

SOLAX POWER

Energy Storage Summit Presentation



Warszawa, 23.09.2025



Who We Are

STOCK CODE: 688717.SH

2012

Established

2024

Publicly traded

3,000+

Global employees

1,000+

R&D Personnel

110+

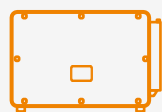
Shipping countries

1100+

Certifications

1,400,000

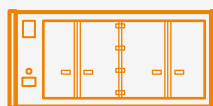
Shipping Units



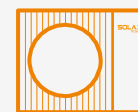
Inverter



Battery



Energy storage
system



Heat pump



EV charger



Smart energy
solution

Trusted Over a Decade

2019

New subsidiary in Germany

2020

- First Japan S-Mark certification (JIESS-HB58)
- TÜV Rheinland Witness Lab Qualification

2021

- TÜV Rheinland All Quality Matters Award (X-ESS G4)
- Red Dot Winner Award (X-ESS G4)
- New subsidiary in Japan

2022

- Service setup in Brazil & South Africa
- 8 EUPD Top Brand Awards

2023

- The world's second non Japanese "JET Certification"
- 20 EUPD Awards

2024

- IPO Listed on Shanghai Stock Exchange STAR Market
- Launched C&I ESS products

2025

Awarded BloombergNEF Tier 1 Energy Storage Manufacturer

2015

World's first integrated SOLAX BOX launched

2014

New subsidiary in Australia

2013

- First energy storage inverter launched
- New subsidiary in the UK

2012

Establishment

2016

- New subsidiary in the Netherlands
- SolaX featured on BBC Royal Institution Lectures

2017

- Launched world's first high-power three-phase energy storage inverter
- SolaX New R&D center

2018

New subsidiary in the USA

The Leading Solar Energy Storage Solution Provider



Global Top 3

Solar Energy Storage
Solution Provider



**Brand Leadership &
Sustainability Rating:**
AA+ for Storage &
Inverters



BloombergNEF **Tier 1**
Energy Storage Manufacturer



PVBL Top **20** Global
Energy Storage
System Brands 2025

Global Reputation



Brand Leadership &
Sustainability Rating: AA+ for
Storage & Inverters

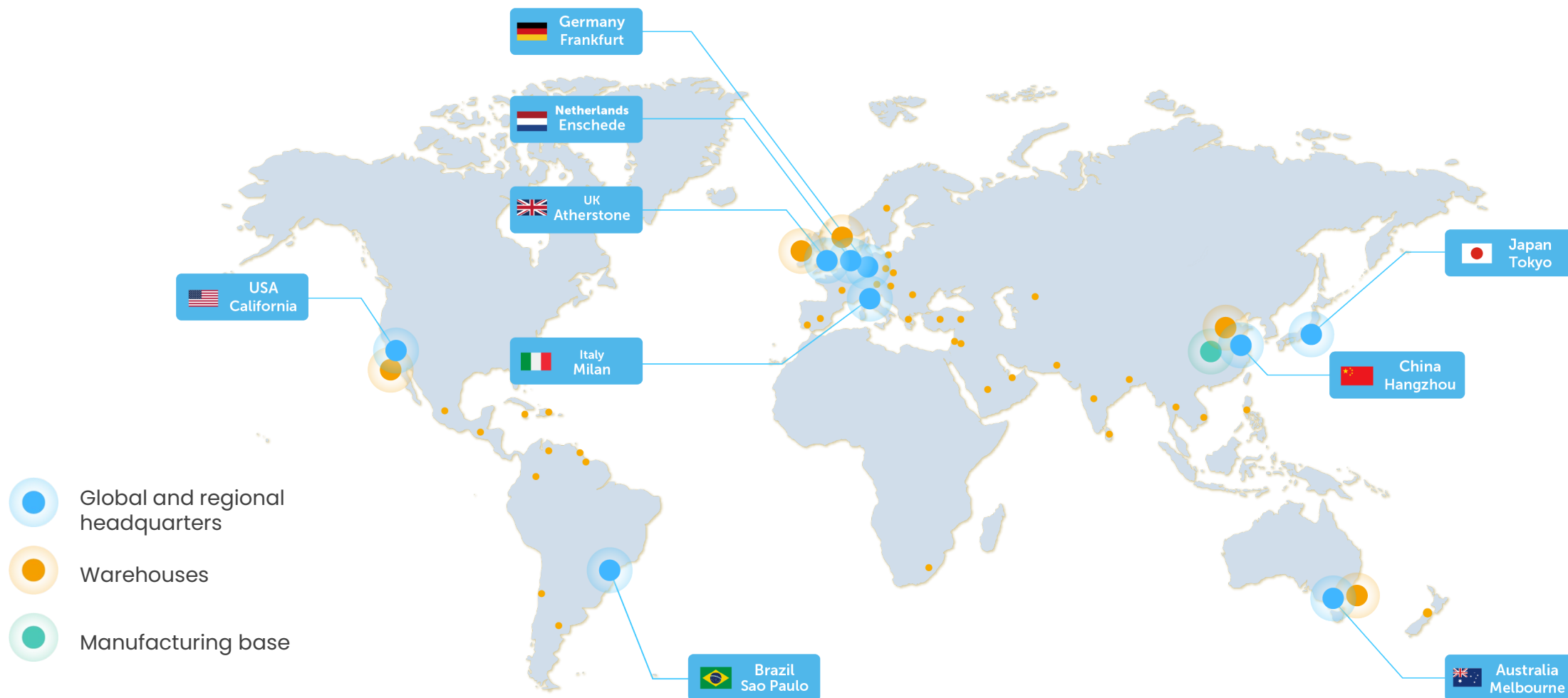


EUPD Research – Top Brand PV Inverters & Storage (2019-2025)



red**dot** winner 2021

Our Global Network



-  Global and regional headquarters
-  Warehouses
-  Manufacturing base



110+
Sales regions



700+
Global partners



1,400,000
Shipping units

Strong Presence in Europe

10+

Over 10 European languages spoken

24/7

Support your needs anytime, anywhere

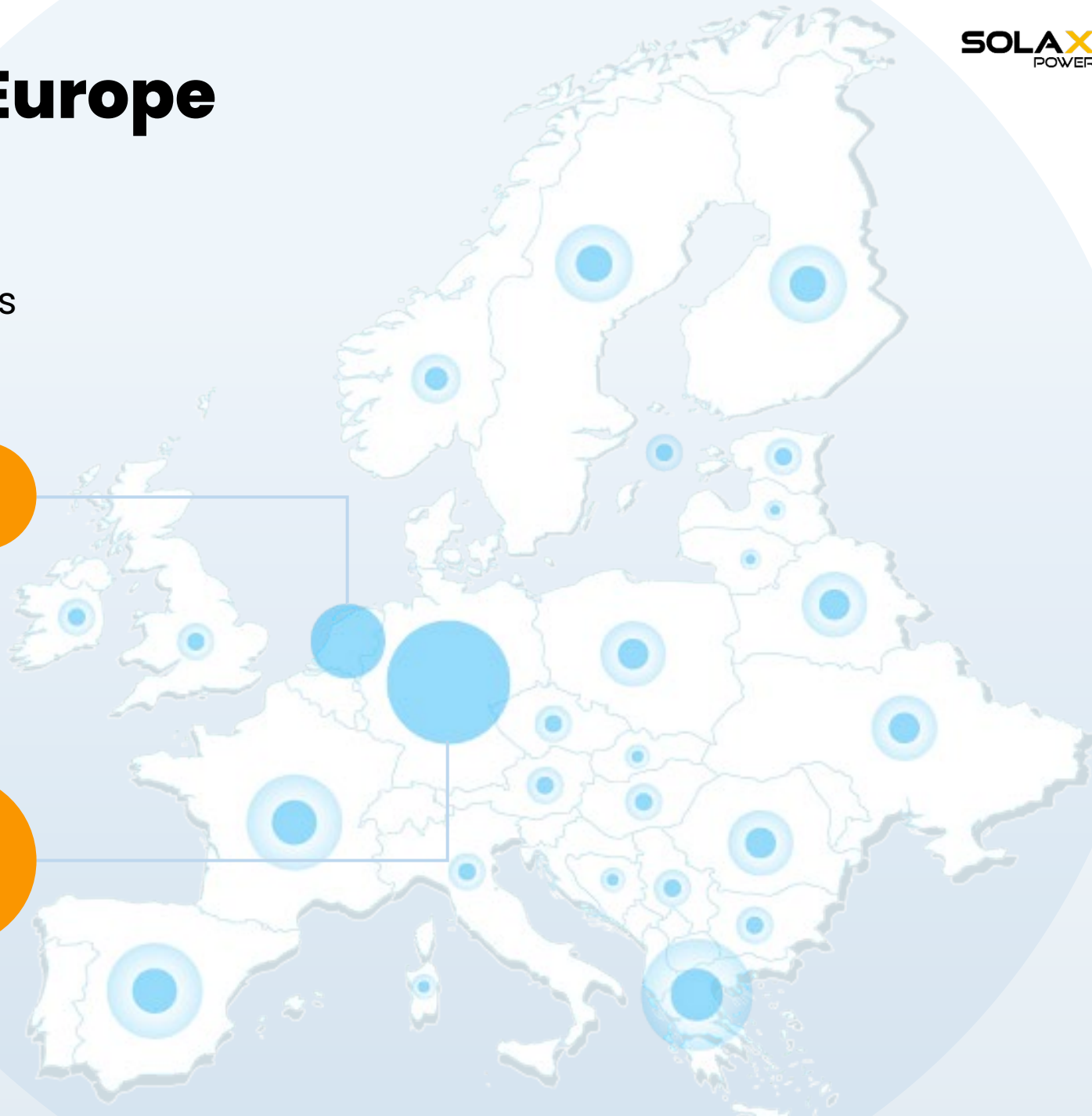
200+

Global after-sales service staff

 Sales regions

Netherlands
(Warehouse)

Germany
(Second Headquarter)

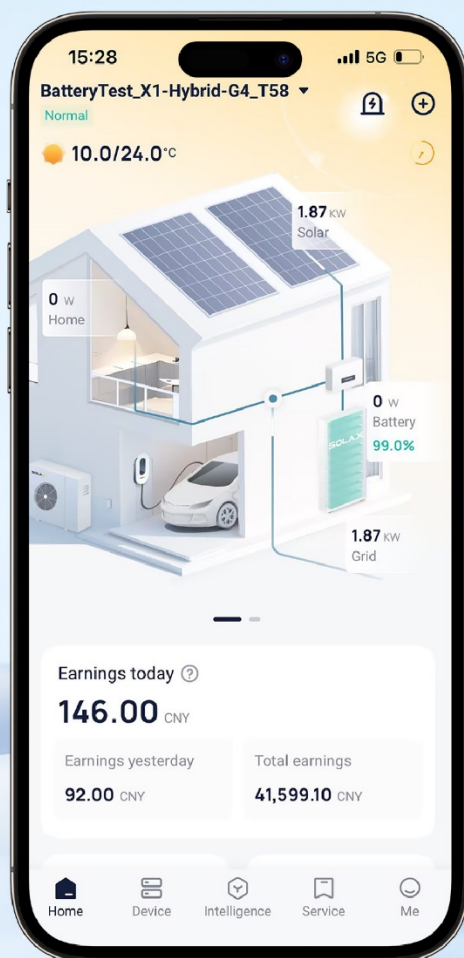


Product Quality Certifications



1,100+
Global Certifications

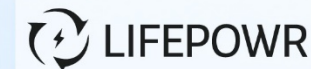
Smart Energy Service Partners



C&I Smart Energy Service Platforms



Residential Smart Energy Service Platforms



SolaX Installer Partner Program

1. Sign up for SolaX Installer

- 1.) Download SolaXCloud App
- 2) Sign up or contact your distributor to create



Google Play



iOS



Android

3. Join SolaX Installer Partner Program

Based on certified installer level and installation volume, unlock exclusive technical benefits and installation incentives.

<https://installer.solaxpower.com/>



Sign Up



Certified
Installer



Installation
Incentives



2. Become SolaX Certified Installer

Access SolaX Academy and verify your certified installer level:

<https://kb.solaxpower.com/>



Installation Incentives

Gift
Cards



Product
Vouchers



Football
Tickets



Trip



Recommended
installers on Mobile
and Website



* Gifts for reference only. Gifts can be redeemed using points earned by installing products or participating in campaigns.

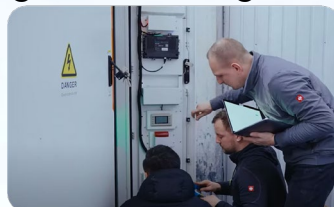
Our Training Support

SolaX Power prioritizes comprehensive global training support, extending to distributors, installers, and internal

staff members fostering a knowledgeable and empowered network of professionals across the globe.



1 Roadshow Van



2 Hands-on Training



3 SolaX Partner Program



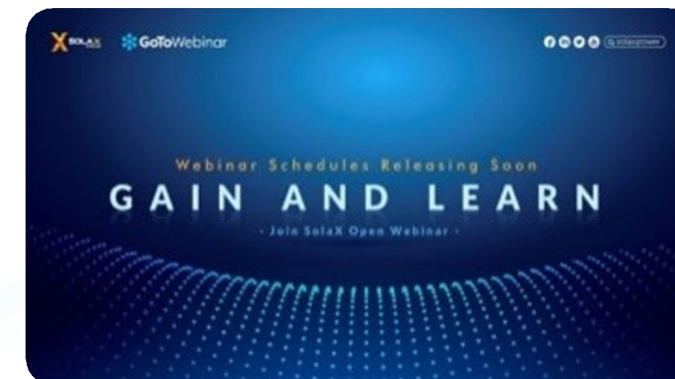
4 Webinar



5 SolaX Academy



6 SolaX Installer Group



Smart in Manufacturing



Leanization



Digitalization



Automation

240,000

sqm Manufacturing Land

20 GWh

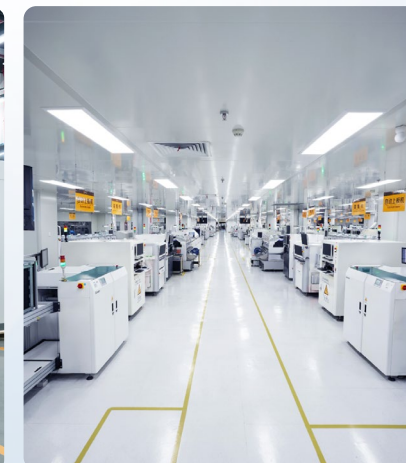
Battery Annual Capacity

20GW

Inverter Annual Capacity

275

Large-scale Manufacturing Equipments





Inverter



Battery



Energy Storage System



EVC



Heat Pump



Smart Energy Solutions

R&D Strength



1,000+
R&D staff



37%+
R&D staff ratio



16%
R&D Investment
in revenue



10+
R&D years



244

Global Patents

59

Invention Patents

87

Design Patents

Xi'an
Focus on Micro inverters

Suzhou
Focus on Commercial
PV inverter

Shenzhen
Focus on North America ESS

Hangzhou
Focus on Inverter,
Storage, EV Charger

SolaX Power New R&D Building



2025 New Products Overview

Jan



X3-FORTH PLUS
120-150kW

May



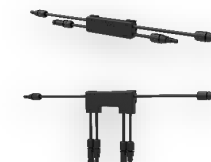
X3-GRAND HV
300-350kW



X-HUB



C&I ESS Split Solution
50/60kW Inverter
+ 7.6kWh Rackable Battery



Rapid Shutdown Device



DC Charger

June



Heat Pump



1MWh C&I ESS

Oct



Origin utility storage
2.5MW | 5MWh

Dec



Balcony storage



SOLAX POWER

C&I portfolio



SOLAX POWER

3 C&I ESS PRODUCT FAMILIES



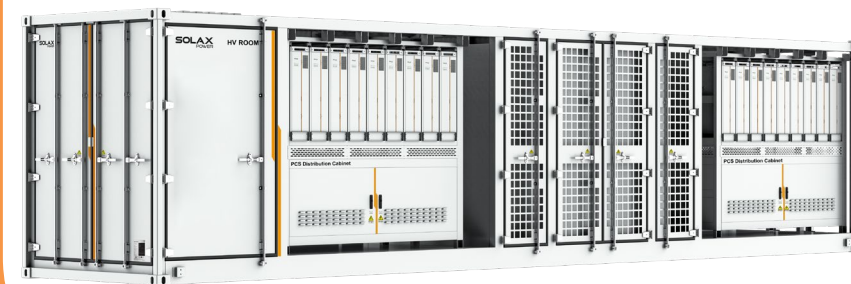
AELIO



TRENE



ORI



AELIO FAMILY

C&I cabinets with hybrid inverters



AELIO

39/49/50/60kW AC Rated Output Power/unit

100/200kWh Rated Battery Capacity cabinets

UP TO 10 units in parallel

Up to 600kW AC Rated Output Power in parallel

Up to 1 / 2 MWh Rated Battery Capacity in parallel

UP TO 200% PV oversize

280Ah LFP Battery

90% Discharge Depth

140A Rated Charge / Discharge Current

100% ON & OFF Grid work

TRENE FAMILY

AC COUPLED C&I cabinets and container



P100B215
(Air cooling)



P125B261
(Liquid cooling)

TRENE



P250B1044, P500B1044
(Liquid cooling)

100/125/250/500 kW AC Rated Output Power/unit

215/261/1044 kWh Rated Battery Capacity/unit

Up to 10 units in parallel

Up to 1/1,25/2,5/5 MW AC Rated Output Power in parallel

Up to 2.15/2,61/10,44 MWh Capacity in parallel

280/314 Ah LFP Battery

90% Discharge Depth

3 / N / PE, 230 / 380-400 V Nominal AC-Voltage

160/236/236x4 Max. Charge/Discharge Current

100% ON & OFF Grid work (with Nexus Zero cabinet)

ORI FAMILY

AC COUPLED C&I BESS container system



B5015

ORI



P2500



P5000, P7500

20' Energy Storage Container

5.015 MWh Nominal Energy Capacity

1331.2V Rated DC-Voltage

314Ah / 3.2V LFP-Batteries

20' or 40' Container with PCS units and TRAFO

215kW Rated DC-Power/PCS unit **x 12/24/36** units

2500 / 5000 / 7500kW Rated AC-Power /container

6 ~ 35kV Nominal AC Voltage of TRAFO

100+ units in parallel

Grid forming ability



PARTNER

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Examples of C&I energy storage applications



Energy storage for C&I Usage methods

✓ Self-consumption

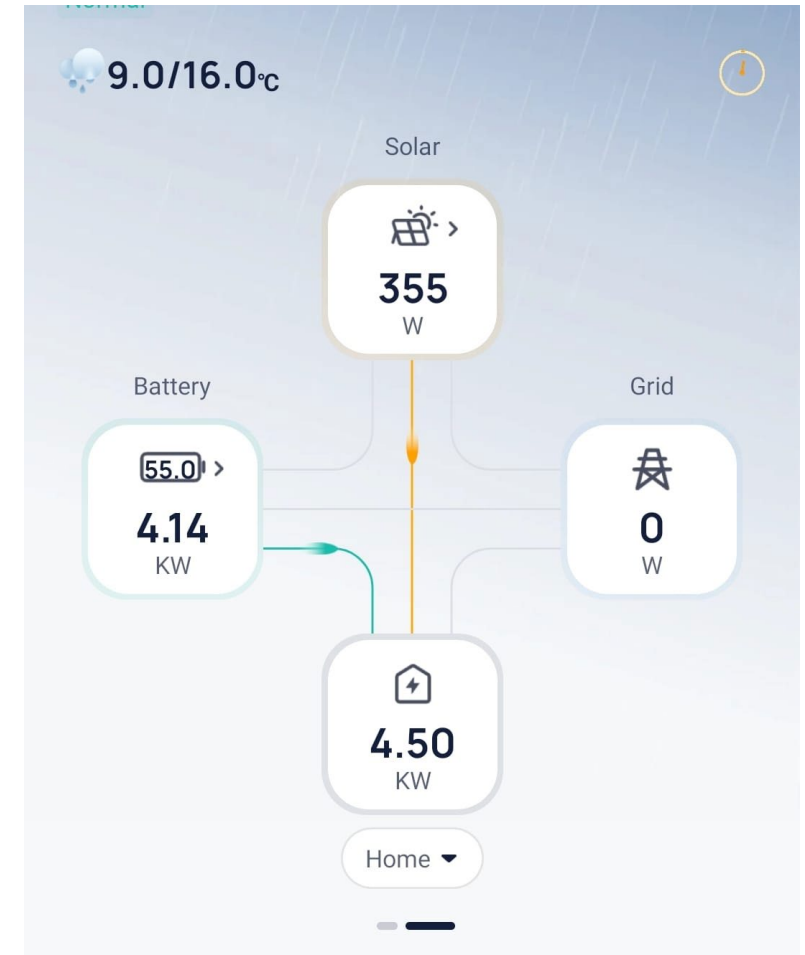
Energy storage systems enhance self-consumption of PV energy by storing surplus production and supplying power when PV output is low.

Locally consumed energy reduces grid electricity costs, distribution fees, and capacity charges, lowering overall bills.

Self-consumption can be combined with:

- Peak shaving
- Capacity charge reduction
- Price arbitrage
- Capacity market participation
- Backup power supply

This improves PV system economics and grid support.



Energy storage for C&I Usage methods

✓ Capacity charge reduction

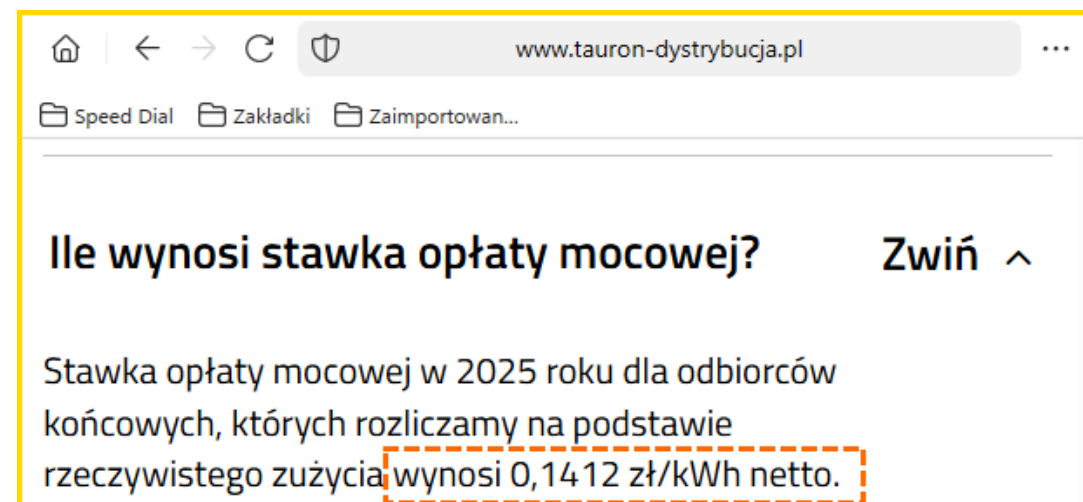
Capacity charge reduction means lowering fees based on the maximum power demand by using energy storage to smooth consumption peaks and shift usage to cheaper periods.

This helps reduce fixed charges tied to peak (high-cost) electricity use periods.

In Poland for companies, this charge applies from 2025 also to smallest tariff C1 over 16 kW and from 2028 to all consumers, including households.

Capacity charge reduction can be combined with:

- Self-consumption
- Price arbitrage
- Capacity market participation
- Peak shaving
- Backup power supply



Energy storage for C&I Usage methods

✓ Price arbitrage That is, using differences in energy prices.

Price arbitrage is buying electricity when prices are low and using or selling it when prices are high. It often uses dynamic or multi-zone tariffs.

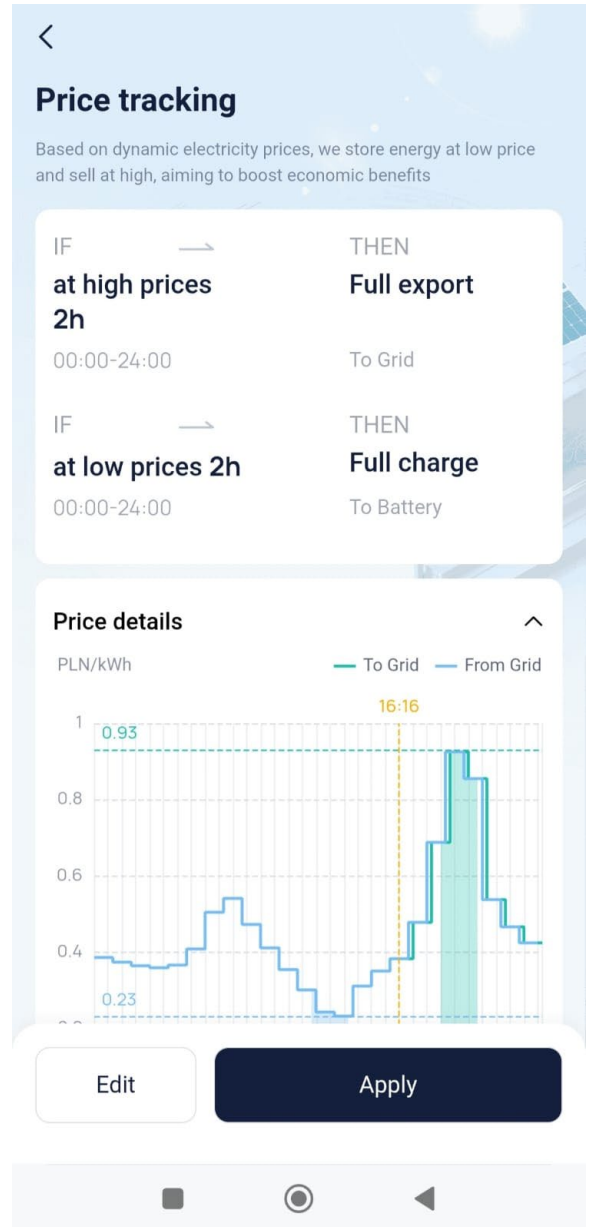
Energy storage charges during cheap periods and discharges during expensive ones, maximizing cost savings.

It is mainly aimed at trading but can be used by consumers to shift and save energy costs.

Price arbitrage can be combined with:

- Self-consumption
- Capacity charge reduction
- Capacity market participation
- Peak shaving
- Backup power supply]

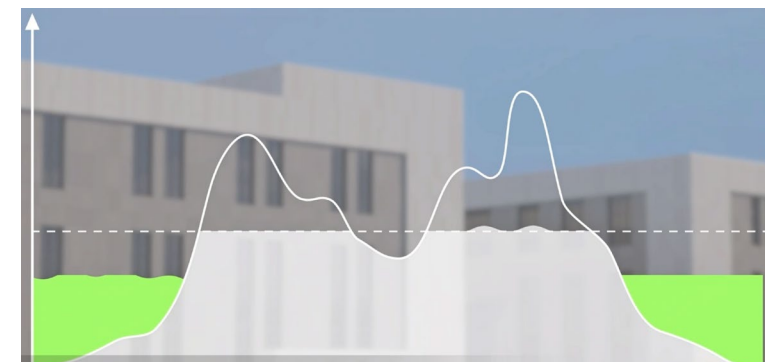
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Energy storage for C&I

Usage methods

✓ Peak shaving



Peak shaving is the reduction of electricity consumption peaks using energy storage.

It helps lower contracted capacity costs or the costs of expanding/upgrading connections when demand grows.

The cost of 1 kW of contracted grid power capacity varies by tariff and DSO, e.g., in PGE for C11 it is at least 6.54 PLN, while for C21 it is four times higher, at least 26.04 PLN/kW/month.

Peak shaving also helps avoid penalties for exceeding contracted capacity, e.g., during machine start-ups.

Peak shaving can be combined with other solutions:

- Self-consumption
- Price arbitrage
- Capacity market participation
- Capacity charge reduction
- Backup power supply

Lp.	Stawki opłat netto	Jedn.	GRUPY TARYFOWE				
			C21	C22a	C22b	C23	C24
1	2	3	4	5	6	7	8
Stawki opłat za usługi dystrybucji:							
1.	Składnik stały stawki sieciowej	zł/kW/m-c	26,04	27,86	27,86	29,80	29,80

Lp.	Stawki opłat netto	Jedn.	GRUPY TARYFOWE				
			C11	C12a	C12b	C12n	C12w
1	2	3	4	5	6	7	8
Stawki opłat za usługi dystrybucji:							
1.	Składnik stały stawki sieciowej	zł/kW/m-c	6,54	7,43	7,43	7,43	7,43

Energy storage for C&I Usage methods



✓ Capacity market participation

This is a paid service within the capacity market, which, besides generation units, can also be provided by energy consumers.

Consumers can participate independently or as part of demand reduction units (aggregators).

Such a unit's task is to reduce energy consumption upon request from the Polish Transmission System Operator (PSE).

The minimum power for a demand reduction unit is 2 MW.

Power must be delivered during threat periods announced by PSE at least 8 hours in advance.

Participation in the capacity market can be combined with other solutions:

Self-consumption

Price arbitrage

Capacity charge reduction

Backup power supply



Energy storage for C&I Usage methods

✓ Emergency Power Supply / Micro Grid / OFF Grid

Solax energy storage can provide:

Power supply during outages, ensuring continuous operation;

Support for grid-tied inverters during Grid failures (Micro Grid);

Long-term operation in full OFF Grid mode and combined with combustion generators.

This is especially important when power outages cause financial or reputational losses.

Backup power / Micro Grid / OFF Grid can be combined with other solutions:

- Self-consumption
- Price arbitrage
- Capacity charge reduction
- Capacity market participation
- Peak shaving



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Success Stories – C&I ESS Solutions



Success Stories – PROJECTS





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SolaX Case Study

Example of ESS Usage in (C&I) Sector

- ✓ **Device: Solax Power ESS-TRENE 100kW | 215kWh**
- ✓ **Place: Poland, Lubawa, SZKŁOMAL**
- ✓ **Challenge: Annual energy consumption of 2,500 MWh and large demand spikes**
- ✓ **Target: Recovery of up to about 80% of energy from the PV installation and peak energy consumption reduction**
- ✓ **Achievement to date: savings of about 1,000,000 PLN from the installation of PV systems**





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THANK YOU

Powering a Green Future



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