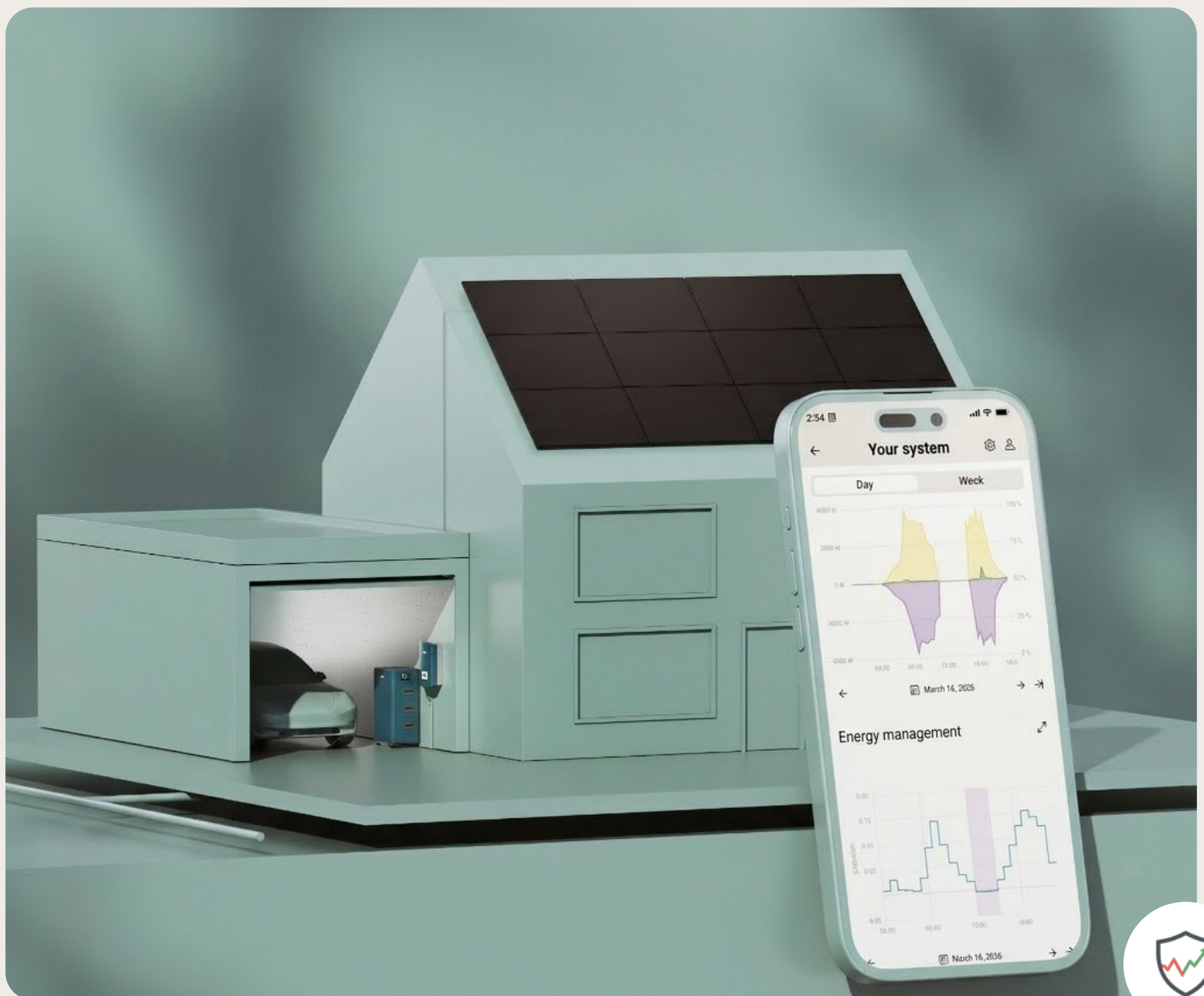




NPR: Stay profitable when energy prices turn negative

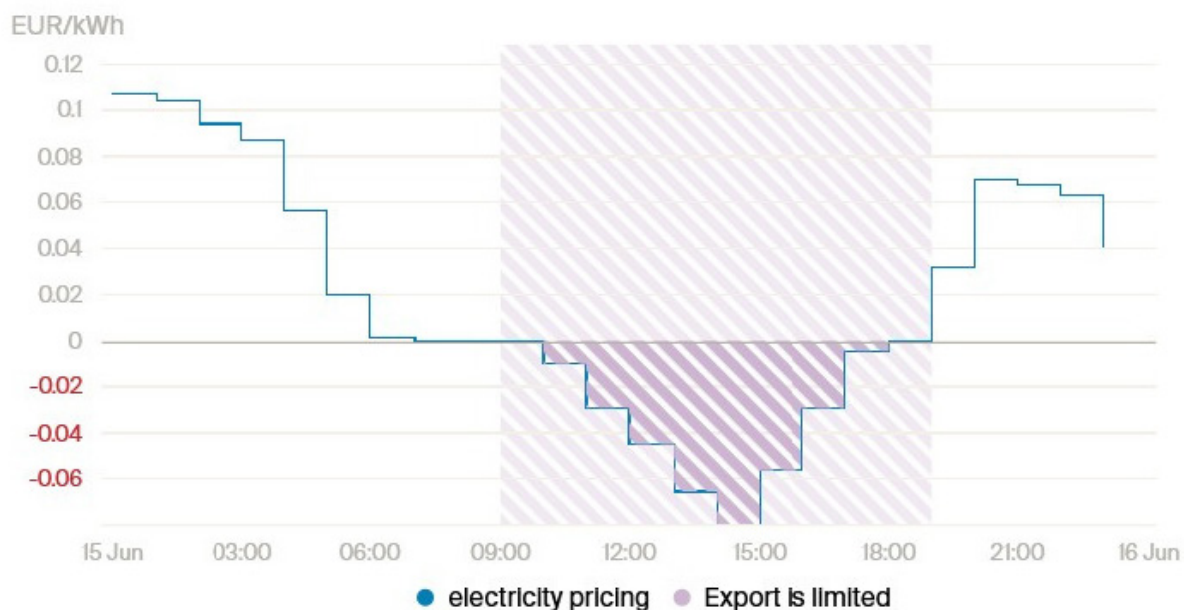
Negative Price Response with Autarco Cloud Energy Management



Negative electricity prices are a business risk

Energy markets are changing fast. High adoption of solar and wind leads to frequent periods of overproduction. During these moments, electricity prices can fall below zero. When prices are negative, exporting solar energy no longer creates value. It creates cost. For businesses and end-users with solar installations, this directly impacts returns and predictability.

Energy management



Business impact

- + Exported energy can generate penalties instead of revenue
- + Solar assets operate at a loss during negative pricing
- + Volatility makes financial planning harder
- + Manual intervention is unrealistic and unreliable

Cause → effect

- + Overproduction on the grid
- + Prices turn negative
- + Export becomes a cost instead of income

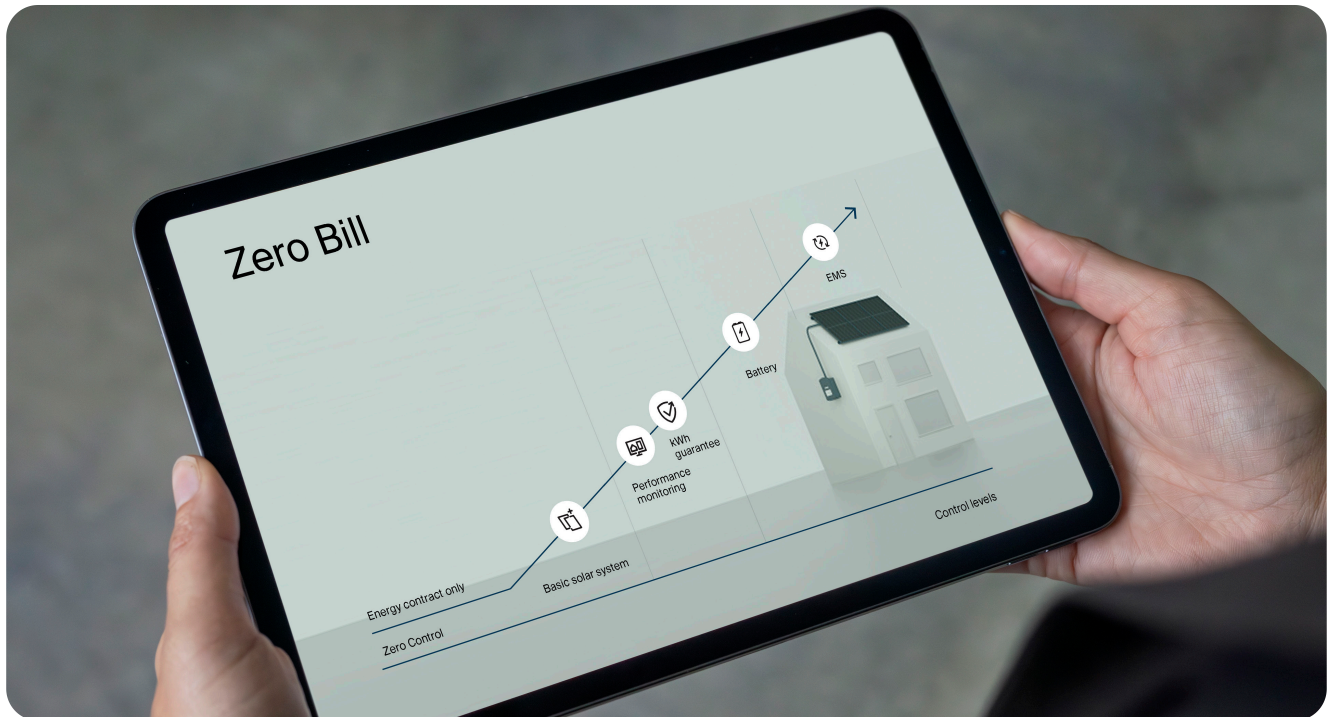
Without automated control, losses are unavoidable.

Automatic protection against loss-making export

- + Negative Price Response (NPR) is designed to protect solar investments when market conditions turn unfavorable.
- + It ensures that energy is only exported when it makes financial sense.

Core statement:

- + EMS is the next revolutionary step in energy systems.



What NPR does

- + Continuously monitors electricity market prices
- + Detects when prices drop below zero
- + Automatically limits solar export
- + Prevents feeding energy into the grid at a loss

Business logic

- + No export when it costs money
- + No dependency on manual switching
- + Immediate response to price signals

NPR turns market volatility into a controlled operational process.

Business value for dealers and end-users

For Dealers

Strong, clear value proposition

+

+

Direct link to financial outcomes

+

+

Reduces customer risk exposure

+

Easy to position in conversations about negative prices

Future-ready solution as volatility increases

For End-Users

Protect revenue from solar installations

+

+

Stabilize energy-related cash flow

+

+

Supports dynamic energy contracts

+

Avoid penalties during negative price periods

Operates automatically in the background

Can't wait to learn more? Get in contact with our sales colleagues via sales@autarco.com



Negative Price Response shifts solar from uncontrolled exposure to managed performance.