



**Digitalisation & Solar**  
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# The opportunity of digitalisation: new business models

- 1. Smart building packages**
- 2. Combining solar with digital services**
- 3. Collective self-consumption**
- 4. Grid-connected microgrids**
- 5. Peer-to-peer trading**

We are transitioning to platform-based business models that facilitate **prosumer transactions.**

We've seen Software as a Service, this is Solar energy as a **Service.**



# Go digital to reduce costs across the PV value chain



## UPSTREAM

Raw and processing materials

Equipment manufacturers

Wafers, cells and modules

BIPV

Inverters, home automation and storage

Balance of systems

## DOWNSTREAM

Project development

Installation

O&M

Power production and sales

Aggregation, digitalisation and new services



# Thank you

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