

# SUNLIGHT

P O W E R I S K N O W L E D G E

September 2022

# Contents



Who we are



What we do



ESS



# Who we are



A global technology company, and manufacturer of industrial and advanced Energy Storage Systems



30+ years experience  
in the battery market



Presence in  
115+ countries



>1,700  
employees



3 battery technologies



6 manufacturing  
plants



3 R&D hubs



# Our People

# RiSE

RESEARCH INNOVATE SCALE EVOLVE

## R&D Headcount

100+



Research



Development



Engineering



New Technologies



Certification



- Strong Li-Ion R&D team developing key products for ESS & Off-road mobility
- A dynamic organization with an international team of experts
- Growing every year with the right talent to support our transition to a global leader



**Nikos Tsiouvaras**  
CTO



**Carlo Novarese**  
Director of Li-Ion Cell Engineering



**Sotiris Raptis**  
Li-Ion Cell Manufacturing Manager



**Dimitri Ottaviano**  
Director of Engineering and Product Development



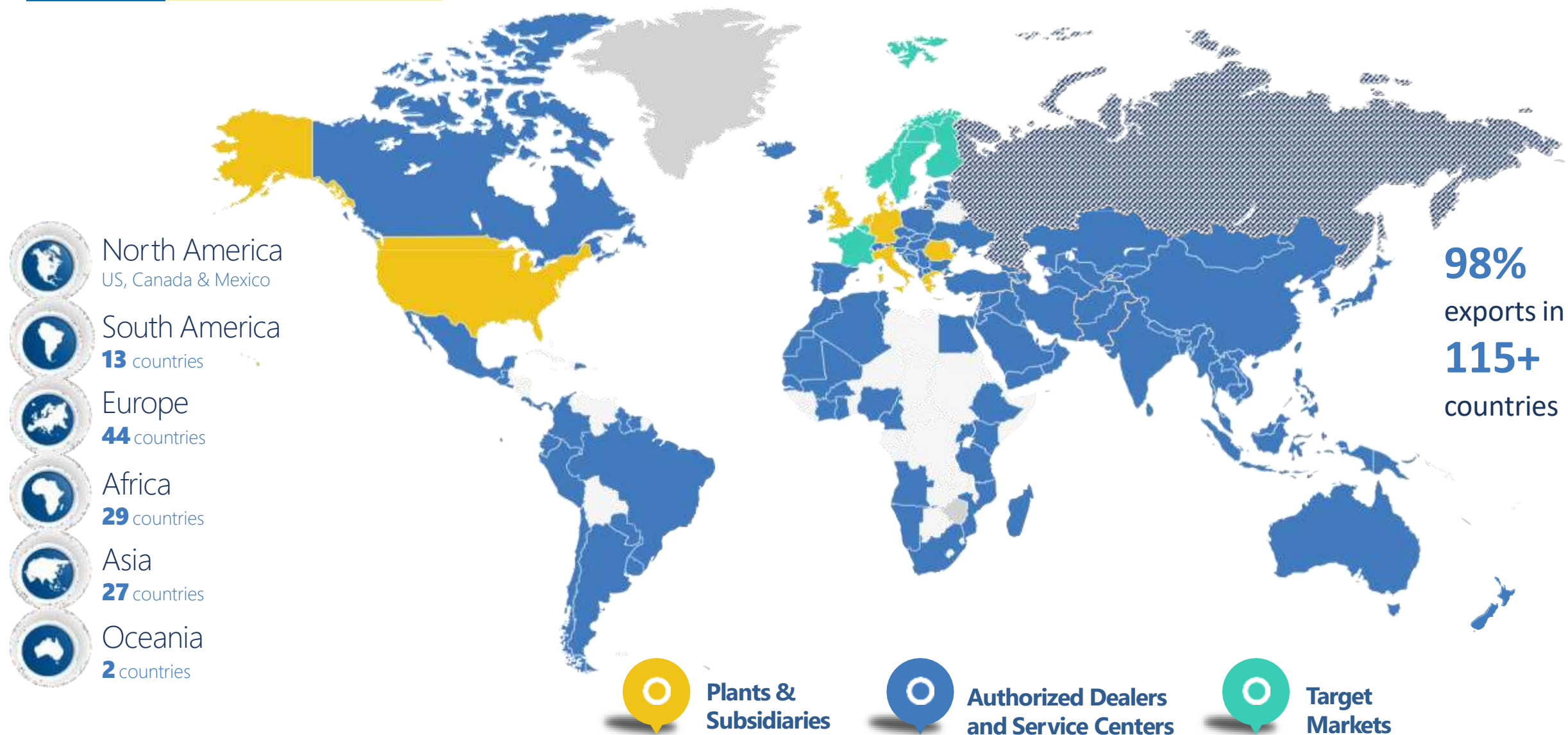
**Evangelos Galinas**  
Head of ESS Products



**Yves Le Vourch**  
BMS Team Leader



# Growing our presence to serve the world



# Our plants and subsidiaries





# What we do



# Our industries

70% of Sunlight's revenue derives from off-road industrial applications



# Our Portfolio

A robust product portfolio across technologies, positioned to meet industry's current and future needs

## INDUSTRIAL MOBILITY



## LEISURE MOBILITY



## ENERGY STORAGE SYSTEMS



## RES SOPzS



## RES SOPzV



# ESS



# Market Trend | Significant Growth is expected across ESS applications

ESS markets are expected to continue a steep **~20% p.a. growth** trajectory in the next decade, with similar growth levels across all end markets and applications

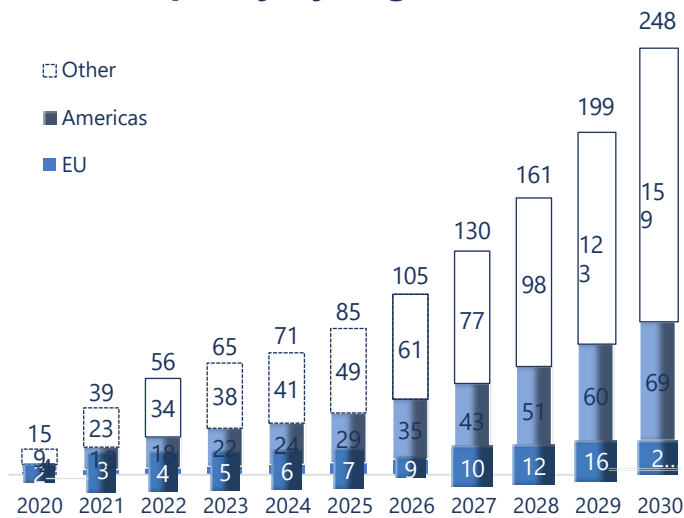
**Grid** applications are expected to make up the **~70%** majority of volumes in the target EU and US markets, while **C&I** contributes **~10%** of total volumes

**Scale is critical** to ensure a **low-cost position** with the aim for Sunlight to capture a **competitive cost level** for the packaging business

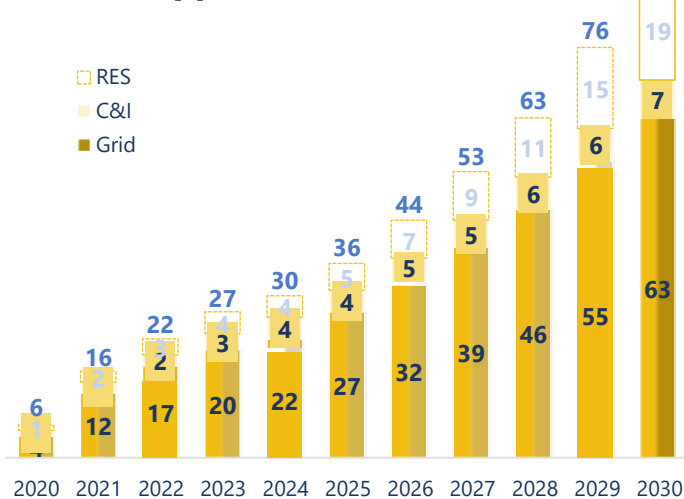
Sunlight is positioned to enter the ESS market by **BOY 2024** as markets continue their rapid growth

Sunlight has a big opportunity to take market share if **we** could bring a **competitive and innovative product offering and price point to the market**

Global Capacity by Region



EU and Americas Capacity by Application

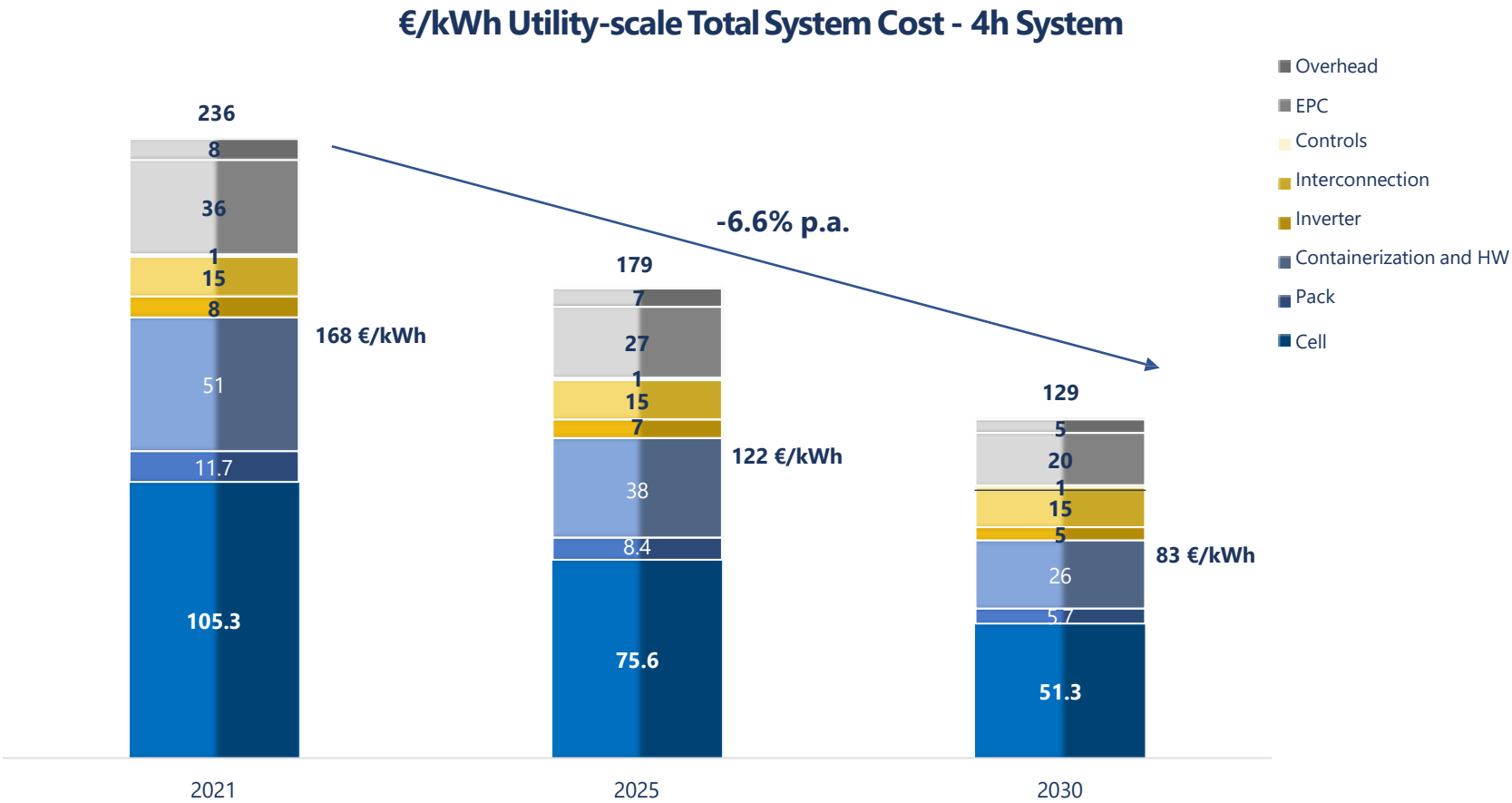


Source: Wood Mackenzie Global energy storage outlook H1 2021

# Market Trend | Europe



# Market Trend | Storage costs are expected to decline in the next decade



Source: McKinsey Battery Cost Model (Feb 2021)



*"Fully-integrated modular and compact plug & play storage building block for safe, cost-effective and high-quality solution for your diverse set of market applications."*

## Key Features

- ✓ Cost effective system with maximum quality control
- ✓ Outdoor rated cabinet fully equipped with battery and BMS
- ✓ Integrated liquid cooling system
- ✓ Fully equipped with gas and heat detection systems as well as fire protection system
- ✓ Factory assembled, pre-populated and transportable system which provides:
  - ✓ Minimum scope and complexity of installation
  - ✓ Shortest overall deployment time (transport + installation + commissioning)
- ✓ Emergency shutdown

## Specifications

System	Grid
Energy	1376.3 kWh   1500V (1075.2V - 1401.6V)   1C 2752.5 kWh   1500V (1075.2V - 1401.6V)   0.5C
Dimensions	3300 x 1900 x 2500 mm 7500 x 1900 x 2500 mm
Weight	13000 kg 26000 kg

System	C & I
Energy	229.4 kWh   0.5C & 1C 1000V (716.8V – 934.4V)
Dimensions	1260 x 800 x 2200 mm
Weight	2300 kg



# SUNLIGHT

POWER IS KNOWLEDGE

## THANK YOU