

sonnen

energy is yours

Residential storage solutions are becoming part of the home



sonnenBatterie



sonnen

European market leader for lithium storage systems



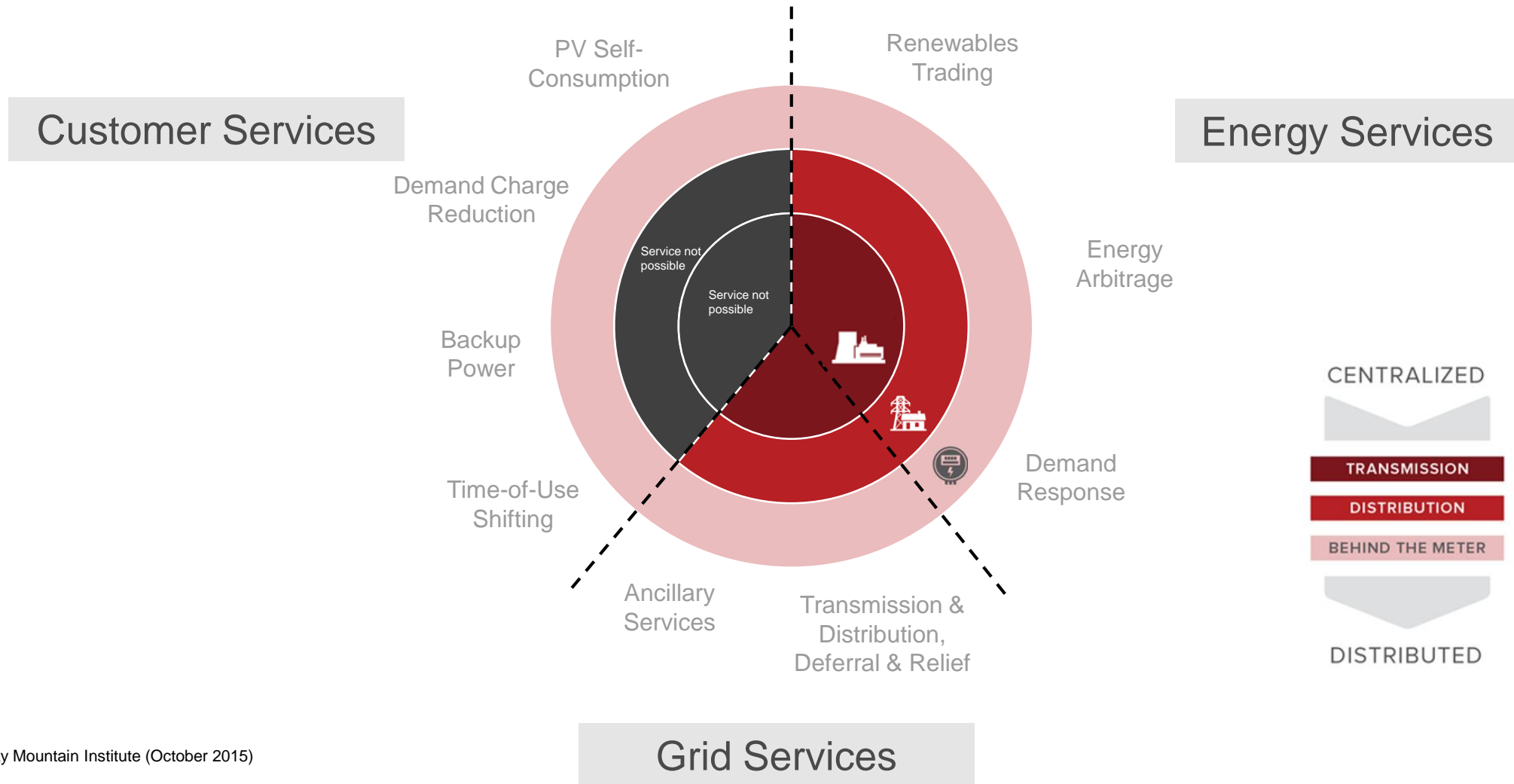
- » Market experience since 2010
- » More than 11.000 systems sold globally
- » HQ in Germany, Daughter Company in USA (HQ in Los Angeles, CA, R&D in Atlanta, GA)
- » Daughter Company in USA (HQ in Los Angeles, CA, R&D in Atlanta, GA)
- » Numerous international locations
- » Highest quality „Made in Germany“

10.10.2016



sonnen GmbH

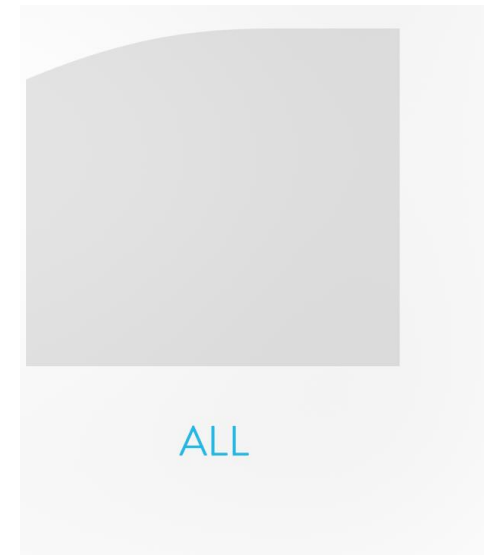
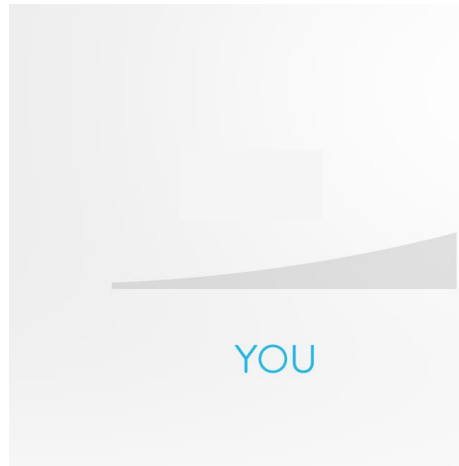
Behind-the-Meter Storage offers the biggest opportunity to stack value



Source: Rocky Mountain Institute (October 2015)

We started sonnenCommunity to stack values

Customer Perspective

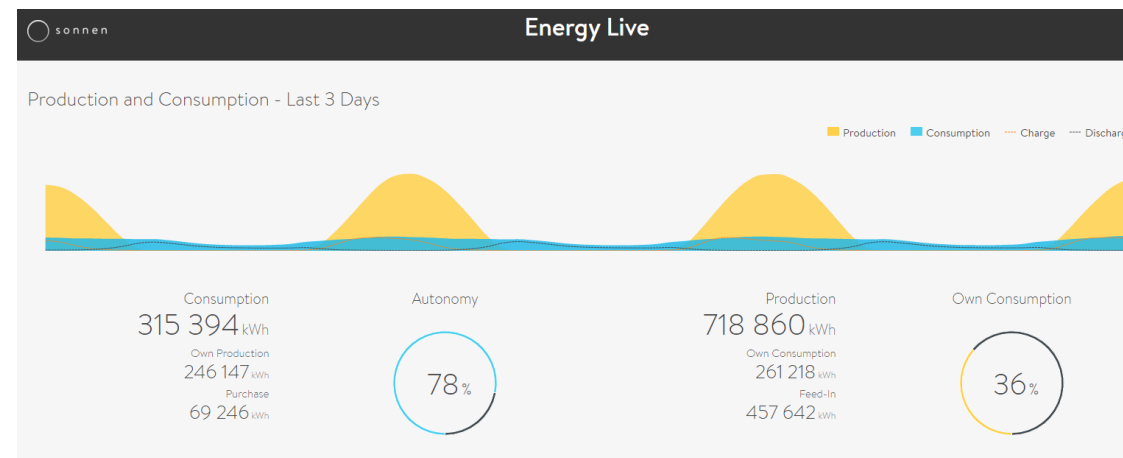
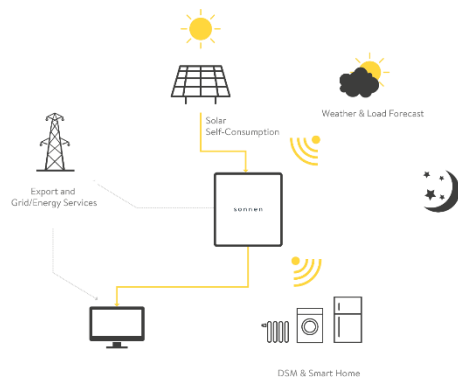


Intelligent Energy Management

100% Customers energy needs

Aggregation to maximize Values

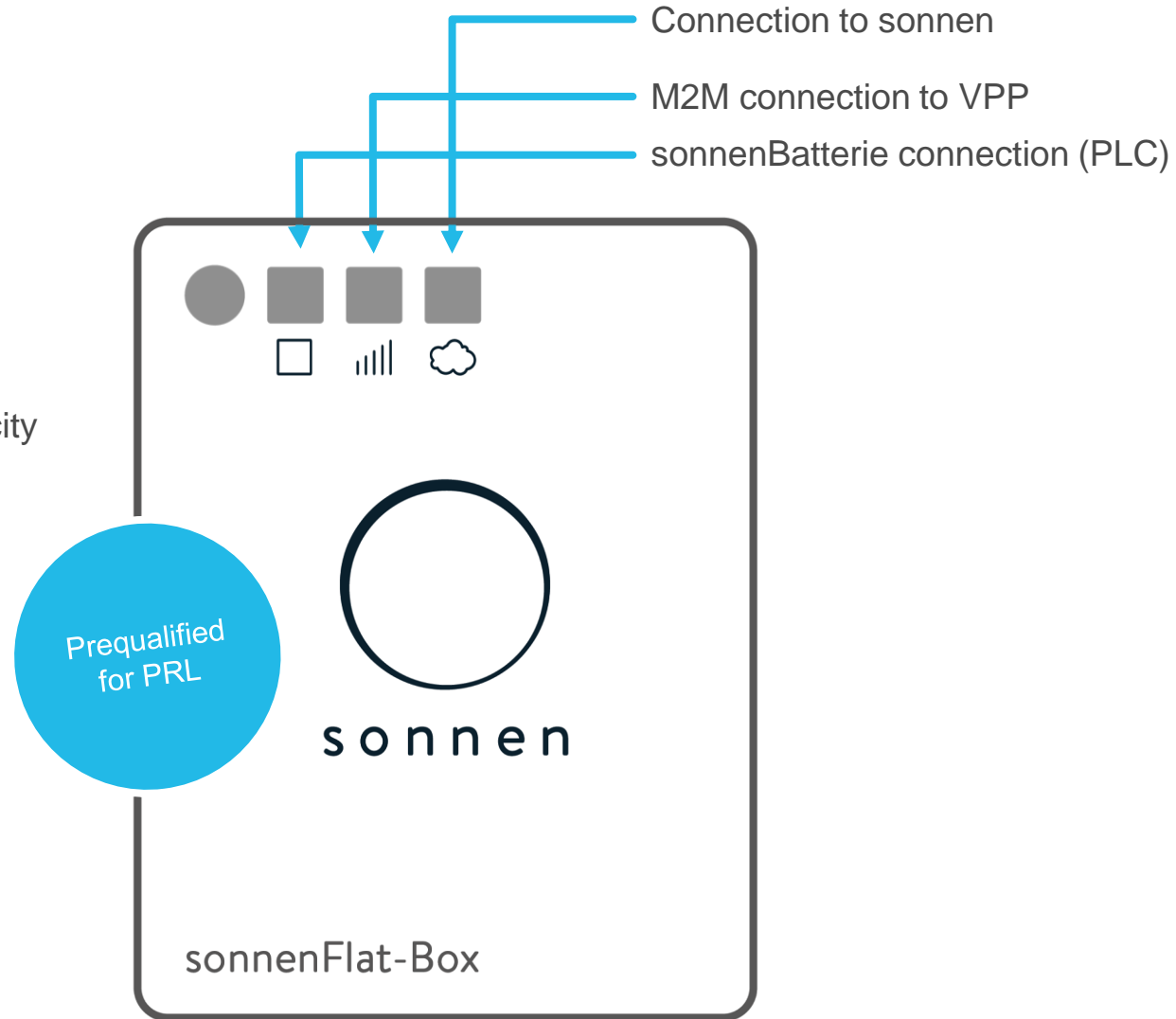
sonnen Perspective



sonnenFlat = Zero Electricity Costs for Storage owners

sonnenFlat

- » Integration of batteries in Frequency Response Services
- » Added Value allows to supply electricity to customers for zero



The right time to move into energy storage is now

Utilities of today are facing many challenges: fast changing market environment, price pressure due to increasing competition and stranded investment, etc. This is the right time to build the Utility of the Future.



Increasing share of decentralized renewables



Volatile energy markets (price & volume risk)



Decreasing grid service capacities



Decentralized ownership structures for RES

The Utility of the Future sells services instead of kWh

- » Customer access and customer lock-in
- » Long-term customer relationship (One-Stop-Shop for Energy)
- » Time-to-Market
- » Scalable VPP software-platform to manage decentralized assets and to generate revenue streams from energy and grid services
- » Data Analytics



Thank you very much.

