

Sustainable Industrial Heat for Dutch Industry

Version 1.0

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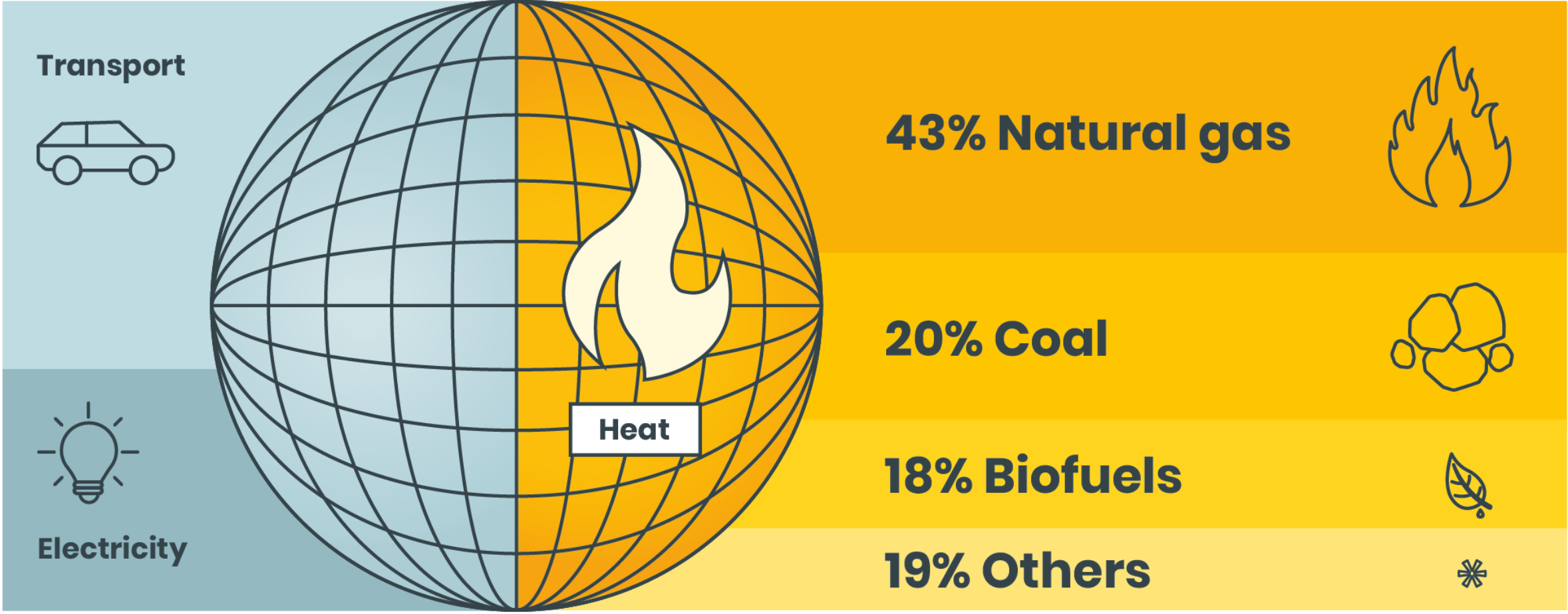


1. Mission, Market & Explanation
2. Suncom's products and key benefits
3. Tailored heat solution



Mission

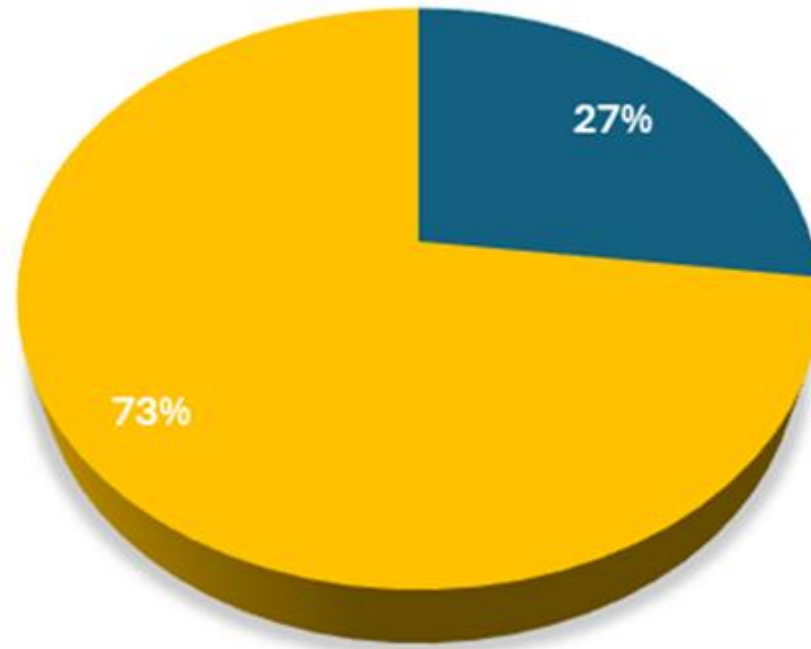
Global energy consumption



Market

Division per type of use

Industrial Energy Consumption



■ Electrical consumption ■ Gas Consumption

CURRENT HEAT ENERGY SUPPLY



ELECTRIFIED HEAT PROCESS WITH THERMAL STORAGE



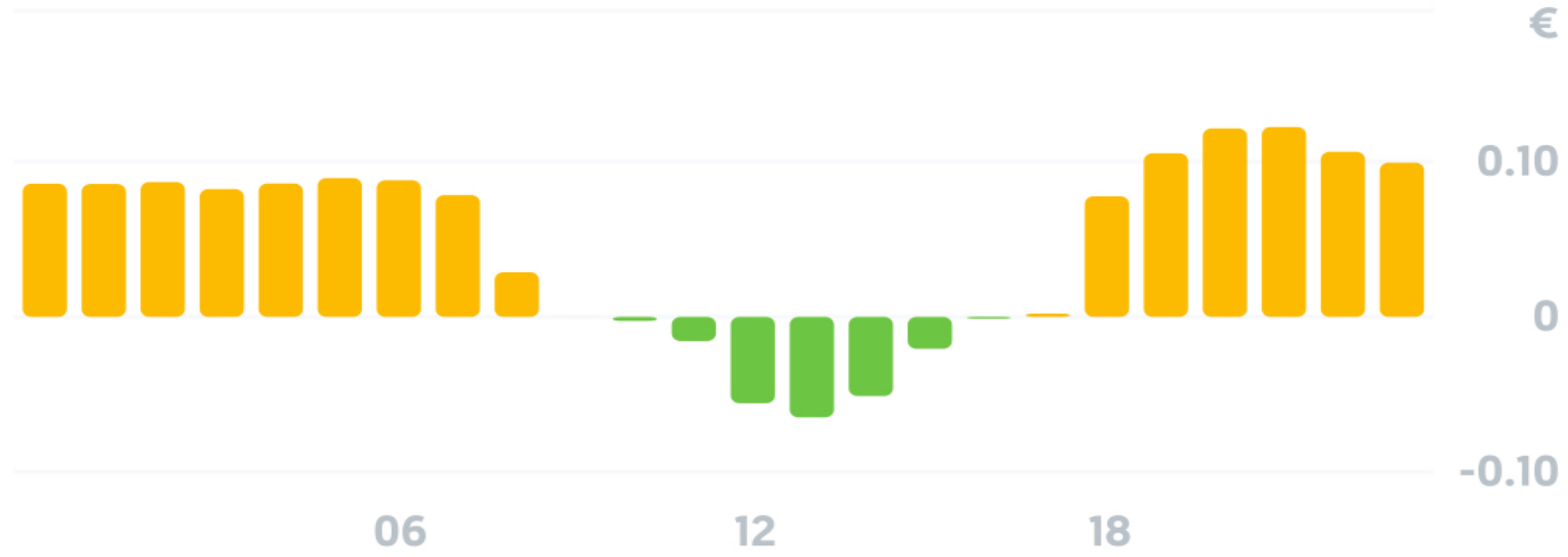
1d With a TES you can use the 'cheap moments'



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Fluctuating Market Prices

EPEX Day Overview – Price per KWh



Graph of EPEX pricing during the day. With a TES you can load during the 'cheap' hours and use during the expensive hours

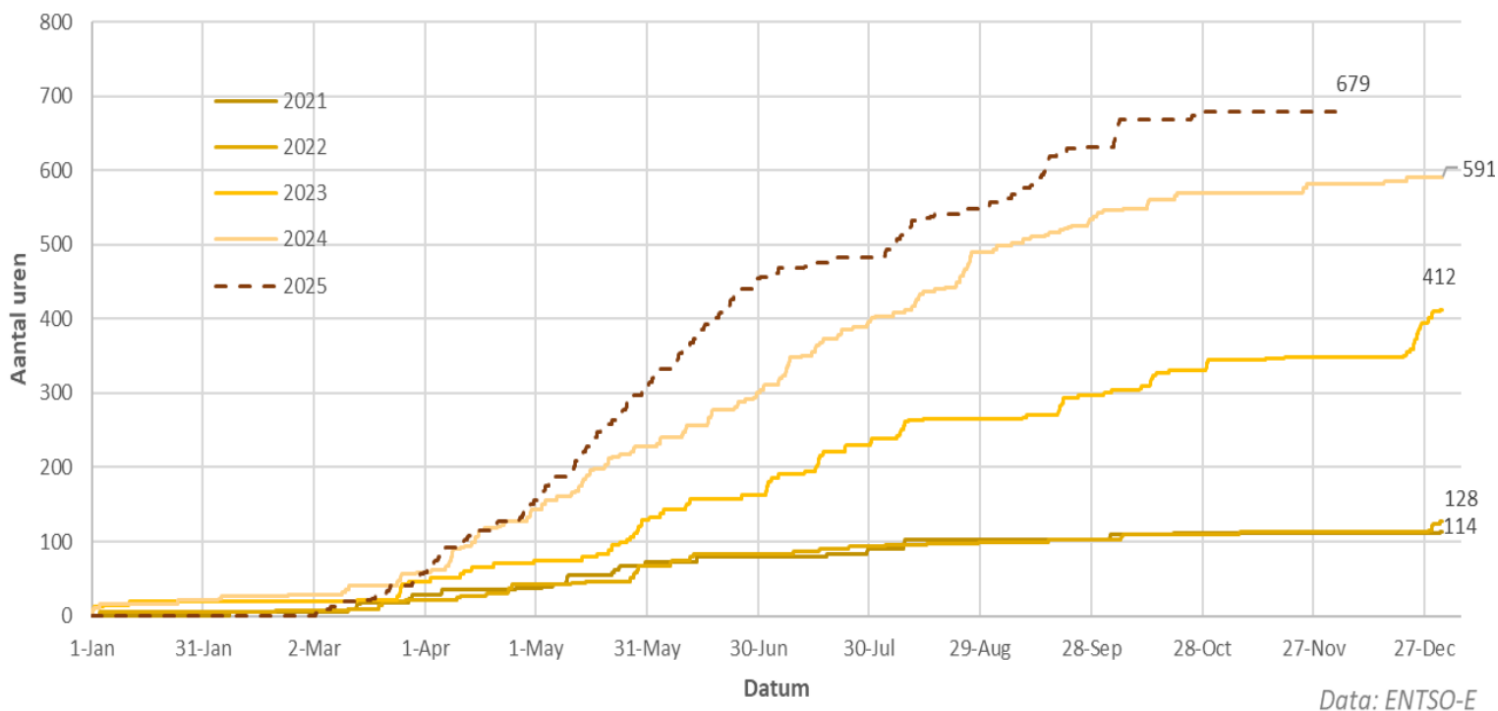
AS A RESULT WE SOFTEN GRID CONGESTION!

Power2Heat

Cumulative hours with day ahead electricity price < €0.01/MWh

Bottomline

Cumulatieve ontwikkeling aantal uren met een elektriciteitsprijs in Nederland kleiner dan 0,1 €/MWh. Day-ahead



- **Free energy hours on the rise!**
- 2023 – 412 Hours
- 2024 – 591 Hours
- 2025 - 679 Hours
- 2026 – Prognosis - >700Hours
- **Trend to continue till 2040!**



Agenda



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1. Mission, Market & Explanation
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SunArc



Heat storage



Heat



Your products

PV panels



p2h
power to heat



Unused electricity potential

Electric grid



SunTES

Suncom's SunTES key advantages

- Suncom has developed a **patented** super efficient storage, to effectively store the heat for later usage and overcome cloudy days.
- Suncom has 3 different types of storage:
 - **SunTES 100**: suitable for storage up to 100 °C
 - **SunTES 300**: suitable for storage up to 300 °C
 - **SunTES 425** : suitable for storage up to 425 °C
- Heat is transmitted through Heat Fluid or Water
- Artist collective 'De strakke hand' painted a water storage tank in Utrecht to blend it in the environment

SunTES 100 at Adriaans and SunTES 300 at Smileat



SunArc

Suncom's SunArc key advantages

- Suncom has developed a highly efficient micro CST module: The SunArc
- Specifications and benefits:
 - The SunArc intensifies sunlight **108 times** (standard CST modules only intensify up to 69 times)
 - The SunArc is able to generate heat up to 425 °C
 - Optical **efficiency of 72%** (converting direct sunlight into heat)
 - **12.3 kW_{th}** peak power
 - The SunArc has a **patented** heat receiver and reflector design
 - The SunArc is modularly designed making it easy to customize and size based on customers energy needs
 - The compact and efficient design results in a very attractive business case for customers

SunArcs at van Drie groep



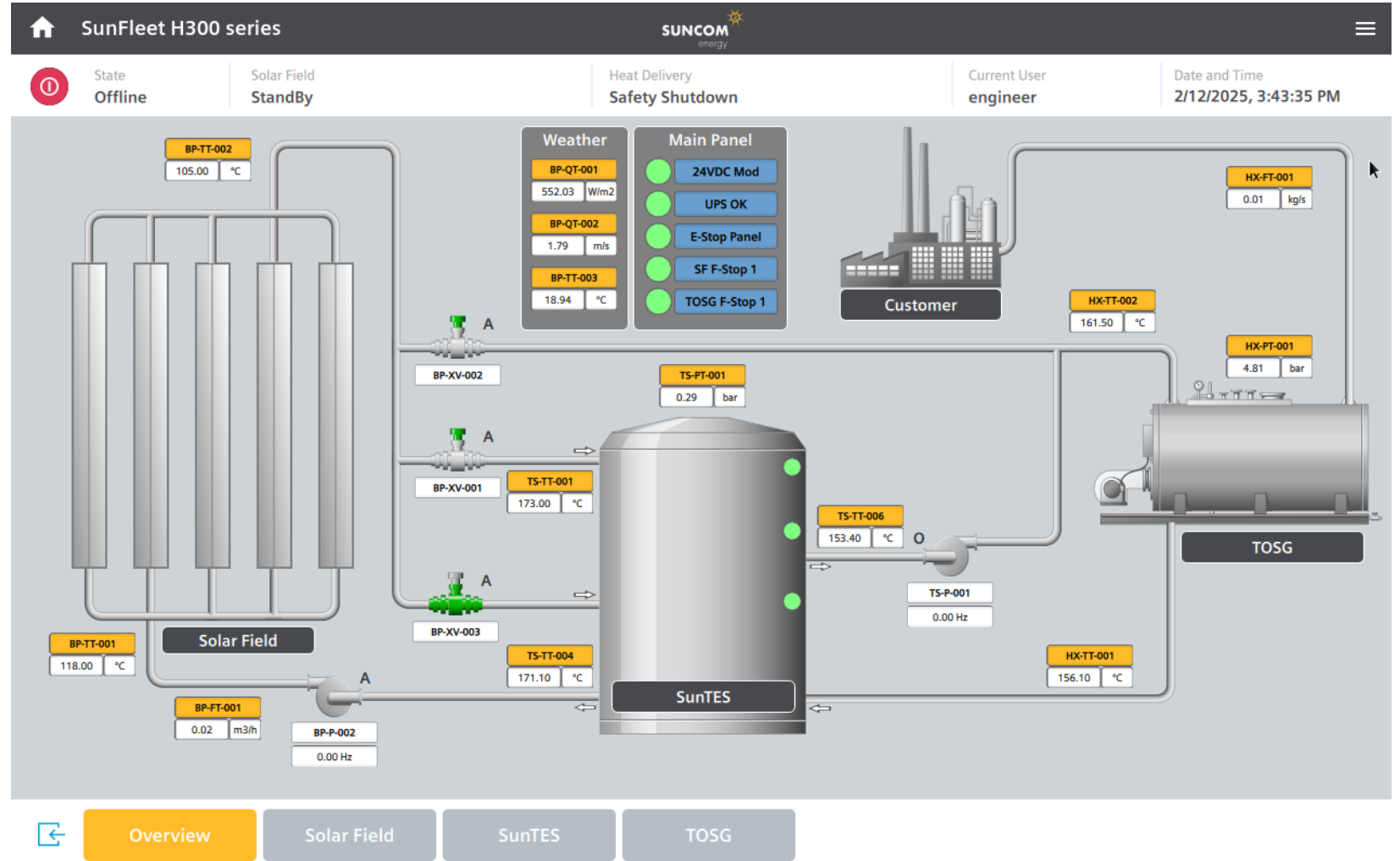


SunCORE

Key advantages of control system

- Provides insights in statuses or defects of system components
- Detects component errors and gives feedback based on expected values
- Gives insights for maintenance, now and in the future
- Screens and System are customizable based on customer needs or requirements

All-in-one smart control for industrial solar thermal





Value proposition

- ✓ **Low-cost & price-stable energy**
- ✓ **Sustainable energy (SDG 13)**
- ✓ **Control over self-generation and storage of energy** (less dependency of suppliers & less sensitive to geopolitical challenges)
- ✓ Modular design to enable individual needs
- ✓ Heat generation up to 425 °C
- ✓ Easy maintenance
- ✓ Available and recyclable materials



References

Van Drie groep, the Netherlands



Baby food producer Smileat in Jerez de la Frontera, Spain





Spanje

Nederland





Agenda



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3a Process to determine benefits for Dutch Factories



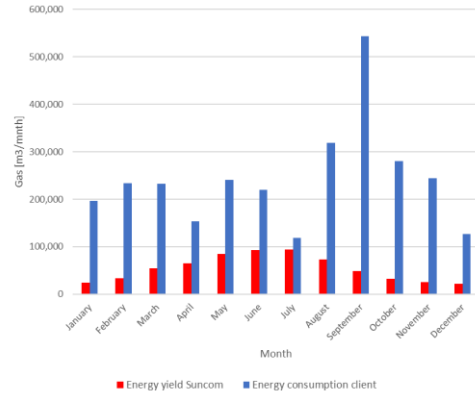
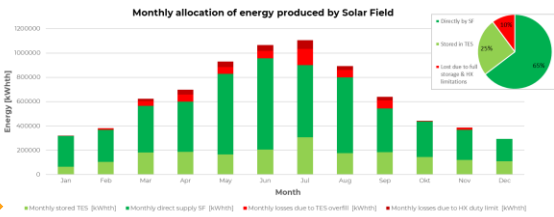
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Process description

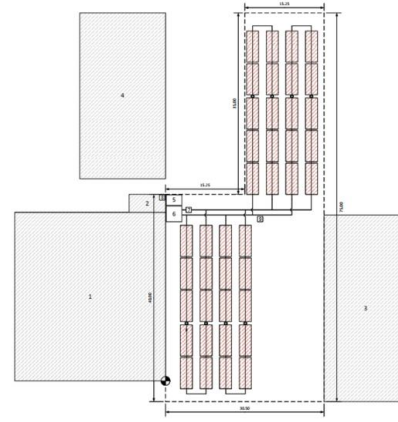
Energy consumption analyses

- How much energy is used?
- When is the energy used?
- At which temperature?
- In which form (steam, ...)
- Which fuel is currently used?

Determine heat Solution needs



Plotplan and PFD for solution



Expected savings and value

Weather data of Seville, Spain	NG: €1.00/m ³ (€100/MWh _{NG})	MG: €1.00/m ³ (€100/MWh _{MG})
Current annual fuel consumption (m ³ /yr or ton/yr)	3,000,000 m ³ /yr	3,000,000 m ³ /yr
Current fuel cost (€/yr)	€3,000,000/yr	€3,000,000/yr
Annual Savings (€/yr)	€606,000 of NG + €133,000 CO₂ emissions	€877,000 of MG + €179,300 CO₂ emissions
Thermal energy (MWh/yr)	6530 (22%)	8834 (30%)
Number of SunAres	660 modules	900 Modules
CAPEX (€)	€4,160,000 • Including storage, piping, electronics & control and Balance of Plant • Including installation & Commissioning estimate	€5,542,000 • Including storage, piping, electronics & control and Balance of Plant • Including installation & Commissioning estimate
Surface area (m ²)	• 22,000	• 30,000
LCOH (€/MWh), based on presented CAPEX, €45,000/yr OPEX, CO ₂ savings and 7% financing costs	€41/MWh	€43/MWh
Payback period (yr)	5.6 years	5.6 years

Industrial company

Current situation:

- Consumption: > 1,000,000M3 gas
- Gas Price(market): based on Current market Price
- Electricity consumption: MWh per annum
- Electricity price: Fixed/flexible
- Contracted grid connection: Medium voltage?
- Peak power Thermal: Max hourly demand
- Operating Temp: Range 85- 300 °C

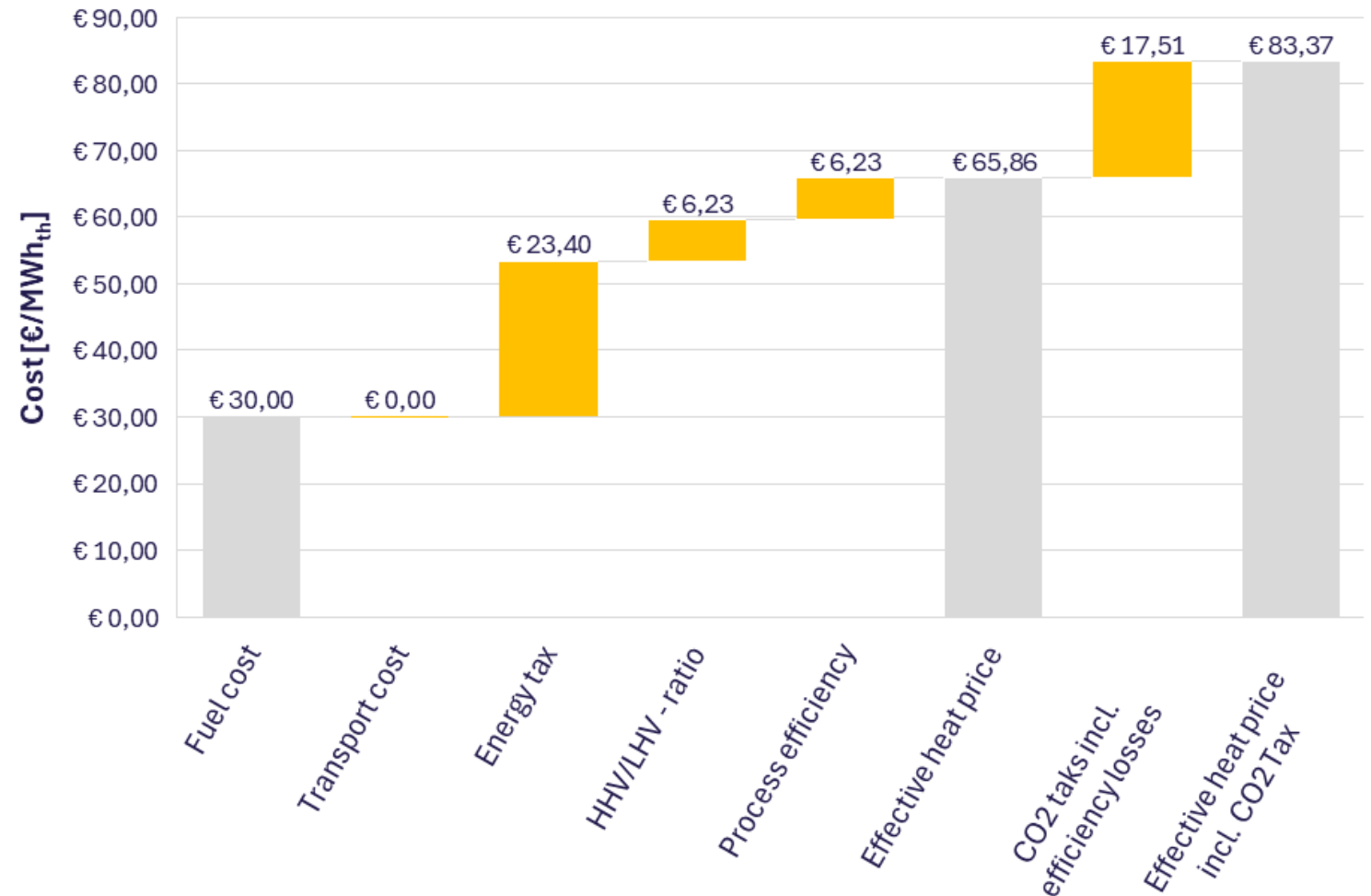
Current Heat Price

P2H + Storage Heat Pricing

- Power to heat is activated when the **cost of a kWh electric < Effective Heat Price (83,37€/MWh,th)**
- The effective heat price consist of:
 - Wholesale Price (30€/MWh)
 - Transport cost (0.00€/MWh)
 - Energy Tax (23,40€/MWh)
 - HHV/LHV ratio (1.11)
 - Boiler / Process Efficiency (90%)
 - CO2 Tax (17,51€/MWh) (75€/Ton CO2)

Build up of Gas Heating Price

Effective heat price of customer



Saving on OPEX!!

P2H + Storage Heat Pricing

Build up of electrical heat (connection >3Mw)

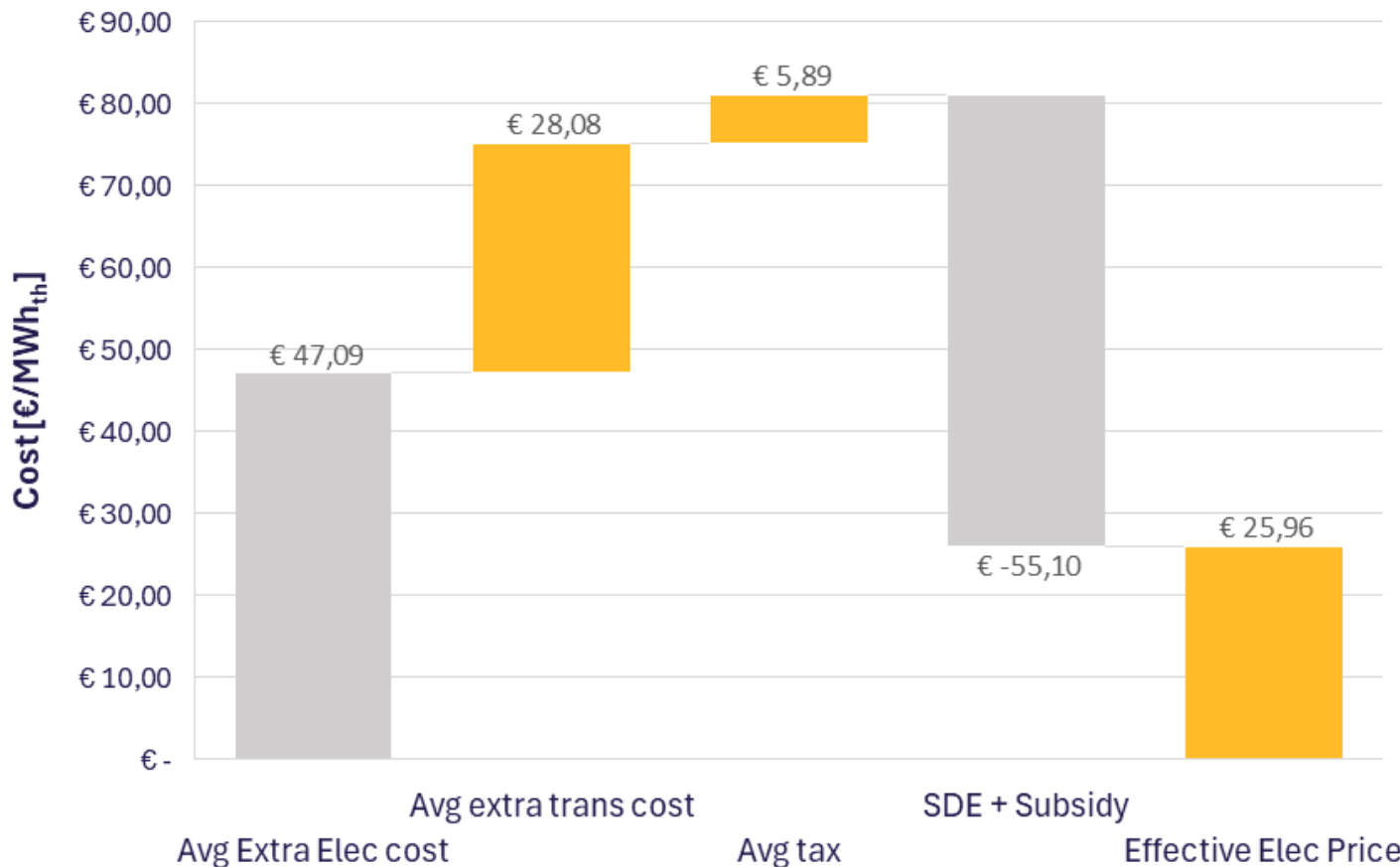
The **Electricity Cost** consist of:

- Wholesale Price (Day-Ahead/ Imbalance)* +
- Transport cost [28,08 €/MWh] +
- Energy Tax [5,89 €/MWh]

Benefits of sustainable Electricity:

- **Reducing OPEX energy cost with 60%!**
- Saving of 192 Kg/MWh CO2

Effective Electrical Heat Price



*Average Day Ahead Price was 78€/MWh in 2024. Market is volatile and can be used as a benefit

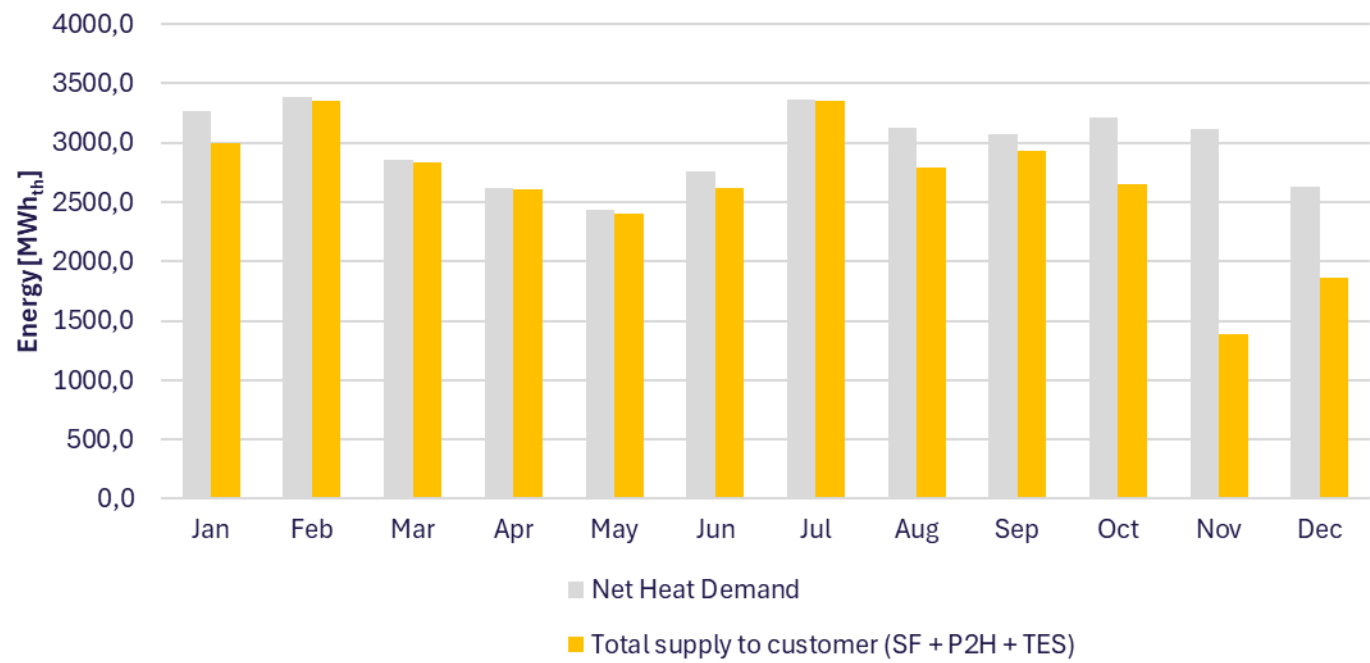


Demand vs delivery with P2H & SunTES

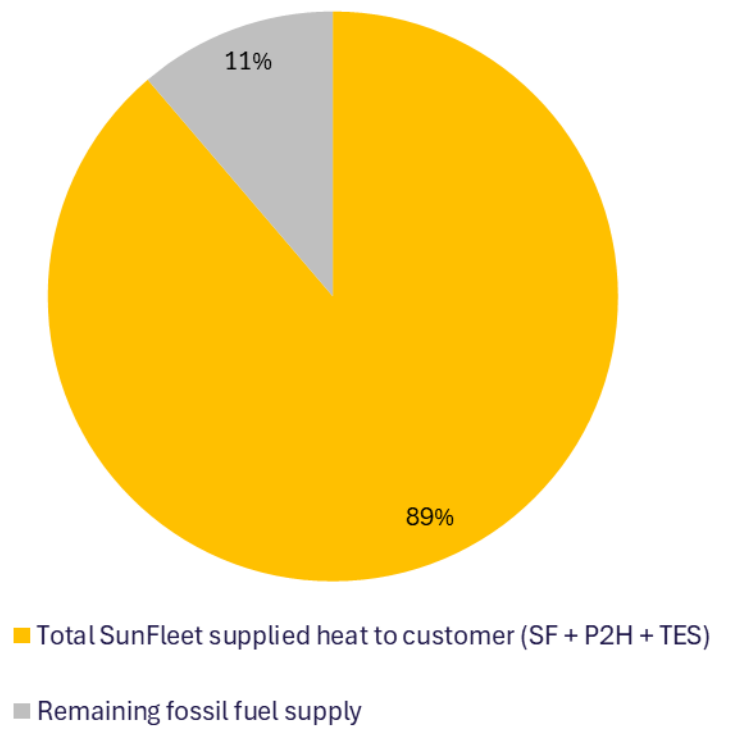
Customer demand and Suncom supply

Annual energy supply to customer

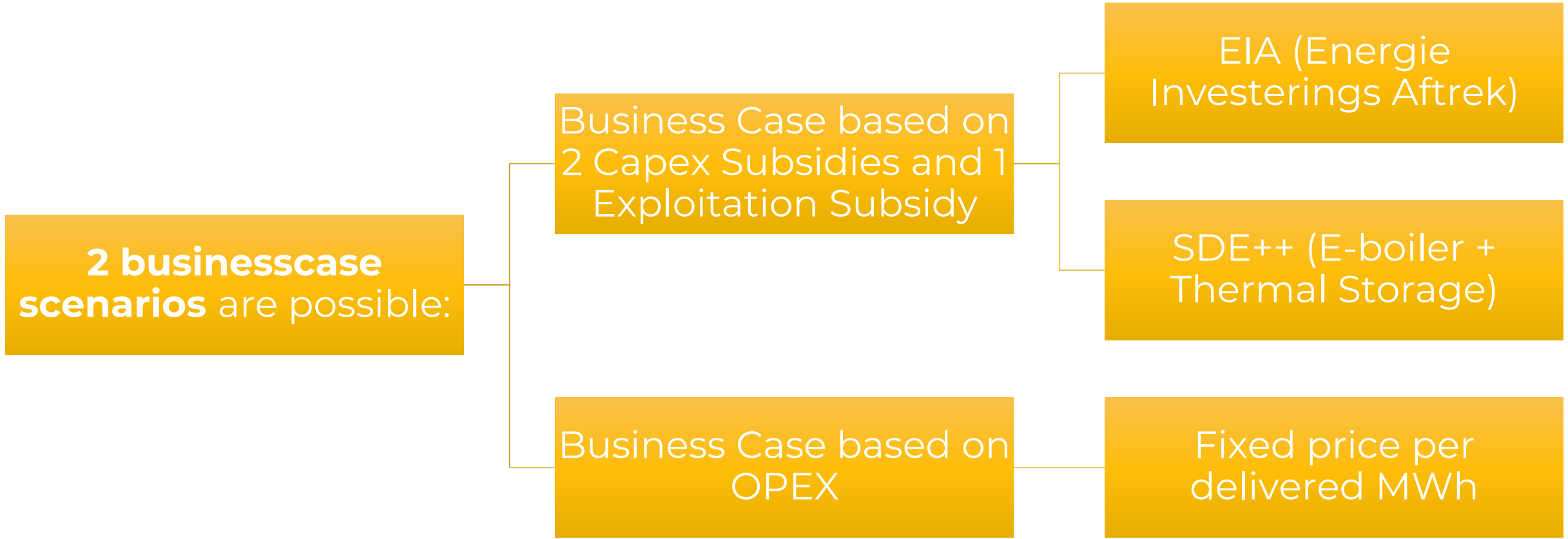
Customer heat demand and Suncom supply



Annual heat supply to customer



Scenario's





Process

- ❑ Sign NDA
- ❑ Client to send energy data
- ❑ Suncom analyzed energy data and drafted first business case
- ❑ Site visit
- ❑ Signing of Termsheet & Contract before 30-3-2026 (For SDE++ 2026 timeline), conditional to :
 - SDE++
 - Building Permit
 - Other matters which might be discussed in the process before signing of the agreement
- ❑ Lifting of conditions
- ❑ Suncom starts with Engineering, Procuring and Contracting
- ❑ Suncom Delivery & Installation
- ❑ Start of Operations & Maintenance



More information:



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