**"Green Electricity for the World”**

While she was still a student, Catherine Adelmann already set the course for her career as an entrepreneur - without being aware of it. For some projects at the University of Ulm she developed a solar island system and a business plan. Her professor was so enthusiastic about the idea that he encouraged her to make it a business model. This is what got the ball rolling. The 28-year-old graduate founded the Fosera Solarsystems GmbH in 2011 and today offers devices that operate on the basis of solar batteries. It all started with lamps, but the product range quickly expanded to TVs and ventilators. For 2018, refrigerators and water appliances are planned to complement the portfolio. Next to the built-in ultra-efficient LEDs, the technical peculiarity lies in the modern lithium battery technology. Besides, the solutions are manufactured according to the "modular system design" and can therefore be expanded according to energy needs and purchasing power of the customers. The target markets of Fosera are above all developing countries such as Africa, Latin America and Asia. "In many - especially poorer - regions of the world renewable energy sources such as sun, wind and water frequently present the only way to provide the people with electricity", says the young woman. "We want to use our systems to improve the quality of life of the people while at the same time protecting the environment". In addition to the headquarters in Illerkirchberg, there are the production and after-sales facilities which are located in Thailand and Ethiopia. In order for the people of these countries to afford these systems, they are sold according to the pay-as-you-go principle. This means the customers pay them in small monthly instalments. As is the case in any business, founder Catherine Adelmann needed capital to realize her plan: At the beginning, she counted on the support of "family and friends ", but after two years she decided to invite two investors on board. In 2017, the company received an innovation financing of the L-Bank, through the InnovFin70 program of the Bürgschaftsbank Baden-Württemberg (VDB) collaborating with the European Investment Fund (EIF). With this financing, Catherine plans to launch even more powerful systems in the future. "I was especially pleased to realize that the investors and banks not only classified my business as profitable, but also understood the meaning behind it. “I have received a lot of support from all sides and received useful advice", says the economics engineer. Her father, Peter Adelmann, is also advising her, having been active in the solar industry for over 30 years and enjoying an excellent reputation which he owes to his work as a university professor and as a consultant for UN projects. Catherine Adelmann works passionately to pursue her long-term goal: providing solar energy to developing countries to a level that is similar to the one in Germany. For the sake of the people and the environment.

**Fosera solar systems GmbH & Co. KGaA Participants: Sparkasse Ulm l L-Bank l Bürgschaftsbank Baden-Württemberg Funded with: InnovFin70 with a 70% guarantee L established in 2011 l 88 employees www.fosera.com**