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## PRESS RELEASE

# 1KOMMA5° reaches all-time high in order intake, sales and software revenue

- **Record month in July:** In its core market of Germany, 1KOMMA5° increased its order intake by around 30 per cent year-over-year to almost 42 million euro, setting a new monthly record since the company was founded in 2021.
- **With around 2,000 energy systems sold in Germany and almost 4,000 globally, the company also achieved a new sales record.**
- **Software revenues from Heartbeat AI also reached a new high, growing by almost 100 per cent compared to the previous year.**
- **Despite the recession, 1KOMMA5° continues to grow profitably in its core business, underlining its ambition to become the market leader in home electrification in Europe.**

**Hamburg, August 06, 2025** – 1KOMMA5°, the Hamburg-based New Energy company and CleanTech unicorn, reports a record high for July: at around 42 million euro, order intake in its core market of Germany is around 30 percent higher than in the same period last year. In Germany alone, the company sold around 2,000 energy systems last month; globally, the figure was just under 4,000, a new record in sales. Revenue from Heartbeat AI, 1KOMMA5°'s energy management software and artificial intelligence, doubled year-over-year, marking a new high for software revenue.

**Philipp Schröder, CEO and co-founder of 1KOMMA5°, says:** "While the conventional solar market in Germany is shrinking and the recession is entering its third year, 1KOMMA5° is breaking away from the trend and continuing to grow profitably. Heartbeat AI is driving a paradigm shift in the electricity market, making conventional utilities nearly obsolete. What's causing delays right now is only the bureaucratic hurdles in coordinating with 860 distribution grid operators to connect customers to Heartbeat AI."

1KOMMA5° installs integrated energy systems as a one-stop shop, including solar panels, batteries, heat pumps, air conditioning, and EV charging stations. Heartbeat AI intelligently optimizes the interaction of these components in sync with wind and sun, storing electricity fully automatically when it is cheap, and using it later or selling it to the grid when prices are particularly high. Customers benefit from intelligent energy generation and optimized consumption, leading to higher earnings from self-produced solar power. Unlike conventional

utilities, 1KOMMA5° charges a flat-rate software fee for Heartbeat AI instead of a margin on electricity prices. This enables dynamic, real-time electricity pricing instead of traditional static tariffs, reducing electricity costs by up to 85 percent.

**Sascha Koppe, CRO of 1KOMMA5°, explains:** "Our complete solution based on Heartbeat AI is so innovative that it currently has virtually no real competition. The only thing missing is educating customers that it is now much more expensive and no longer necessary to buy electricity from a conventional electricity provider, but that direct access to the electricity exchange can be used instead."

In 2024, 1KOMMA5° achieved a new record revenue of nearly €520 million, despite the recession and declining demand for solar systems and heat pumps, underscoring the company's ambition to European market leadership in the mega-market of home electrification.

**Jannik Schall, CPO and co-founder of 1KOMMA5°:** "Overall, we notice a lot of uncertainty among consumers: only about three percent of German households have a smart meter, and the market for solar and heat pumps is shrinking across Europe. Additionally, prices for solar panels are expected to rise again in the coming months, and EEG subsidies will go down. With our complete solution and Heartbeat AI, we can ease these concerns for our customers."

In the coming years, 1KOMMA5° will continue to focus on the expansion of Heartbeat AI: From 2025 to 2027, the company plans to invest over €100 million in the expansion of its software business around Heartbeat AI. The energy management software currently controls over 500 megawatts of flexibility capacity, making it Europe's largest virtual power plant (VPP) for private households.

Founded in 2021, 1KOMMA5° now employs nearly 2,500 people worldwide and serves over 120,000 customers.

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## About 1KOMMA5°

1KOMMA5° is the CleanTech start-up for CO<sub>2</sub>-neutral energy, heat and mobility. Founded in Hamburg, Germany, in 2021, the company operates around 80 locations worldwide, serving as the one-stop shop for intelligent, integrated energy solutions such as photovoltaics, electricity storage, heat pumps, air conditioning and charging stations. Its core technology is the artificial intelligence Heartbeat AI; it currently optimizes more than 50,000 systems, creating Europe's largest virtual power plant that connects private customers with the energy market and controls electricity generation and sales in time with the wind and sun. 1KOMMA5° has already installed over 300,000 decentralized,



controllable energy systems. By 2030, the company aims to convert more than 1.5 million buildings to a climate-friendly energy supply, thus contributing to achieving the Paris climate targets.

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