

SOLAR ON EVERY COMMERCIAL VEHICLE



SONO GROUP N.V.

Small Cap Growth Virtual Investor Conference - June 26, 2025

SONO GROUP N.V. (OTCQB: SEVCF)

George O'Leary, Managing Director and CEO

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George O'Leary - Managing Director and CEO



Background

- B.B.A. in Accounting (Honors), Siena College
- Early career: Peat Marwick Mitchell & Co. (KPMG)

Strategic Leadership

- Vice President of Operations at Cablevision. Ran \$125M of business until sold to Time Warner
- CEO of Communication Resources Incorporated (CRI). Grew revenues from \$5M to \$40M in four years
- Founder of SKS Consulting: “Strong are the Kings of the Sea”

COMPANY OVERVIEW

Sono Group – pioneer of solar-powered mobility technology



- **HQ in Munich, Germany, incorporated in 2016**
- **Management board and Supervisory board based in the U.S.**



Quoted on OTCQB under the symbol SEVCF since July 2024



Focus on integrating proprietary solar technology onto commercial vehicles



Patent portfolio: 9 granted patents and over 30 pending patent applications

SONO GROUP NOW

An end2end solar mobility solution for commercial vehicles

SOLAR PANELS



Lightweight, robust, flexible and highly efficient PV Modules customized and developed for commercial vehicle integration.

SOLAR CHARGE CONTROLLER



Solar charge controller (MCU) maximizes captured solar energy by zone, adapting to sunlight changes for peak efficiency for our solar kits

VEHICLE INTEGRATION

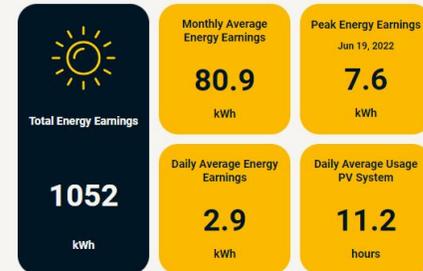


Vehicle specific integration solutions ensuring high automotive design standards for reliability & certification. Combined with professional in-house installation service.

SOFTWARE & DATA ANALYTICS

Values are for demonstration purposes only ⓘ

Operating Modes: In service ▾



Solar yield data analysis and visualization via customer dashboard for continuous system improvement.

Data tools analyze solar yields, fuel savings, and carbon footprint

SONO'S BUSINESS CASE

Product portfolio

DIESEL AND E-BUSES, COACH BUSES



- 16, 12 and 8 PV panel options
- Reducing fuel consumption
- Reducing TCO¹
- Reducing CO₂ emissions

TRUCKS & VANS



- 4, 2, and 1 PV panel options
- CO₂ neutral cooling enhancement
- Reducing TCO¹
- Less dependency on charging infrastructure

RECREATIONAL VEHICLES



- Off grid camping and energy independence
- Reducing CO₂ emissions
- Prolonging battery life
- Luxury mkt Class A motorhomes

REFRIGERATION TRAILERS

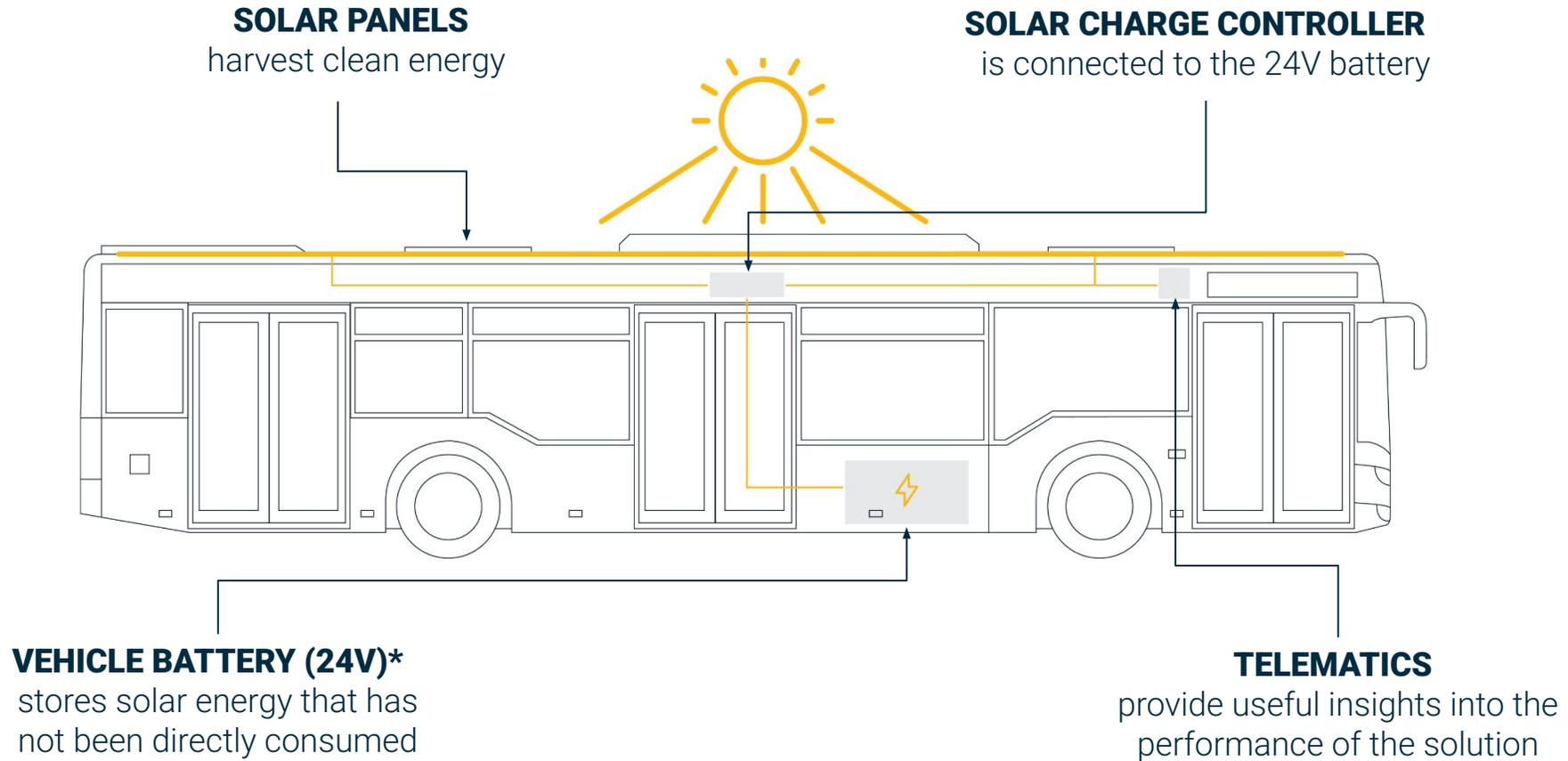


- Reducing fuel consumption
- Reducing CO₂ emissions
- Prolonging battery life for refrigeration system and appliances

CURRENT FOCUS

1) TCO = Total Cost of Ownership.

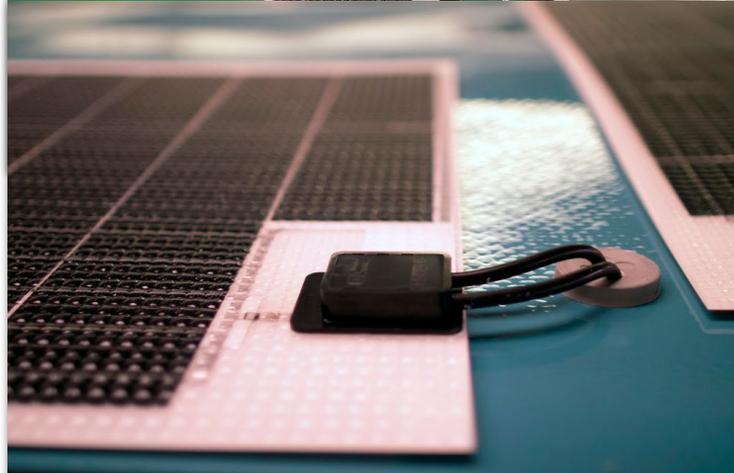
How Our Solar Solution Works: Solar Bus Kit Example



* Battery not supplied, no additional battery necessary

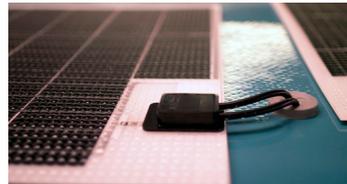
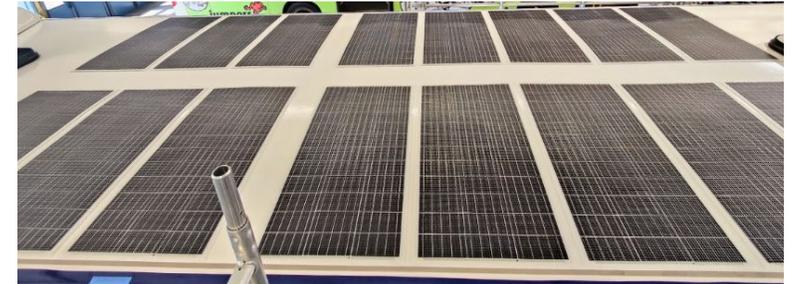
PRODUCT OFFERING

Our Solar Solution for Buses - Solar Panels



PRODUCT OFFERING

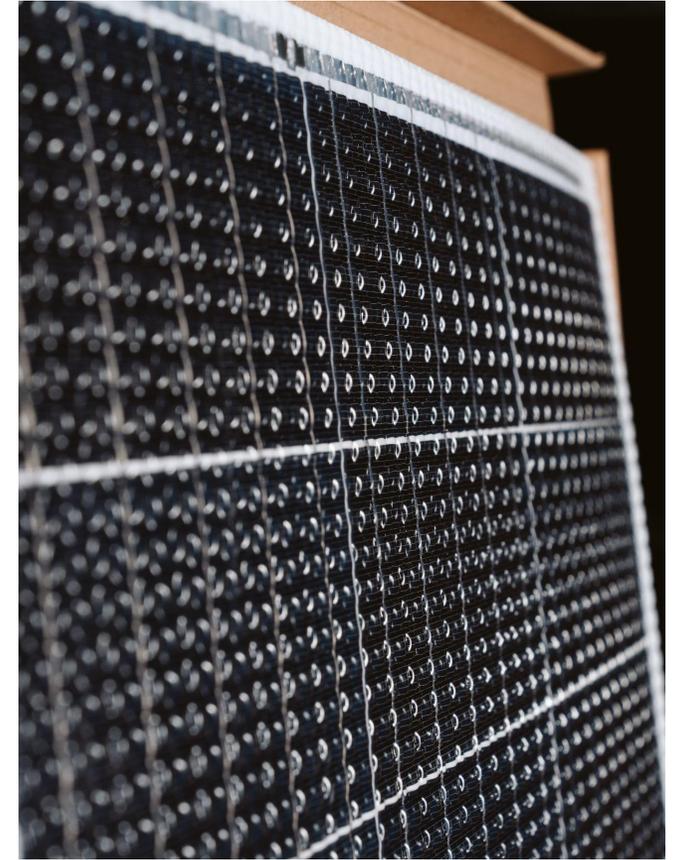
Our Solar Solution for Buses - Solar Charge Controller*



* For our Solar Bus Kit with 16 solar panels our solar charge controller operates under 8 zones allowing for maximum efficiency

PRODUCT OFFERING

Our Solar Solution for Trucks and Vans



PRODUCT OFFERING

Our Solar Solution for Refrigeration Trailers

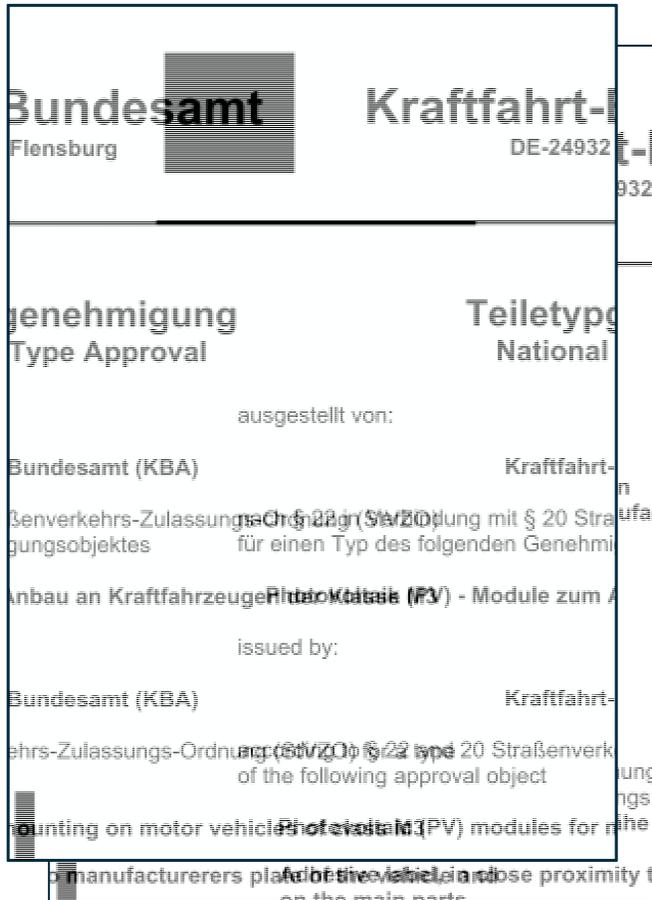


Sono Receives Prestigious Green Innovation Award



- In November 2024, **Sono was honored** with an **Award for Green Innovation** in Italy
- This prestigious award recognizes **excellence in sustainable innovation** within the transportation sector
- The IBE Intermobility and Bus Expo is a premier event dedicated to the future of intermobility, bringing together industry leaders to showcase advancements in collective and shared mobility

January 2025 - First National Type Certification for a Solar Bus Kit in Germany



- **Regulatory Breakthrough** – Sono is the first company in Germany to receive official national type approval for its Solar Bus Kit, streamlining adoption for public transport
- **Simplified Installation & Scalability** – Bus operators can now integrate Sono’s solar solution without requiring individual case-by-case approvals
- **Accelerating Market Adoption** – This milestone removes regulatory barriers, opening the door for large-scale deployment across Europe

THIS APPROVAL MARKS MAJOR ACHIEVEMENT IN SOLAR MOBILITY AND STRENGTHENS SONO'S COMPETITIVE POSITION

SONO SALES MODEL

In March 2025 Sono partnered with Merlin Solar Technologies to Expand Global Solar Solutions



SONO GROUP NV.



Mutual Distribution Agreement

Under this agreement, Sono will distribute Merlin's advanced solar modules in Europe, while Merlin will offer Sono's proprietary solar charge controllers in its Mobile Power Solutions across North and South America

Global Expansion

This collaboration aims to expand the international footprint of both companies, reinforcing their roles as providers of comprehensive solar solutions for commercial mobility

Enhanced Customer Offerings

By combining their technologies, Sono and Merlin aim to provide more integrated and efficient solar solutions to meet the evolving needs of the commercial transportation sector

**“BEST-IN-CLASS” CO-MARKETING PARTNERSHIP
WITH MERLIN SOLAR PANELS AND OUR SOLAR CHARGE CONTROLLER AND INTEGRATION KNOW-HOW**

Two Pillars Driving Growth

OEM INTEGRATION AND FLEET OPERATORS

- **OEM Integration:** Collaborating with manufacturers to offer solar kits as factory-installed options for new vehicles
- **Fleet Operators:** OEMs focusing on their client base to enable cost savings and sustainability benefits

STRATEGIC PARTNERSHIPS

- **Partnerships:**
 - Merlin Solar Technologies
 - Expanding reach: North & South America partnership discussions
- **Other opportunities**
 - Global joint ventures
 - New product offering partnerships
 - Geographic partnerships

HYBRID MODEL ENSURES BROAD MARKET PENETRATION, SCALABILITY, AND CUSTOMER ACCESSIBILITY WITHOUT INCURRING ADDITIONAL OPERATING COSTS

Combine US growth and entrepreneurship with German technology, innovation and know-how

Sono Group N.V.
- Holding company
- Incorporated in the Netherlands
- Public (OTCQB:**SEVCF**)

100% ownership

Sono Motors GmbH
- Operating company
- Headquartered in Munich, Germany

MANAGEMENT BOARD



GEORGE O'LEARY
Managing Director and CEO



DAVID DODGE
CHAIRMAN



CHRIS SCHREIBER
VICE CHAIRMAN



OWEN MAY
BOARD MEMBER

SUPERVISORY BOARD

MANAGING DIRECTORS



Jan Schiermeister
CEO



Denis Azhar
COO

Our most valuable resource - our dedicated team



FY2024: Profit of €65.0 million and strengthened balance sheet



BALANCE SHEET

- **Substantial Equity Improvement:**
Net Equity: improved from €(88M) to €(23M).
- **Debt-to-Equity Progress:** Entered into Exchange Agreement to convert \$38M in debt to equity, reducing liabilities and improving financial stability.



INCOME STATEMENT

- **€65.0M Profit:** Primarily driven by a gain from reconsolidation of our GmbH.
- **Lean Operations:**
 - **G&A expenses cut by 65%** (€13.2M → €4.6M).
 - **Development expenses reduced by 93%** (€16.1M → €1.1M), reflecting a streamlined focus on solar development.



CASH FLOW STATEMENT

- **Strengthened Liquidity:** €1.4M cash balance as of December 31, 2024.
- **Net cash outflow decreased by 71%** (€22.7M → €6.5M) due to streamlined operations.



Transitioning from Foreign Private Issuer to Domestic Filer and from IFRS to U.S. GAAP with a planned uplisting from OTCQB to a National Exchange



IFRS → U.S. GAAP

- accounting for debentures
- derivative accounting
- leases



FOREIGN FILER → U.S. FILER

- FY 2023 annual report on form 20-F filed end of June 2024
- FY 2024 annual report on form 10-K filed 2.5 months earlier in mid-April
- 2024 6 months report filed on form 6-K in December 2024
- The first 10-Q for Q1 2025 filed mid-May



PLANNED UPLISTING

- Working with Nasdaq since our Reverse Share Split in January 2025
- Focused on meeting all the criteria for uplisting using the Net Income standard
- Nasdaq Capital Market and NYSE American are similar exchanges

FIRST QUARTER FINANCIALS

Q1 2025: Profit of €8.8 million and lean operations



BALANCE SHEET

- **Meaningful Equity Improvement:**
Net Equity: improved from €(23M) to €(14M).
- **Debt-to-Equity Conversion:**
conversion of ~\$38M in debt to equity expected upon uplisting to a major national exchange, reducing liabilities and improving financial stability.



INCOME STATEMENT

- **€8.8M Profit:** Primarily driven by Income from changes in fair value of convertible debt.
- **First revenues recorded** following the Company's financial turnaround.
- **Lean Operations:**
 - Continuing 2024 lean operations in 2025.



CASH FLOW STATEMENT

- **Cash used in operating activities decreased to €2.2 million.**
- **2025 \$5M funding commitment:**
 - \$2M funded in Q1 2025.
 - \$1.25 funded in Q2 2025.
 - Additional \$1.75M pending our uplisting.

2025/2026 Outlook

- **Building on our 2024 momentum, we're focused on:**
 - Advancing our OEM integration strategy
 - Expanding global partnerships
 - And continuing to innovate solar mobility solutions for commercial transport
- **Pursuing an uplisting to a major national exchange:**
 - Improve visibility and enhance liquidity
 - Drive long-term value for shareholders
 - Create larger business opportunities – M&A

Discontinuance of U.S. Tax Credits for Solar

- **Sono Group N.V.** not impacted as most of our business currently comes from the EU and as we grow into North America the commercial business tax credit is phased out over three years
- **Residential tax credit** of 30% proposed to be eliminated at the end of 2025 - no impact on Sono
- **Commercial business investment tax credits** (ITCs) proposed to be phased out over a three year period
 - reduces to 60% of the credit for 2026
 - reduces to 20% of the credit for 2027
 - reduces to 0% of the credit by the end of 2028

Key takeaways and closing

- **Solar** is the largest and most affordable renewable energy source
- **Solar bridges the gap** between conventional vehicles of today and the electric vehicles of tomorrow as charging stations catch up to the EV demand
- **Awareness of solar benefits is growing**, increasing customer demand across commercial vehicle applications
- **Our patent portfolio, data-driven dashboard** and **solar mobility know-how** set us apart from our competition
- **Sono Group N.V.** is on track for a planned uplisting to a national exchange



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preisträger deutscher mobilitätspreis

 FUTURE 50



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