

Hvordan solceller faser ut fossil energi i Norge og Europa

Klimafrokost | Grand Hotel | Oslo

26 April 2022





The European solar & battery marketplace

On the mission to put
solar panels on every roof and
batteries in every home in Europe - in
the easiest and most affordable way

Otovo | Building #1 distributed energy player in Europe

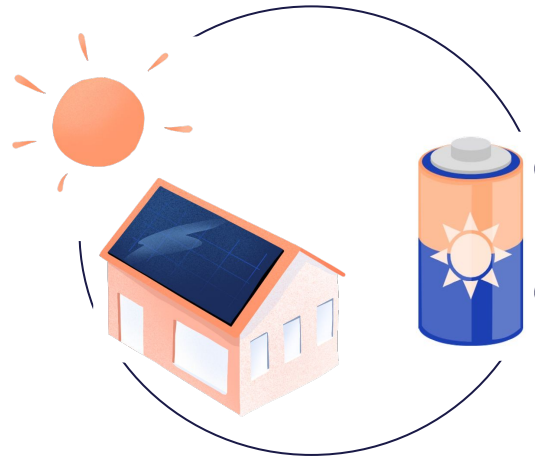
European
presence

2022-2023



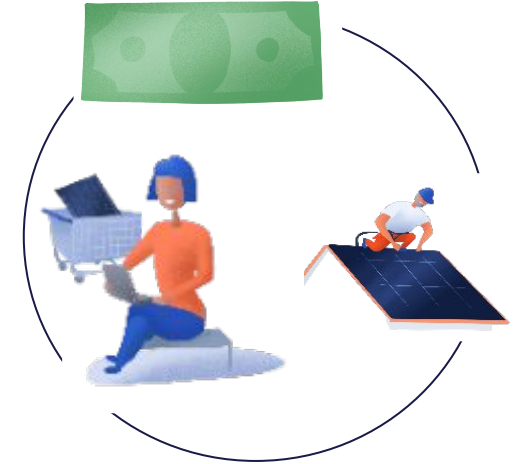
Electrifying
homes

Solar + storage



Innovating business
model

Online platform + leasing

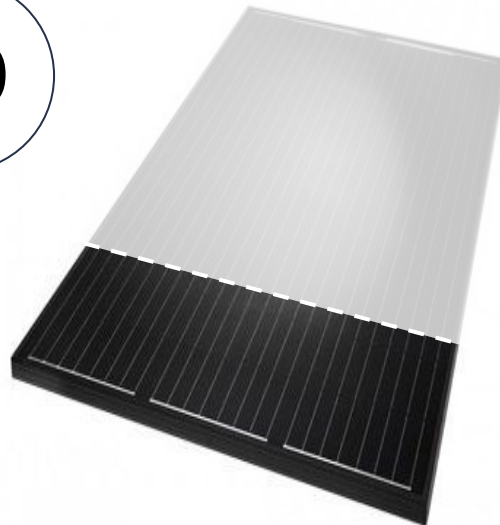


Market | Still very early days for solar

USA – residential solar Watts per capita



Europe – residential solar Watts per capita



Market | Solar is a great investment for homeowners

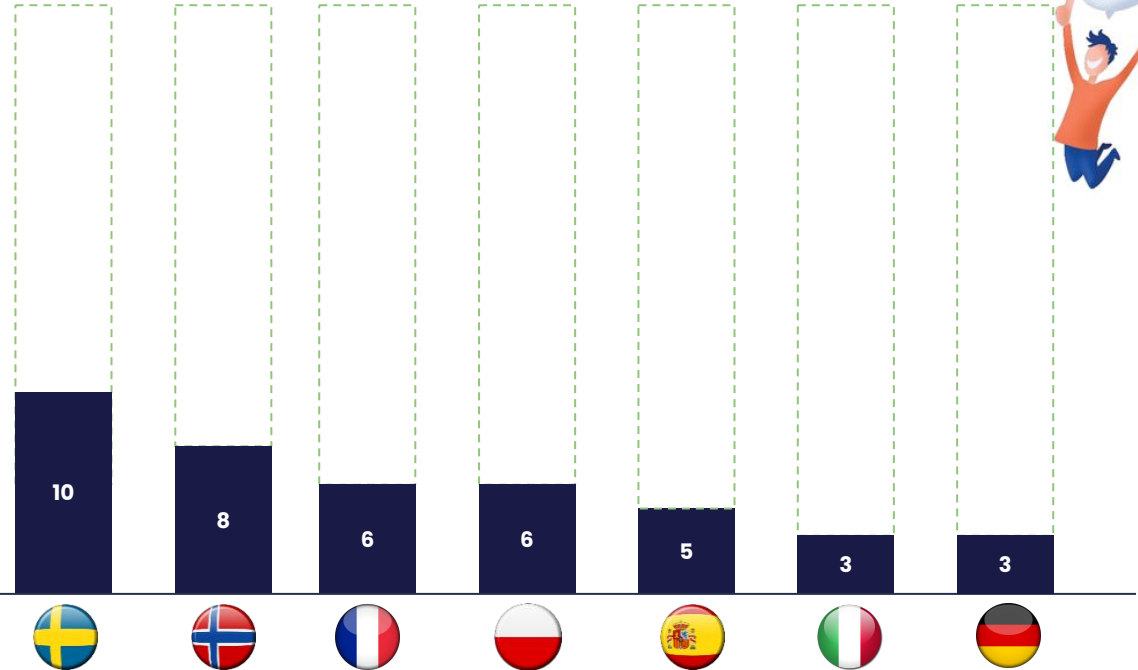
Solar panels last 30+ years...

Estimated lifetime of solar panels, years



...while payback times for homeowners are 3-10 years

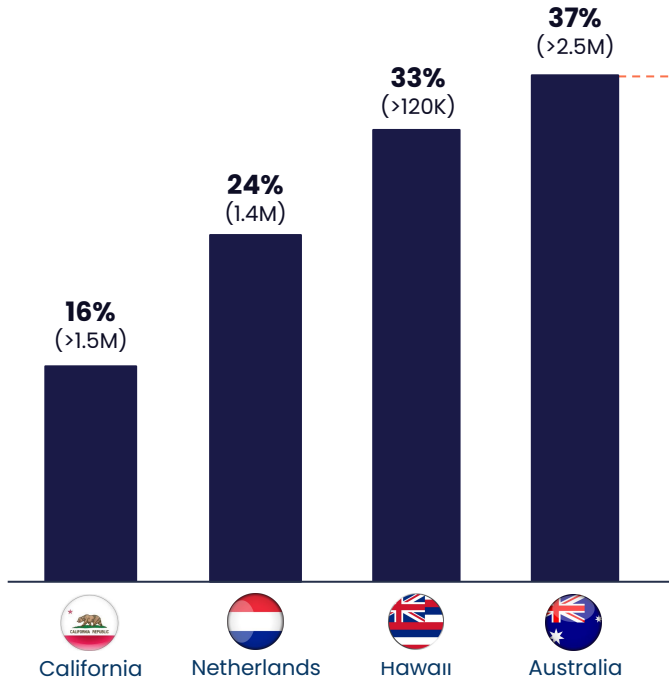
Payback times, installations H1 2021



Market | Current markets will continue to grow rapidly

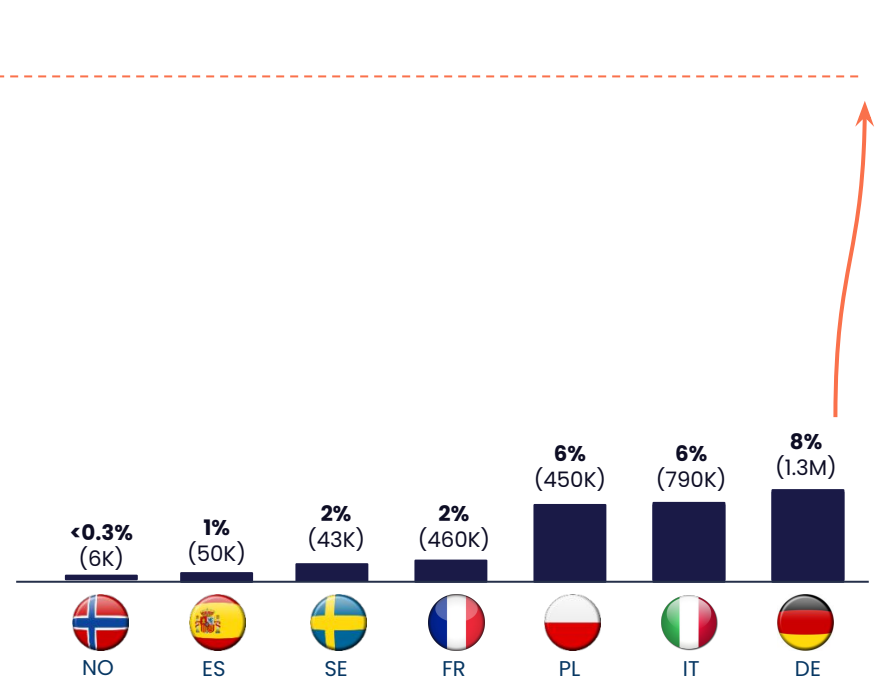
High penetration in leading solar markets

Share of detached and semi-detached houses with PV installed, end of 2020 (%)
(Accumulated #PV systems installed)



Ample room for our markets to grow

Share of detached and semi-detached houses with PV installed, end of 2020 (%)
(Accumulated #PV systems installed)



Market | Solar works on climate emissions

400W panel effect on power grid

 300 kWh/yr 9.000 kWh in 30 years

 387 kWh/yr 11.610 kWh in 30 years

 555 kWh/yr 16.650 kWh in 30 years



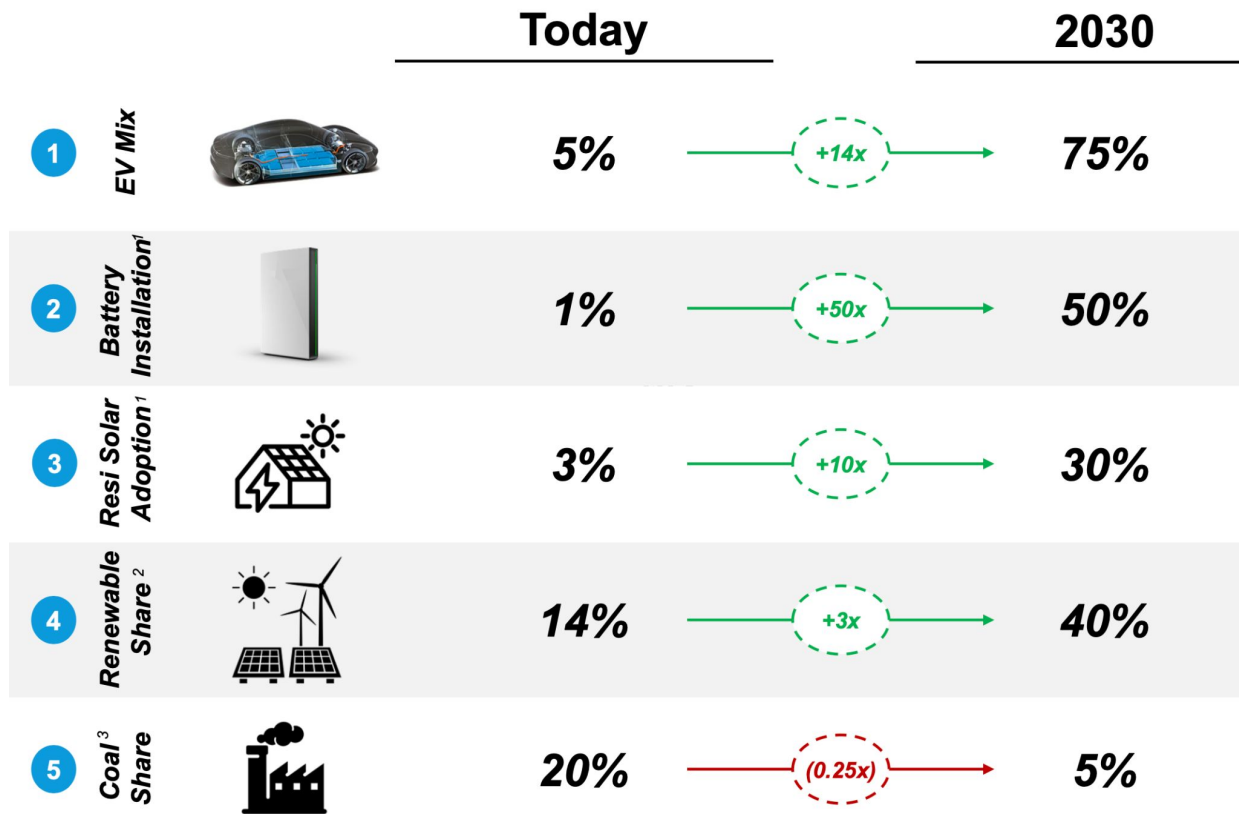
Effect of 1 kWh from solar energy

 **-402g**  Current CO2 content in European power

 **97g**  Current CO2 content in Otuvo panels on a roof

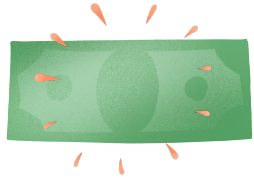
 **6g**  Limit of CO2 content in solar panels in the future

The winning team | A seismic shift in energy markets

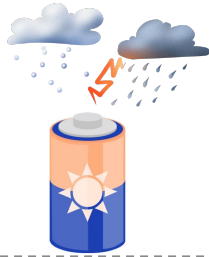


Politics | How to improve solar politics going forward

Support



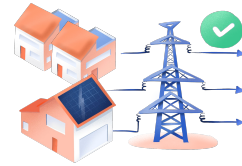
Batteries



Multihousehold



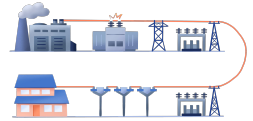
Sharing



Permitting



Grid tariffs



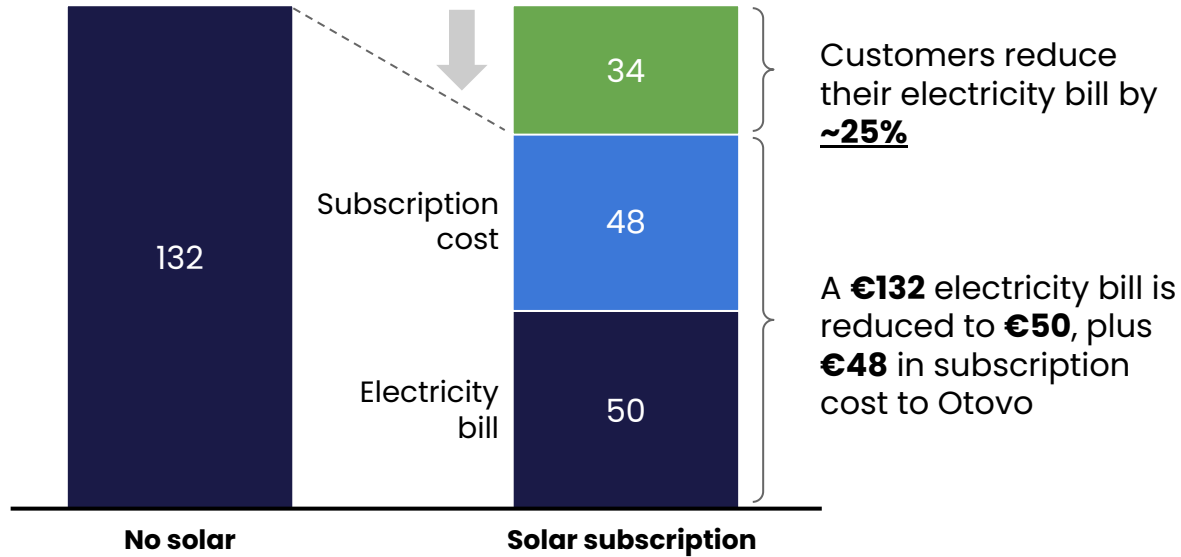
Subscription | Leasing is highly lucrative to customers

A no brainer business case for consumers



Monthly electricity bill (EUR / month)

Annual consumption 5700 kWh (electricity price 0.28 EUR / kWh)



Clear benefits for Otovo

- Subscriptions **increasing profitability per customer** by 3-4x
- **Accelerating deployment** through Otovo's *volume growth* and higher *subscription share* of business
- Further potential to **monetize subscription portfolios** to accelerate value release

