



SmartSolutions

Photovoltaics





The problem

Expensive electricity

Since 1998, the energy monopoly has been lifted and the electricity market has been liberalized with over 850 suppliers. During this time, however, the price of electricity has more than doubled. Germany is one of the most expensive industrial locations when it comes to electricity costs.



The solution

Autarky

Independent and calculable on the long run are self-sufficient solutions that are decentralized and make sense from an ecological and an economic point of view. Luana offers you these tailor-made photovoltaic solutions and is happy to support you.

#ecological
#economical
#decentral

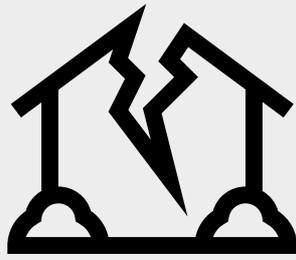
Photovoltaics

The market

Photovoltaic systems convert solar radiation into electrical energy using solar cells. According to statista, "Germany was one of the leading countries in the usage of photovoltaics for electricity generation in a global comparison—along with China, the USA, and Japan". In March 2022, 2,2 million PV systems with a nominal capacity of 58,400 megawatts had already been installed in Germany.

55%

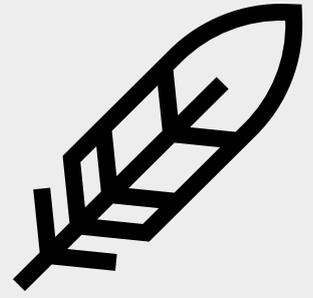
Share of our customers' degree of self-sufficiency on average in 2022, thus reducing their dependence on rising energy costs. ■



The problem

Insufficient statics

If your roof surfaces (e.g. large hall roofs) do not have sufficient static load-bearing capacity and a classic PV solution is therefore out of the question, we can offer you ultra-light solar modules.



The solution

Ultralight solar modules

In addition to standard solutions, Luana is also trained and authorized installer for ultra-light and flexible solar modules with high efficiency. Suitable for any roof.

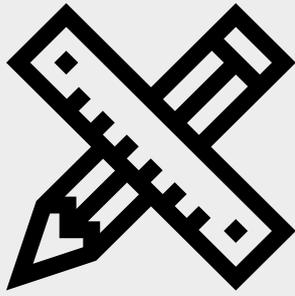
- #ultralight solar modules
- #state-of-the-art fiberglass materials
- #high-efficiency monocrystalline silicon cells
- #non-reflective



Photovoltaics

The technology

Depending on the requirements, there are different technical solutions of photovoltaics. For roofs that are not designed for high loads, for example, we use ultra-light solar modules with only 3.3 kg/m² and a 25-year performance guarantee. The modules are extremely weather-resistant, flexible, and—above all—they are among the most powerful in their class. The lightweight modules we use have been utilized successfully worldwide for years. ■



The offer

Customized

With SmartSolutions, Luana develops optimal and tailor-made concepts under considering energy consumption profiles, space availability, and the best mix of new technologies. Luana also offers attractive financing options for the realization of these projects and takes over full operational management.



Your benefits

All from one source

Luana develops, plans, builds, and operates your photovoltaic system. If desired, this can also be financed. Our customers receive predictable electricity costs, increase their security of supply, make an important contribution to climate protection, and finally improve their ESG rating.

Photovoltaics SmartSolutions

Luana's goal is to ensure that every kilowatt hour produced is generated in an environmentally-friendly, cost-effective, and decentralized manner. To achieve this, we offer SmartSolutions that optimally combine modern technologies, such as photovoltaics, heat pumps, charging infrastructure, and CHP technologies (combined heat and power plants), to accelerate your personal energy transition. This approach takes a holistic view of reducing CO₂ emissions. We utilize innovative optimization techniques, financing alternatives, and an AI-powered remote monitoring system to create customized solutions for our clients. ■

Photovoltaics is only one component of our holistic energy concepts. You don't know exactly which technology components you need? No problem. We will be happy to advise you.





Our approach

Integrative
collaboration

In accordance with our corporate value “Community”, we place the highest value on an extraordinarily human approach to our customers. Integrative cooperation characterized by openness, fun, and trust is our approach.

Best practices References

With us, projects become your success story. We are pleased about our long-term and successful cooperation with our satisfied customers—since more than 15 years.



“Whether existing properties, new projects, or ESG—in terms of energy with Luana we finally have a partner for everything. Highly professional!”

Nils Harde
INP group

“Luana develops a sustainable energy concept individually for each of our projects. The energy pioneer.”

Stefan Mueller
ENCC

“Security of supply is the most important thing for us and our residents. Luana is the best energy supplier for us. The insider’s tip for operators of care properties.”

Kai Becker
diaconia Ducherow

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Let's get in touch

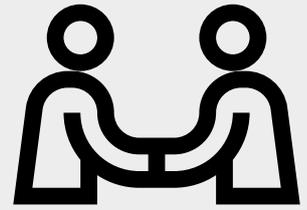
Looking forward!

Any questions? Let's talk to each other.
You are always more than welcome to visit us
in Hamburg at our headquarters on the Alster.
Of course, we are also happy to come to your
office.

We look forward to meeting you and providing
you with a free, no-obligation, custom quote.



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Personal & direct
Your contact person



 **Modesta Kriksciukaiyte**

+49 40 2576747-0

+49 40 2576747-37

 sales@luana-group.com

 Luana AG
An der Alster 47
D-20099 Hamburg
Germany