Solar Nederland B.V.

As a result of the acquisition of the Dutch HWS wholesale group Sanicentra at the end of 2006, Solar Nederland B.V. is a total supplier of electrical and HWS articles to professional customers today.

Customers are served by 6 sales regions. Solar Nederland B.V. is national with its 24 Drive-in branches. The enterprise also has a marine department.

The 16,000 m^2 central warehouse is located in Duiven and stocks more than 30,000 electrical articles. The enterprise also has at its disposal a 10,000 m^2 central warehouse recently constructed by Sanicentra. This central warehouse is located in Ede and stocks more than 15,000 HWS articles.

The enterprise is certified according to ISO 9001: 2000.

Management
J.E.D. Meijer, Chief Executive Director
Jan Baartmans, Director Finance and Logistics

J.E.D. Meijer has decided to retire and will be replaced as from 1 May 2007 by Frans Soulier who comes from a similar position with a large international competing enterprise.

The market in 2006
The Netherlands experienced good growth within construction and industry in 2006, which resulted in growth in the overall market.

Events in 2006
At the end of 2006, Solar Nederland B.V. acquired the HWS wholesale group Sanicentra which consists of the enterprises Sanicentra, Gecon and Koolstra and has added 6 new branches to the Solar Nederland B.V. branch network.

The enterprise's e-Business service concept was developed further in 2006. Electronic trade with customers grew considerably and an increasing number of customers placed orders via the internet.

Solar Nederland B.V.

Amount in € million	2006	2005	2004	2003	2002
Revenue	150.1	136.9	129.6	127.1	111.0
Organic growth in %	9.6	5.7	2.0	(5.8)	(3.2)
EBITA	8.3	5.3	4.1	1.9	1.3
EBITA in %	5.5	3.8	3.1	1.5	1.2
EBT	7.9	7.2	(0.8)	(2.4)	(3.6)
Equity	16.4	15.1	11.5	12.5	15.1
Return on invested capital (ROIC) in %	14.8	37.8	(1.4)	(11.7)	(14.0)
Investment in property, plant and equipment, net	0.2	0.5	0.0	0.3	(0.1)
Employees (FTE)	309	306	338	362	415

In 2006, Solar Nederland B.V. increased the number of night distribution routes and customers were offered night deliveries throughout the Netherlands.

With the marketing solution "Building Solutions", the enterprise focused heavily on the market for complete technical installations for both housing and commercial construction in 2006.

Net profit for the year
Solar Nederland B.V. realised a revenue of € 150.1m in 2006, corresponding to an organic growth of 9.6%.

Earnings before interest, tax and amortisation (EBITA) amounted to € 8.3m, corresponding to 5.5% of revenue.

Earnings before tax (EBT) amounted to € 7.9m, corresponding to 5.3% of revenue. Earnings before tax were affected by restructuring expenses of € 0.6m.

Expectations for the future
Continued growth is expected in the Dutch market in 2007. On the basis of further development and implementation of more Solar sales concepts, and the new possibilities as "total technical electrical and HWS wholesaler", Solar Nederland B.V. expects a positive development in growth and market position in 2007.