

SOLAR ON EVERY COMMERCIAL VEHICLE



SONO GROUP N.V.

SONO GROUP N.V. (OTCQB: SEVCF)

George O'Leary, Managing Director, CEO and CFO

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This presentation (and oral statements regarding the subjects of this presentation) includes forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended. The words "expect", "anticipate", "intend", "plan", "estimate", "aim", "forecast", "project", "target", "will" and similar expressions (or their negative) identify certain of these forward-looking statements. These forward-looking statements are statements regarding the intentions, beliefs, or current expectations of the Company and Sono Motors GmbH (together, the "companies"). Forward-looking statements involve inherent known and unknown risks, uncertainties and contingencies because they relate to events and depend on circumstances that may or may not occur in the future and could cause the companies' actual results, performance or achievements to differ materially from those expressed or implied by such forward-looking statements. These risks, uncertainties and assumptions include, but are not limited to, risks, uncertainties and assumptions with respect to: our ability to access the unfunded portion of the investment from YA II PN, Ltd. ("Yorkville"), including our ability to successfully comply with the agreements related thereto and the absence of any termination event or any event of default; our ability to maintain relationships with creditors, suppliers, service providers, customers, employees and other third parties in light of the performance and credit risks associated with our constrained liquidity position and capital structure; our status as a foreign private issuer under the Securities Exchange Act of 1934; our ability to comply with OTCQB continuing standards, as well as our ability to have our shares admitted to trading on a stock exchange in the future; our ability to achieve our stated goals; our strategies, plan, objectives and goals, including, among others, the successful implementation and management of the pivot of our business to exclusively retrofitting and integrating our solar technology onto third party vehicles; our ability to raise the additional funding required beyond the investment from Yorkville to further develop and commercialize our solar technology and business as well as to continue as a going concern. For additional information concerning some of the risks, uncertainties and assumptions that could affect our forward-looking statements, please refer to our filings with the U.S. Securities and Exchange Commission ("SEC"), including our Annual Report on Form 20-F, which are accessible on the SEC's website at www.sec.gov and on our website at ir.sonomotors.com. Many of these risks and uncertainties relate to factors that are beyond our ability to control or estimate precisely, such as the actions of courts, regulatory authorities and other factors. Readers should therefore not place undue reliance on these statements, particularly not in connection with any contract or investment decision. Except as required by law, the Company assumes no obligation to update any such forward-looking statements.

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Sono Group – pioneer of solar-powered mobility applications.



- 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



~45 employees



In 2023 - **focus on retrofitting and 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 MODULES



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

SOLAR CHARGE CONTROLLER



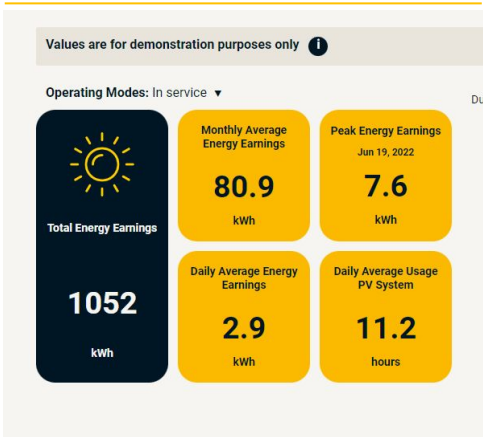
Solar charge controller (MCU) maximizes captured solar energy by zone, adapting to sunlight changes for peak efficiency for our solar kits

VEHICLE INTEGRATION



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

DATA & SOFTWARE



Solar yield data analysis and visualization via customer dashboard for continuous system improvement.
Data tools analyze solar yields, fuel savings, and carbon footprint

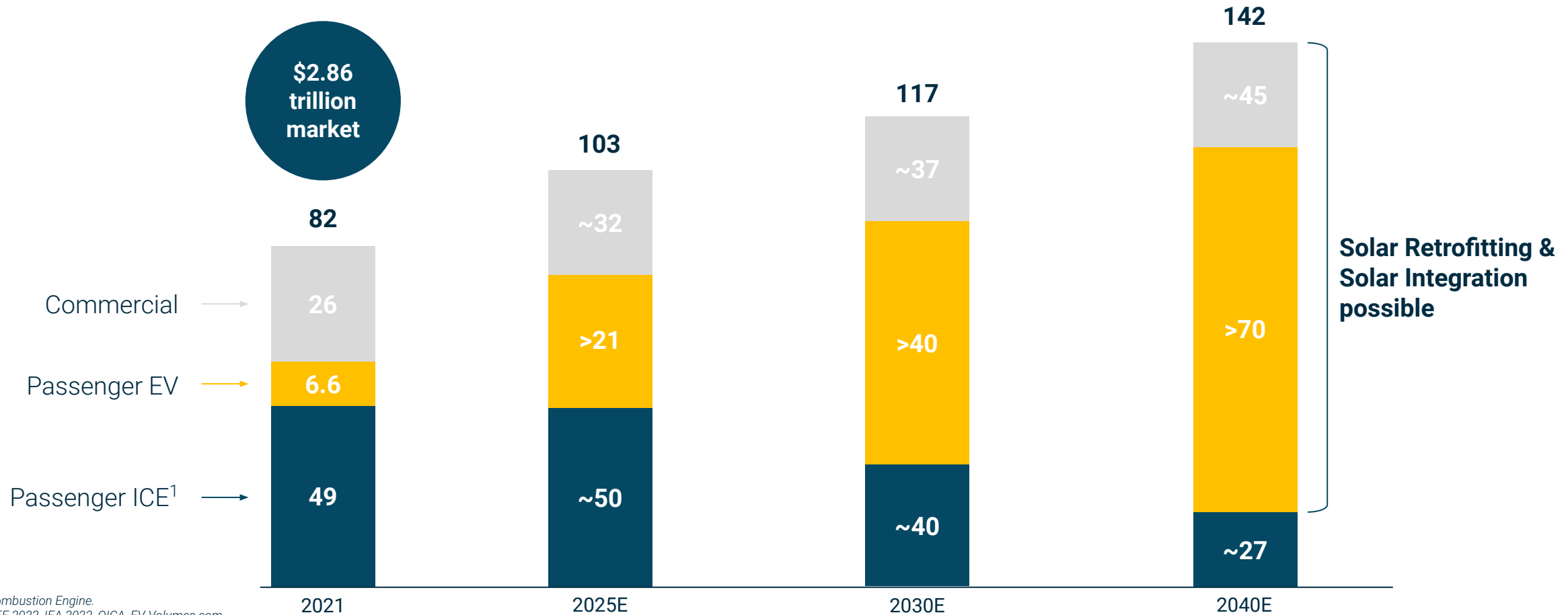
1) MCU = Maximum Power Point Tracking Central Unit

Market & Demand



Solar bridges the gap between conventional vehicles of today and the electric vehicles of tomorrow while charging stations catch-up with the EV demand

TOTAL VEHICLE SALES (UNITS M)



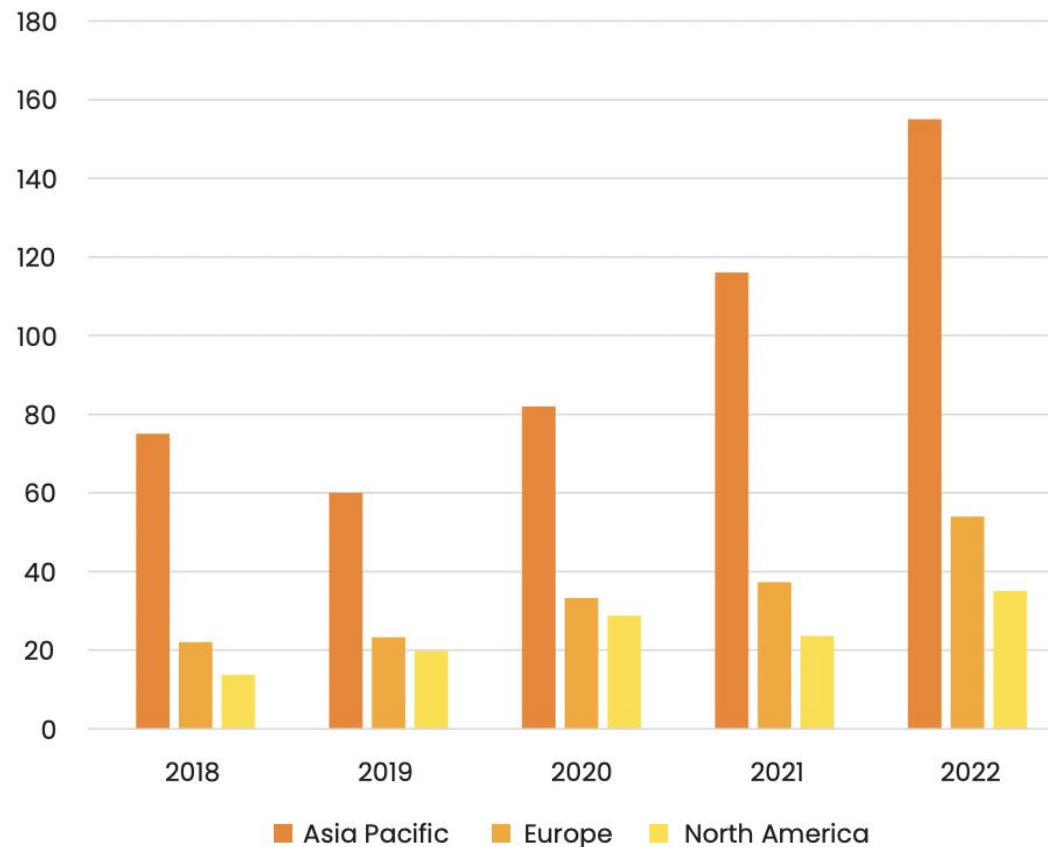
1) Internal Combustion Engine.
Sources: BNEF 2022, IEA 2022, OICA, EV-Volumes.com

MARKET SIZE



Global investments in solar increased significantly, with Europe and North America being two of the three largest drivers of this growth

INVESTMENTS IN SOLAR PROJECT DEVELOPMENT BY REGION (\$ BILLION)

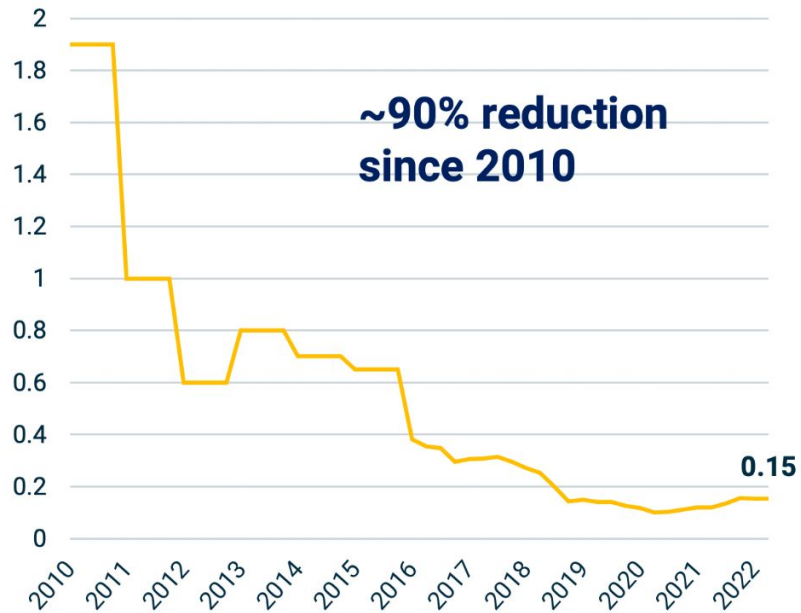


**SOLAR IS NOW
THE LARGEST
AND MOST
AFFORDABLE
RENEWABLE
ENERGY
SOURCE**

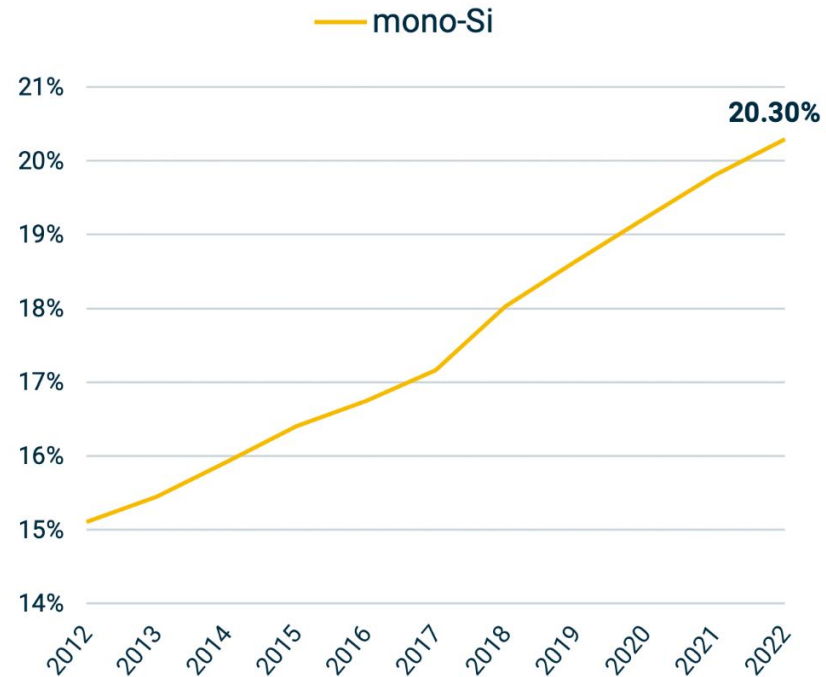
IEA, 2020

Two trends why solar integration makes sense *now*

PV MODULE PRICE (\$/W) DECREASING



PV MODULE EFFICIENCY INCREASING





SONO GROUP

Product & Technology



SONO'S BUSINESS CASE

Initial focus on buses, recently expanded product portfolio with additional offerings for buses and offerings for trucks and vans

DIESEL AND E-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

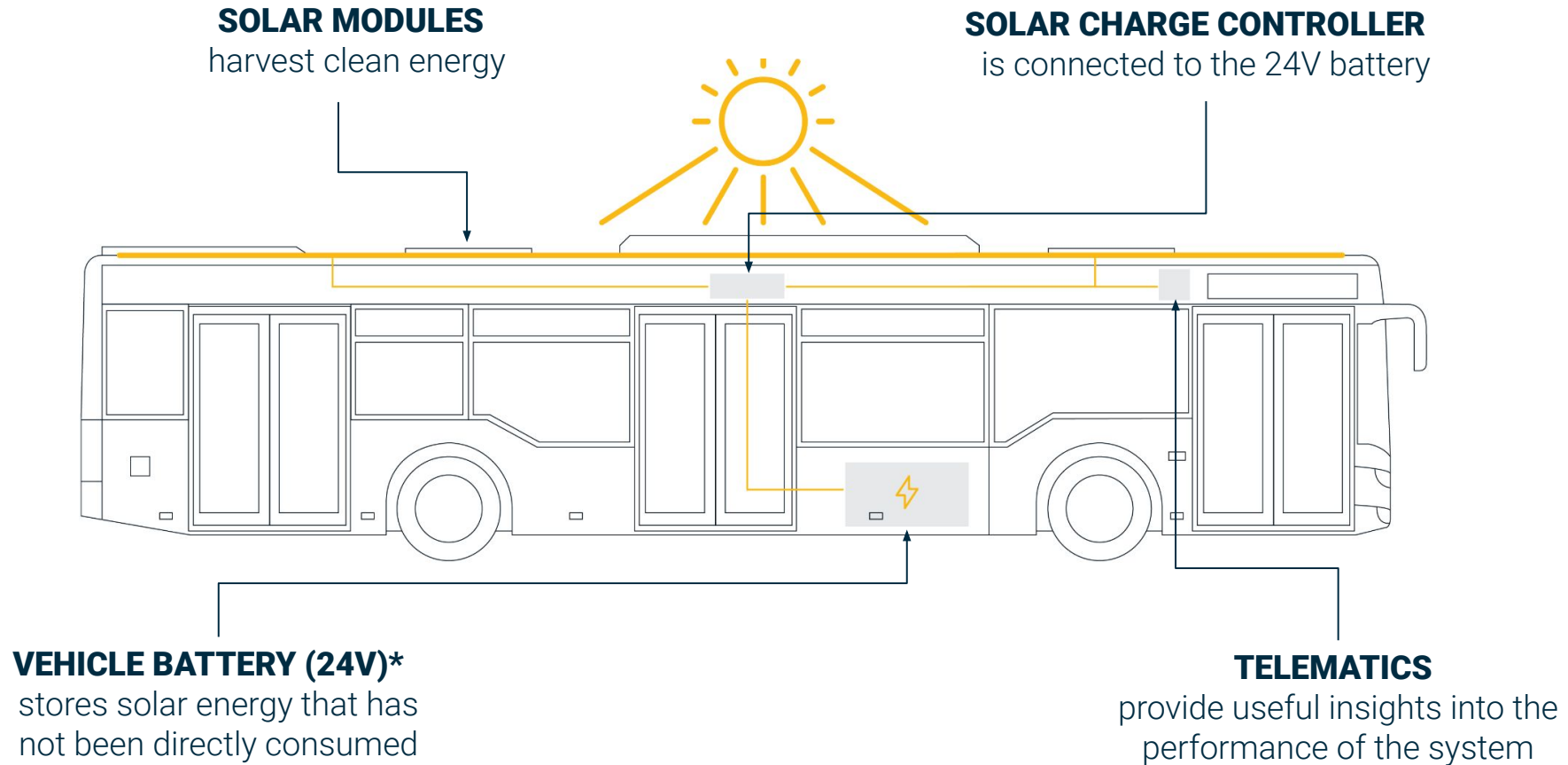
1) TCO = Total Cost of Ownership.

Sonos enters refrigeration trailer segment with new solar kit

- **Sonos's solution leverages two key components:**
 - semi-flexible PV solar modules
 - solar charge controller (MCU) maximizes captured solar energy by zone
- Solar Refrigeration Trailer Kit provides refrigeration trailers with **independent power for up to 3-4 hours daily**, significantly lowering energy consumption
- Enables customers to achieve **higher efficiency** and meet **sustainability targets**

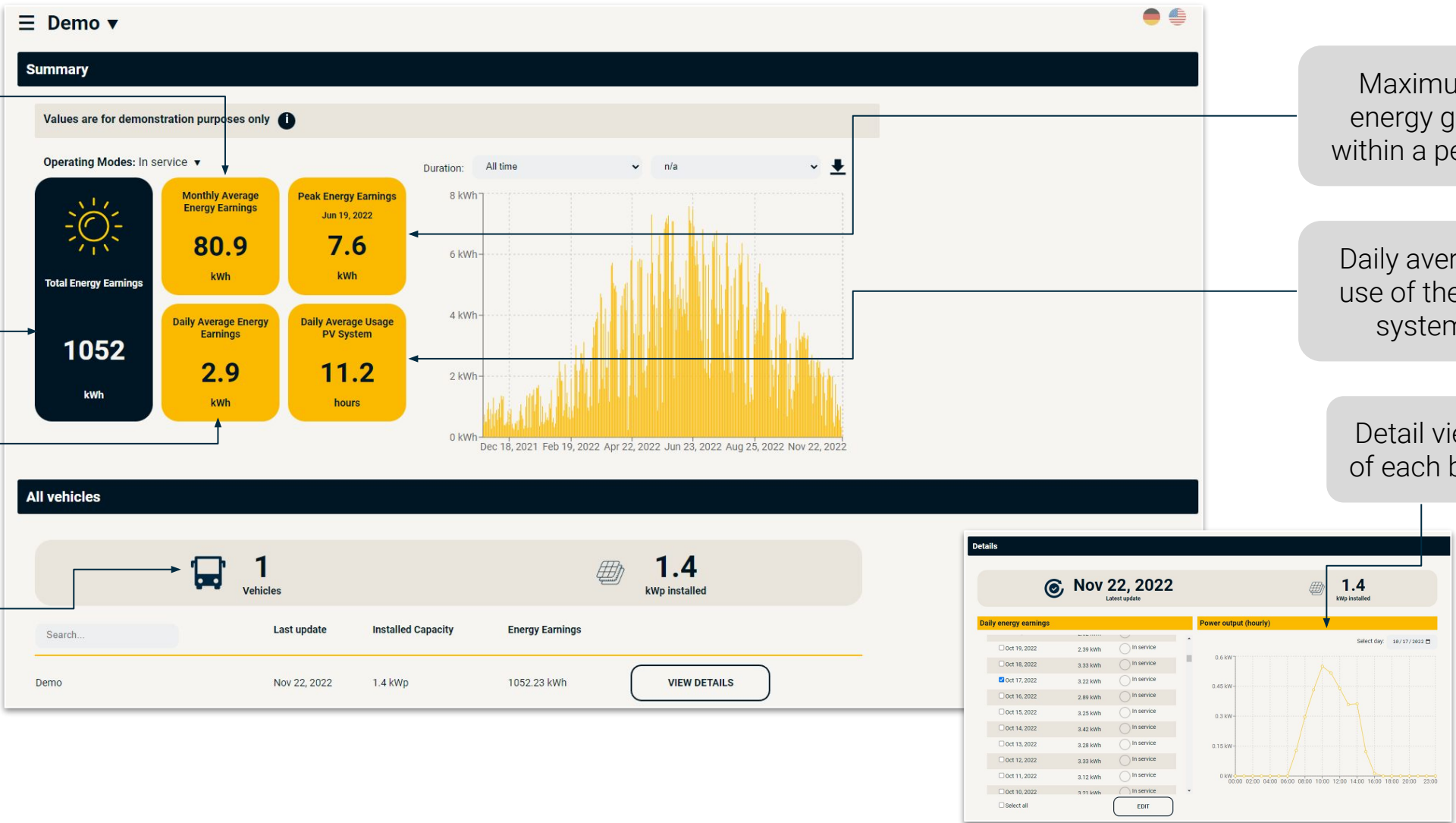


How Solar Kits work: Solar Bus Kit example



* Battery not supplied, no additional battery necessary

Solar Kit - Dashboard (competitive advantage)



The dashboard provides a comprehensive overview of solar energy performance. Key metrics include:

- Total Energy Earnings:** 1052 kWh
- Monthly Average Energy Earnings:** 80.9 kWh
- Peak Energy Earnings:** 7.6 kWh (Jun 19, 2022)
- Daily Average Energy Earnings:** 2.9 kWh
- Daily Average Usage PV System:** 11.2 hours

The dashboard also features a line chart showing energy earnings over time, a table of all vehicles, and a detailed view of a specific bus's performance on Nov 22, 2022.

Vehicle	Last update	Installed Capacity	Energy Earnings
Demo	Nov 22, 2022	1.4 kWp	1052.23 kWh

Date	Energy Earnings (kWh)	Status
Oct 19, 2022	2.39	In service
Oct 18, 2022	3.33	In service
Oct 17, 2022	3.22	In service
Oct 16, 2022	2.89	In service
Oct 15, 2022	3.25	In service
Oct 14, 2022	3.42	In service
Oct 13, 2022	3.28	In service
Oct 12, 2022	3.33	In service
Oct 11, 2022	3.12	In service
Oct 10, 2022	3.91	In service

Average monthly energy gain

Total energy gain within a period

Average daily energy gain

Overview of the fleet

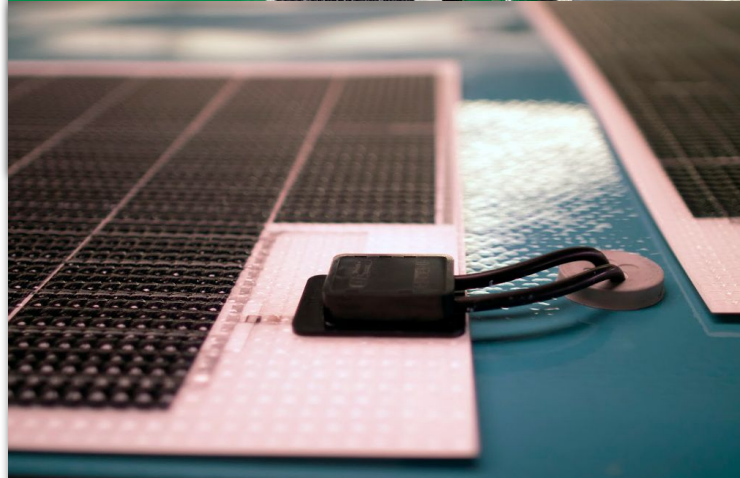
Maximum energy gain within a period

Daily average use of the PV system

Detail view of each bus

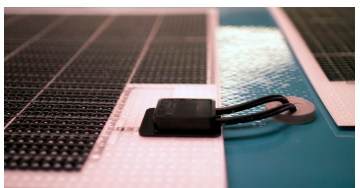
SOLAR BUS KIT

Solar Bus Kit - **Ready for delivery**

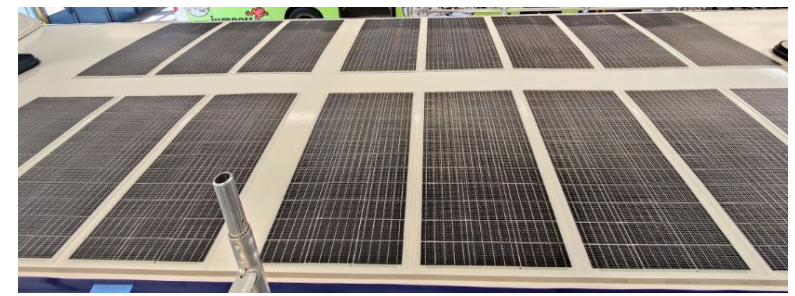


SOLAR BUS KIT

Solar Bus Kit - Ready for delivery

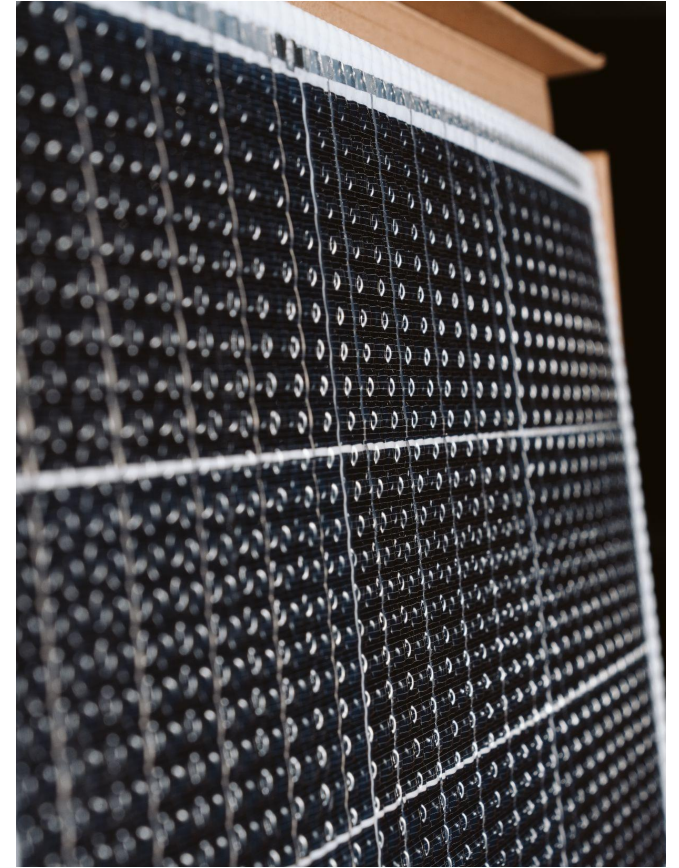
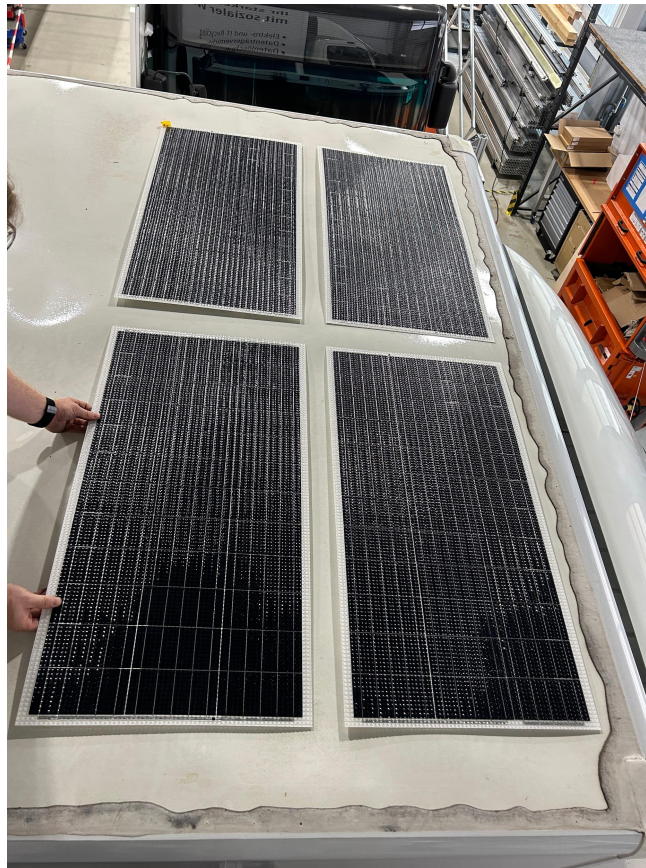
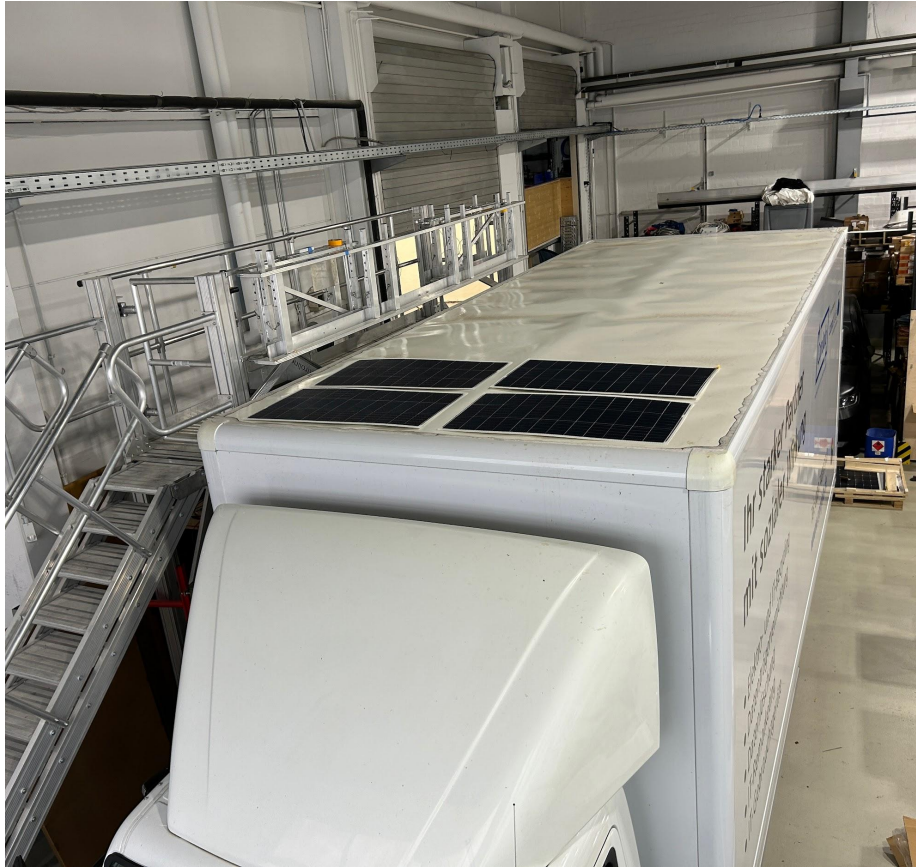


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SOLAR KIT FOR TRUCKS AND CARGO VANS

Solar Kit Light for Trucks and Vans - **Ready for delivery**



SOLAR KIT FOR TRAILERS

Solar Refrigeration Trailer Kit - **Ready for delivery**





SONO GROUP

Business Development





SONO SALES MODEL

Sono partnered with a large German reseller of truck and van parts to expand Solar Kits sales across Europe



Strategic partnership with vast distribution reach

- Hofmeister & Meincke operates **18 locations** across Germany, one of the **leading distributors** for commercial vehicle parts
- As part of the **FRICKE Group**, the partnership taps into a network spanning **84 locations** in **27 countries**, providing significant global reach
- Our Head of Sales **trained 80 of H&F's top sales force** on how to sell our product portfolio



Launching the Solar Bus Kit and the Solar Kit Light

Starting with the innovative **Solar Bus Kit**, this partnership **accelerates** the **adoption of sustainable transport solutions** across Europe

 **HOFMEISTER
& MEINCKE**

FRICKE



IAA Transportation 2024, InnoTrans, FIAA: overwhelming success and helped build market momentum



- **Successful Launches:** New solar products for buses, trucks and vans, providing over 150 new sales leads
- **Expanding Market Reach:** Industry enthusiasm and feedback fast-tracked development of Sono's Solar Refrigeration Trailer Kits
- **Advancing Technology Differentiators:** Data-driven customer dashboard sets Sono apart from the competition along with our patent portfolio
- **Continued Engagement:** Upcoming participation at Intermobility and Bus Expo to extend market impact and generate more leads

Sono receives Lorenzo Cagnoni Award for Green Innovation



- In November 2024, **Sono was honored** with the **Lorenzo Cagnoni Award for Green Innovation** at the IBE Intermobility and Bus Expo in Rimini, 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



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
CEO / CFO



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



Company profile

Ordinary shares (OTCQB: SEVCF):

- Nominal value €0.06
- Total # of shares outstanding as of Oct. 31, 2024: 105,740,729
- Number of shareholders: over 15k shareholders

SIC - Industry Classification:

- 3674 - Semiconductors and related devices
 - PV solar panels
 - Solar mobility technology

Legal counsel:

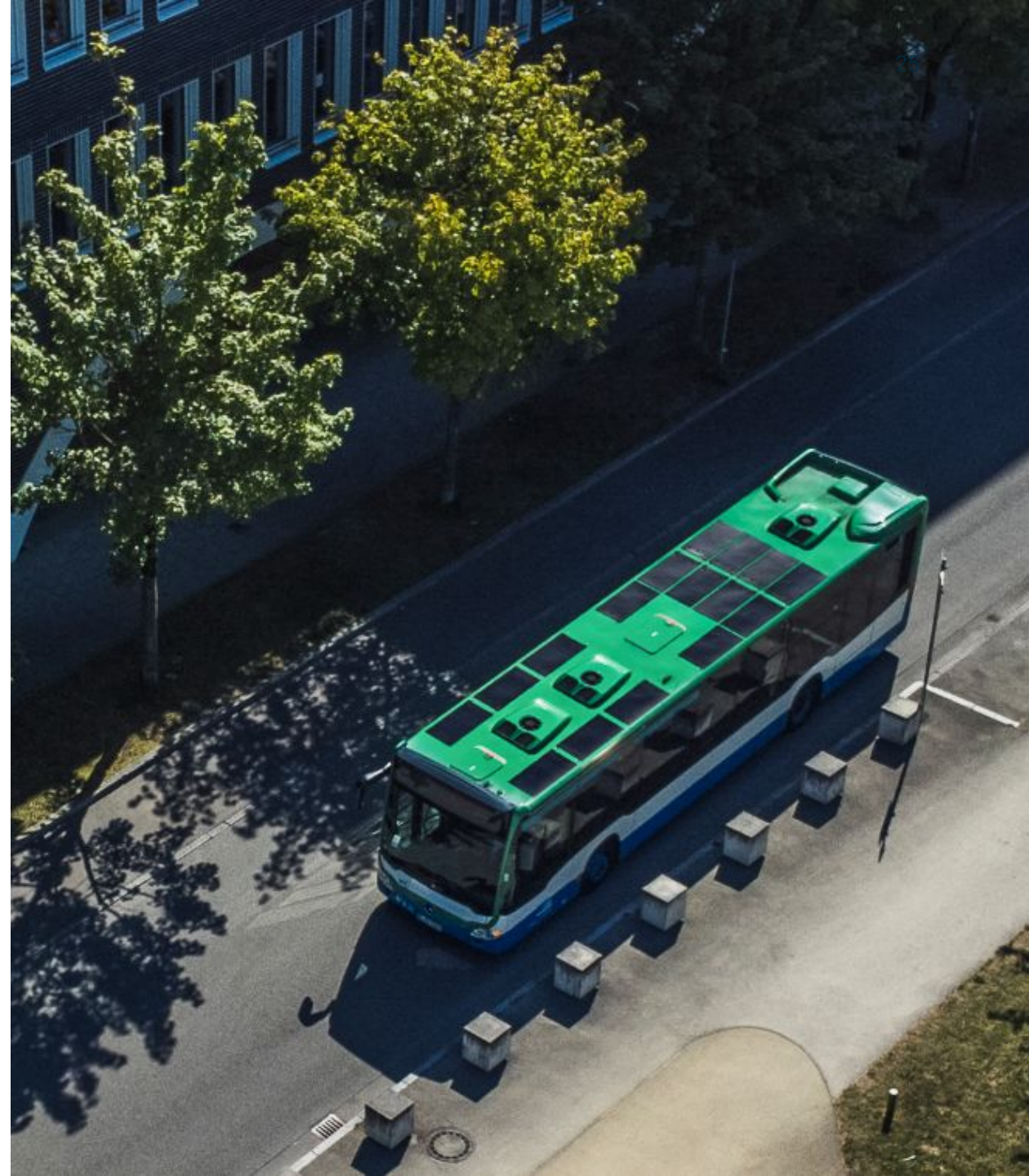
- DLA Piper LLP (US)

Auditor:

- Grassi & Co

Transfer agent:

- equiniti (AST)



Outlook 2024 / 2025



FUNDING

Access to funding:

- up to ~\$10m of add. funding committed by the Investor,
- ~\$4.5m received in Feb. 2024
- ~\$3.5m received in Sep. 2024

Capital raise of ~\$5m as a part of a Nasdaq uplisting process to meet the Nasdaq Capital Market requirements will provide funding through the end of 2025



KEY TARGETS FOR GROWTH

Sono aims to deliver some 2,000 Solar Kits in 2025

Expected 2025 revenue composition:

- 60%: Solar Bus Kits
- 20%: Solar Kit Light Trucks and Vans
- 20%: Solar Refrigeration Trailer Kits

With the latter expected to provide the largest growth trajectory for 2025-2026



SHAREHOLDER VALUE & TRANSPARENCY

The Company was admitted to OTCQB (SEVCF) trading in July 2024.

Extraordinary General Meeting (EGM) concluded on November 7, 2024

- compliance with Nasdaq Capital Markets Initial Listing requirements
- appointment of the third Supervisory Board member
- 33% quorum for shareholder vote
- Debt-to-Equity

FINANCIAL UPDATE

H1 2024: Profit of €60.6 million and strengthened balance sheet



BALANCE SHEET

- **Substantial Equity Improvement:** Net equity increased from €(85.6M) to €(25.0M).
- **Debt-to-Equity Progress:** Entered a non-binding term sheet to convert €32M in debt to equity, reducing liabilities and improving financial stability.



INCOME STATEMENT

- **€60.6M Profit:** Primarily driven by extinguishment of liabilities.
- **Lean Operations:**
 - **G&A expenses cut by 64%** (€8.1M → €2.9M).
 - **Development expenses reduced by 96%** (€16.0M → €0.6M), reflecting a streamlined focus on solar retrofitting.



CASH FLOW STATEMENT

- **Strengthened Liquidity:** €2.2M cash balance as of June 30, 2024, further reinforced by €3.0M funding in September.
- **Net cash outflow decreased by 75%** (€20.5M → €5.2M) due to streamlined operations.

Key takeaways

- **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
- **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 planned NASDAQ uplisting by the end of this year

**Lastly, no matter what your politics are:
Globally, Everyone Loves Solar!**



oljo 2018
preisträger deutscher mobilitätspreis

 FUTURE 50



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