



ENERCON GROUP AE

www.enercongroupae.com

SOLAR ENERGY SOLUTIONS PRICING POLICY

Effective Date: March 2026

Jurisdiction: Dubai / Abu Dhabi, United Arab Emirates

Version 1.06

1. Purpose and Scope

This Pricing Policy sets out the principles, structures, and guidelines governing how Enercon Group AE determines, communicates, and applies pricing for its solar energy products and services. It applies to all commercial engagements conducted through www.enercongroupae.com or directly with the Company, across the UAE market.

This policy is intended to ensure transparency, fairness, and consistency in all client interactions and covers the following service lines:

- Solar Panel Supply and Installation
- Solar EPC (Engineering, Procurement, and Construction) Projects
- Solar Maintenance and Annual Maintenance Contracts (AMC)
- Solar Energy Consulting Services

2. Pricing Principles

Enercon Group AE is committed to value-driven, transparent, and competitive pricing. Our pricing is guided by the following core principles:

2.1 Transparency

All pricing is communicated clearly in written quotations or proposals before any commitment is made. There are no hidden fees. Any additional charges, variations, or contingencies will be disclosed upfront wherever possible.

2.2 Value-Based Pricing

Our pricing reflects the quality of engineering, the reliability of equipment, and the long-term energy savings delivered to the Client. We do not compete solely on lowest price; instead, we prioritize sustainable value, system longevity, and post-installation support.

2.3 Market Competitiveness

Prices are benchmarked regularly against UAE solar market rates, equipment cost trends, and regulatory tariff changes to ensure our offerings remain commercially competitive for commercial, industrial, and government clients.

2.4 Customized Proposals

Every project is unique. Pricing is tailored to the specific energy requirements, site conditions, system capacity, equipment specifications, and installation complexity of each project. Indicative or generic pricing should not be relied upon as a final quotation.

3. Pricing Structure by Service Line

3.1 Solar Panel Supply and Installation

Pricing for supply and installation projects is provided as a lump-sum fixed price based on the agreed Scope of Work. The quotation will itemize the following cost components:

Cost Component	Description
Equipment Supply	Solar panels, inverters, mounting structures, wiring, metering, and ancillary hardware.
Civil & Structural Works	Rooftop or ground-mount structural works, cable trays, conduit runs, and civil foundations where applicable.
Electrical Installation	DC and AC wiring, switchgear, earthing, surge protection, and connection to the Client's distribution board.
Commissioning & Testing	System start-up, performance verification, grid synchronization, and DEWA/ADDC submission support.
Documentation	As-built drawings, operation & maintenance manuals, warranty certificates, and handover documentation.

3.2 Solar EPC Projects

EPC projects are priced on a project-specific basis following a detailed site assessment, load analysis, and engineering study. EPC pricing encompasses all phases of the project lifecycle and will be structured in the Project Agreement. The price breakdown will typically include:

- Concept design, engineering, and detailed project documentation.
- Procurement of all plant, equipment, and materials from approved manufacturers.
- Construction, installation, and commissioning of the complete solar power system.
- Project management, quality assurance, and HSE compliance throughout the project duration.
- Regulatory approvals, utility authority submissions, and grid connection support.

For large-scale EPC projects exceeding AED 500,000, a detailed Bill of Quantities (BOQ) will be provided as part of the proposal.

3.3 Solar Maintenance and AMC

Annual Maintenance Contract pricing is based on the installed system capacity (kWp), system type (rooftop, ground-mount, carport), number of site visits per annum, and the scope of corrective maintenance included. The table below provides indicative AMC pricing tiers:

System Size	Visits / Year	Scope	Indicative AED / Year
Up to 50 kWp	2	Preventive + Basic Corrective	Contact for Quote
51 – 200 kWp	4	Preventive + Corrective + Monitoring	Contact for Quote
201 – 500 kWp	6	Full-Scope AMC incl. Emergency Call-outs	Contact for Quote
500 kWp and above	Customised	Bespoke SLA Agreement	Contact for Quote

Note: Indicative pricing is provided as a guide only. Final AMC pricing is determined after inspection of the installed system. Emergency call-outs outside the agreed visit schedule will be charged at applicable time-and-materials rates.

3.4 Solar Energy Consulting Services

Consulting fees are structured based on the nature and complexity of the engagement. The following fee models are available:

Engagement Type	Fee Model	Typical Scope
Energy Feasibility Study	Fixed Fee per Study	Site assessment, solar resource analysis, financial modelling.
Technical Advisory	Hourly / Daily Rate	Design review, vendor evaluation, regulatory guidance.
Project Management Consultancy	Monthly Retainer or % of Project Value	Ongoing PMC for Client-managed EPC projects.
Regulatory & Grid Advisory	Fixed Fee	DEWA/ADDC application support, net metering advisory.

All consulting fees are confirmed in writing prior to commencement of work. Travel, accommodation, and out-of-pocket expenses incurred outside the UAE will be charged separately at cost unless otherwise agreed.

4. Quotation and Proposal Process

All pricing is formally communicated through a written Quotation or Project Proposal issued by an authorized representative of Enercon Group AE. Verbal pricing indications, website content, or marketing materials do not constitute a binding price offer.

The quotation process typically follows these stages:

- Initial inquiry and requirement discussion with the Client.
- Site visit and/or review of Client-provided technical documentation.
- Preparation of energy yield analysis and system sizing.
- Issuance of detailed written quotation inclusive of all cost components and exclusions.
- Clarification meeting and revision of quotation if required.
- Formal acceptance by Client and payment of deposit to confirm the order.

All quotations are valid for thirty (30) calendar days from the date of issue unless a different validity period is explicitly stated in the quotation document. The Company reserves the right to revise pricing if the quotation lapses.

5. Currency, VAT, and Taxes

All prices quoted and invoiced by Enercon Group AE are denominated in UAE Dirhams (AED) unless otherwise explicitly agreed in writing for international projects. Prices are exclusive of Value Added Tax (VAT) at the prevailing UAE rate of 5%, which will be applied and itemized on all tax invoices in compliance with UAE Federal Tax Authority (FTA) requirements.

The Client is responsible for any applicable import duties, customs clearance fees, port charges, or other government-imposed levies on equipment procured as part of the project. These charges are not included in quoted prices unless explicitly stated as inclusive.

6. Standard Payment Terms

The following standard payment milestones apply across Enercon Group AE service lines. Project-specific payment schedules may be agreed in writing and will supersede these defaults.

Service / Milestone	Payment (%)	Trigger
Supply & Installation – Advance	30%	Upon signing of contract / acceptance of quotation.
Supply & Installation – Delivery	40%	Upon delivery of major equipment to Site.

Supply & Installation – Commissioning	25%	Upon system commissioning and testing.
Supply & Installation – Final	5%	Upon final handover and Client sign-off.
EPC – Mobilisation	20%	Upon execution of Project Agreement.
EPC – Engineering Completion	20%	Upon approval of final engineering drawings.
EPC – Equipment Delivery	30%	Upon delivery of major plant and equipment to Site.
EPC – Commissioning	25%	Upon successful commissioning and performance tests.
EPC – Defects Liability	5%	Upon expiry of the Defects Liability Period (12 months).
AMC – Annual Fee	100%	Invoiced annually in advance, due within 15 days of invoice.
Consulting – Fixed Fee	50% / 50%	50% upon engagement; 50% upon delivery of final report.
Consulting – Retainer / Hourly	Monthly	Invoiced monthly in arrears; due within 15 days.

7. Price Revisions and Escalation

7.1 Quotation Validity

Quoted prices are fixed for the validity period stated in the quotation (standard 30 days). Beyond this period, the Company reserves the right to revise prices to account for changes in equipment costs, freight and logistics charges, currency fluctuations, and UAE market conditions.

7.2 Long-Duration Project Escalation

For EPC projects with a contracted duration exceeding twelve (12) months, the Project Agreement may include a price escalation clause based on movements in the UAE Consumer Price Index (CPI) or relevant commodity indices, as mutually agreed between the parties at the time of contracting.

7.3 Variation Orders

Any change in scope requested by the Client after the contract is signed will be assessed and priced as a Variation Order (VO). The VO will be submitted in writing with a revised cost and schedule impact for Client approval before any additional works commence. No variation work will proceed without a signed VO approval.

7.4 Material Cost Fluctuations

In the event of extraordinary and unforeseen increases in the cost of solar panels, inverters, steel, copper, or other major project materials (exceeding 10% above the price at the time of quotation),

the Company reserves the right to renegotiate the affected cost components, subject to providing documented evidence of the increase.

8. Discounts and Commercial Incentives

Enercon Group AE may, at its sole discretion, offer discounts or commercial incentives in the following circumstances:

- **Volume Discount:** For multi-site or multi-phase projects committed under a single master agreement, a volume discount may be offered based on total contract value.
- **Early Payment Discount:** Clients who make full upfront payment prior to project commencement may qualify for a negotiated discount, subject to commercial approval.
- **Long-Term AMC Contracts:** Clients entering into multi-year AMC agreements (3 years or more) may receive a preferential annual rate compared to single-year contracts.
- **Government and Institutional Clients:** Approved government entities and large public institutions may be eligible for specially negotiated framework pricing.

All discounts are subject to written confirmation from an authorized representative of Enercon Group AE and cannot be applied retroactively. Discounts are non-transferable and apply solely to the specific project or contract for which they were granted.

9. Standard Pricing Exclusions

Unless explicitly stated as included in the quotation, the following items are excluded from all standard Enercon Group AE pricing:

- Civil and structural modifications to existing buildings beyond those specified in the Scope of Work.
- Utility authority connection fees, DEWA/ADDC application fees, and net metering setup charges payable to the relevant authority.
- Removal or relocation of existing equipment, structures, or obstructions at the Site.
- Provision of temporary power supply, scaffolding, or access equipment unless specified.
- Insurance premiums for the Client's assets, building, or third-party liability.
- Any works required to upgrade the Client's existing electrical infrastructure to meet grid connection requirements.
- Import duties, customs clearance, and freight insurance on equipment imported into the UAE.
- Value Added Tax (VAT) at the prevailing rate (quoted separately on tax invoices).

10. Refund and Cancellation Policy

10.1 Project Cancellation by Client

If a Client cancels a confirmed project after the advance payment has been received, the following cancellation charges apply:

- Cancellation before commencement of engineering or procurement: 10% of the total contract value, or the advance paid, whichever is lower.
- Cancellation after engineering is completed but before equipment is ordered: 20% of the total contract value.
- Cancellation after equipment has been procured and delivered: The full cost of procured equipment, plus reasonable handling and restocking charges, is non-refundable.
- Cancellation during active installation: All costs incurred to date plus a demobilization fee are payable by the Client.

10.2 Consulting Services

For consulting engagements, the initial deposit is non-refundable once work has commenced. If the Client terminates a consulting engagement mid-way, fees are payable for all work completed up to the termination date, prorated against the total agreed fee.

10.3 AMC Cancellation

AMC contracts may be cancelled by either party with thirty (30) days written notice. In the event of Client-initiated cancellation, the unused portion of the annual fee (on a prorated monthly basis) will be refunded, less an administrative processing fee of AED 500.

10.4 Non-Refundable Items

Site visit and assessment fees, feasibility study fees, and costs incurred for regulatory submissions or third-party approvals are strictly non-refundable regardless of project outcome.

11. Invoicing and Late Payment

All invoices are issued in UAE Dirhams (AED) and include applicable VAT as per UAE FTA requirements. Tax invoices will clearly state the Company's TRN (Tax Registration Number). Payment is due within fifteen (15) calendar days of the invoice date unless a different term is agreed in writing.

In the event of late payment beyond the due date, the Company reserves the right to:

- Apply a late payment charge of 1.5% per month on the outstanding balance.
- Suspend active works, withhold deliverables, or pause AMC services until payment is received.
- Terminate the contract in accordance with the Terms and Conditions if payment default exceeds thirty (30) days.

The Company's preferred payment methods are bank transfer (SWIFT/IBAN) to Enercon Group AE's designated UAE bank account. Payment details are provided on each invoice. The Company does not accept cash payments for contracts above AED 10,000, in compliance with UAE AML regulations.

12. Equipment Specifications and Brand Policy

All equipment specified in Enercon Group AE quotations is selected to meet international quality standards and UAE regulatory requirements. Our standard quotations are based on Tier-1 solar panels, string or central inverters from reputable manufacturers, and hot-dip galvanized or anodized aluminum mounting systems.

If the Client requests specific brands or models that differ from those specified in the quotation, the Company will assess the request and revise the quotation accordingly. Substitution of specified equipment with alternative brands may affect pricing, delivery timelines, and warranty coverage. The Company does not guarantee the same price if brand substitutions are requested after quotation acceptance.

13. Price Confidentiality

All pricing information, quotations, BOQs, and proposals submitted by Enercon Group AE to the Client are strictly confidential and are provided solely for the purpose of evaluating and executing the specific project under discussion. The Client must not share, disclose, or reproduce any pricing information to third parties, competitors, or other contractors without the prior written consent of Enercon Group AE.

14. Policy Review and Updates

This Pricing Policy is reviewed and updated periodically to reflect changes in UAE solar market conditions, equipment cost trends, regulatory requirements, and Enercon Group AE's commercial strategy. The most current version of this policy will be published on www.enercongroupae.com. For ongoing contracts, the pricing terms agreed at the time of contract execution will continue to apply for the duration of that contract.

15. Contact for Pricing Enquiries

For all pricing enquiries, quotation requests, or commercial discussions, please contact Enercon Group AE through the following channel:

Enercon Group AE

Website: www.enercongroupae.com

All formal pricing requests should be submitted in writing to ensure accurate and timely responses. The Company aims to respond to all pricing enquiries within two (2) working days.

IMPORTANT NOTICE

This Pricing Policy is a general guidance document and does not constitute a binding price offer or contract. Actual pricing for any specific project or service will be confirmed only through a formal written quotation issued by an authorized representative of Enercon Group AE. This policy should be read in conjunction with Enercon Group AE's Terms and Conditions, available at www.enercongroupae.com.

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