

# SOLAR ON EVERY VEHICLE



SONO MOTORS – SEPTEMBER 2022

Company Presentation

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OUR VISION

**A WORLD  
WITHOUT  
FOSSIL FUELS**

# Sono Motors' company highlights

## MISSION

### Solar on every vehicle

## SOLAR TECHNOLOGY

Surfaces consist of **proprietary lightweight solar technology** marketed for trucks, trailers, buses, RVs and more.

Several contracts and LOIs for commercialization; **first products shipped** to customers.

## SOLAR ELECTRIC VEHICLE (SEV)

Sono's first car, the Sion, is being developed as a **family SEV**, suitable for the **mass market** through **affordability** and **convenience**. **Asset-light** through outsourced production. **>20,000** pre-orders with down payments corresponding to an assumed total sales volume of **>€435m<sup>1</sup>**.

## SONO DIGITAL

The Sono app enables every **vehicle to be shared** among community members. Vehicle owners can **increase vehicle utilization and generate revenue via sharing**. In-built vehicle connectivity allows the **Sion to be controlled via app**.

## FINANCIAL PROFILE

**First revenues** from the commercialization of solar technology have already been recorded. **Asset-light manufacturing** strategy and only one variant. **Founder-led** company.

1) Based on the net price of €21.4k per vehicle underlying the first 16,000 reservations, a net price of €23.9k for all reservations up to 18,500 and a net price of €25.1k for all reservations thereafter. Assuming that all reservations result in sales. Reservations are cancellable and there is no guarantee that all reservations will actually be converted into orders or sales or that the Company will be able to generate net revenues from all reservations. As of September 1, 2022.

# Growth strategy in two building blocks

## Solar Business



**GENERATING REVENUE**

## Car Business



**>20,000 RESERVATIONS**



**THE SION**

Our First Solar Electric Vehicle

**SONO – THE SEV BRAND**

# The Sion – German engineering, practical design



Family-sized SEV for  
**€25,126** (\$25,136<sup>1</sup>) net.



~305 km (190 mi) traditional  
EV battery range<sup>2</sup>



**417 km (250 mi)**= 305 km +  
112 km (60 mi) total range  
enabled by solar technology<sup>3</sup>



**Integrated sharing**



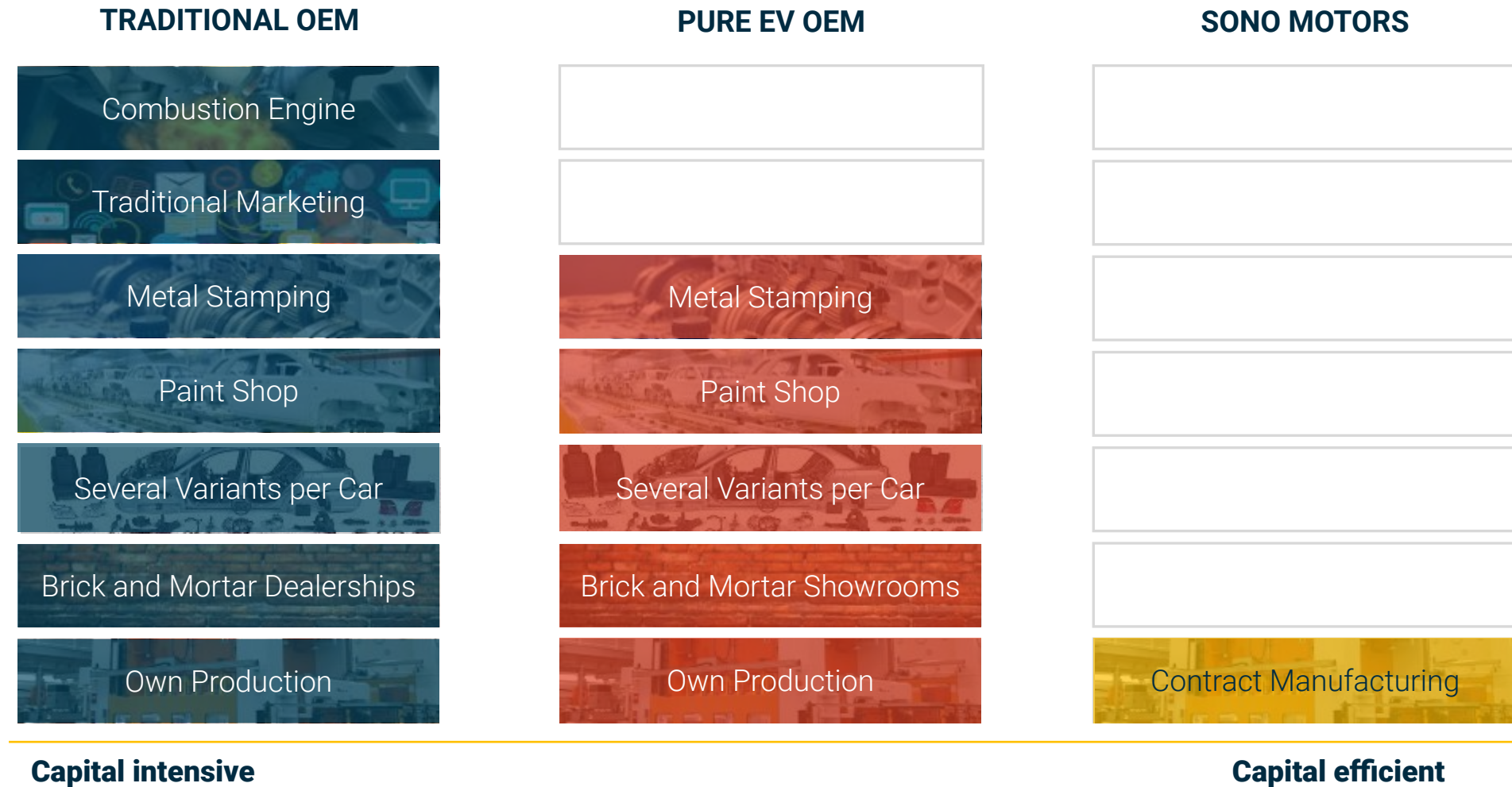
**Bidirectional charging**



**>20,000**  
**cars reserved,**  
equal to an  
assumed total sales  
volume of **>**  
**€435m<sup>4</sup>**

1) ECB EUR / USD FX of September 01 2022 of 1.0004, 2) Based on expected Worldwide harmonized Light vehicles Test Procedure (WLTP) value. 3) 112 km (60 mi) on average per week, based on calculations and measurements in 18 EU cities with highest population density and certain assumptions concerning energy efficiency of the Sion. Distance may vary based on location and weather conditions. 4) Based on the net price of €21.4k per vehicle underlying the first 16,000 reservations, a net price of €23.9k for all reservations up to 18,500 and a net price of €25.1k for all reservations thereafter. Assuming that all reservations result in sales. As of September 1, 2022. Reservations are cancellable and there is no guarantee that all reservations will actually be converted into orders or sales or that the Company will be able to generate net revenues from all reservations.

# Sono's capital efficient business model makes the Sion affordable



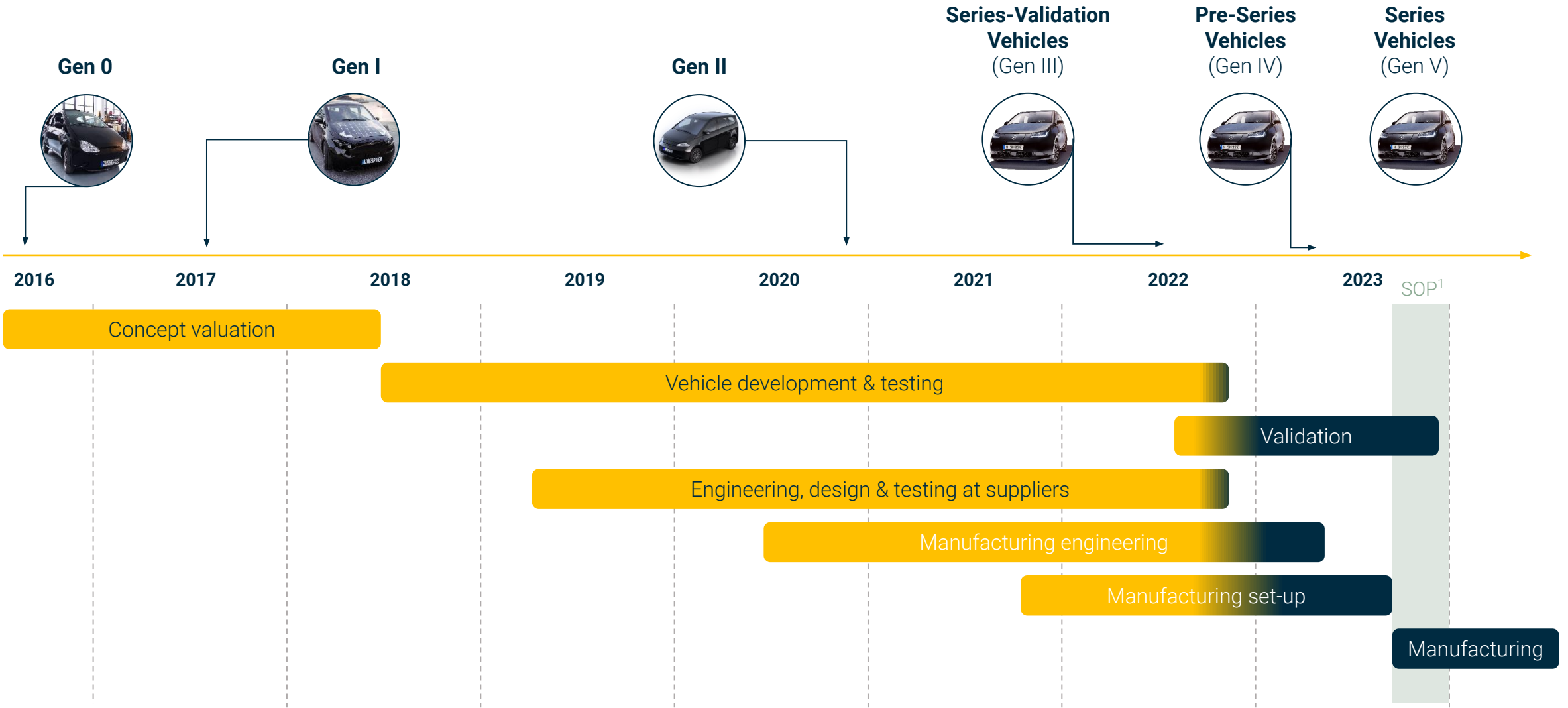


ENGINEERED IN GERMANY, BUILT IN FINLAND

# Asset light – world class contract manufacturing strategy



# Next step: building the series vehicles



1) SOP: Expected Start of Production

# Vertically integrated solar technology

## SOLAR BODY PANEL



Body integrated PV  
**light, robust and  
cost-efficient**

## HARDWARE INTEGRATION



Ensuring **high automotive  
standard and functionality**

## POWER ELECTRONICS



Specialized solar electronics  
**providing CAN  
communication**

## SOFTWARE



**Live energy data** and  
optimization of energy yields

**Contract revenues**  
for hardware components

NOW

**Service revenues**  
from engineering

NOW

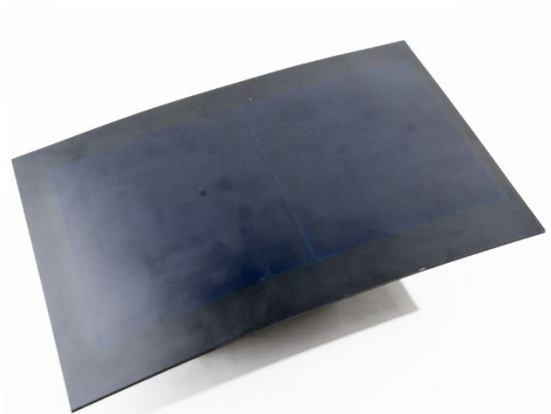
**Royalties**  
from patent licensing

FUTURE

# Our core technology is a patented solar assembly

## SONO MOTORS' BASE PRODUCT

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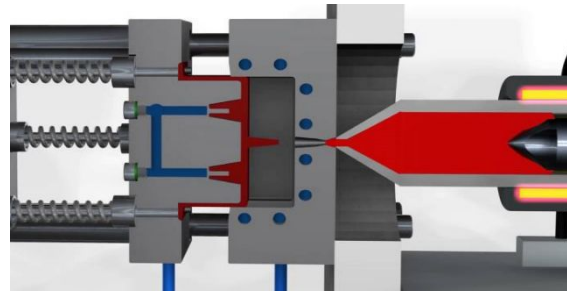


Special pre-assembly of the solar cells to protect them from high-temperature and high-pressure processes



## INJECTION MOLDING

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Adapted injection molding process to allow solar integration



## FINAL PRODUCT

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Seamless integration of solar cells into body panels



**SONO SOLAR**  
Solar Technology & Licensing

# Continuous high growth shows massive potential



1) 7 LOIs 2) 12 non-binding LOIs and 10 purchase orders from customers 3) 13 non-binding LOIs and 13 purchase orders / contracts signed and/or products delivered 4) As of September 8, 2022

# Solar revenue based on two pillars

Retrofit "Bus Kit"	Series Integration
	
<b>REVENUE GENERATING</b>	

## SONO SOLAR BUS KIT

# Solar Bus Kit: scale-up phase successfully entered

- **Several bus solutions have been delivered** and are in daily usage
- Potential **payback time of ~3-4 years**, and savings of up to **1,500 liters** of diesel, and up to 4 tonnes of CO<sub>2</sub> per bus per year
- Ready for the most common 12-meter bus types (Mercedes-Benz Citaro, MAN Lion City)





**SONO SOLAR**

# Scalability: new partner for solar retrofit installation

- Sono Motors signed Letter of Intent with **ÖPNV-Service Hagen**
- The new partner is expected to provide **installation, servicing and logistics services across Europe for the Solar Bus Kit**, ensuring the product's scaling potential
- ~ **15 years of experience** as a service provider, performing **4,000** modernizations of commercial vehicles annually<sup>1</sup>



ÖPNVSERVICE



1) ÖPNV-Service Hagen website

# Our proprietary solar technology unlocks massive value creation

## ADVANCED TECHNOLOGY

- Adaptable to **various shapes**
- Superior **light-weight** materials and **high safety**
- Provide **high energy density**
- **Cost efficient** and ready for **mass production**

## EASY SYSTEM INTEGRATION

- **One-stop shop** solution for various use cases
- Proprietary **hardware expertise** for mission-critical components
- Specialized **power electronics**
- Proprietary **software expertise** for easy system integration

## IN-HOUSE R&D

- Renowned team of **industry shaping experts**
- **Combination of solar & automotive experts** working on an integrated solution
- Dedicated in-house R&D solar center

## STRONG IP

- **4 patents granted & 25 filed**
- **Further patents** in the pipeline / to be filed in 2022
- **26 trademarks** registered



oljo 2018  
preisträger deutscher mobilitätspreis

 FUTURE 50



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