

FIRMENLADEN

Sustainable energy and mobility solution

Holistic from A like Audit, via E like E-Mobility, to Z like Zero Emission

FIRMENLADEN
Nachhaltige Energie & Ladelösungen

WERDEN AUCH SIE ZUM FIRMENLADER

01 | ABOUT US

FIRMENLADEN FOUNDERS



YUSUF AKDENIZ
CEO

"Sustainable strategy! Digital, scalable, future-proof, holistic solutions with matching of ecological and economical advantages."



MIRKO FRANK
CEO

"Customer orientation and partnership – our values always in focus."



JOHANN KAEMMER
CCO

"Mastering the path to green mobility together."



LUKAS FREYGANG
COO

"Maximum efficiency with the help of digital processes."

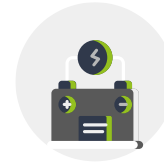
OUR PORTFOLIO



**Consulting &
Conception**



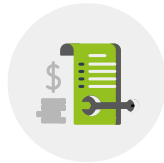
**Energy &
Environmental
Audits**



**Installation &
Maintenance**



**Charging
Stations**



**Operational Services
(Billing, SLA,
Reimbursement)**



**Intelligent
Software
Solutions**



**PV & Storage
Solutions**



**GHG Reduction
Quotas**

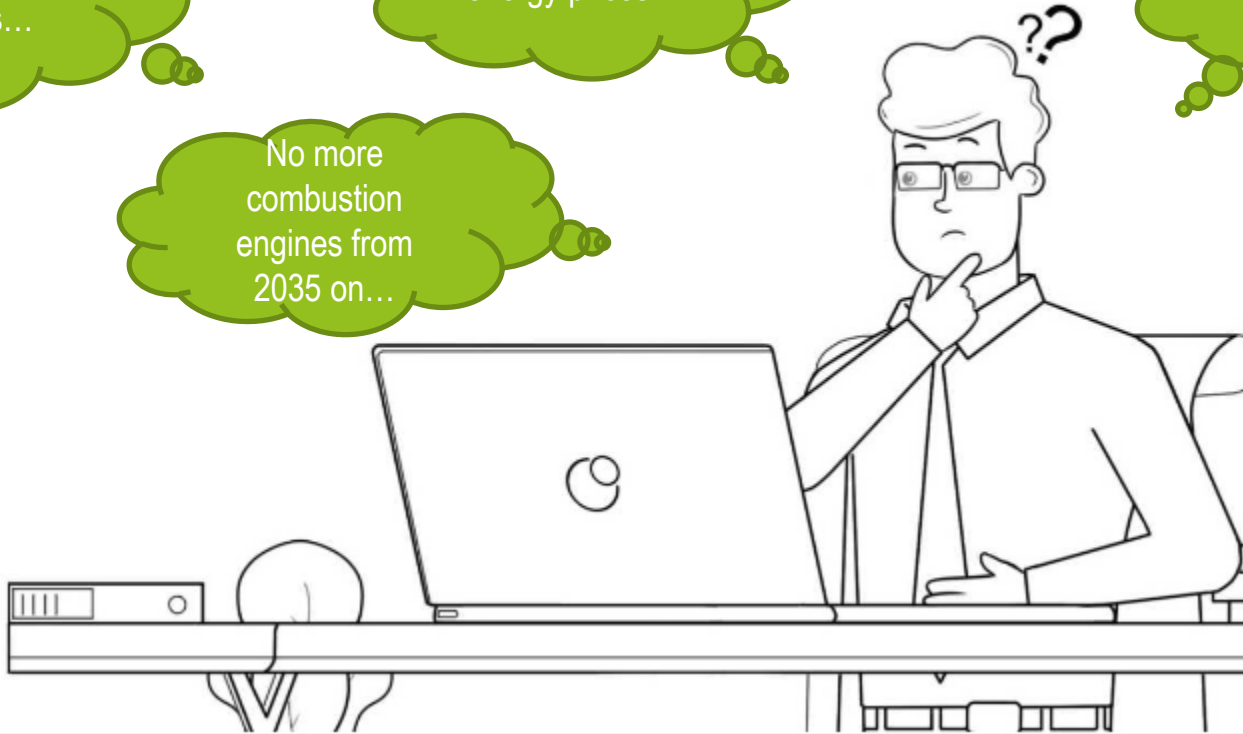
CHALLENGES FACED BY OUR CUSTOMERS

Lack of
resources...

Increase of
energy prices...

Meeting climate
and
environmental
targets...

No more
combustion
engines from
2035 on...



FIRMENLADEN MEANS...

- **Specialization on solutions for large corporates**
- **One system for all use cases**
(Charging at Home, Charging at Work, Charging in Public)
- **Scalable & employee-friendly** processes and system
- Digital solutions to **conserve resources in the vehicle fleet**
- **One contact** for charging infrastructure
- Preconfigured, **installation-friendly hardware**
- **Years of experience with key accounts**

02

**SOLUTIONS FOR
“FIRMENLADER”**

BECOME A „FIRMENLADER“



FIRMENLADEN
Nachhaltige Energie & Ladelösungen

01

CHARGING AT HOME

Charging the company vehicle at the domestic wallbox including reimbursement at the respective domestic electricity tariff.

02

CHARGING IN PUBLIC

Charging at over 400,000 charging points throughout Europe.

03

CHARGING AT WORK

Charging of employee, company and visitor vehicles at your business locations.

CHARGING AT HOME

INFO

FIRMENLADER charge **conveniently** at home and get their electricity costs **transparently reimbursed**.



Wallbox according to legal requirements



Individual house electricity tariff



Installation of charging stations



Automatized reimbursement

YOUR BENEFITS

- Technical **pre-check** at the employee's home
- **Standardized digital order journey**
- Installation of **intelligent** charging stations in compliance with **calibration law**
- Reimbursement at the **individual house electricity tariff**
- **Automated expense settlement with employer**
- Separate **charging for private vehicles** possible

CHARGING AT WORK

INFO

FIRMENLADER charge at **intelligent charging stations** that are **embedded** in **IT systems** and **processes** at the company sites.



Consulting, planning
& conception



ERP compatible
(e.g. SAP)



Compatible with fleet
management



User-specific
tariffs

YOUR BENEFITS

- **Concept & implementation** for all company locations
- Combination of **charging solution** with **energy optimization**
- Intelligent **energy & load management**
- Allocation & accounting by **cost center**
- Charging for business fleet vehicles, visitors' vehicles & employees' private vehicles
- **Service & maintenance**



CHARGING IN PUBLIC



Charging
throughout
Europe



Automated
accounting



Convenient
charging app



Transparent
tariffs

INFO

FIRMENLADER can use one card for all use-cases and everywhere, so **charging becomes as easy as refueling!**

YOUR BENEFITS

- Europe-wide FIRMENLADER charging card
- Automated expense settlement with employer
- Transparent tariffs throughout Europe
- One charging card for charging at work, charging at home and charging in public
- Individual charging app for more user-friendliness

E-MOBILITY AS A BURDEN FOR THE VEHICLE FLEET?

How do I order a wallbox for home?

I lost my charging card; how do I get a new one?

Who will install my wallbox at home?

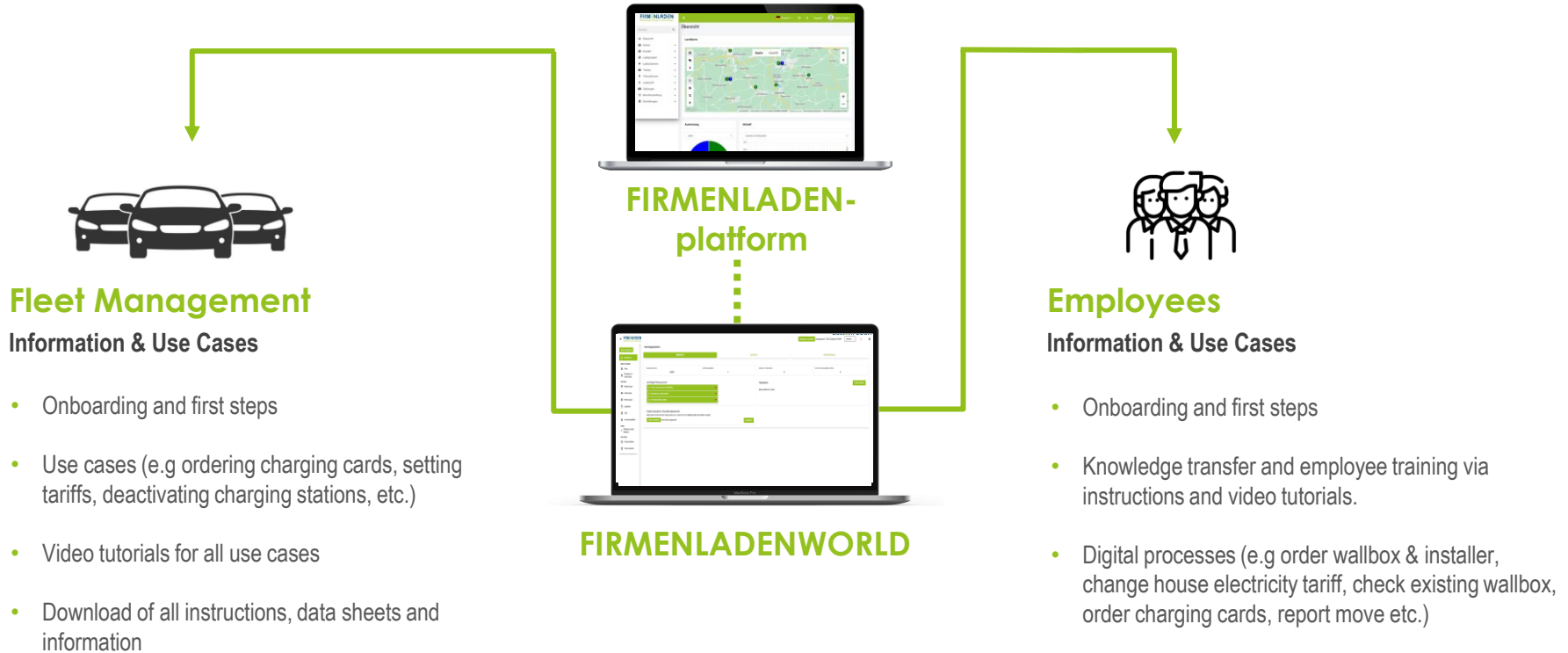
How will I be trained?

My home electricity tariff has changed - what now?

How do I change my address when moving?



SAVING RESOURCES WITH DIGITAL SOLUTIONS



FIRMENLADEN-CERTIFIED CHARGING HARDWARE

DC-Schnellladestation

AC-Wallbox

AC-Ladesäule

Einzel

Doppel



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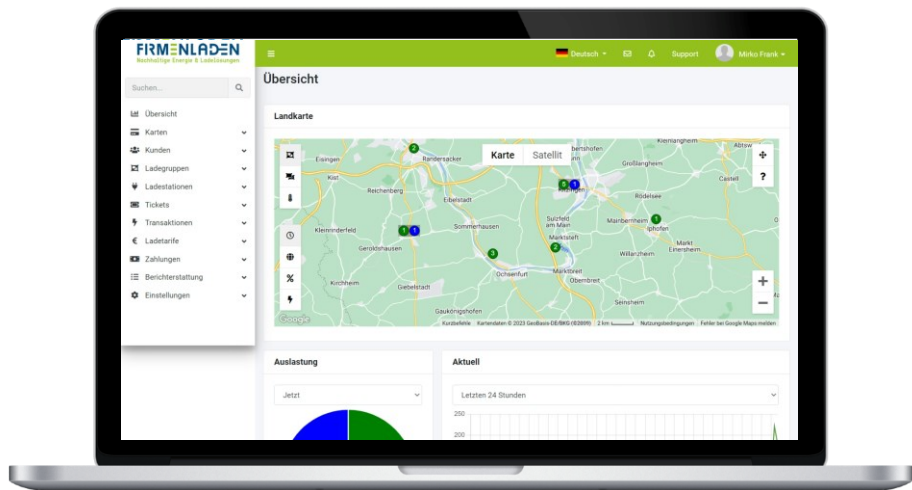
YOUR BENEFITS

- **Safety**
tested selection fitting to FIRMENLADEN holistic solution
- **Choice**
wide power range (11 - 320 kW)
- **Freedom**
no dependence on single manufacturer or single supplier
- **Flexibility**
use of charging stations according to individual project requirements
- **Compliant with calibration law**
All FIRMENLADEN stations are in conformity with calibration law

FIRMENLADEN-PLATTFORM

INFO

FIRMENLADEN use our platform for intelligent management of the charging infrastructure, which can be integrated into existing IT & process landscapes.



- 1 Experience from the management of almost **143,000 charging points**
- 2 Our portals, your design (white label solution)
- 3 Compatible with various **ERP, energy and fleet solutions**
- 4 24/7 monitoring, statistics, remote maintenance, billing
- 5 Multi-client capability and flexible hierarchy levels
- 6 **Smart load management**
- 7 FIR MENLADEN Operation Service

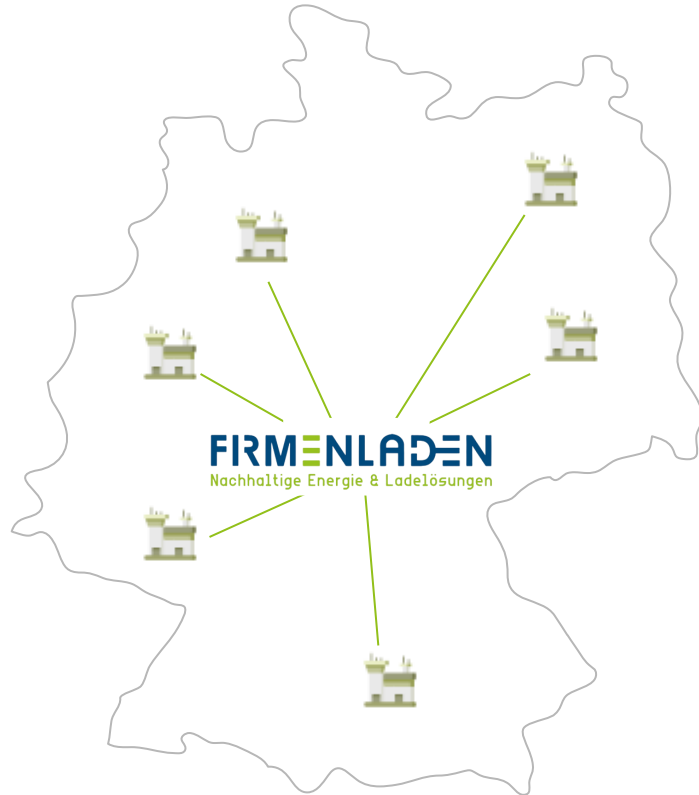
DATA PRIVACY AND IT SECURITY

COMPLIANT TO THE HIGHEST STANDARD

- **Availability** of the FIRMENLADEN portal of 99.8%
- Official regulations fulfilled (PTB / calibration authority)
- **Data privacy guidelines & IT security** according to ISO27001/ISO27701/ISO9001 fulfilled



SOLUTIONS FOR ALL LOCATIONS



*also for foreign locations

INFO

FIRMENLADER has the possibility to charge at all company locations **as usual in a user-friendly manner and with same standards.**

YOUR BENEFITS

- **Holistic concept for several sites**
- Use of charging infrastructure **across different locations and beyond borders**
- **Monitoring, remote control, billing** beyond geographical boundaries
- **Multi-client capability** with different **hierarchy levels**
- One **management tool** and one "**charging standard**" for the whole **corporate group**

An aerial photograph of a solar farm in a lush green landscape. The solar panels are arranged in rows, and the background shows rolling hills and fields under a bright sky. A semi-transparent green rectangular box is overlaid on the center of the image, containing the text '03 FIRMENLADEN ENERGY SERVICES'.

03

**FIRMENLADEN
ENERGY
SERVICES**

PROFIT FROM THE GHG REDUCTION QUOTA

INFO

FIRMENLADER benefit from the GHG reduction quota and generate **additional revenue from the electric vehicles and the use of their own charging stations.**



EXPLANATION

The GHG reduction quota is a legally standardized climate protection instrument whereby more renewable energy is introduced into the transport sector, thereby reducing climate-damaging greenhouse gas emissions. The resulting certificates can in turn be traded with high-emission companies.

YOUR BENEFITS

- **No own effort** due to user-friendly FIRMENLADEN GHG tool
- Annual **additional income** through use of own charging systems and electric vehicles
- **Reduction of charging costs** through reimbursement per kWh
- Benefit from **many years of experience** in energy procurement
- FIRMENLADEN acts **transparently, future-oriented** and safely

EXAMPLE: REVENUE THG QUOTA TRADING

Assumption

- 30 electric vehicles in the fleet
- Each vehicle is fully charged once a week (approx. 70 kWh per vehicle per week)
- Possible external charging processes are neglected and come on top

Revenues via car registration certificate (annual flat rate)

Min. flat rate per vehicle: 340 €/year

Annual revenue: $30 \times 340 \text{ €} = 10,200.00 \text{ €}$



revenues via amount of electricity

Min. flat rate per kWh: 0.18 €/kWh

Amount of electricity per year: $30 \times 70 \text{ kWh} \times 52 = 109,200 \text{ kWh}$

Annual revenue: $109.200 \text{ kWh} \times 0,18 \text{ €/kWh} = 19,656.00 \text{ €}$

Total GHG revenue: 29,856.00 €/year

**FIRMENLADEN trades the GHG quota for customers completely free of charge!
We finance our expenses through commissions in quota trading.**

VEHICLE FLEET AND CHARGING STATION ANALYSIS

Your current fleet

TOTAL FUEL & ENERGY COSTS


22.809 €/year

TOTAL CO2 CONSUMPTION

31.138 kg/year

| | |
|-----------------|--------------|
| Audi ICE 10 | |
| Yearly mileage | 51.977km |
| Usage cost | 6.292€/year |
| CO2 consumption | 8.915kg/year |



| | |
|--|---|
|  NOT RECOMMENDED | Audi Q4 e-tron 35 |
| | Electrification factor 15% |
| | Usage cost 405€/year |
| | CO2 consumption 607kg/year |
| | <input type="button" value="Check alternatives"/> |


| | |
|-----------------|--------------|
| BMW ICE 9 | |
| Yearly mileage | 28.197km |
| Usage cost | 2.722€/year |
| CO2 consumption | 3.856kg/year |



| | |
|--|---|
|  | Volkswagen ID4 Pro Performance |
| | Electrification factor 80% |
| | Usage cost 3.342€/year |
| | CO2 consumption 5.013kg/year |
| | <input type="button" value="Check alternatives"/> |

| | |
|-----------------|--------------|
| Toyota ICE 5 | |
| Yearly mileage | 22.452km |
| Usage cost | 3.233€/year |
| CO2 consumption | 3.929kg/year |



| | |
|--|---|
|  | Lucid Air Dream Edition P |
| | Electrification factor 94% |
| | Usage cost 3.374€/year |
| | CO2 consumption 5.062kg/year |
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04

**CUSTOMER
PROJECTS**

OUR „FIRMENLADER‘s“ - References/Referrals



Your partner for a sustainable tomorrow



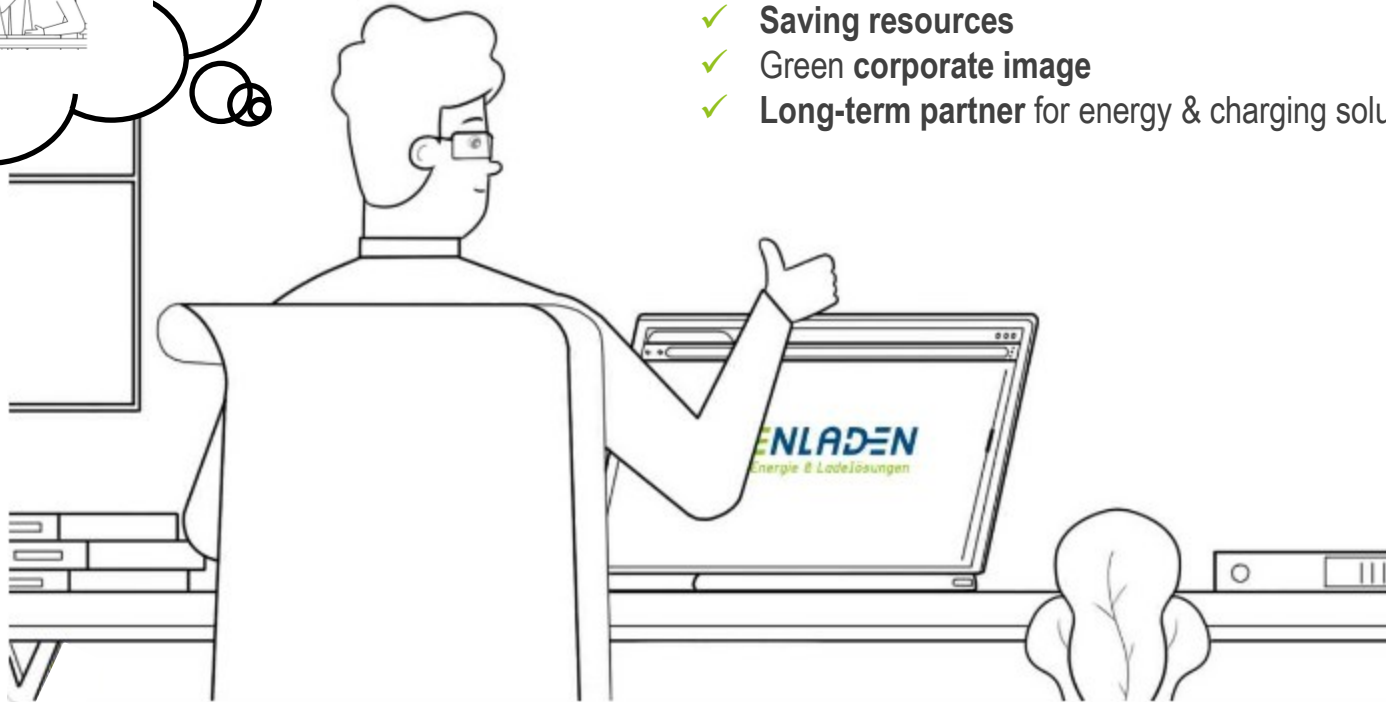
WINDMÖLLER & HÖLSCHER



FIRMENLADER IN GOOD HANDS



- ✓ **Environmental guidelines & objectives**
- ✓ **Future-oriented electrification of the fleet**
- ✓ **Energy efficiency of the company**
- ✓ **Saving resources**
- ✓ **Green corporate image**
- ✓ **Long-term partner for energy & charging solutions**



YOUR BENEFITS WITH FIRMENLADEN

01

E-mobility pioneers

Benefit from over 10 years of experience

02

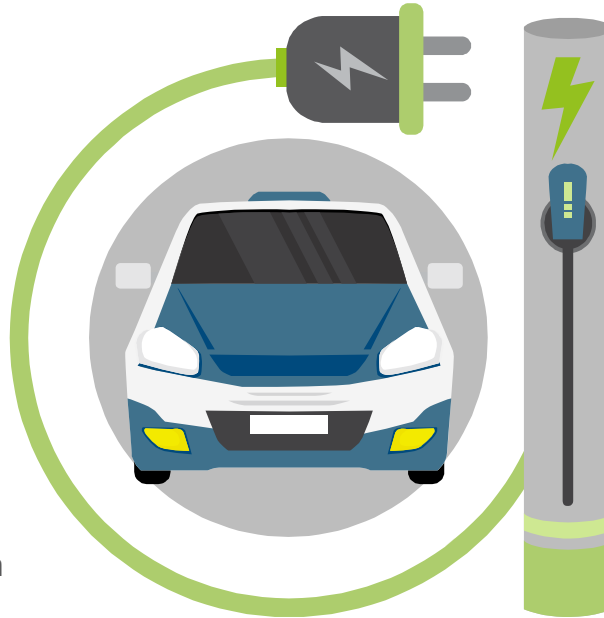
Solution architects

Expert knowledge for holistic energy and mobility solutions

03

Sustainable & future-proof

Energy and mobility combined in an ecologically and economically way



Partnership

Customer orientation along the entire value chain

04

Focus on your interests

Due to manufacturer and supplier independence

05

Savings

Of your resources and costs

06

CONTACT

We do not provide you with a product, but an optimal solution for the **simple** and **efficient** electrification of your fleet while at the same time combining **energy saving potentials** and **sustainability!**

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