

SOLAR ELECTRIC

KOSTAL

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KOSTAL – Bridges to common objectives

Opening up new prospects with “Smart connections.”

Smart
connections.

Our philosophy: “Smart connections.”



The way to a destination is rarely straight. For us, “Smart connections.” means that what our customers want is concentrated into a unique range of services with the specialist knowledge of the KOSTAL group.



Creating associations, exploiting advantages

Our philosophy of “Smart connections.” is based on the extensive experience of the KOSTAL Group combined with our 4 competitive advantages and our success factors guiding how we operate. In the harmonious interaction of these advantages and factors, we create “Smart connections.” between our customers and ourselves as well as between product and application solutions and their users. Associations, which are thought out and designed for long-term success.

The Kostal family

Longstanding relationships with our customers together with the strong community of our company group guarantee a code of conduct that is based on human contact and tradition.

A good partnership

With our partnership concept, we achieve intense co-operation with our customers and are therefore able to offer services such as selective distribution and optimum product selection.

Quality is our passion

The high quality standards within the KOSTAL company include a pronounced awareness of the importance of quality, stringent fault management, guarantees and open communication. These attributes enable us to proactively achieve and maintain quality for the benefit of our customers.

Shaping the future

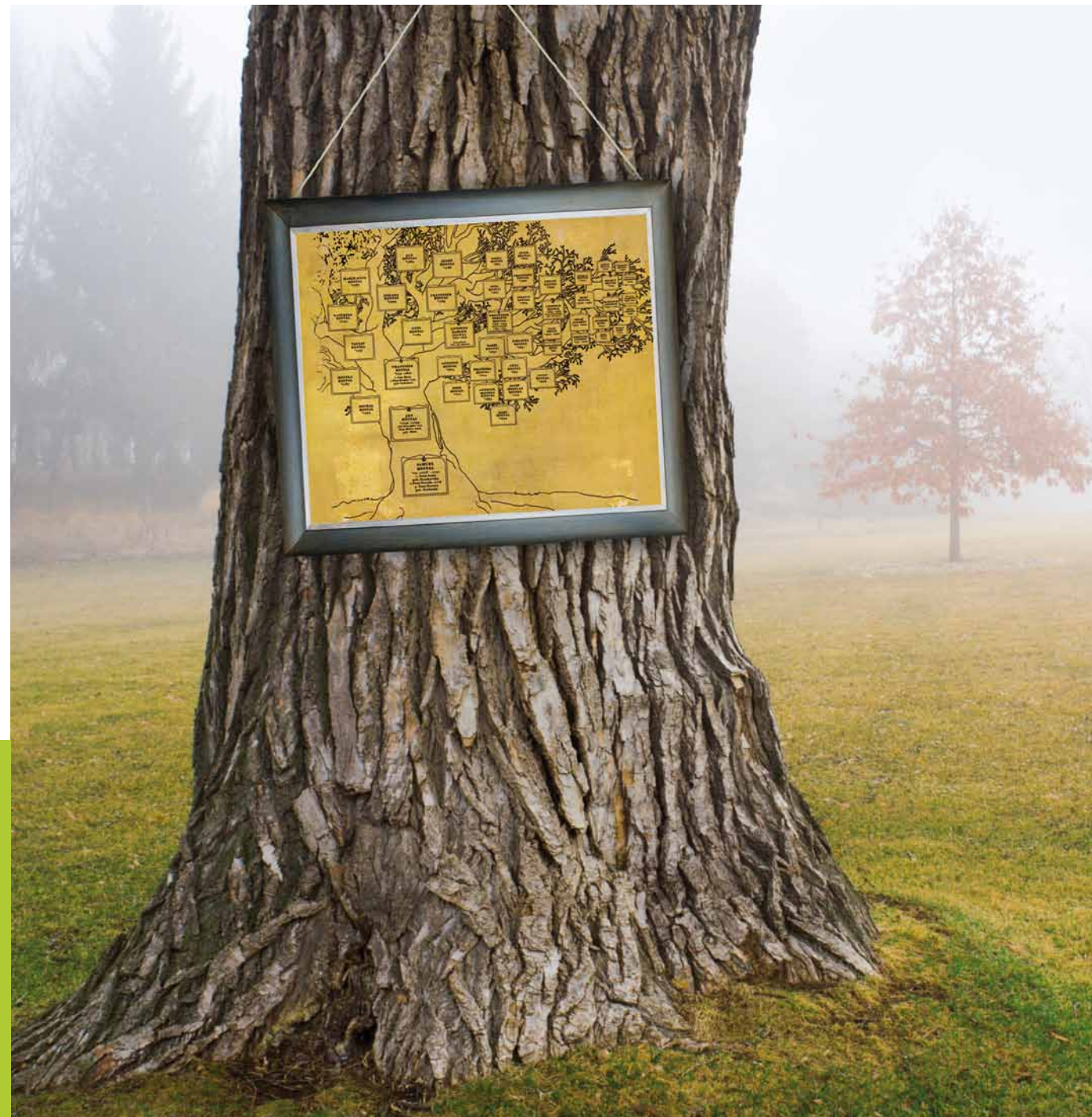
We’re already thinking today about tomorrow, and offer active knowledge transfer as real added value. With this intensive dialogue, we promote cooperative development of ideas and concepts and thus shape the future in cooperation with our partners.

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Experience makes us strong: the KOSTAL family

“No other creature is so diversely,
so closely connected with humanity
as the tree” (Alexander Demandt).

Planted on firm ground, the
KOSTAL family has experienced
a continuous development and
expansion. Moreover, as we share
the same roots, we support each
other and jointly exploit the energy
contained in every single one of our
branches.



A company with tradition

The company was founded by Leopold Kostal, who, in 1912, instituted the production of installation materials for industrial and private applications. Over the years, both his son Kurt and his grandson Helmut Kostal have brought their entrepreneurial spirit to the family company, enabling us to draw on comprehensive experience. As of January 2011, the company is in the fourth generation under the management of Andreas Kostal.

Step by step to the KOSTAL group

In 1927, the company entered the field of automotive electronics with a vehicle direction indicator developed in house. A few years later, in 1935 and in the person of Kurt Kostal, the second generation of the family joined the company. Under the direction of these two generations, Leopold Kostal KG became clearly focused on the development and production of services for the automotive industry.

A strong community

In 1995, Helmut Kostal divided the company into the four independent divisions: Automotive Electrical Systems, Industrial Electronics, Connectors and SOMA Test Technology. These have their own facilities in terms of resources and capital, in order to ensure the independence of the divisions from each other. The diversification efforts are the essential element of the KOSTAL long-term strategy.

Following reorganisation in 2008, the KOSTAL group now consists of three business divisions: Holding, Automotive Electrical Systems and Industries. The Industries business division now includes the following: Industrial Electronics, Connectors and SOMA Test Technology.

KOSTAL Solar Electric is a smart connection

For international distribution of the PIKO inverters, KOSTAL Solar Electric GmbH was founded in Freiburg in December 2006 as a subsidiary of KOSTAL Industrial Electronics and has offices in several countries.

Quality, quality and more quality

Our strict quality standards provide high quality in all products, processes and services. Our primary aim is to gain completely satisfied customers and to build long-term partnerships through fault-free products and services, adherence to deadlines, as well as competent and friendly co-operation.

Human contact as the connecting element

The close, trusting co-operation with our customers is especially important to us. Consequently, we take our time, work together to find individual solutions, and produce precisely the technical options needed for the specific requirements. Thus, in an intelligent way, we combine our extensive know-how and technical facilities with our proximity to the customer.



Four generations of the Kostal family

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A good partnership through customer proximity

Security is provided only by a team that is reliable even in difficult situations. That is why we select our suppliers specifically according to our high quality benchmarks.

This means that, in trusting co-operation, we are always able to fulfil the wishes of our customers with the know-how or special product of the ideal partner.



Planning the future together

Any investment in forward-thinking technologies and solutions always represents progress towards a better future. However, it also involves a high level of responsibility in planning and implementation. As such, partnership co-operation with our customers, characterised by clear agreements, binding commitments and joint lines of approach, is of the highest importance to us.

Best conditions for a real partnership

For us, partnership means teamwork, solidarity, and above all intensive contact with our customers. The resulting team effort is based on joint consideration of the respective forthcoming projects, thus ensuring that knowledge of the various specialisations is always incorporated and consolidated. The result is that well-considered concepts are produced, with everyone involved pulling together to implement them. For our customers, partnership with KOSTAL means the guaranteed production of the best possible outcome.

Discover new prospects with KOSTAL

Our partnership programme gives our customers the opportunity to actively exchange ideas and to find out in detail about future programmes from KOSTAL. Here, we are constantly opening up new prospects for our customers, presenting product innovations, conveying inside knowledge about the photovoltaic markets, and providing insights into our marketing activities.

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Quality is our passion

In our modern production building, we develop new solutions for the energy of the future and for the lasting satisfaction of our customers. In this, we can always count on the support of the KOSTAL Group, which is behind us with its competence and its decades of experience.



Faults exist in order to be eliminated

We all know that faults are usually found in the detail. This is why, right from the start, we do everything possible to avoid them. As part of this, we have adopted the zero-error approach, which runs through every area of the company and under which the focus is on the quality of our work, our products and our services:

Intensive work on quality

Even in the context of product development, possible sources of faults are analysed and eliminated. This is effected by the use of preventive quality tools, which have been developed by us specifically for this purpose.



Inverter in the climate chamber



Run-In Stand



Final assembly of inverters

However, even after the start of production, we always keep a close eye on our products and are constantly working on possible improvements. As part of this, we make good use of the comments of our customers and we learn from outside experience.

Quality products

KOSTAL only uses components from suppliers certified in accordance with our high quality standards.

Quality through ideas and action

In order to achieve our quality objectives, constant development and training is carried out in order to further the abilities of all employees in thinking and acting with a focus on customers and quality.

Quality through management

Our managers are an example to their employees. They have to formulate clear, achievable objectives and support employees in the realisation of these objectives. They are responsible for the fulfilment of these objectives.

Quality in international competition

The achievement of international quality certificates and quality awards is a stated objective of the company, in order to prove the global competitiveness of KOSTAL.

Quality in communication

In individual dialogue with our customers, we develop customer-specific solutions. Quality of communication with customers is especially important to us here. This means that we compile our personal offer only after detailed discussions on site and a targeted analysis phase. Furthermore, we provide each customer with a contact who is able to offer a targeted and competent response to their questions.

The adjacent photographs show a few images of our production and quality assurance.

Smart connections.

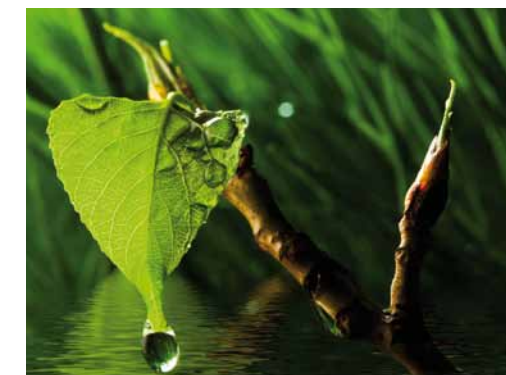
Shaping the future with more knowledge

Vibrant growth keeps us moving forward. Our aim for the future is to always advance developments together with our partners, with the "Smart connections." of new technologies and comprehensive knowledge – in order that visions can become tangible results of which we can be jointly proud.



Passing on knowledge and learning from others

Economic progress with responsible management of natural resources will be one of the biggest tasks to overcome in the future. The smart connection of these two areas requires extensive knowledge. We consider the awareness that one never stops learning to be particularly important. As such, the transfer of knowledge in dialogue with various partners is something that we hold very dear. It facilitates the acquisition of new knowledge on both sides, which can also be incorporated into the development both of the partnership and of products and services.



Fresh ideas for continuous growth

With the constant exchange of knowledge, we have the opportunity to develop and to promote progress, from which everyone derives equal benefit. Only with a constant stream of fresh ideas can new ideas be created and the high quality achieved to date be constantly improved in the future.

Intensive handling of knowledge

In future, KOSTAL will operate an increasingly intensive knowledge campaign, offering customers and business partners a knowledge network for the exchange of information. We prepare special information about different activities in this context, which we send to our partners. Current information is also available on our website at www.kostal-solar-electric.com.

Environmental protection as part of the whole

The fact that the energies, production techniques and planning principles we use already contribute to the protection of the environment is not enough for us. We also operate according to the following rules:

- In its economic objectives, KOSTAL always observes the precepts of environmental protection.
- Environmental protection is the responsibility of every individual employee. Qualification and motivation are developed with a focus on the future.
- KOSTAL is committed to the preservation of natural resources, especially in the use of materials and energy.
- In order to achieve environmental objectives, programmes are continually being developed and enhanced for the improvement of products and processes.

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