

Investor fact sheet

Solco is one of the leading national solar wholesalers with nationwide distribution networks. Supported by a strong balance sheet and experienced Board, Solco is focused on increasing its market share of power generation projects through strategic joint venture partnerships.

ASX Code 500

Market capitalisation*
\$22M

Share price* \$0.11

52 week trading range*
\$0.07 - \$0.135

Issued capital* 199,613,638

Cash (estimated 30 June)
\$6.3M

First & Final Dividend FY10
0.375¢

BOARD

David Richardson
Executive Chairman

Mark Norman
Managing Director

Ian Campbell
Non-Executive Director

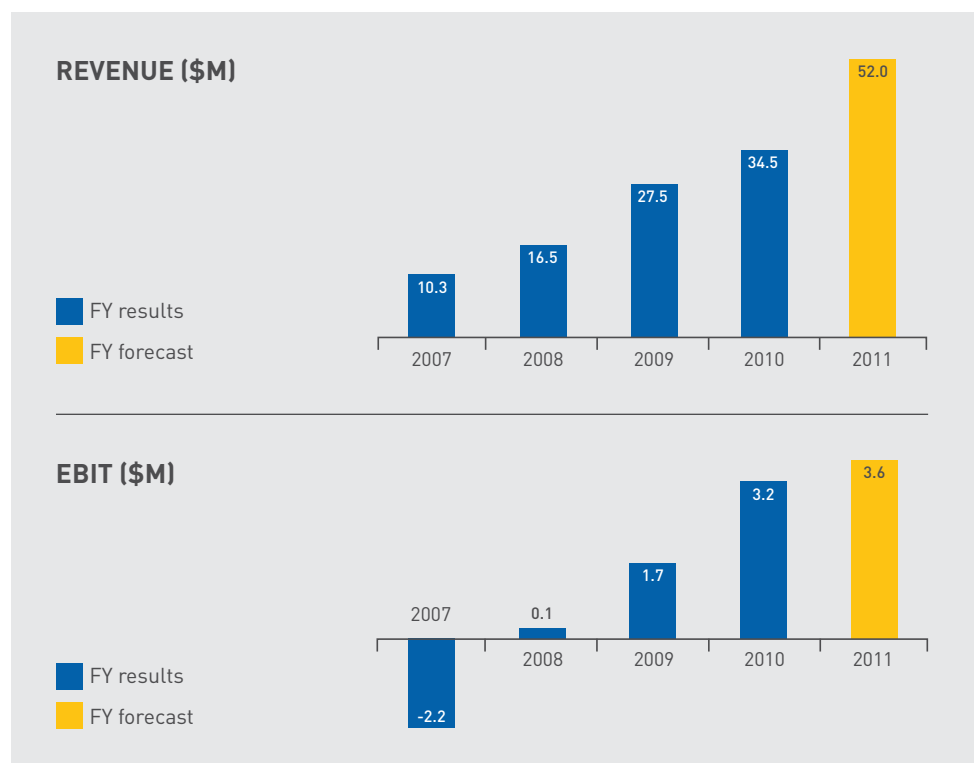
Darren Crawte
Company Secretary

*As at 6 July 2011

COMPANY INVESTMENT HIGHLIGHTS

- Forecast record revenue of \$52 million for FY2011
- Revenue growth of more than 49 per cent on FY2010
- Forecast record pre-tax profit of nearly \$3.6 million
- Debt free and strong balance sheet
- Solar system cost reductions continue to present upside in making solar power appealing to the market
- Company celebrating 25 years of operation
- A number of exclusive agreements signed with international manufacturers
- Capitalising on opportunities in solar power generation by positioning Solco as significant player in this growing market
- New strategic management appointments support Company growth plan
- Previous changes to Government policy has little to no impact on current market growth

FINANCIAL PERFORMANCE AT A GLANCE



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COMPANY STRUCTURE



NATIONAL GROWTH STRATEGY

- Ongoing development of highly skilled national sales team
- Improving conditions in agricultural sector leading to further market expansion in 2011
- Strategically placed warehouses (Perth, Brisbane & Melbourne) to meet Company expansion requirements
- New management appointments support growth drive in all divisions

ROBUST REVENUE STREAMS

- FY2011 Profit Guidance forecast record revenue and profit
- Increased demand for solar products as traditional power prices rise and cost of solar systems are reduced
- Exclusivity agreements signed with major international brands

RAPID MOVEMENT TOWARDS COMMERCIAL PV MARKET

- Solar prices dropping through major global investment into manufacturing, propelling industry towards parity with grid pricing
- Market size is increasing, anticipate more than 15% YOY growth to 350 megawatts for calendar year 2011
- Major growth anticipated for large-scale systems as Australia expands from a domestic market to a commercial PV market