



Press kit

ElectroFleet GmbH
www.electrofleet.com

Press contact

Karin van Soest

Head of Communications & PR

Phone +49 1722524845

E-mail: presse@electrofleet.com

DATA & FACTS

Year of foundation: 2021

Management: Mark Hellmann Regouby (Founder/CEO)
Jürgen Brink (CFO)
Niklas Schwichtenberg (Chief of Staff)
Gerrit Uffmann (Head of Engineering)

Shareholder Mark Hellmann Regouby

Advisory Board DDr. Karl Gollegger (Chairman) Jürgen Mayerhofer
Prof. Dr. Felix Osterheider

Business areas: The ElectroFleet Group acts as a general contractor and develops customized photovoltaic systems, battery storage systems and medium-voltage transformers for medium-sized customers. Whether on the roofs of halls on site or as ground-mounted systems, the systems remain the property of the ElectroFleet Group.

Employees: An interdisciplinary team is currently being set up. Current number of employees: 9

corporate philosophy: We support medium-sized companies in their transition to a sustainable and CO2-free energy supply without capital investment and at fixed prices agreed over the long term, in order to create a future worth living for generations to come.

Locations of the plants: **Customers:**

- Weller Group (with up to 34 locations) is currently being implemented. Electricity will be supplied from 01.01.24
- Further customer projects are under negotiation

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Karin van Soest
Mobile: 0172- 2524 845
E-mail: presse@electrofleet.com

PROFILES OF THE MANAGEMENT



Mark Hellmann Regouby
Founder / CEO

Mark Hellmann Regouby is the founder and CEO of ElectroFleet. He has extensive experience in business development and management of various international companies. Mark is a patented inventor, Entrepreneur and manager focused on solving big problems with breakthrough technologies. Having driven innovation at brands such as BASF, Bertelsmann, Philips, USA Olympics, Hasbro, NewsCorp and Microsoft, Mark is now focused on helping German companies solve climate and economic challenges in the transition to a zero-carbon energy supply.

As founder and Managing Director of ElectroFleet GmbH, based in Osnabrück, Lower Saxony, he is passionately committed to the energy transition in the German SME sector. ElectroFleet offers its customers a long-term, predictable energy supply with electricity from 100% renewable energy sources.

In previous professional positions, he was Executive Vice President, Asia Pacific, at LHD Group GmbH in Hong Kong. Here he played a key role in the design and implementation of a turnaround plan for the Asia Pacific region. Prior to that, he was Senior Vice President of Integrated Marketing at Winnercomm, Inc. and Director of Business Development at Digimarc, Inc. where he was responsible for the development and implementation of business strategies.

PROFILES OF THE MANAGEMENT



Jürgen Brink
Chief Financial Officer (CFO)

Jürgen Brink is Chief Financial Officer of ElectroFleet GmbH and is responsible for Finance / Legal / Human Resources / IT within the company.

Since 2020, Mr. Brink has been the managing partner of NANOO GmbH, a high-tech company based in Mönchengladbach, which is revolutionizing the way we heat with its innovative and particularly energy-efficient infrared heating technology.

From 2015 to 2022, Mr. Brink was Managing Director of CAMPTON Diagnostics GmbH, a biotech company that developed and marketed complete analysis systems for point-of-care diagnostics, i.e. for on-site patient examinations.

Since 2006, Mr. Brink has been the managing partner of the business consultancy *brink.corporate development GmbH*, which specializes in "corporate strategy, company acquisitions and sales (M&A) as well as financing with equity and debt capital".

Previously, Mr. Brink was responsible for projects in the areas of "acquisition and project financing, M&A transactions and IPO consulting" as a project manager at various banks and an international auditing firm for many years before he was able to develop an investment portfolio of approx. 500 companies worldwide as Director of Corporate Development/M&A for one of the larger German family-owned companies.

PROFILES OF THE MANAGEMENT



Niklas Schwichtenberg
Chief of Staff

As Chief of Staff, Niklas Schwichtenberg has been the key link between the management and the operational team since the company was founded. He acts as a sparring partner for the company management and maintains the company's diverse relationships

to customers, partners and public stakeholders.

Before joining ElectroFleet as the first employee, Mr. Schwichtenberg worked for a year as Business Development Manager at JASLin Family Office. Prior to that, he was Head of New Accounts and Director Corporate Networking at the IT company pco GmbH & Co KG, where he was responsible for establishing new (digital) sales processes. In addition to his expertise in the corporate sector, Mr. Schwichtenberg also advises several well-known companies on organizational development issues and acts as a freelance project manager for the Aloys & Brigitte Coppenrath Foundation.

Mr. Schwichtenberg is a business lawyer, certified organizational developer and trained coach.

PROFILES OF THE MANAGEMENT



Gerrit Uffmann
Head of Engineering

Gerrit Uffmann is Head of Engineering at ElectroFleet and plays a key role in the technical development and implementation of innovative solutions in the field of renewable energies.

Prior to his current position at ElectroFleet, Gerrit Uffmann worked for over 20 years in various functions and most recently as overall project manager at FRIMO GmbH, a leading manufacturer of tool and system technology for the automotive industry. In this role, he successfully managed major international projects across multiple locations and led teams of sub-project managers. He has in-depth experience in project management, which he demonstrated as head of the projects department and as the central staff unit for project management.

was able to prove himself. During his time at FRIMO GmbH, Mr. Uffmann worked directly for a major German car manufacturer as a project manager, establishing himself as a competent expert.

Mr. Uffmann also worked for a Honeywell Group company as a project engineer in the areas of corporate development and technology transfer. With a degree in engineering (FH) in the dual course of studies in production technology at the Osnabrück University of Applied Sciences as well as extensive training in tool mechanics and work studies, Gerrit Uffmann has an extensive technical foundation.

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BRIEF PROFILE

About ElectroFleet

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COMPANY PROFILE

Rethinking sustainability: Innovative energy solutions without capital investment

ElectroFleet is an energy supply company and supplies medium-sized customers with self-generated electricity exclusively from renewable energies (wind and solar power) without any capital investment by the customer. ElectroFleet supports its customers in optimizing their energy supply and costs on the basis of long-term guaranteed fixed prices and at the same time realizing the transition to a CO₂-free energy supply.

Customers benefit from contractually fixed prices per kWh of energy consumed with contract terms of at least 10 years for planning security with regard to energy costs. They receive a fail-safe energy supply in summer and winter, around the clock, 365 days a year.

The ElectroFleet Group develops, plans, builds and operates customized photovoltaic systems, battery storage systems and medium-voltage transformers as a general contractor for its medium-sized customers. The photovoltaic systems and battery storage systems are installed directly on the customer's roofs or as ground-mounted systems. The systems are owned by the ElectroFleet Group.

As a pioneer in the field of energy supply with renewable energies, we combine the systems we install with innovative storage technology and comprehensive energy management to create a virtual power plant. We thus offer an end-to-end energy solution from a single source.

ElectroFleet operates this virtual power plant, "ElectroFleet", according to the motto "One for all - all for one". The virtual power plant connects customers to form a unique community that produces, stores, distributes and consumes electricity from renewable energies. ElectroFleet makes surplus energy available both to its own customers and to the energy markets.

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COMPANY PROFILE

Services

1. **High-performance solar systems:** We design and install customized photovoltaic systems that use solar energy to produce efficient and clean electricity.
2. **Innovative battery storage:** Our advanced battery storage systems enable us to temporarily store surplus energy and use it specifically to supply our customers with energy at times of high demand (so-called "peak shaving and time shifting").
3. **Intelligent energy management:** By using state-of-the-art software, we optimize the use of the energy generated and thus contribute to cost savings and greater energy efficiency.
4. **ElectroFleet - our virtual power plant:** We connect our customers' sites to form a virtual power plant (VPP, consisting of solar plants, wind turbines and battery storage systems) across Germany for maximum security of energy supply. This gives medium-sized companies access to the latest developments in the field of renewable energies as well as to our broad expertise in energy generation, storage and trading throughout Germany. The symbol of this network is our logo, the Sigma Σ , which stands for "the sum of all parts". The value of all German companies working together is greater than the sum of our parts.
5. **E-mobility:** We support companies in coping with the exponential energy demand resulting from the expansion of electromobility by seamlessly integrating charging infrastructure and e-vehicles into energy management.
6. **Electrification of heat:** Only 20% of energy is currently consumed by electricity. As companies switch their heat sources from fossil fuels to electricity, the demand for electricity will increase exponentially. We are over-dimensioning our capacities so that every customer site is equipped for this change.

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Press release

ElectroFleet: Innovative energy solutions for SMEs

Osnabrück-based energy supplier drives energy transition in SMEs: solar energy, battery storage and network upgrades without capital investment

Osnabrück, November 07, 2023 - ElectroFleet, a cleantech energy provider, now offers innovative solutions for the energy transition in SMEs. For companies that have an increased need due to the growing share of electric cars and the electrification of heating systems, ElectroFleet provides the capital, equipment and knowledge to upgrade their infrastructure.

Building Grid 2.0: Rethinking electricity supply for a sustainable future Mark Hellmann Regouby, founder and CEO of ElectroFleet, explains: "Our mission at ElectroFleet is to use our virtual power plant to create a strong community of German companies working together to drive forward the energy transition. We offer sustainable energy solutions that enable companies to generate electricity from renewable sources - without having to invest their own capital."

ElectroFleet focuses on offering medium-sized companies a long-term, predictable energy supply. Customers benefit from contractually fixed prices per kWh of energy consumed over contract periods of at least 10 years. This creates planning security with regard to energy costs.

The company will celebrate the official launch at its first customer, the Weller Group in Osnabrück, on November 7, 2023. The event, which will be held under the motto "Solar@Night", promises to be an inspiring introduction to the world of ElectroFleet.

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The company was founded in 2021 by Mark Hellmann Regouby and currently employs 10 people. ElectroFleet has secured long-term financing from the entrepreneur himself and a renowned family office.

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Press release

WELLERGRUPPE agrees 20-year fixed electricity price with ElectroFleet

ElectroFleet and WELLERGRUPPE conclude agreement on the supply of renewable energies from 01.01.2024 at a fixed price

Installation of 9 MWp of solar power and 80 MWh of storage capacity at WELLERGRUPPE sites without own investment in the systems.

Osnabrück, November 8, 2023 - WELLERGRUPPE, one of the largest car dealership groups in Germany, is taking a consistent step towards a sustainable energy supply in collaboration with ElectroFleet, a cleantech company and provider of renewable energies. From January 1, 2024, the company will obtain all of its electricity requirements from renewable sources.

ElectroFleet will equip the WELLERGRUPPE sites with PV systems, battery storage systems and transformers and supply the self-generated electricity to the WELLERGRUPPE at a fixed price. The combined area of the PV systems alone is equivalent to around 45 tennis courts. The contract has a term of 20 years.

"Our goal is to help medium-sized companies control their costs and decarbonize their energy supply at the same time," emphasized Mark Hellmann Regouby, CEO of ElectroFleet.

"Together, WELLERGRUPPE and ElectroFleet are creating the conditions for implementing the energy transition: 20 years of fixed prices, tenfold grid connection, 100% renewable supply."

"Our decision to work with ElectroFleet was a logical step in our sustainability strategy. Our goal is to work as climate-neutrally as possible. Through our partnership with ElectroFleet, we will save 3,582.34 tons of CO₂ per year in the final stage! We are proud to be part of this forward-looking initiative and to make an active contribution to the energy transition," says Burkhard Weller, shareholder and CEO of the WELLERGRUPPE.

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Jörg Hübener, Financial Managing Director of WELLERGRUPPE, added: "This partnership paves the way for us to make a rapid transition to the sale of electric vehicles. We are excited about the positive effects that will result from this collaboration."

ElectroFleet has set up a virtual power plant (VPP) to intelligently manage electricity generation, consumption, storage and trading. With this collaboration, ElectroFleet and WELLERGRUPPE are demonstrating their commitment to the energy transition and reaffirming their position as pioneers in sustainable energy solutions.

Focus on sustainability and climate protection

Investments in PV systems, battery storage, transformers and inverters from ElectroFleet enable German companies to fully decarbonize their year-round energy supply while controlling their energy costs.

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About the WELLERGRUPPE

The WELLERGRUPPE is one of the largest car dealership groups in Germany and is characterized by an impressive history of development. The group includes the AUTOWELLER and B&K car dealership groups. The headquarters of the WELLERGRUPPE is located in Berlin and houses the central staff departments.

AUTOWELLER is the largest Toyota and Lexus dealership group in Germany with a total of 10 locations. Founded in 1979 by Burkhard Weller in Osnabrück, AUTOWELLER is an important part of the WELLER GROUP.

With over 50,000 customers and 24 locations, B&K is the largest German authorized dealer for BMW and MINI. B&K stands for enthusiastic customer service and committed employees.

The WELLER GROUP also sells the "SEAT/Cupra" brand at two locations and the "MG" brand at three locations.

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Press release

ElectroFleet expands strategic expertise with Advisory Board

Osnabrück, 04.12.23 –ElectroFleet, a cleantech company and provider of renewable energies, announces the appointment of an interdisciplinary advisory board consisting of experienced experts from the business and energy sectors. This board will advise and support the company on strategic issues with immediate effect.

DDr. Karl Gollegger, a recognized leader in the energy sector throughout Europe with over 20 years of management experience at renowned energy companies such as VERBUND, has taken over as Chairman of the Advisory Board. "It's exciting to see how the next generation of decentralized utilities is helping to define the future of clean energy. ElectroFleet's solutions with the use of a virtual power plant (VPP) literally form the "power grid 2.0" and offer ElectroFleet's customers an extremely flexible solution," says Gollegger.

He will be joined by Prof. Dr. Felix Osterheider, Chairman of the Board of the Aloys and Brigitte Coppenrath Foundation, who is also a member of the Supervisory Board of Thyssen Krupp Steel Europe AG and worked in the energy industry. He has extensive expertise in corporate communications, management consulting as well as a university lecturer. Felix Osterheider adds: "German companies urgently need relief from unpredictable energy costs. I am happy to support ElectroFleet in offering a secure energy supply and protection against price fluctuations to help German companies cope with their growing energy needs."

Our advisory board member from the energy trading sector is Jürgen Mayerhofer, a recognized expert in the energy industry and CEO and co-founder of enspired, the leading provider of AI-based services in energy trading. Mayerhofer is convinced: "The rapid growth of wind and solar energy means more and more intermittent power generation, which leads to increased volatility and uncertainty. I welcome ElectroFleet's initiative to accelerate the adoption of behind-the-meter battery solutions to provide more stability to their customers."

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Mark Hellmann Regouby, CEO and founder of ElectroFleet is delighted with the newly established advisory board: "The expertise of Karl Gollegger, Felix Osterheider and Jürgen Mayerhofer will play a crucial role in the future development of ElectroFleet. Their extensive expertise and impressive experience perfectly complement our vision for sustainable energy solutions. We are delighted to have them join the Advisory Board and are confident that their insights and strategic contributions will significantly influence the development of ElectroFleet."

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Pressemitteilung

ElectroFleet and Energiekoppler agree on strategic partnership to build a virtual power plant

ElectroFleet builds and operates virtual power plant based on Energiekoppler software.

Osnabrück, 14.12.2023 - ElectroFleet, a leading cleantech company for renewable energies, and Energiekoppler, an innovative software company for energy management solutions, have signed a strategic partnership for the provision, further development and operation of an ElectroFleet virtual power plant.

This framework agreement marks the start of a strong strategic partnership between ElectroFleet and Energiekoppler. It covers the joint development, implementation and continuous further development of the virtual power plant, which enables the integration and control of decentralized energy systems such as battery storage, photovoltaic systems and other renewable energy sources via Energiekoppler's Flexibility Plant software. The virtual power plant will form the core of ElectroFleet's services for the decarbonization of German SMEs.

Mark Hellmann Regouby, founder and CEO of ElectroFleet, expressed his excitement about the signing of the framework agreement: "This strategic partnership with Energiekoppler marks a milestone in our journey to establish breakthrough technologies for renewable energy and virtual power plants. Energiekoppler's software solutions will form the basis for our Germany-wide virtual power plant infrastructure, which will enable our customers in the SME sector to decarbonize their energy supply with a long-term fixed price."

Jens Werner, founder and Managing Director of Energiekoppler, is delighted about the collaboration: "We are very pleased about the partnership with ElectroFleet. Our aim is to jointly drive forward the energy transition with our technological expertise and the provision of the flexibility plant. The framework agreement with ElectroFleet enables us to further develop our innovative virtual power plant and deploy it on a broader scale."

The collaboration between ElectroFleet and Energiekoppler represents a significant step towards jointly developing and driving forward pioneering solutions in the energy sector. Both companies are determined to support the energy transition with innovative technologies and services.

Pressemitteilung

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About DieEnergiekoppler GmbH

DieEnergiekoppler GmbH is a software-as-a-service company that offers an innovative technology for the optimal control of decentralized energy systems in conjunction with renewable energy systems. The company is a spin-off from two renowned institutes at Dresden University of Technology, the Institute for Electrical Power Supply and High Voltage Technology and the Institute for Building Energy Technology.

Energiekoppler GmbH is particularly concerned with the challenges of conventional networking technologies, especially virtual power plants, and focuses on increasing the economic efficiency of the integration of smaller energy systems.

Its innovative technology, the "Flexibility Plant", opens up new perspectives for virtual power plants by enabling the economical and application-oriented integration of fuel cells, heat pumps, photovoltaic systems and storage technologies for the first time. This ensures a balanced, secure supply of electricity and heat in independent regional energy communities, including consideration of the area of electromobility.

The highly automated and technology-open flexibility plants offer energy suppliers, municipal utilities, energy communities, marketers and plant operators the opportunity not only to monitor plants, but also to actively control them in a fully automated manner for regional energy balancing or exchange price-optimized for additional revenue potential in energy trading with unlimited plant size.

The team started in 2018 with the BMWi's EXIST research transfer funding and was placed as one of nine start-ups in the SpinLab Accelerator program in autumn 2019. In November 2021, Energiekoppler closed its first round of financing from LEAG and Technologiegründerfonds Sachsen (TGFS). In November 2023, the company successfully closed a Series A financing round with the participation of LEAG, TGFS and ElectroFleet.

Pressemitteilung

Further information can be found at www.dieenergiekoppler.com.

Press contact DieEnergiekoppler GmbH

Irina Weis

CEO, Co-Founder

Mobile: +49 151 62674892

E-Mail: irina.weis@energiekoppler.com



Press release

DieEnergiekoppler GmbH concludes Series A financing

ElectroFleet on board as an additional strategic investor

Financing round secures further expansion and development of Energiekoppler's sales activities.

Dresden, 9th January 2023 - Energiekoppler GmbH, an innovative software company for energy management solutions and a spin-off from two renowned institutes - the Institute for Electrical Power Supply and High Voltage Technology and the Institute for Building Energy Technology - at Dresden University of Technology, has successfully completed a Series A financing round. In the course of this round, the Osnabrück-based cleantech company ElectroFleet has joined as an additional strategic investor alongside the existing investors LEAG and TGFS - Technologiegründerfonds Sachsen. The financing round secures the further development of Energiekoppler's products and expansion of its sales activities.

Jens Werner, founder and CEO of DieEnergiekoppler, on the financing round: "This financing round is an important milestone for the further expansion of our company. This investment enables us to further develop our products in line with market requirements, to expand our team and to broaden and sustainably develop our business overall. We will now strengthen our team in a targeted manner, particularly in product development and sales. In addition, investments will be made in sales and marketing to further expand our presence and reach. However, we are particularly pleased that ElectroFleet has joined us as a strategic investor. This investment strengthens the existing strategic product partnership between Energiekoppler and ElectroFleet and underlines the joint commitment to innovative energy technologies in the energy sector."

Mark Hellmann Regouby, founder and CEO of ElectroFleet, comments on his company's investment: "We are honored to join the other shareholders to support the continued development of Energiekoppler. The founders and team are doing amazing work, and we are happy to take this next step in our long-term strategy to enable the decarbonization of mid-sized companies in Germany. This is our first investment out of our Venture fund, ElectroFleet Ventures GmbH, which supports technologies and teams essential to us achieving our mission of solving energy problems of German mid-sized companies."

Robert Klimpke, Head of Innovation at LEAG, said: "We are proud to deepen our existing partnership with Energiekoppler through this financing round and look forward to working with ElectroFleet as a shareholder. With the closing of this financing round, we once again underline our ongoing commitment to pioneering innovation in the energy sector."

Martin Liebsch, Group Head Digital Tech / Authorized Representative, Start-Up Investments at TGFS, adds: "We have been supporting DieEnergiekoppler GmbH for several years and are convinced that the current financing round will take the company's further growth to a new



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level. The strategic investment by ElectroFleet demonstrates our confidence in the company's technological development and business model. This partnership strengthens our long-standing support for innovative start-ups in the energy sector and confirms our commitment to pioneering technologies."

The collaboration between the three investors and Energiekoppler represents a pioneering synergy to further develop innovative energy solutions and virtual power plants and to make the energy sector sustainable.

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Further information can be found at www.dieenergiekoppler.com.

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CEO, Co-Founder

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About LEAG

LEAG, based in Cottbus, is the joint brand of Lausitz Energie Bergbau AG and Lausitz Energie Kraftwerke AG. LEAG covers almost 10% of the German electricity supply and is thus the second largest German electricity supplier with 7,000 employees.

LEAG's corporate development envisages the development of renewable power generation of up to 7 gigawatts by 2030 and up to 14 gigawatts by 2040. With the transformation of the energy landscape in the Lusatian mining district, LEAG is not only developing Lusatia into a decarbonized model region, but is also creating a green electricity supply with unique 24/7 secured quality (green base load).

In order to make green electricity reliably available, LEAG is investing in the expansion of industrial-scale electricity storage facilities with a capacity of up to 3 GW by 2040. In addition, flexible gas and hydrogen power plants with a capacity of up to 4.5 GW by 2040 and up to two gigawatts of hydrogen electrolysis are to be built at all LEAG power plant sites.

Press contact LEAG

Thoralf Schirmer

Press spokesman Lusatia office

Phone: +49 355 2887 3067

E-mail: thoralf.schirmer@leag.de

About the TGFS Technologiegründerfonds Sachsen

The TGFS Technologiegründerfonds Sachsen provides technology-oriented founders with equity capital for the seed and start-up phase. The fund was first set up in 2008 by the Free State of Saxony (including ERDF funds) and Saxon financial institutions and has since supported over 100 start-ups. The TGFS entered its third fund generation in 2023. The TGFS focuses on young, innovative, technology-oriented companies in the ITC,



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semiconductor and microsystems technology, medical technology, life sciences, environmental and energy technology and new media sectors that are based or have their place of business in Saxony.

Press contact TGFS Technologiegründerfonds Sachsen

Martin Liebsch

Gruppenleiter Digital Tech / Prokurist

Start-Up Investments

Telefon: +49 151 53429850

E-Mail: martin.liebsch@mbg-sachsen.de