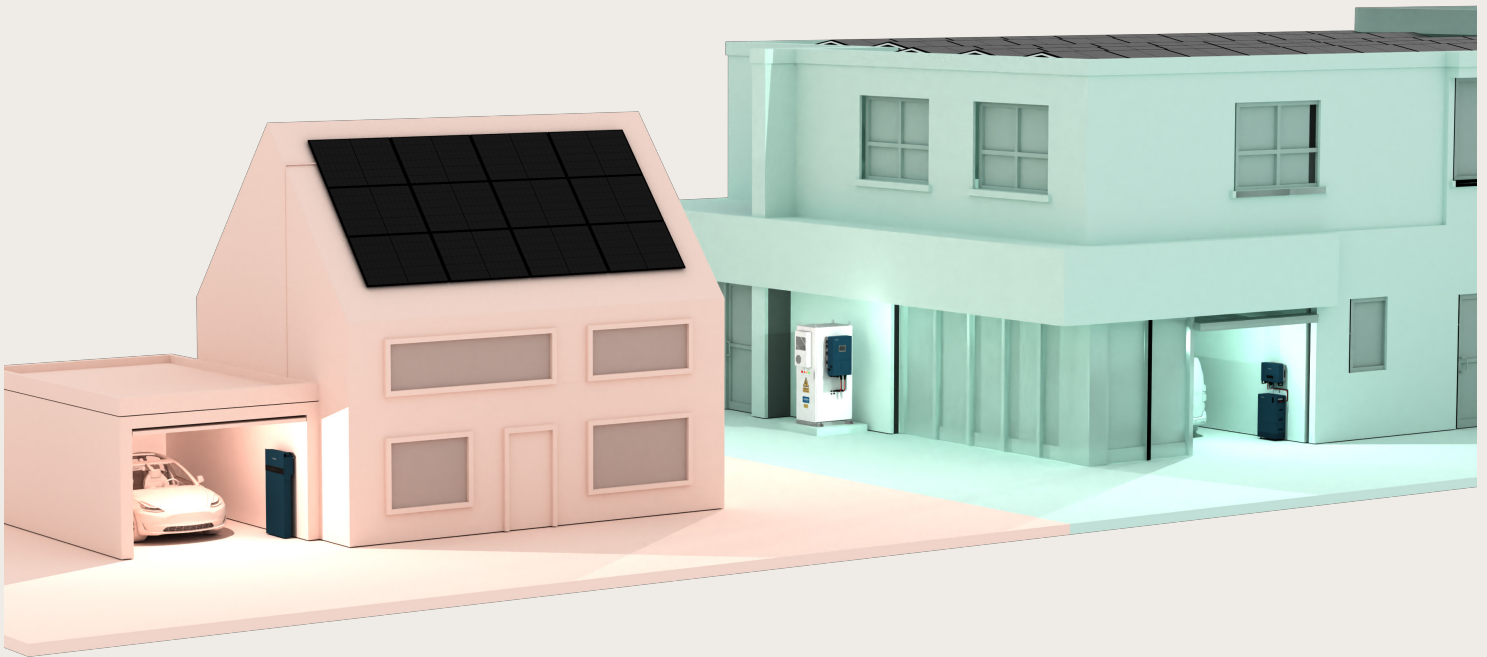


# Cloud EMS: Energy Management without the hardware

Activate advanced energy control for every system: remotely, instantly and at scale.



Commission faster. Reduce complexity. Deliver more value.

# Project complexity reduces margin

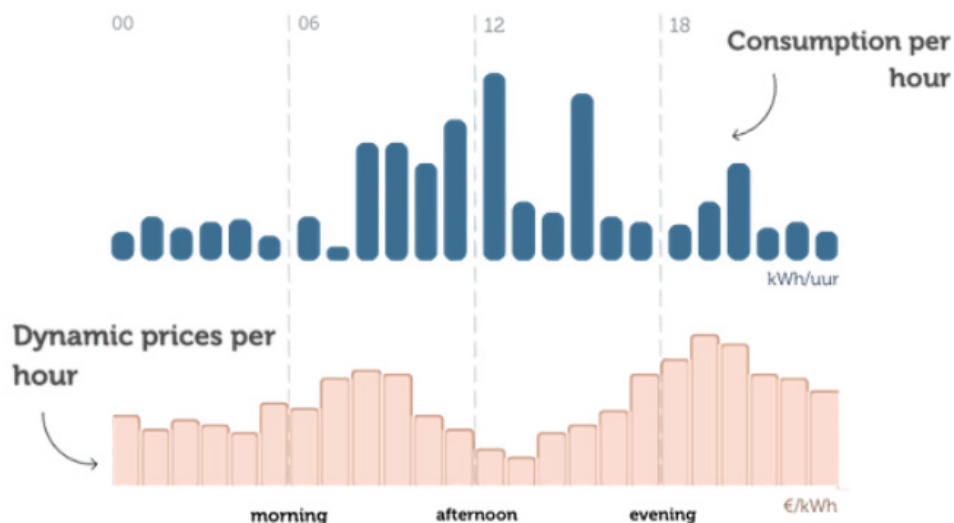
Dynamic tariffs require active energy control, but traditional EMS solutions slow down deployment and increase support effort.

## Operational friction

- + Additional device procurement and logistics
- + Local network configuration and firewall dependencies
- + Longer commissioning time on site
- + Higher risk of service calls

## Commercial impact

- + Higher cost per installation due to extra hardware and longer commissioning
- + Limited scalability when every project needs custom setup
- + Reduced standardization across the installed base
- + Increased service effort affecting project margins



## Market reality

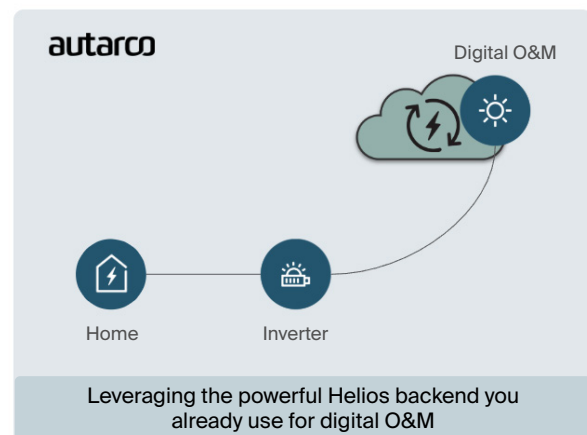
- + Energy value shifts every hour in dynamic tariffs
- + Solar production often peaks when prices are lowest
- + Consumption and high-price moments rarely align
- + Passive systems leave available revenue untapped

# From hardware-based control to software-defined energy

Cloud EMS removes the physical controller and moves system intelligence to a centralized platform.

## How the platform works

- + Inverter and meter data are processed in the cloud
- + Real-time market prices are continuously analysed
- + Control commands are sent automatically to the system
- + Optimization runs without local configuration



## What this changes for installers

- + No extra hardware to install or replace
- + Remote activation and commissioning
- + One standardized workflow for all projects
- + Instant feature deployment across the installed base

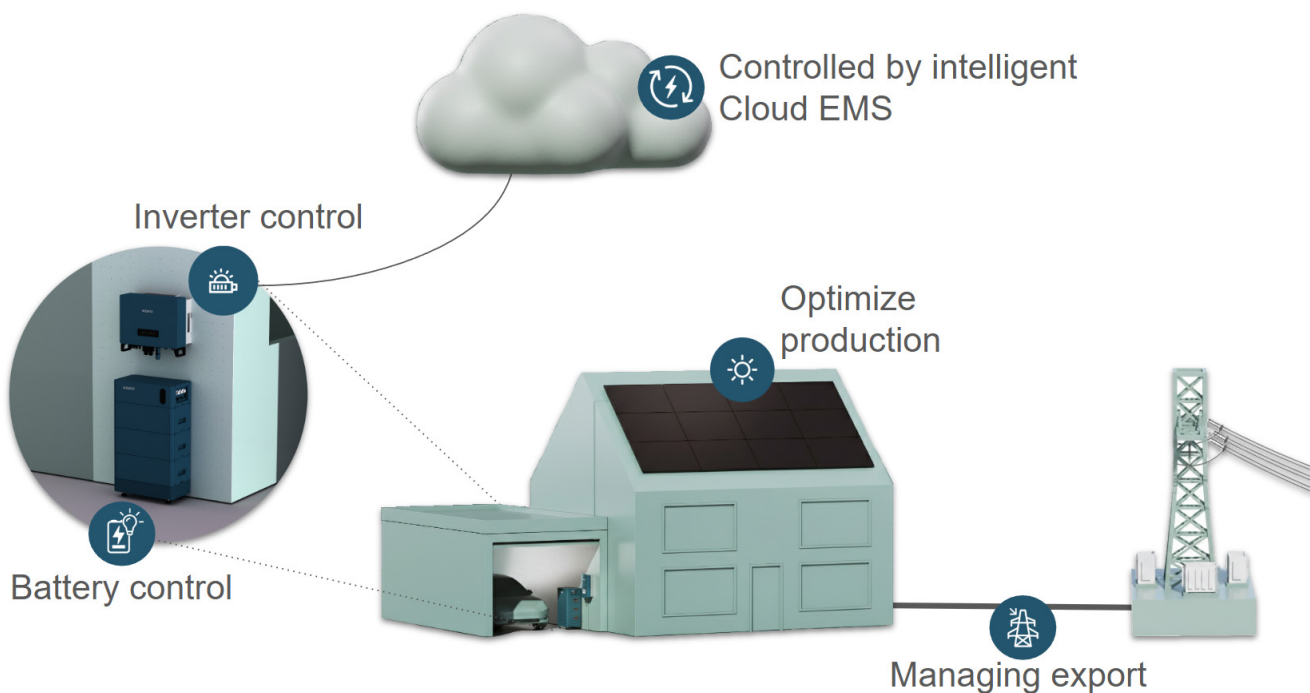
One platform, one workflow: Ready to activate across your entire installed base.

# Automated optimization across all energy flows

Cloud EMS continuously decides whether energy should be stored, used, exported or curtailed, based on real-time conditions.

## Core control functions

- + Negative Price Response
- + Smart battery charging and discharging
- + Export limitation during low-value periods
- + Self-consumption maximization



## Result

- + Every kWh is used at its highest financial value
- + System performance improves automatically over time

# Automated optimization across all energy flows

## Installation & Service

- + No EMS hardware handling or stock management
- + Reduced commissioning time
- + Fewer on-site configuration errors
- + Remote updates and feature activation

## Commercial growth

- + Strong differentiation without additional components
- + New value creation on existing systems
- + Platform for future energy services
- + Ready for dynamic tariff markets



Cloud EMS converts every completed installation into a continuously improving energy system.



## Financial outcome

- + Lower operational cost per project
- + Higher lifetime customer value
- + Standardized and repeatable installations

Activate advanced energy management remotely without additional hardware.