



EET

EFFICIENT  
ENERGY  
TECHNOLOGY  
GMBH

# Agenda

1. EET in a Nutshell
3. Entwicklung Technologie (FFG Stadt der Zukunft)
4. Entwicklung Produkt (aws Impuls XS)
5. Entwicklung Markt (aws tectrans)
6. Go2market (privates Kapital)
7. Scale-up (privates Kapital + aws Garantie)

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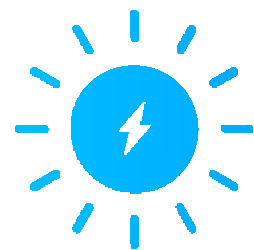
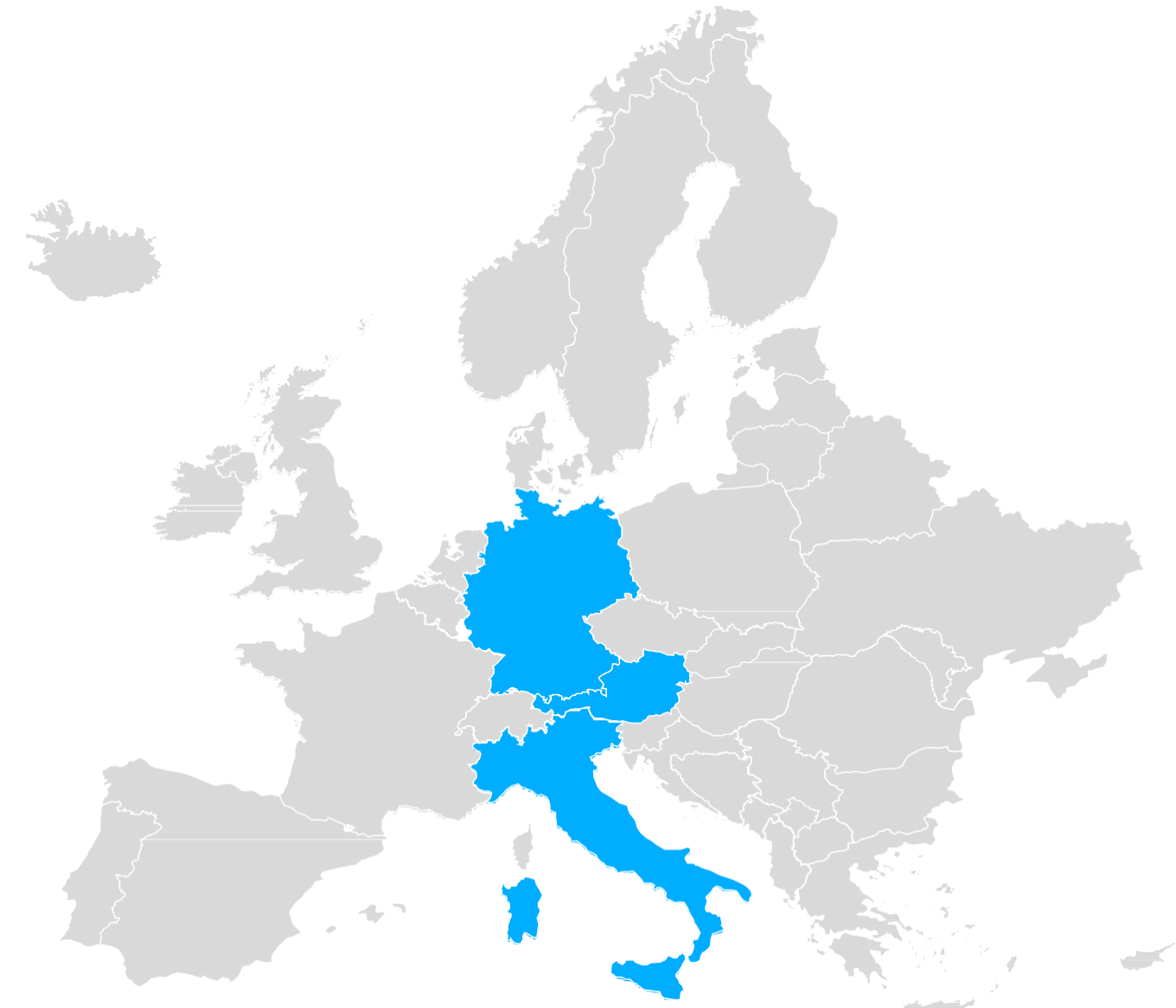
# SOLMATE

## PLUG-IN ENERGY STORAGE



# EET IN A NUTSHELL

- Leading provider of plug-and-play energy storage & PV solutions with DIY home installation → no installer required
- Easy & fast online sales approach (e.g., own web shop, amazon) combined with retail stores (e.g., HORNBACH) and energy providers (e.g., eon, EDP, Iberdrola)
- Highly scalable due to off-the-shelf and standardized product solutions (sales numbers growth 400% in Q1 2022)
- High quality product ready for scaling with minimum service cases
- (Patented) Plug-In Solution is suitable for >70% western EU & North America
- Revenue of €1.84M in 2021 and expected €5.4M in 2022
- Profitable business in all active markets (Germany, Austria & Italy)
- Around 50 employees worldwide
- Headquarter is located in Graz (Austria)



2017: EET IS FOUNDED  
IN GRAZ, AUSTRIA

2018

FIELD TEST  
30 SOLMATES

2019

GO-LIVE  
IN AUSTRIA & GERMANY

2020

1.000 SOLMATES  
ACTIVE IN FIELD

2021

KICK-OFF INTERNATIONAL EXPANSION  
First step: ITALY

2022

2.000 SOLMATES  
SALES IN 2022

# JOINING MEGATRENDS

## UNIQUE WINDOW OF OPPORTUNITY DRIVEN BY MEGATRENDS AND MARKET ENVIRONMENT

<i>Rising Electricity Prices</i>	Electricity prices rose significantly in the European Union with a 14% increase over the last 10 years. In Germany prices rose even more by 23% and are not expected to decline in the upcoming years
<i>Energy Security</i>	Reliable and affordable energy access is a key factor for wealth & economic growth of a country. The Ukraine war additionally strengthens the demand for energy security
<i>Decentralized Renewable Growth</i>	Solar & Storage are the lowest cost option among renewables with 22% growth from 2021 to 2022 which is expected to further increase to 25% p.a. until 2030
<i>Regulatory Incentives &amp; Stimulus</i>	European Green Deal set goal to become net zero in 2050 and countries already developed programs to stimulate renewable energy production & electrification
<i>Urbanization</i>	The UN estimates that two-thirds of global population will live in cities by 2050
<i>Lack of skilled Installers</i>	Installation businesses are crucial for using solar hardware but suffer lack of skilled labor capacities which leads to long-lead times and bottlenecks
<i>Rise of Apartment Solutions</i>	500K Guerilla PV create opportunity for suitable home energy storages

# ENTWICKLUNGEN

# TECHNOLOGIE ENTWICKLUNG


## NET DETECTION

### EXISTING PATENT FROM TUG


- Measurement approach
- Measures the household's energy consumption from any wall socket
- European patent - granted
- EP17157044

### ADDITIONAL IP

- Designs EUIPO
- Trademarks EUIPO
- 7 protections at EUIPO



Europäisches Patentamt  
European Patent Office  
Office européen des brevets



(11) **EP 3 364 156 A1**

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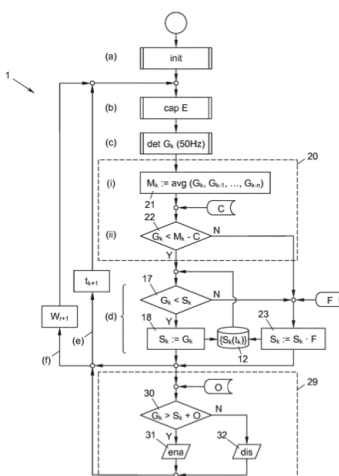
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(54) **VERFAHREN UND VORRICHTUNG ZUM ERMITTELN EINES GRUNDLASTPROFILS EINES HAUSHALTSNETZES**

(57) Die vorliegende Erfindung betrifft ein Verfahren zum Ermitteln eines Grundlastprofils (11) eines elektrischen Haushaltsnetzes (3), umfassend die Schritte:  
(a) Initialisieren eines Speichers (12) mit einer Folge von über ein Zeitfenster ( $W_k$ ) verteilten Messzeitpunkten ( $t_k$ ) und jeweils einem zugehörigen Referenzzeitwert ( $S_k$ );  
(b) Einspeisen eines Messsignals (A) in einen Verbraucheranschluss (8) zu einem Messzeitpunkt ( $t_k$ ) und Erfassen einer Signalantwort (E);  
(c) Ermitteln eines dem Messzeitpunkt ( $t_k$ ) zugehörigen Leitwertes ( $G_k$ ) aus der erfassten Signalantwort (E);  
(d) Auslesen des Referenzzeitwertes ( $S_k$ ) des Messzeitpunkts ( $t_k$ ) aus dem Speicher (12) und Vergleichen des Leitwertes ( $G_k$ ) mit dem Referenzzeitwert ( $S_k$ ) und, bei Unterschreiten, Ersetzen des Referenzzeitwertes ( $S_k$ ) durch den Leitwert ( $G_k$ ) im Speicher (12);  
(e) Wiederholen der Schritte (b) bis (d) für jeweils einen weiteren Messzeitpunkt ( $t_{k+1}$ ) der Folge; und  
(f) Wiederholen der Schritte (b) bis (e) für zumindest ein weiteres Zeitfenster ( $W_{k+1}$ ).  
Die Erfindung betrifft ferner eine Messvorrichtung (10) zur Durchführung des Verfahrens.



**Fig. 4**

FFG STADT DER ZUKUNFT 80%

PRIVAT 20%

# PRODUKT ENTWICKLUNG

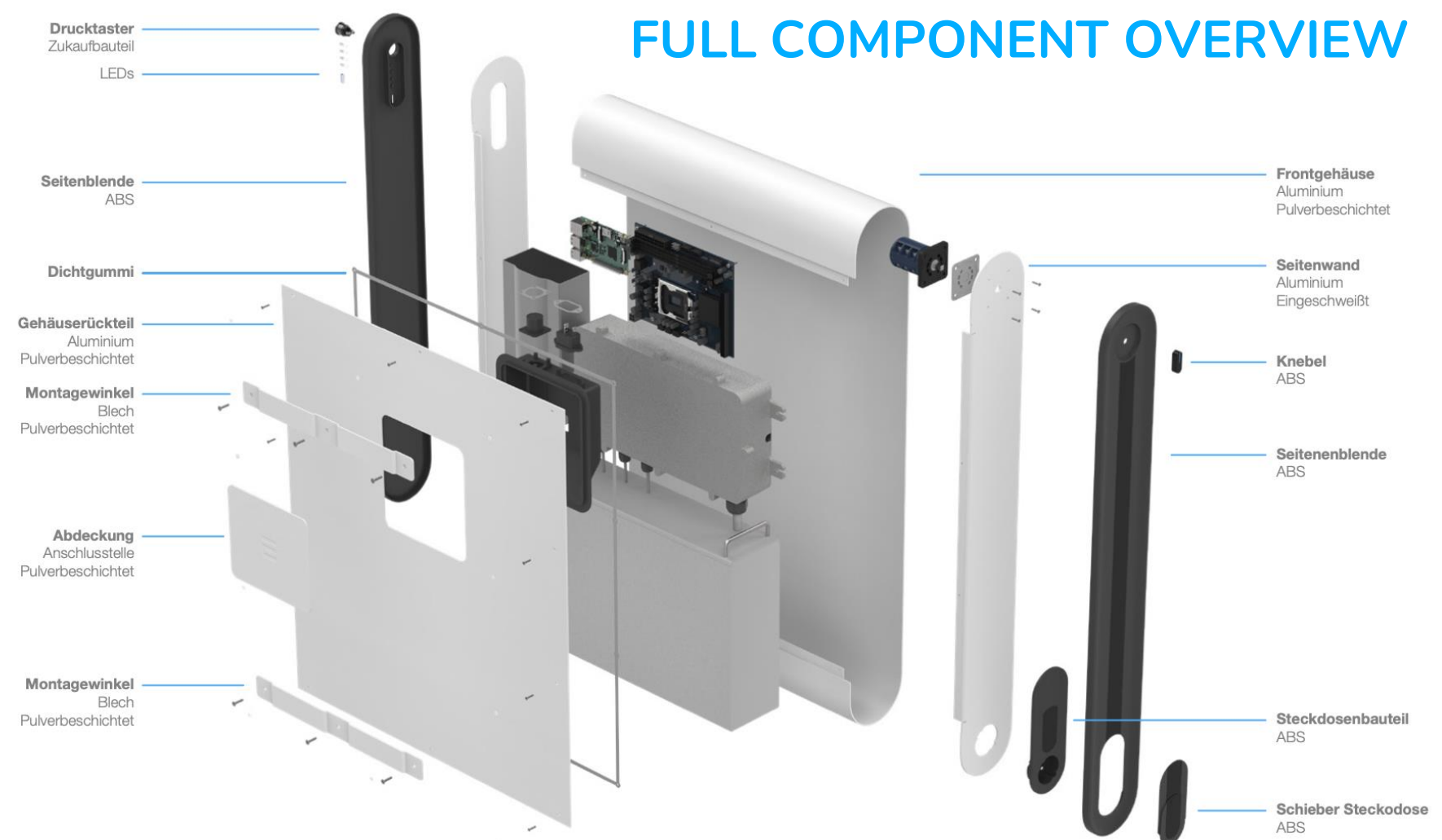
## INDUSTRIEDESIGN & KONSTRUKTION

### KEY HARDWARE COMPONENTS

- Battery pack
- Inverter
- Housing (aluminum & plastic)

### CORE USP: NET DETECTION

- Household network feed-in technology (patent granted)
- Fully in-house developed
- Mainly software based
- Only small hardware component
- Manufactured by EMS



AWS IMPULS XS

50%

PRIVAT

50%



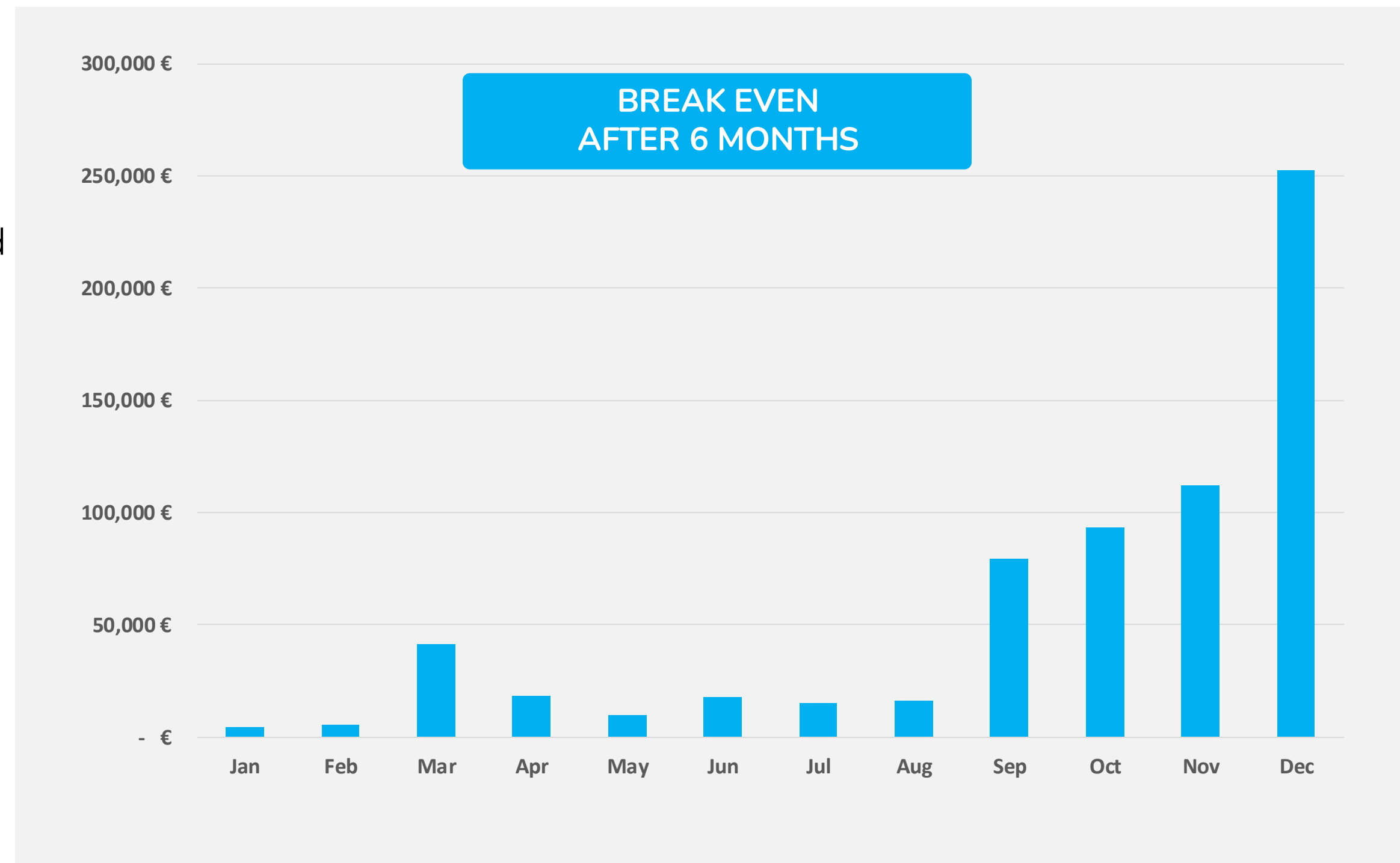
# MARKT ENTWICKLUNG: ITALIEN

## KICKOFF WITH LIGHTMATE

- SolMate will follow this year
- Availability better, hardly Customer support needed
- Already establishing sales structures
- Create market insights

## KEY SUCCESS FACTORS

- Strong web presence
- PR coverage
- Appearance as Italian company ([www.eet-solare.it](http://www.eet-solare.it))
- 2 natives hired
- Strong utility partners



AWS TECTRANS

50%

PRIVAT

50%

# GO 2 MARKET

# MYSOLMATE APP



MOBILE APP

## INTELLIGENCE

through measurement technology

## CUSTOMIZATION

of lowest battery level and household feed-in

## OPEN API

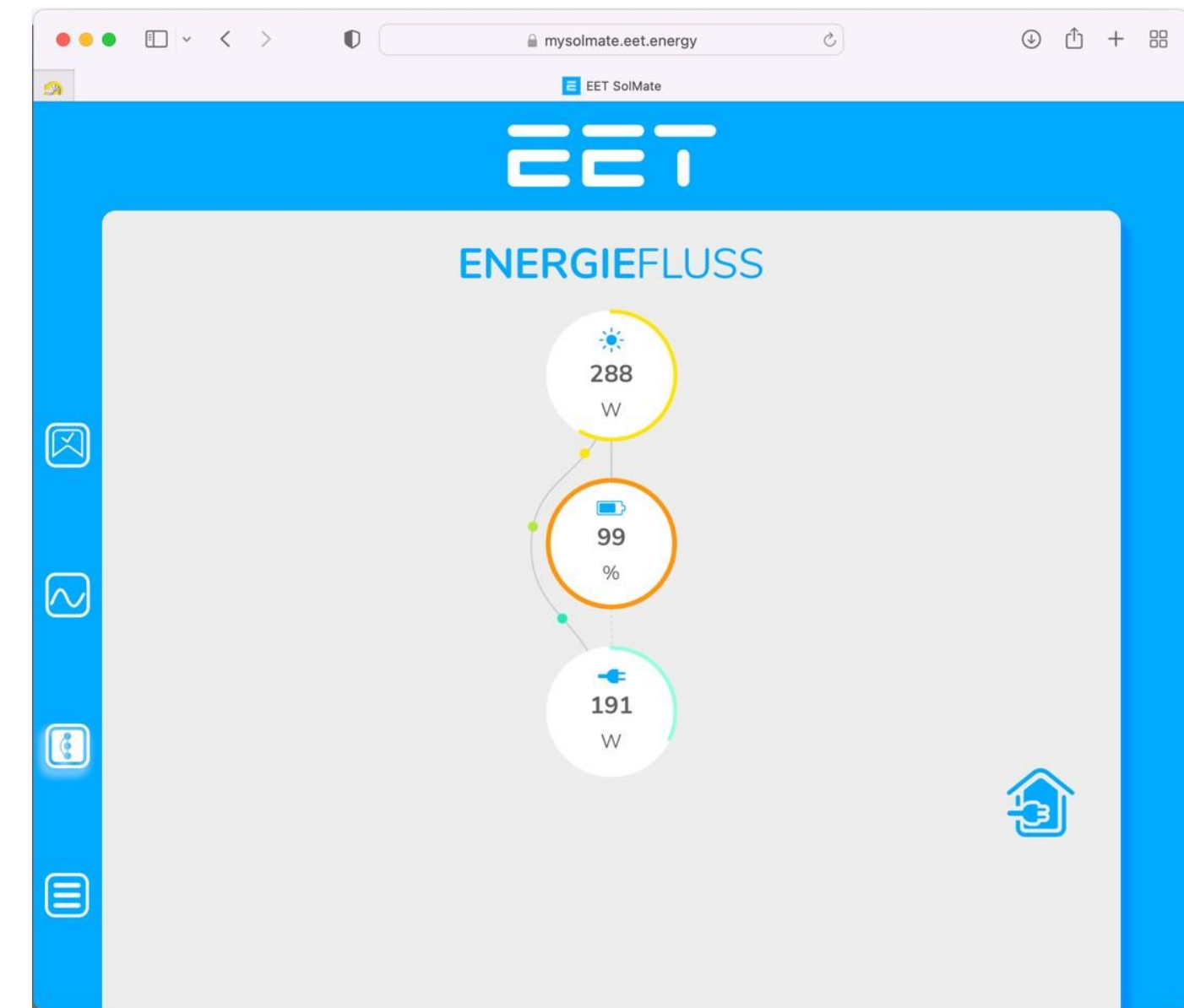
available (compatible with smart homes, IoT, etc.)

## LIVE-TRACKING & FORECAST

of energy flow, PV production and battery level

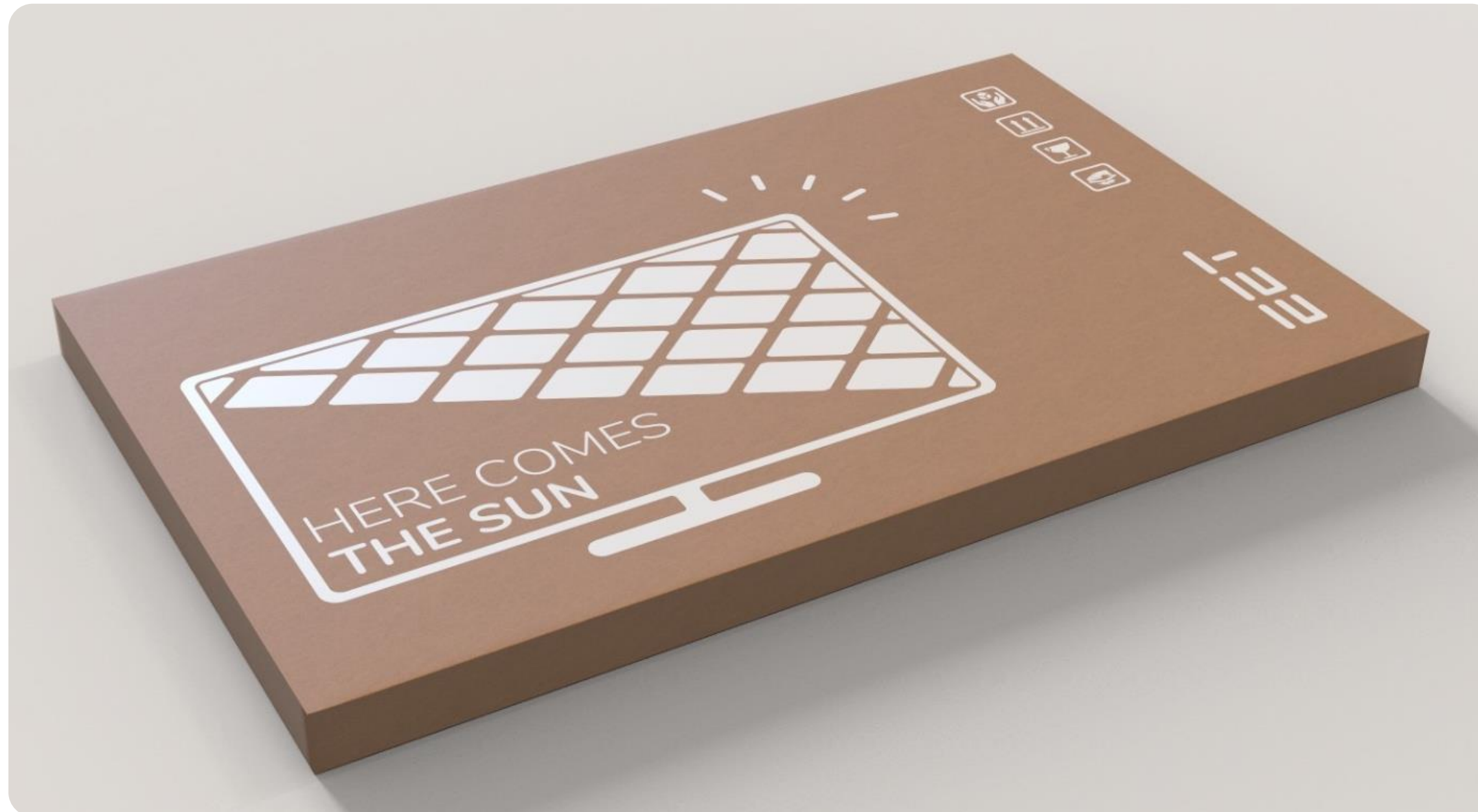
## GAMIFICATION

including community figures and milestones



WEB APP

# PACKAGING



BRAND POSITIONING  
UNPACKAGING EXPERIENCE  
SCREEN IMITATION

# EET HEADQUARTER

HEART OF OUR VISION, GROWTH AMBITION AND INNOVATION CENTER

## R&D

- 10 Heads
- Hardware and Software
- Prototyping infrastructure
- Manufacturing of pilot Series

## MARKETING & SALES

- Front and back office
- 19 Heads
- ITA and FRA team

## REAL ESTATE

- Owned by EET
- Purchased in 2020

## INFRASTRUCTURE

- 300 m2 office (35 desks)
- 80 m2 electronic lab
- 280 m2 assembly area
- 350 m2 storage

PILOT MANUFACTURING CAPACITY: 3000 SOLMATES/YEAR



# EET OPERATIONS

## MANUFACTURING

- 900 m<sup>2</sup>
- Fully equipped
- Modern ware house
- Manufacturing of pilot Series

## OFFICE

- Front and back office
- 180 m<sup>2</sup>
- Meeting room
- Sales desk

LIGHTMATE MANUFACTURING CAPACITY: 3000 SOLMATES/MONTH



# SUPPLY CHAIN

UTILIZING THREE DIFFERENT GLOBALLY ACTIVE EMS PROVIDER ENSURING FAST SCALE-UP CAPABILITY

## SOLMATE ASSEMBLY

- Utilizing 3 assembly partners
- Scaling potential >100.000 systems annually (each partner)
- Assembly according to EET's technical instructions
- Sourcing according to EET's guidelines & strategic suppliers

## PARTNER #1 MELECS ESW GMBH

- Austria
- 1800 employees
- Typical EMS provider
- 4 manufacturing sites
- <https://www.melecs-industrial.com>



## PARTNER #2 ELHURT EMS SP. Z O.O.

- Poland
- 1800 employees
- Typical EMS provider
- 180 manufacturing sites
- <https://elhurt.com/en/>



## PARTNER #3 KAYNES TECHNOLOGY INDIA LTD

- India
- 1500 employees
- Typical EMS provider
- 8 manufacturing sites
- <https://www.kaynestechology.co.in/index.html>



MAXIMUM FLEXIBILITY AND INDEPENDENCE OF PARTNER ENSURES FAST SCALE-UP WITHOUT PRODUCTION BOTTLENECKS





A man and a woman are shown from the chest up, leaning over a balcony railing. They are in the process of installing a large, dark solar panel. The man is on the right, holding the bottom edge of the panel, while the woman is on the left, looking down at it. The balcony has a metal railing and a glass balustrade. In the background, there is a modern building with white walls and windows. The overall scene is brightly lit, suggesting a sunny day. The image has a blue and green color overlay.

# EET

WE MAKE RENEWABLE ENERGY  
SIMPLE, SAFE AND RELIABLE  
FOR EVERYONE

BE A PART  
OF OUR JOURNEY