration controlled system
  High productivity: 3’600 Wafer/h
Technological expansion of the group

- Wafer handling and automation technology in wafer and cell production
- Process stabilization
- High Yield
- Fully automated wet wafer separation
- Transport and handling of ultra thin wafers down to 50 µm
  - Breakage free handling and transportation
Technological expansion of the group

- Robotic & Handling Systems
- The Brick Line integrates and automates all sub-processes such as
  - Grinding
  - Measuring
  - Cropping
  - Gluing
- Transportation and handling of bricks and higher load capacity
- High process stabilization
- Optimized Cost of operation CoO
Innovations and new products

Wafer Tracking System WTS
Inline Wafer identification from brick to module
- Process analysis and optimization
- Quality control and increased efficiency

Process Management System PMS
Management system for Wafer Fabs
- Control and optimization of production
- Process analysis and development

Wet Wafer Separation WWS 3000+
Separation of sliced and pre-cleaned wafers
- Increased quality through automated wafer inspection
- High output at a minimum breakage rate
Expansion of added value

Our equipment is used in an early stage on the value chain in the solar cell process and is used worldwide in the industry.

Industrial interaction of slicing, robotics, measuring and automation by MB.

Partly equipped with Meyer Burger

Fully equipped with Meyer Burger
From crystallization of c-Si to the manufacture of Solar Systems

Wafer Line
- Mono-/Multi-Silicon Production
  - Cropping
  - Block Cutting
  - Grinding edges, surfaces
  - Slicing Wafers
  - Pre-Cleaning, separating wafers
  - Final Cleaning
  - Measuring & sorting wafers

Cell Line
- Wafer Measurement
  - Texture & Cleaning
  - Diffusion
  - PSG etch
  - Diposition
  - Print Metallization
  - Firing
  - Edge isolation
  - Test & Sort

Module Line
- Cell Inspection
  - Lay-Up EVA 1
  - Cell Tabbing, Stringing
  - Bussing
  - Lay-Up EVA 2
  - Laminating
  - Trimming, Framing
  - Module Testing
1 Gigawatt GW Wafer Fab

- 10'000 Si tons Si/year
- 20'000 – 25'000 Blocks/y
- 600'000 Bricks/y
- 300'000'000 Wafer/y

~ 230 Multi Si Oven
~ 30 Band saws
~ 4 Brick Lines
  - 20 ID Saws
  - 20 Grinders
~ 200 Wire saws
~ 15 Wafer Separators
~ 15 Wafer Measurement systems

~ 27 Si tons Si/day
~ 3,5 Blocks/h
~ 1,4 Bricks/min
~ 12 Wafer/sec

~ 460 Mio US$/Jahr COO
~ 4.50 US$/Wafer
~ 2'900 Tons/Year kerf loss (Basis: 120 µm ø wire)
~ 8’100 m² space

On the Basis of: Multicrystalline Silicon, 156 x 156 x 0.200 mm, 1.30 Watt per dm², 24 h x 360 days/year
## Roadmap - Technology

### “Technology driver – Thin wafers’”:
- Slurry based vs. wire based wire technologies
- Alternative technologies, e.g. ‘kerf-free’ wafering for applications after the year 2015

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>270</td>
<td>160</td>
<td>210</td>
<td>15</td>
<td>0.1865</td>
<td>0</td>
<td>35.7</td>
</tr>
<tr>
<td>2007</td>
<td>200</td>
<td>140</td>
<td>170</td>
<td>10</td>
<td>0.1465</td>
<td>-21.4</td>
<td>46.9</td>
</tr>
<tr>
<td>2008/09</td>
<td>150</td>
<td>120</td>
<td>145</td>
<td>8</td>
<td>0.1287</td>
<td>-31.0</td>
<td>58.0</td>
</tr>
<tr>
<td>2009</td>
<td>120</td>
<td>100</td>
<td>125</td>
<td>8</td>
<td>0.113</td>
<td>-39.4</td>
<td>67.0</td>
</tr>
<tr>
<td>2011/12</td>
<td>100</td>
<td>80</td>
<td>100</td>
<td>6</td>
<td>0.087</td>
<td>-53.4</td>
<td>81.0</td>
</tr>
<tr>
<td>2013</td>
<td>80</td>
<td>80</td>
<td>95</td>
<td>5</td>
<td>0.078</td>
<td>-58.2</td>
<td>92.0</td>
</tr>
</tbody>
</table>
Industrial Excellence
Short lead times

- Internal Lead time significantly reduced for wire saws to now less than 3 weeks (from ordering to shipping)
  - Modularization
  - Increased efficiency
  - Optimized mounting processes
- Flexible and increased capacity with minimum CAPEX
  - Logistic centre
  - Optimizes processes

Anzahl Maschinen

<table>
<thead>
<tr>
<th></th>
<th>FY 2006</th>
<th>FY 2007</th>
<th>FY 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>Production output H1</td>
<td>104</td>
<td>283</td>
<td>637</td>
</tr>
<tr>
<td>Production output H2</td>
<td>0</td>
<td>0</td>
<td></td>
</tr>
</tbody>
</table>
Order situation

Total order backlog per 31 December 2008 CHF 829.8 Mio.

By contract agreed and planned value of delivered machines (at the time of contract completion)
Planned value including open postponed shipments through customers
Cost management
Yield – Uptime – Cost of Ownership
Incoming Orders / Order Backlog

Incoming Orders
- Customers expand their capacities
- Slight decline in incoming orders, as customers currently order 1-2 years ahead, instead of 2-3 years ahead as in 2007
- Received various large orders from key account customers also during H2 2008 (more than CHF 220 m)
- Broad order basis from different countries – China, Singapore, Taiwan, Germany, Spain, South Korea
- Incoming orders allows for further growth

Order Backlog
- Order backlog CHF 829.8 m
  + 26% compared to 31 December 2007
- Excellent position for sustainable sales growth – despite certain postponements of deliveries
Net Sales

- Sales recorded after acceptance by customers (Completed Contract Method)
- Highest growth rates in Norway, South Korea, Philippines and Taiwan
- Dynamic in Asia remained strong in 2008, slight slow-down at the beginning of 2009
- Strong growth in all markets

Sales Growth by Region

- Europe/Middle East: +84%
- USA: +93%
- Asia: +131%
Distribution of Net Sales

Net Sales by Region
CHF 455.4 m in 2008

Net Sales by Currency
CHF 455.4 m in 2008

Incoming Orders 2008: 15% in USD
Gross Profit

- Increase due to higher sales

- Again high amount of advance performance
  - Increase in inventories of finished products and work in process / machines prior to acceptance in total amount of CHF 88.1 m

- In-house production depth further reduced, according to plans
  - Increase in costs of products and services

- Lower gross margin reflects the reduced in-house production depth – effect is compensated by lower personnel expenses

Note: Margin in % of Net Sales
EBIT

- Depreciation and amortisation expenses in 2008 amount to total of CHF 26.9 m
  - Includes amortisation expenses of CHF 19.6 m for goodwill and intangible assets at AMB and Hennecke

- EBIT according to Swiss GAAP FER
  CHF 57.5 Mio.

- EBIT\(^1\) adjusted CHF 77.1 m
  - reflects EBIT margin of 16.9%

- Clearly exceeding Meyer Burger’s own target for EBIT margin in 2008 of 13-15\(^1\)

\(^1\) excl. effects for amortisation of goodwill and intangible assets from the acquired companies
## Income Statement

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>in %</th>
<th>2007</th>
<th>in %</th>
<th>∆ 08/07</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>455,359</td>
<td>100.0%</td>
<td>207,968</td>
<td>100.0%</td>
<td>119%</td>
</tr>
<tr>
<td><strong>Changes in inventories of finished products and work</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>in process</td>
<td>88,075</td>
<td></td>
<td>47,708</td>
<td></td>
<td>85%</td>
</tr>
<tr>
<td><strong>Other income</strong></td>
<td>7,539</td>
<td></td>
<td>3,628</td>
<td></td>
<td>108%</td>
</tr>
<tr>
<td><strong>Operating income</strong></td>
<td>550,974</td>
<td></td>
<td>259,305</td>
<td></td>
<td>112%</td>
</tr>
<tr>
<td><strong>Cost of products and services</strong></td>
<td>(367,243)</td>
<td></td>
<td>(173,093)</td>
<td></td>
<td>112%</td>
</tr>
<tr>
<td><strong>Gross profit</strong></td>
<td>183,730</td>
<td>40.3%</td>
<td>86,212</td>
<td>41.5%</td>
<td>113%</td>
</tr>
<tr>
<td><strong>Personnel expenses</strong></td>
<td>(60,682)</td>
<td></td>
<td>(37,089)</td>
<td></td>
<td>64%</td>
</tr>
<tr>
<td><strong>Operating expenses</strong></td>
<td>(38,650)</td>
<td></td>
<td>(21,325)</td>
<td></td>
<td>81%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>84,398</td>
<td>18.5%</td>
<td>27,797</td>
<td>13.4%</td>
<td>204%</td>
</tr>
<tr>
<td><strong>Depreciation and amortisation</strong></td>
<td>(26,886)</td>
<td></td>
<td>(2,807)</td>
<td></td>
<td>858%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>57,512</td>
<td>12.6%</td>
<td>24,990</td>
<td>12.0%</td>
<td>130%</td>
</tr>
<tr>
<td><strong>EBIT adjusted ¹</strong></td>
<td>77,069</td>
<td>16.9%</td>
<td>24,990</td>
<td>12.0%</td>
<td>208%</td>
</tr>
<tr>
<td><strong>Financial result</strong></td>
<td>(5,784)</td>
<td></td>
<td>(443)</td>
<td></td>
<td>1,206%</td>
</tr>
<tr>
<td><strong>Earnings before taxes EBT)</strong></td>
<td>51,728</td>
<td></td>
<td>24,547</td>
<td></td>
<td>102%</td>
</tr>
<tr>
<td><strong>Taxes</strong></td>
<td>(14,678)</td>
<td></td>
<td>(5,360)</td>
<td></td>
<td>174%</td>
</tr>
<tr>
<td><strong>Earnings after taxes and before minority interests</strong></td>
<td>37,050</td>
<td>8.1%</td>
<td>19,187</td>
<td>9.2%</td>
<td>93%</td>
</tr>
<tr>
<td><strong>Minority interests</strong></td>
<td>1,011</td>
<td></td>
<td></td>
<td></td>
<td>n/a</td>
</tr>
<tr>
<td><strong>Earnings after taxes and minority interests</strong></td>
<td>38,061</td>
<td>8.4%</td>
<td>19,187</td>
<td>9.2%</td>
<td>98%</td>
</tr>
</tbody>
</table>

¹ excl. effects for amortisation of goodwill and intangible assets from the acquired companies
Prepared in accordance with Swiss GAAP FER
## Balance Sheet

- Solid balance sheet structure
- Increase in receivables due to strong growth
- Increase in inventories due to high amount of finished products and work in process
- Starting in FY 2008: Inventories and machines in production or machines prior to acceptance by customers reported at net value within balance sheet
- Intangible assets reflect participations in Hennecke and AMB

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash, cash equivalents</td>
<td>43,739</td>
<td></td>
<td>67,260</td>
<td></td>
</tr>
<tr>
<td>Receivables (trade, other)</td>
<td>88,233</td>
<td></td>
<td>26,936</td>
<td></td>
</tr>
<tr>
<td>Inventories</td>
<td>151,043</td>
<td></td>
<td>95,651</td>
<td></td>
</tr>
<tr>
<td>Prepaid expenses, accr. income</td>
<td>2,054</td>
<td></td>
<td>3,973</td>
<td></td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>285,069</strong></td>
<td><strong>73.0%</strong></td>
<td><strong>193,821</strong></td>
<td><strong>93.3%</strong></td>
</tr>
<tr>
<td>Property, plant and equipment</td>
<td>21,761</td>
<td></td>
<td>11,350</td>
<td></td>
</tr>
<tr>
<td>Intangible assets</td>
<td>82,220</td>
<td></td>
<td>1,022</td>
<td></td>
</tr>
<tr>
<td>Financial assets</td>
<td>1,212</td>
<td></td>
<td>1,643</td>
<td></td>
</tr>
<tr>
<td><strong>Total long-term assets</strong></td>
<td><strong>105,193</strong></td>
<td><strong>27.0%</strong></td>
<td><strong>14,014</strong></td>
<td><strong>6.7%</strong></td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>390,262</strong></td>
<td><strong>100%</strong></td>
<td><strong>207,835</strong></td>
<td><strong>100%</strong></td>
</tr>
<tr>
<td>Financial liabilities</td>
<td>5,029</td>
<td></td>
<td>96</td>
<td></td>
</tr>
<tr>
<td>Trade payables</td>
<td>19,494</td>
<td></td>
<td>45,989</td>
<td></td>
</tr>
<tr>
<td>Customer prepayments</td>
<td>134,964</td>
<td></td>
<td>69,352</td>
<td></td>
</tr>
<tr>
<td>Other current liabilities</td>
<td>45,355</td>
<td></td>
<td>15,398</td>
<td></td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>204,842</strong></td>
<td><strong>52.5%</strong></td>
<td><strong>130,834</strong></td>
<td><strong>63.0%</strong></td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>38,275</td>
<td></td>
<td>7,104</td>
<td></td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td><strong>147,145</strong></td>
<td><strong>37.7%</strong></td>
<td><strong>69,897</strong></td>
<td><strong>33.6%</strong></td>
</tr>
<tr>
<td><strong>Total liabilities and equity</strong></td>
<td><strong>390,262</strong></td>
<td><strong>100%</strong></td>
<td><strong>207,835</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

1 Comparable amounts 31 December 2007 restated
Prepared in accordance with Swiss GAAP FER
## Cash Flow

- Substantial operating cash flow
- Increase in Net Working Capital resulting from higher prepayments to suppliers and strong sales growth
- Increase in property, plant and equipment mainly due to the expansion of our process development centre in Uetendorf (Switzerland)
- Investments in participations reflect cash portion of acquisitions done in 2008
- Financing activities: Issuance of financial liabilities in conjunction with the acquisitions
- Paid dividends by a subsidiary: Payment of dividend by Hennecke to minority shareholders

### Cash Flow Statement

<table>
<thead>
<tr>
<th>TCHF</th>
<th>2008</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Earnings after taxes</strong></td>
<td>37,050</td>
<td>19,187</td>
</tr>
<tr>
<td><strong>Depreciation and amortisation</strong></td>
<td>25,485</td>
<td>2,807</td>
</tr>
<tr>
<td><strong>Depreciation of financial assets</strong></td>
<td>1,401</td>
<td>-</td>
</tr>
<tr>
<td><strong>Increase in provisions that do not affect the fund</strong></td>
<td>6,479</td>
<td>5,070</td>
</tr>
<tr>
<td><strong>Other expenses/income that do not affect the fund</strong></td>
<td>(753)</td>
<td>(525)</td>
</tr>
<tr>
<td><strong>Operating CF before changes in NWC</strong></td>
<td>69,662</td>
<td>26,545</td>
</tr>
<tr>
<td><strong>Changes in New Working Capital</strong></td>
<td>(46,722)</td>
<td>10,685</td>
</tr>
<tr>
<td><strong>Cash flow from operating activities</strong></td>
<td>22,939</td>
<td>37,230</td>
</tr>
<tr>
<td><strong>Investments property, plant, eq., net</strong></td>
<td>(14,976)</td>
<td>(8,125)</td>
</tr>
<tr>
<td><strong>Investments financ. assets/participations</strong></td>
<td>(35,858)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Investments intangible assets</strong></td>
<td>(2,715)</td>
<td>(796)</td>
</tr>
<tr>
<td><strong>Cash flow from investing activities</strong></td>
<td>(53,548)</td>
<td>(8,921)</td>
</tr>
<tr>
<td><strong>Inflows from capital increase (Agio)</strong></td>
<td>224</td>
<td>-</td>
</tr>
<tr>
<td><strong>Paid dividends by a subsidiary</strong></td>
<td>(4,309)</td>
<td>-</td>
</tr>
<tr>
<td><strong>Issuance/(repayment) current fin. liab.</strong></td>
<td>5,092</td>
<td>(4,334)</td>
</tr>
<tr>
<td><strong>Issuance/(repayment) non-curr. fin. liab.</strong></td>
<td>6,417</td>
<td>(77)</td>
</tr>
<tr>
<td><strong>Cash flow from financing activities</strong></td>
<td>7,424</td>
<td>(4,411)</td>
</tr>
<tr>
<td><strong>Currency translation differences</strong></td>
<td>(336)</td>
<td>(37)</td>
</tr>
<tr>
<td><strong>Change in cash and cash equivalents</strong></td>
<td>(23,521)</td>
<td>23,861</td>
</tr>
<tr>
<td><strong>Cash, cash eq. at end of period</strong></td>
<td>43,739</td>
<td>67,260</td>
</tr>
</tbody>
</table>

Prepared in accordance with Swiss GAAP FER
Shareholder Structure
as of 31 December 2008

- No of registered shares: 3,026,190
- Nominal value per share CHF 0.50

1 incl. employee options
Outlook

- Meyer Burger will strengthen its leading position as technology group in the solar industry
- Market benefits from the enhanced portfolio of systems and solutions and from the introduction of new, innovative products
- Short-term it will be important to see a recovery from the credit crisis so that various solar cell producers can realize their infrastructure projects quickly and at reasonable loan conditions
- Investments in R&D will continue – Strengthening our core competences
- MB has sufficient capacities to generate high production volumes with very short lead times
- Emerging Marktes will profit from the current support programmes
- Long-term, we remain firmly convinced about the sustainable, strong growth of the solar industry
- The current economic situation changes nothing in respect of the fact that the solar industry will play a key role over the coming years / decades to meet the upcoming global energy requirements
Contacts

- Peter Pauli  Chief Executive Officer
  pauli@meyerburger.ch
- Michel Hirschi  Chief Financial Officer
  ir@meyerburger.ch
- Werner Buchholz  Head of Corporate Communications
  w.buchholz@meyerburger.ch
- Phone  +41 (0)41 761 80 00
  Fax  +41 (0)41 763 08 08
- Address  Meyer Burger Technology Ltd
  Grabenstrasse 25
  CH-6340 Baar
  Schweiz
Additional Informationen
Vision

We are developing into the leading technology group

Meyer Burger is developing into the leading technology group for innovative systems and processes for processing crystalline and other high-grade materials.

As part of this development, each company unit concentrates on its inherited core competencies.

It is by fully using and further expanding these competencies that we are able to consolidate our leading position in our market.
Mission

Consistent and continuous reduction of the cost of ownership
Our action and our processes are aimed at consistently and continuously reducing the cost of ownership for the customer and for ourselves.

Optimum customer support
Our customers needs appoint our actions. We offer a highly qualified service- and process support. Thereby we achieve an optimum customer proximity.

Continuous improvement
We aim for technical, innovative and creative maximum performance. To achieve this, we make demands on and support our employees and suppliers continuously and in a sustained manner.

The environment in which we move changes constantly and quickly. For this reason we constantly analyse existing solutions in order to achieve continuous adjustment to the market and an improvement of the products and services.

We pursue these aims with a standardised strategy and with a system overarching thinking that incorporates all the relevant points of view into the considerations.
Core Values

Sustainability
We support sustainability - both in terms of growth and profitability. In doing so, we always act in harmony with the environment and by taking good account of society’s basic values.

Long-term loyal partnership
Our actions are based on loyalty and esteem, both inside and outside our company. We strive for a trusting and target-oriented cooperation.

We continuously adapt our level of knowledge and our expertise to the constantly changing environment. In doing so, we pit ourselves against demanding targets.

Innovation
We are innovative and link our innovations to comprehensive, integral quality and reliability.
Meyer Burger has its headquarters in Switzerland and subsidiaries and own service centres in Germany, Norway, China and Japan.

Numerous sales and service partners are part of the Company’s global distribution network and offer an extensive amount of products and services on-site.
Customers Solar Industry

Our equipment is used in an early stage on the value chain in the solar cell process and is used worldwide in the industry.

Industry references
- BP Solar
- Solarworld
- ScanWafer / REC
- Ersol / ASI
- PV Crystalox
- Baoding Yingli
- Huantai / Sun Tech
- Motech
- Sun Power
- Trina Solar
- Space Energy
- NorSun AS
- Glory Silicon Energy
- ReneSola
- Pevafersa
- and others
Completed Contract Method

The need for pre-financing, and consequently working capital, depends strongly on the geographical origins of the customer. Sales are always recorded at the time the customer confirms acceptance (Completed Contract Method).

**Payment terms: Duration 4 – 10 months**

- **Order**
  - Asia: 25% advance payment on order, 75% covered by LC
  - Europe: 25% advance payment on order
  - USA

- **Production**
  - Asia: 65% payment 30 – 60 days net on delivery
  - Europe: 65% payment 30 – 60 days net on delivery
  - USA

- **Delivery**
  - Asia: 10% payment 30 – 60 days net after acceptance
  - Europe: 10% payment 30 – 60 days net after acceptance
  - USA: 90% payment 30 – 60 days net on delivery

- **Dispatch**

- **Commissioning / Acceptance**

**Note:** Details of payment terms are indicative