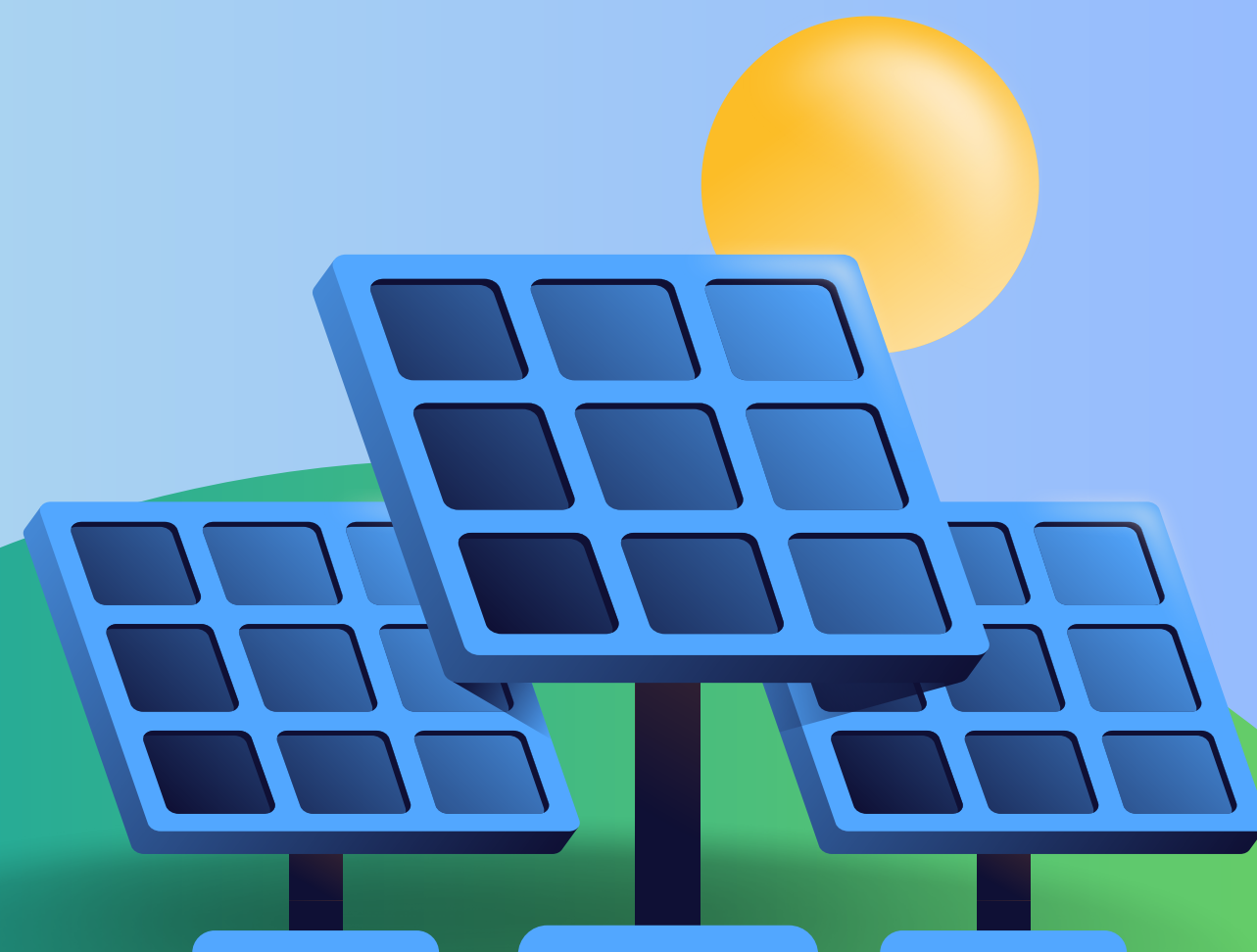




# SOLAREASE

Bringing Neighbors Together for Local Solar Empowerment



# IDEA VALIDATION

- **Initial Research: Visited Neuperlach and interviewed tenants**
- **Key Findings:**
  - **Many apartment buildings owned by the government/subsidiaries**
  - **Residents primarily rent their living spaces**
  - **Idea: Contact someone who has more information as, tenants are not interested in installing solar panels by themselves**
- **Approach: Engaged with Muenchen Wohnen, a major landlord in Neuperlach managing over 70,000 apartments**



**TRUDY**

94 yo living in Neuperlach



**Robbie**

Project Manager, MW

# CURRENT SITUATION

- **Insights from Project Management Energy Team of Muenchen Wohnen:**
  - **Project to install PVs for carbon-neutral buildings by 2030**
  - **Challenges identified:**
    - **Lack of real-time data**
    - **Limited revenue channels**
    - **Insufficient financial resources**
  - **Decision-making based on "lump-sum" calculations due to absence of real-time data mechanisms**
  - **Excess energy from PVs sold to main grid at minimal feed tariff rates, restricting PV companies' profitability**

**FEED-IN TARIFF COST :**  
**€0.086 / KWH**

**ELECTRICITY COST :**  
**€0.402 / KWH**



**21%**

**EARNINGS FROM  
ENERGY GENERATED**

**10%**

**ENERGY INCENTIVES  
GIVEN TO TENANTS**

# Solution

- **Identified Need:** Autonomous mini-grids to generate substantial electricity independently
- **Problem Validation:** Met with E.ON's COO for insights on Germany's energy sector
- **Findings:** E.ON's efforts to decentralize their energy network confirmed the need for mini-grids
- **Proposed Solution:** Mini-grids providing real-time data on energy production, consumption, and future projections

# Benefits

- **Real-time energy tracking** for building owners
- **Financial tracking** of returns on investment for each building and mini-grid
- **Efficient PV investment planning**
- **Informed decisions** on electricity purchases from utility providers



# Products/Services



## EMS

Get a tailor-made Energy Management System suitable for your needs. EMS includes smart meters, sensors and mini-grid connector



## SaaS

Our AI-trained software would enable you to get Data Analytics from real-time data to understand your consumption, generation and financial reporting

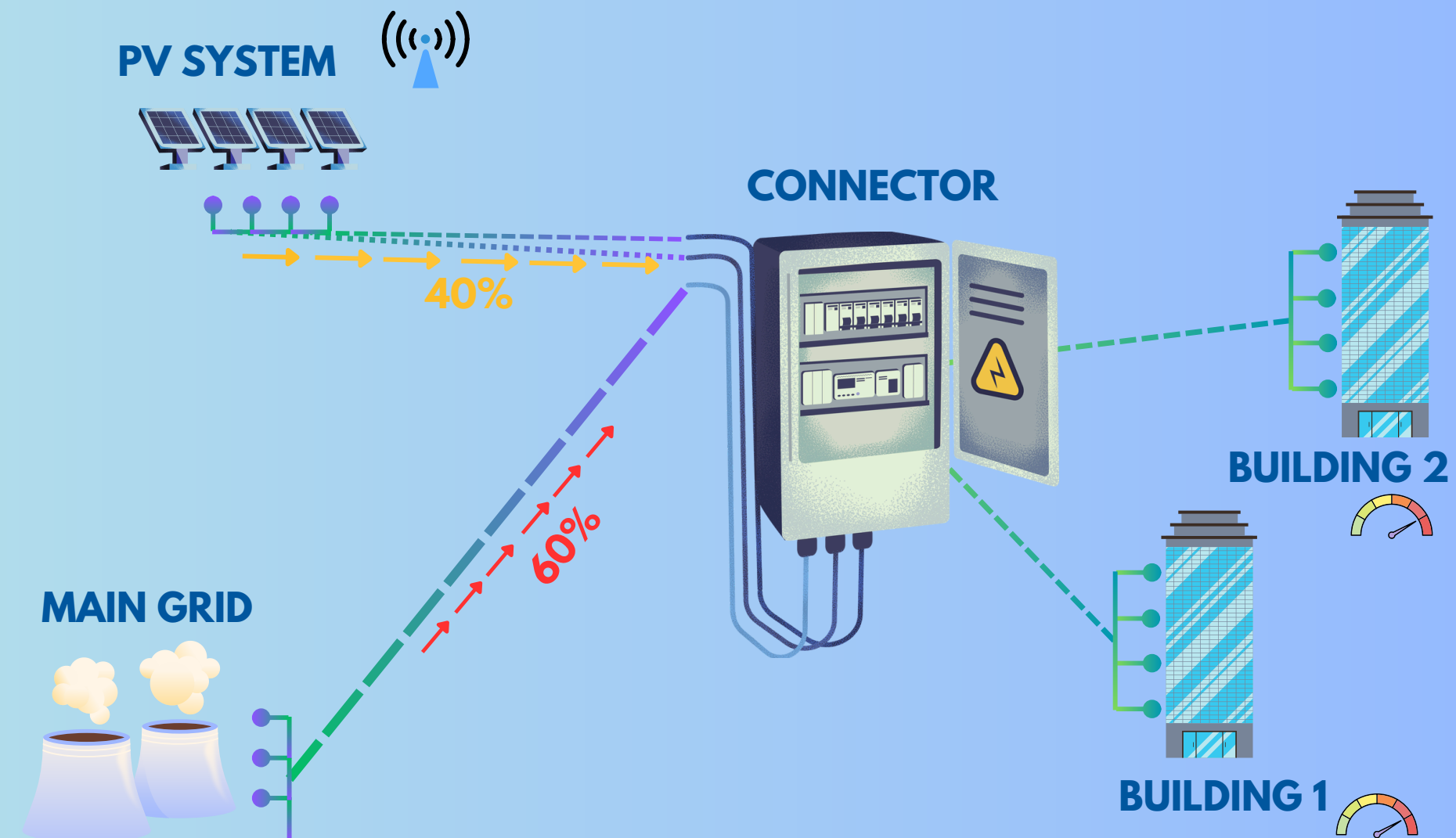


## Consulting

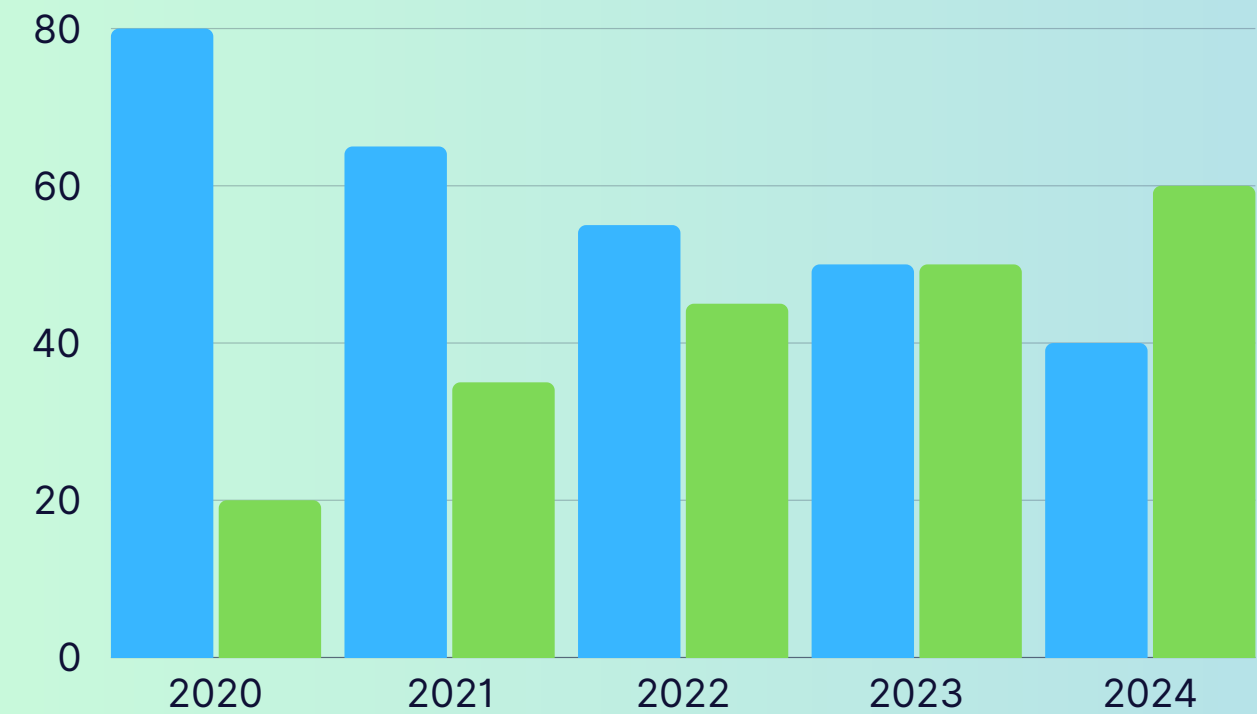
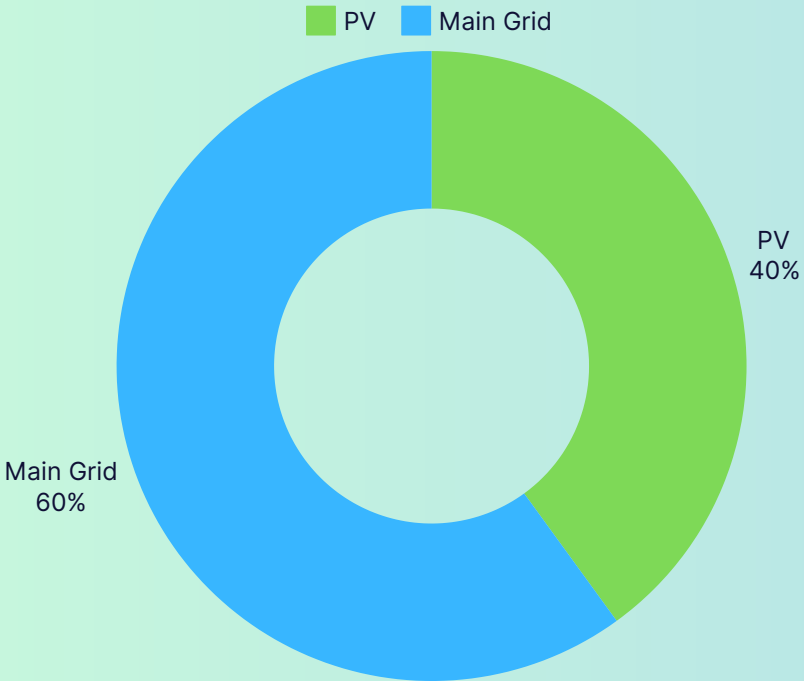
Benefitting from our market expertise and technological knowhow, you can acquire our consulting services to implement a sustainable renewable EMS for your building or community

# Tech Description

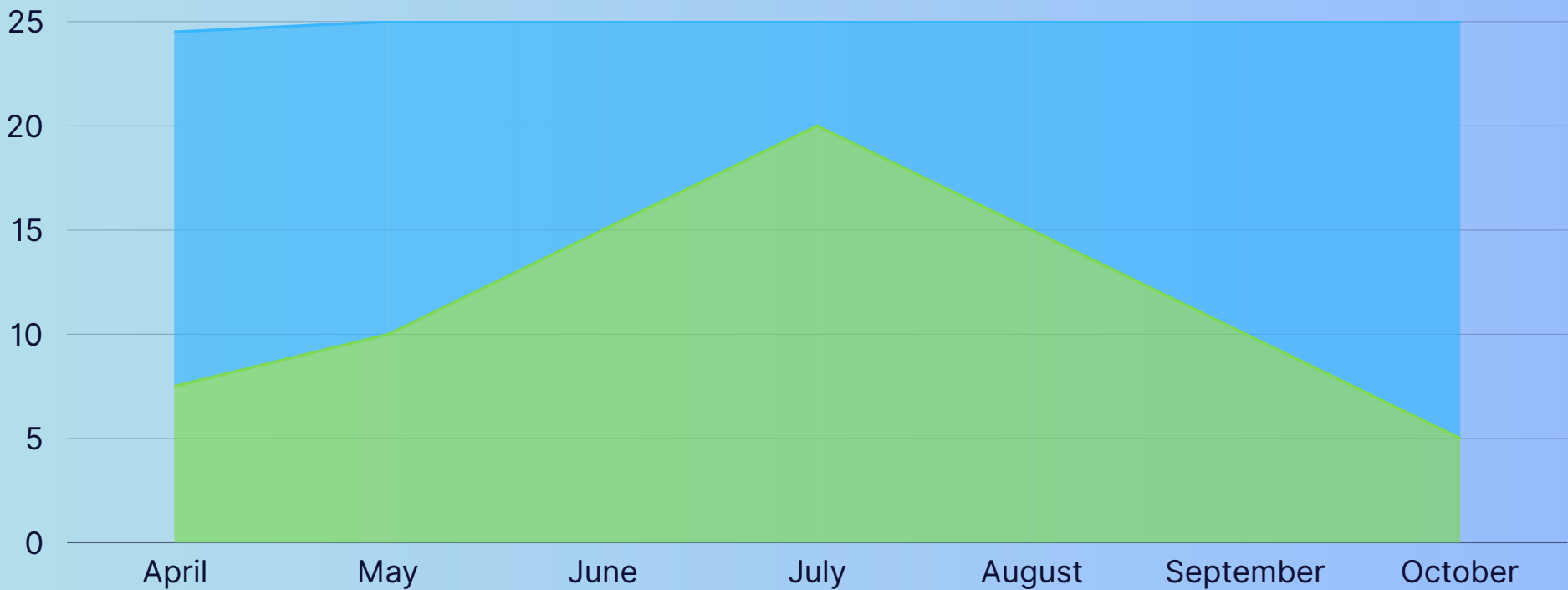
- **Components:**
  - Sensors (temperature, sunlight, humidity)
  - Smart meters
  - IoT devices
- **Configuration:** Connects 6-8 buildings in a mini-grid
- **Data Training:** Utilizes historical data (past four years' energy bills and online weather data)
- **Functionality:**
  - Real-time data visualization of consumption and production for all buildings in the mini-grid
  - One-month energy production and consumption projections based on weather forecasts



# DATA ANALYSIS: ENERGY MIX



# DATA FORECAST: ENERGY MIX



<https://energy-422810.ey.r.appspot.com>





# FINANCIAL PROJECTIONS:

## ROI



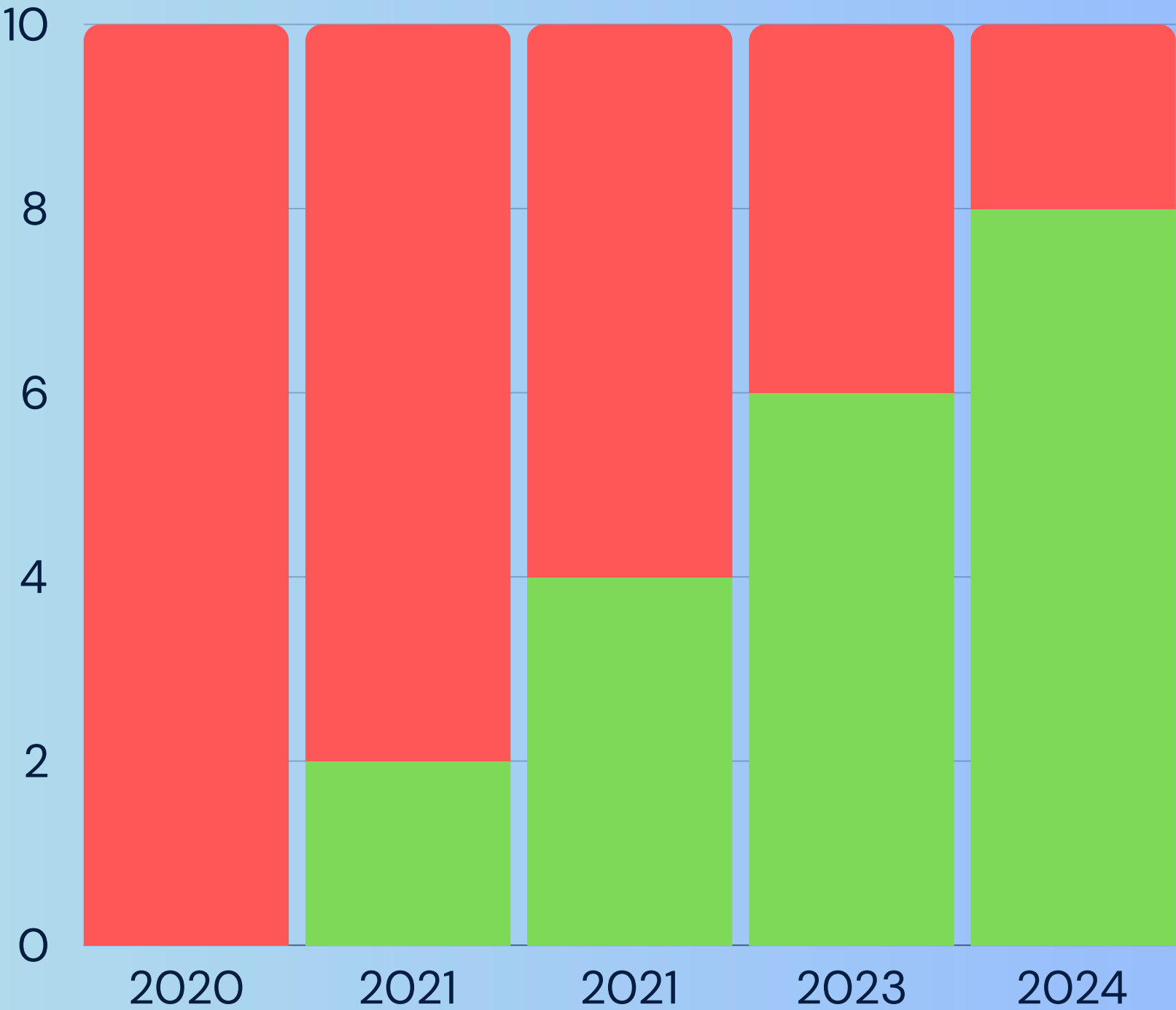
Enabling you to see your returns on investment in real-time so you can make better decisions when it comes to scaling your generations through renewables

**80%**

Returned Investment

**20%**

Annual Return on Investment

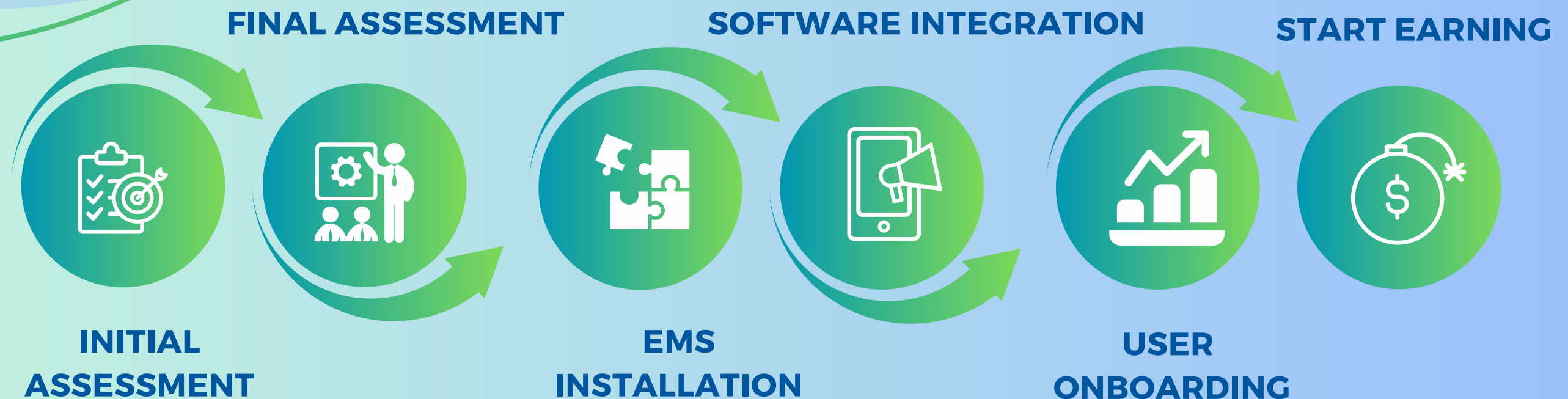




## VALUE PROPOSITIONS

- 01 CREATING ECONOMIC VALUE
- 02 EASIER ACCESS TO REAL-TIME DATA
- 03 ENHANCED DECISION-MAKING
- 04 SUPPORT FOR ZERO-CARBON INITIATIVES
- 05 ENHANCED COST SAVINGS AND ROI

## STEP-BY-STEP BREAKDOWN:



# MARKET SIZE:



**TAM**

388 Billion Euros



**SAM**

1.38 Billion Euros



**SOM**

13 Million Euros

# ROADMAP:

