



Techaway

October 16, Stockholm 2024

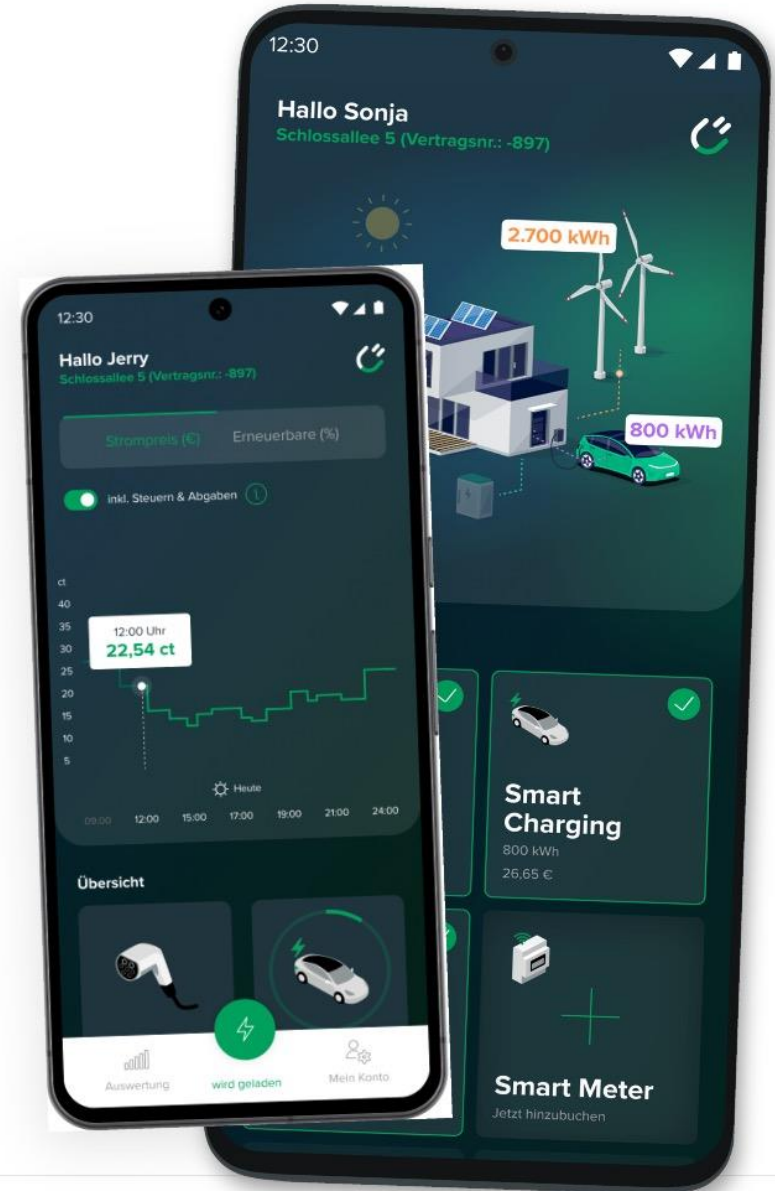
Daniel Kienzle

Head of Sales, Rabot Energy



The #1 smart energy brand.

Enabling everyone to be part of the energy transition.



We put customer at our core and combine two major benefits – 100% eco-friendly and massive saving potentials.

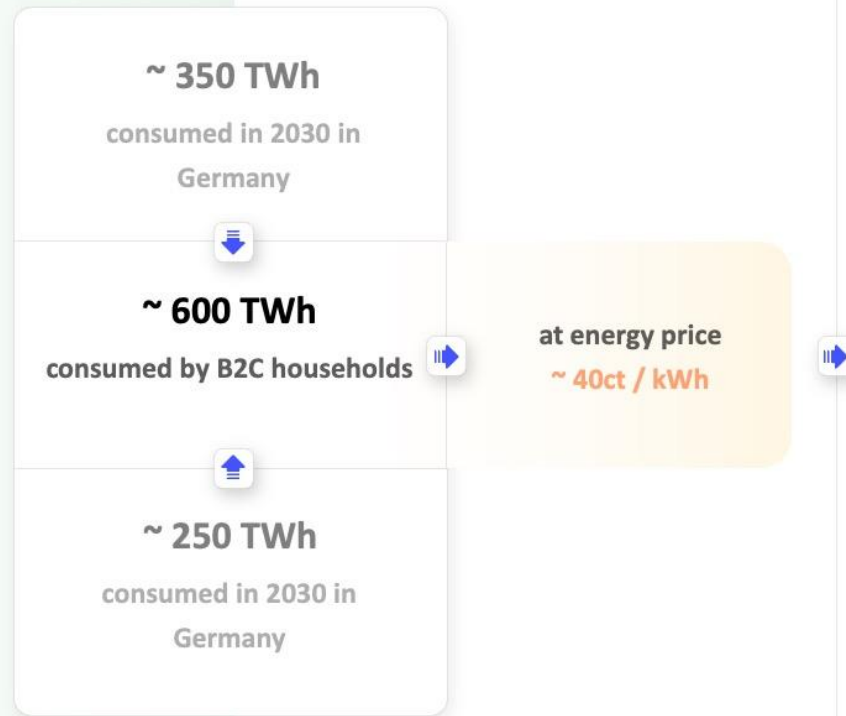
As one of the few companies, a partnership with Rabot Energy offers not only commercial but more importantly also sustainability opportunities!



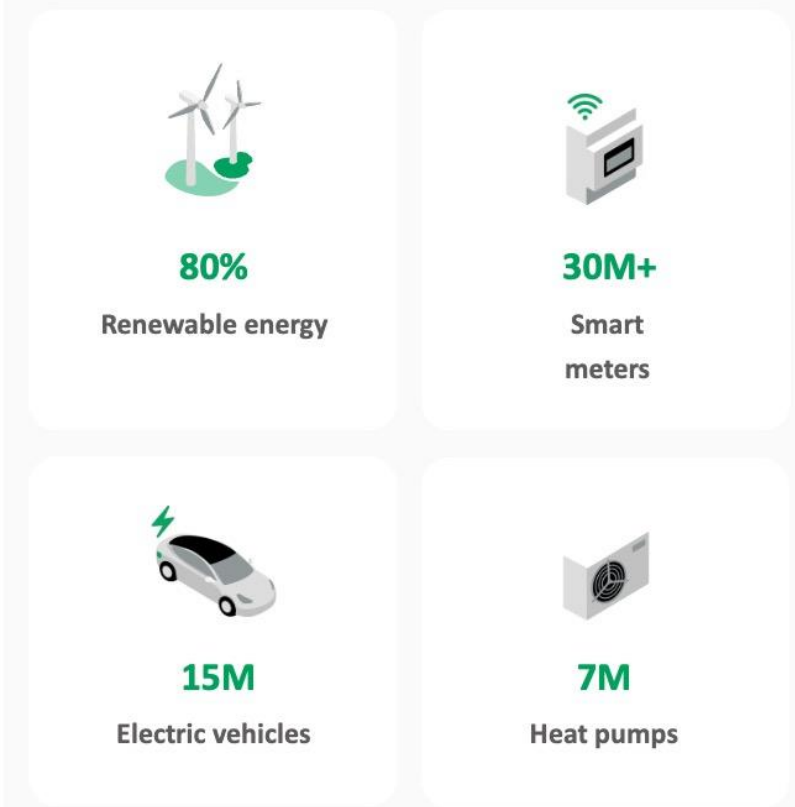
MARKET SIZE

In Germany alone, the energy market represents a massive **240B EUR market by 2030**

We only started our journey across the energy market and are determined to leave our mark. Join in and build an additional income stream for your business



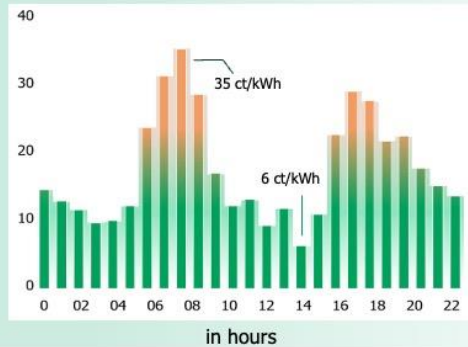
Major trends in 2030 will propel us even further





The time for dynamic electricity tariffs is now – there won't be a better timing!

Today, energy price volatility is already very high



Dynamic tariffs are the #1 solution to handle rising energy price volatility

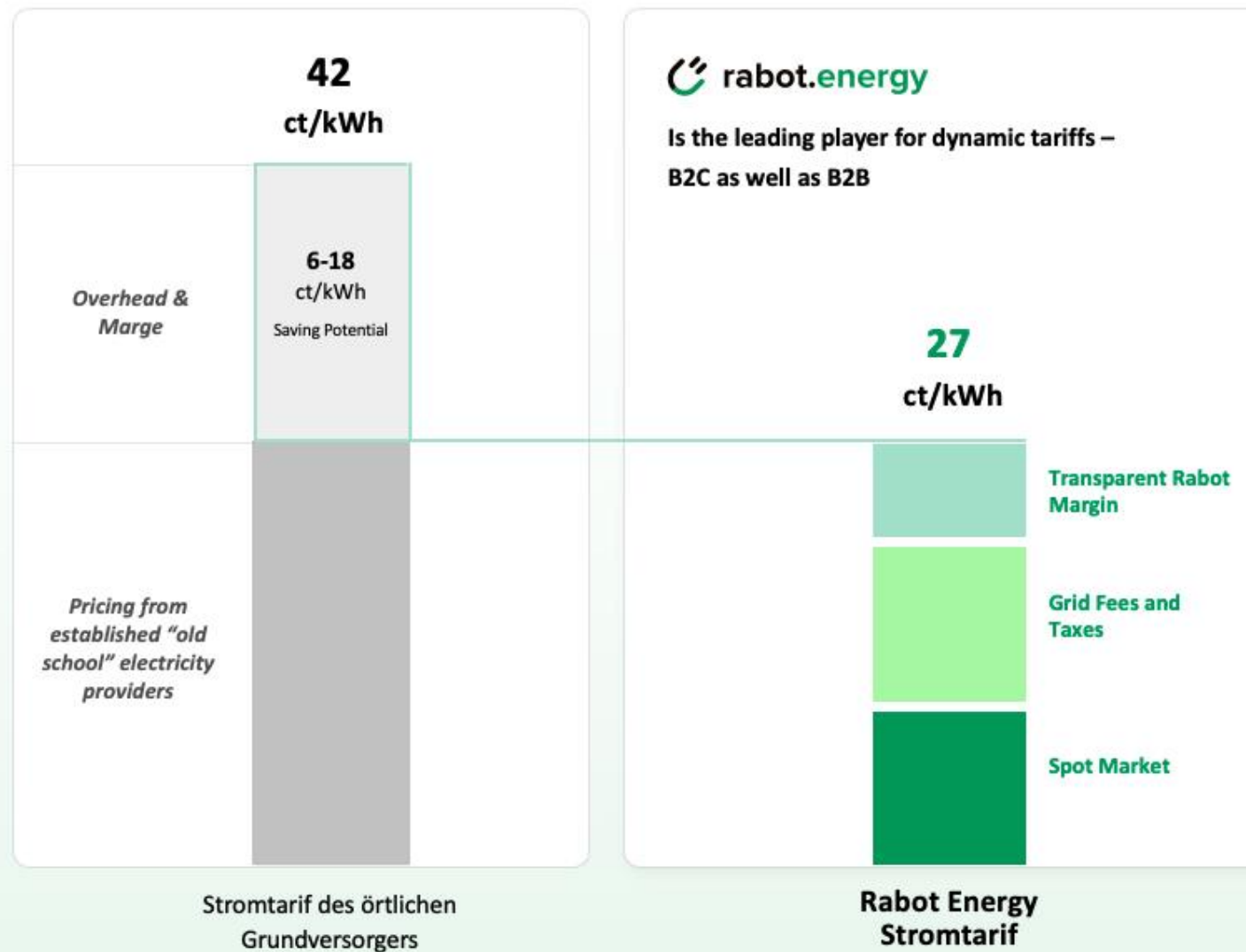


... and it will rise even further along with rising numbers of electric vehicles and heat pumps

The smart meter rollout will even further accelerate the distribution of dynamic tariffs

The established players are not **customer obsessed** like we are – Rabet Energy provides **full transparency**

Limited technical knowledge, but also the fear of margin losses are holding large EVUs back to push dynamic tariffs and with it a successful energy transition in Germany.



MARKET

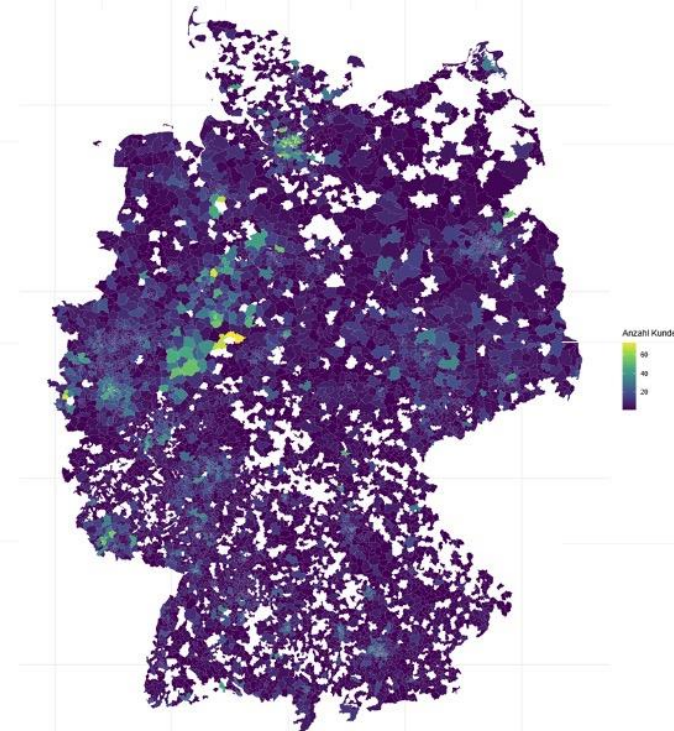
Our dynamic green energy tariff is suitable for **every customer in Germany**

We address a vast 240B EUR market in a highly strategic manner and with a great customer experience close to our heart.

Key facts

- **In over 80% of all German postal code areas, we have already customers using our dynamic electricity tariff**
- **Current customers have a higher than average consumption** – average annual consumption of Rabot's B2C customers is 4,100kWh (5,700kWh for customers with electric vehicles)
- **In 2025, the Smartmeter roll-out will provide the perfect timing for dynamic tariffs!** Be ready to ride the **wave!**
- **But, smartmeters are NO must** to profit from dynamic tariffs – all households, all your customers, can save up to 40% with Rabot Energy

Rabot Energy customer density across Germany



Currently, we are rebranding and are sharpening our consumer messaging with clear focus on raising brand awareness.

By leveraging all relevant awareness channels we target our 3 key customer types.

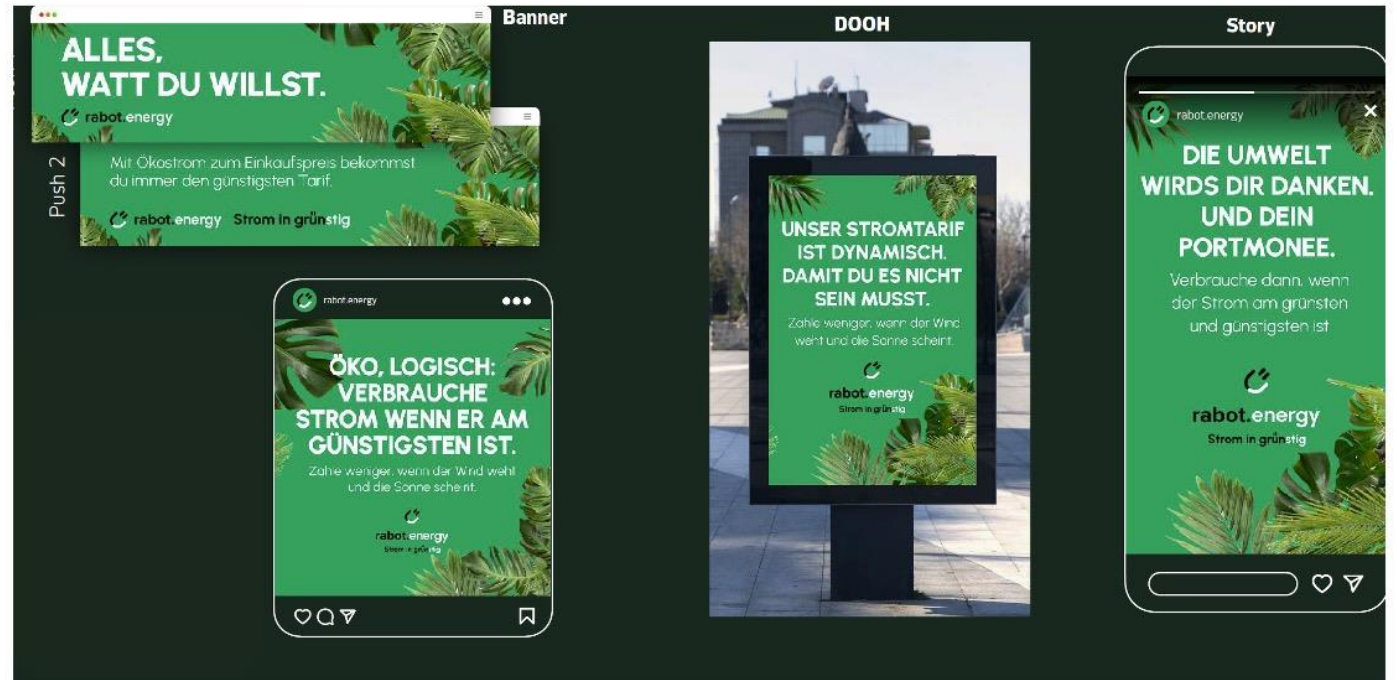
Defining characteristics

Example Creatives

1 Lazy Passives

2 Regular Switchers

3 Active Improvers



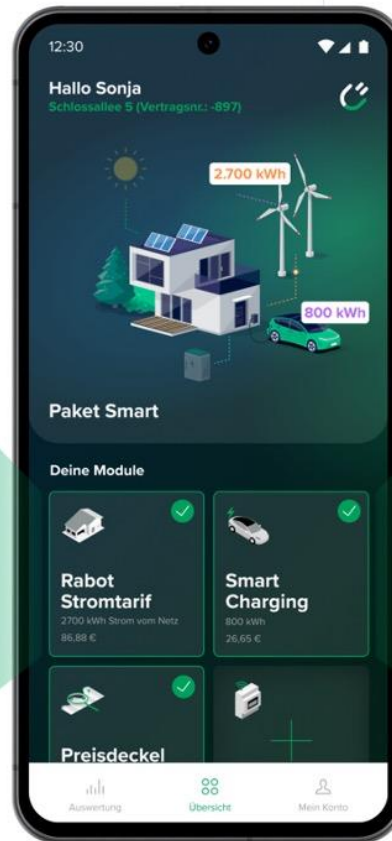
We finally allow customers to take charge of their energy consumption and offer free AI-optimization and transparency. Our customers thank us for the up to 50% savings every month!



Access to low or even negative prices.



Monthly subscription and an intuitive App-Interface



Full control and optimization of all your assets



Our product is tackling the energy market revolution.

We reach our customers either directly or via B2B2C - enabling them to save up to 50% of their monthly energy bill.

⚡
The **Robot Energy solution** is a unique technology built in-house.

Available as **White-label SaaS solution** for partners ...

...or for our customers.

1

Best in Class App

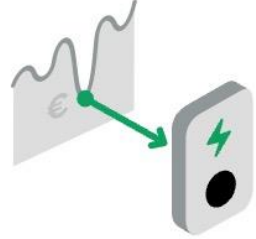
We provide a **convenient, simple App solution** that is easy to handle.



2

Energy Market Access

We provide dynamic, cheap time-of-use tariffs for all customers.



3

Smart Asset Control

We offer a software-driven, seamless integration of assets.



4

Optimization Algorithm

Every household is optimized on an individual level.



We are proud of our customer experience - also enabled by the billogram tech & product stack.

Their unwavering loyalty is fueled by our full cost transparency and stellar customer service.



Great product, finally something innovative in the electricity industry with dynamic electricity prices. **I switched because the traditional providers are significantly more expensive and inflexible.** Particularly noteworthy is the **top-notch support and the transparent bill!**



Nick & family



The team takes care of everything and is also very easy to reach by phone, unlike with our previous provider. **The app is very user-friendly.** Since we have a smart meter, the meter reading is accurately taken over by Rabot Energy. **And the billing is precise and correct.**



Jürgen



Best energy provider ever. **Transparent billing at very fair prices** (the much lower prices are passed on to the end customer). I have been with them for over a year now and am happy to stay. Highly recommended.



Michael



Reviews 1,421 • Excellent



✓ VERIFIED COMPANY

4,4 ★★★★★ (486)



Our tech partnerships enable every asset installer to become an open-platform Energy Optimization Partner **with Rabot Energy** as preferred partner of choice for electricity



 **rabot.energy**

 clever-PV

 SOLAR

gridX

ZENDURE
SuperCharged[®]

ECOFLOW

KIWIGRID 

Techaway

Game-changing Invoicing and CX To-Go

billogram.com/en/techaway-2024-takeaways

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