

ISOFOTON S.A.



1981-2006

Prepared to adapt to growth.
Prepared to evolve.

Isofotón believes in economic and social improvement through models of sustainable growth. The current transformation of its institutions is solid proof.



5.2 THE STRATEGY OF ISOFOTON

Over the course of 2006, Isofoton elaborated its **Strategic Plan 2007-2011**, which establishes the road map for reaching the growth objectives planned for 5 years. It is a task developed by the company's directors, supported by specific reports provided by middle management from the different areas.

Isofoton's strategy can be summarized in six principal lines:

- ◆ To decrease risk, through the diversification of technologies and international expansion.
- ◆ To solidify its role as a leading company in the principal markets of Grid-Connection.
- ◆ Strong activity in Rural Electrification projects, on the basis of the growth potential of decentralized energy markets in developing countries.
- ◆ Better control of external dependencies through the incorporation of new links in the value chain, and the development of stable agreements with providers and strategic partners.
- ◆ The permanent improvement of competitiveness through technological innovation and global quality of services.
- ◆ Loyalty of clients and the constant improvement of the prestige of the brand.

Based on these strategies, the following **objectives for 2007** were defined:

- ◆ Continue to advance the solidity of leadership on the National Market.
- ◆ Increase presence and participation in the exterior market and in Grid-Connection markets, reinforcing distribution channels and Rural Electrification projects through the network of Isofoton subsidiaries and project offices.
- ◆ Reinforce technology transfer initiatives.
- ◆ Step up activities of R+D in new manufacturing, product, and application technologies, for both Photovoltaic and Thermal.

