

The six principles of better performance.

How we turn passion into power.

Plain language helps.
Especially when it comes
to success.

KACO new energy

It's really quite simple: If you know what you want, you can achieve it.

At KACO new energy, we are committed to six key principles that apply to us and to our work. As specialists for solar inverters, this helps us make clean energy available to everyone.

Our achievements show that we are on the right track. KACO new energy is one of the world's leading manufacturers of solar inverters. Since 1999, we have supplied units with an accumulated power of more than two gigawatts. In the face of an economic crisis, we have managed to uphold the value chain and increase the number of jobs at our company. How this works and why our success is based on these six principles is explained on the following pages.



01

Assume responsibility.

Why sustainability at KACO starts with the product.

Protecting the environment is vital. At least that's the way we see it. We believe that the responsible use of natural resources is crucial for the future of our planet. The environment-friendly production of clean solar electricity links economy to ecology.

At KACO new energy, preventing global warming is anything but greenwashing. It is a firm commitment that we put into practice every day. KACO solar inverters not only supply clean electricity, they are manufactured in emission-free factories. Our in-house photovoltaic systems generate nearly as much power as we consume – the remaining needs are covered by green energy purchased from certified suppliers. The heat for our production facilities comes from a biomass power plant. Electric cars and bicycles are used for transportation within the company. We issue discount rail passes for business trips. And if we need to fly somewhere, we offset the carbon emissions in cooperation with myclimate.org, an international initiative.



02

Improve continuously.

Why we get a little better every day.

The situation in today's energy market demands new solutions. And this is not likely to change any time soon. At KACO, we do our best every day to improve our technologies and make them more efficient and flexible.

Continuous improvements require a lot of know-how – and with over 70 years of manufacturing experience, we have our share. Implementing new approaches takes courage – and passion, one of our most important innovation tools. This also involves personal responsibility when it comes to optimizing products, improving quality, or safeguarding the company's success.

As pioneers in transformerless inverter technology, we started focusing on three-phase monitoring early in the game. This method ensures multiple measurements to prevent unnecessary inverter disconnection from the grid. Our newest generation of three-phase inverters supplies electricity in power-station quality. These are just a few examples of our innovative strength.

Our common goal is to maximize the potential of photovoltaic technology with solar inverters that deliver optimum efficiency. This opens the door to clean energy – for everyone.



03

Think outside the box.

Why our customers can relax.

What good is state-of-the-art technology if the customer, or user, finds it too confusing, complicated or demanding? We place great importance on ensuring that our products are high quality, efficient, and easy to operate.

In this respect, it is important to stop and look at things from the customer's perspective – instead of thinking like an engineer or manufacturer. That's why we offer our customers free solar system planning tools. And make it possible for operators to monitor and evaluate system performance via the Internet from anywhere in the world. Incidentally, if a KACO unit ever fails, we supply a replacement in practically no time.

If a customer needs something out of the ordinary, like inverter for a cruise ship, it's no problem. Because we like to think outside the box. So that our customers can relax and focus on more important things.



04

Reach for the sky.

Why we like to break down the boundaries.

The sun shines everywhere. Why shouldn't we use sunlight to generate clean power across the globe? The answer is simple. It is also the most important reason for our continued expansion.

The growing demand for high-quality solar inverters in Germany is spreading to other regions. Key markets are rapidly evolving in Europe, Asia, and the Americas. This demands differentiation in the KACO product portfolio. We are building a new, scalable production facility at our site in Neckarsulm, Germany. By implementing pioneering manufacturing and testing methods, we can ensure more cost benefits and a longer product service life. At the same time, we can respond more quickly and flexibly to customer demands by supplying country-specific devices to global markets.

Boundaries are there to be overcome. Especially those in our own mind.



05

Make no compromises.

Why quality is more than a word.

Photovoltaic technology is one of the few fields in which traditional quality attributes like „Made in Germany“ have not been reduced to basic advertising jargon. We are committed to our product objectives: robustness, reliability, and long service life. This gives us a quality edge that we aim to develop and sustain – across all national borders.

The inverter is the heart of a solar system. If this unit fails, the generated power is lost. Along with efficiency, reliability and service life are the key criteria for a high quality product. Achieving maximum reliability requires sophisticated quality management. Before an inverter meets our standards, it is subjected to extensive thermal and electronic testing under extreme conditions. We don't believe in compromises. That's why KACO is the world's first manufacturer to offer a seven-year warranty on its inverters.

Meeting these high quality standards requires highly-qualified employees. Backed by professional skills and experience, our specialists are driven by their willingness to achieve progress and guaranteed quality.



06

Earn respect.

Why one good turn
deserves another.

It may sound out of character for a technology company, but we want to make the world a better place. Not just talk about it, but actually do something. Our focus is on clean energy for everyone, carbon-neutral production, and healthy employees. Why?

Because we can. If we don't do it, who will? Respect for people and the world in which we live are our highest priorities. They serve as the basis for our guiding principles: prevent global warming, develop innovations for clean energy, focus on quality and motivation. Our commitment goes beyond the factory floor. Part of our earnings are spent on those who are less privileged. We support a number of charities and social institutions. This includes donations in the amount of €250,000 to the pediatric clinic foundation "Große Hilfe für kleine Helden" ("Big help for little heroes") located in Heilbronn, Germany. In addition to financial support, we supply products like our off-grid inverters to supply power to remote areas. We also support an Energy Globe Award-winning research group for solar water treatment.

Technology is only of value if it benefits people. Not only in a financial sense. At KACO new energy, this is what we call turning passion into power.



KACO new energy GmbH

Carl-Zeiss-Straße 1
74172 Neckarsulm
Germany

Tel. +49 7132 3818 - 0
Fax +49 7132 3818 - 703
info@kaco-newenergy.de
www.kaco-newenergy.de