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# Energieautark in die Zukunft mit „Asset-as-a-Service“- Finanzierung

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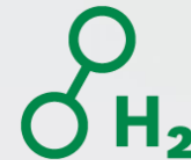
Referent



Gastgeber



# Energy-efficient. Decentralized. H<sub>2</sub>-ready. With fuel cell power systems by Bosch



## Solid Oxide Fuel Cell as a Service

An innovative financing solution for  
the future energy transition

### Wayne-Daniel Kern

Vice President Commercial Responsibility  
Solid Oxide Fuel Cell program at Robert Bosch GmbH

ESG Panel Discussion, Green FINANCE



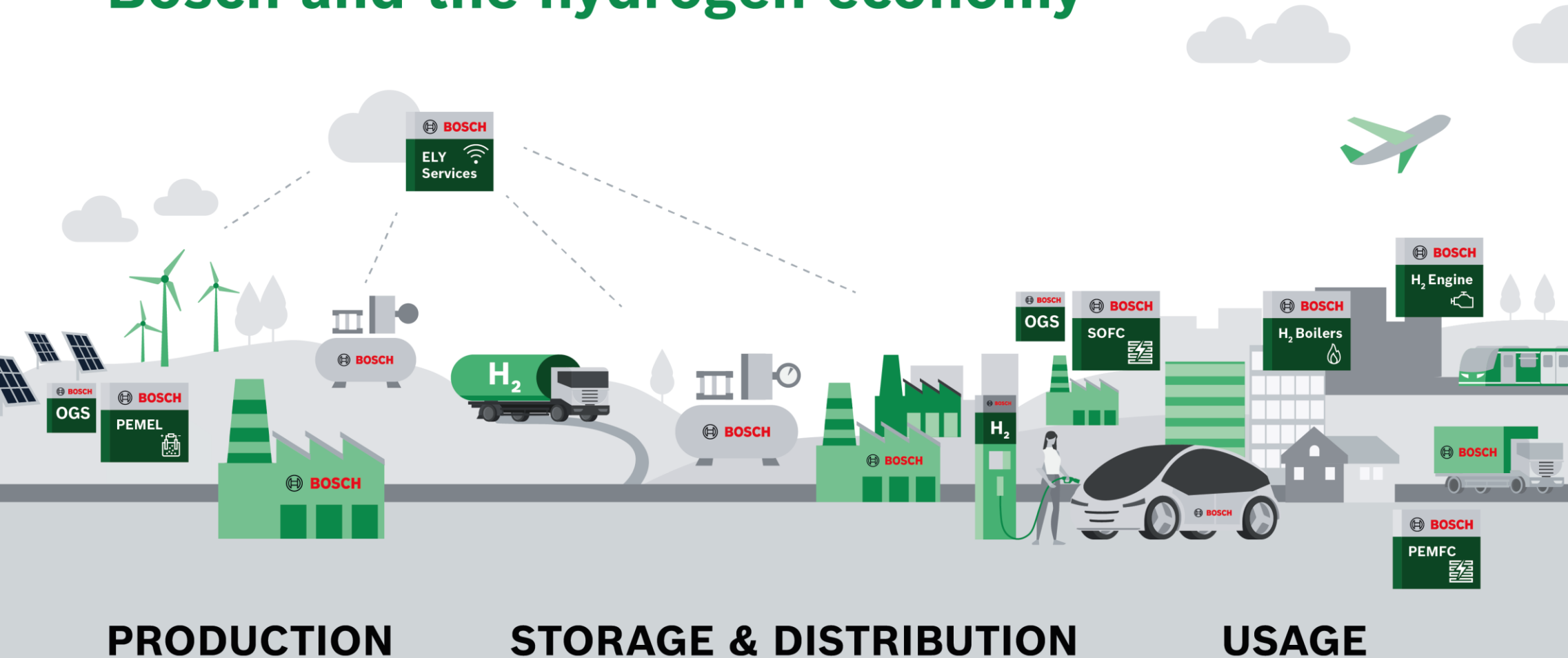
[www.bosch-sofc.com](http://www.bosch-sofc.com)



# Bosch industry segments & strategic focal areas



# Bosch and the hydrogen economy



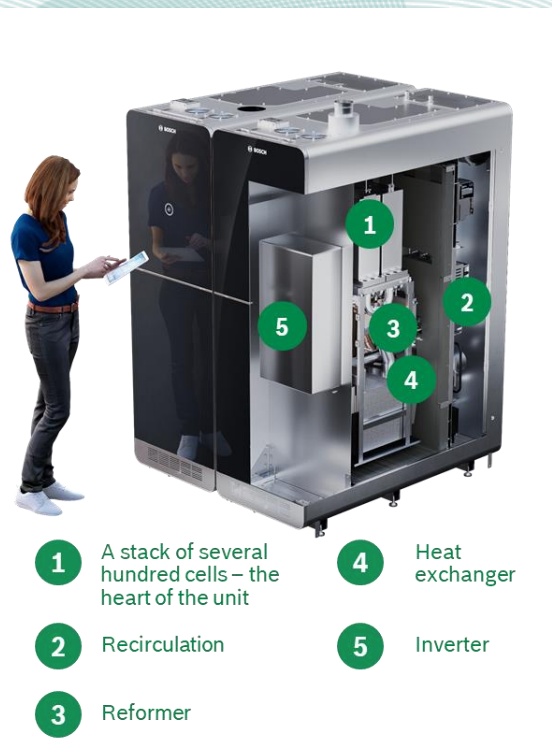
PEMEL = Polymer electrolyte membrane electrolysis; ELY Services: Electrolysis services  
OGS = Optical Gas Spectrometer; SOFC = Solid oxide fuel cell; PEMFC = Polymer electrolyte membrane fuel cell



# Energy-efficient. Decentralized. H<sub>2</sub>-ready.

With fuel cell power systems by Bosch

## Inside the SOFC unit



## Technical KPIs

Nominal power(AC)	kW <sub>el</sub>	10
Thermische Leistung	kW <sub>th</sub>	>3
Electrical efficiency (AC)	%	>60
Overall efficiency	%	> 85

### \*Beginning of Life

The Bosch SOFC system is currently in the pilot phase. All technical specifications given in this informational document are development objectives.

## Benefits

- + Scalable up to several MWeI
- + Security of supply independent & decentral
- + Nearly **emission-free** close to zero nitrogen oxides and particulates
- + Future-proof CO<sub>2</sub> reduction & H<sub>2</sub> ready
- + Profitabel & resilient
- + Very low noise & no vibrations

## Use cases & pilot projects



Buildings & Urban quarters



PASM\*, Berlin



Data centers



Salzgitter



Industry



Wernau

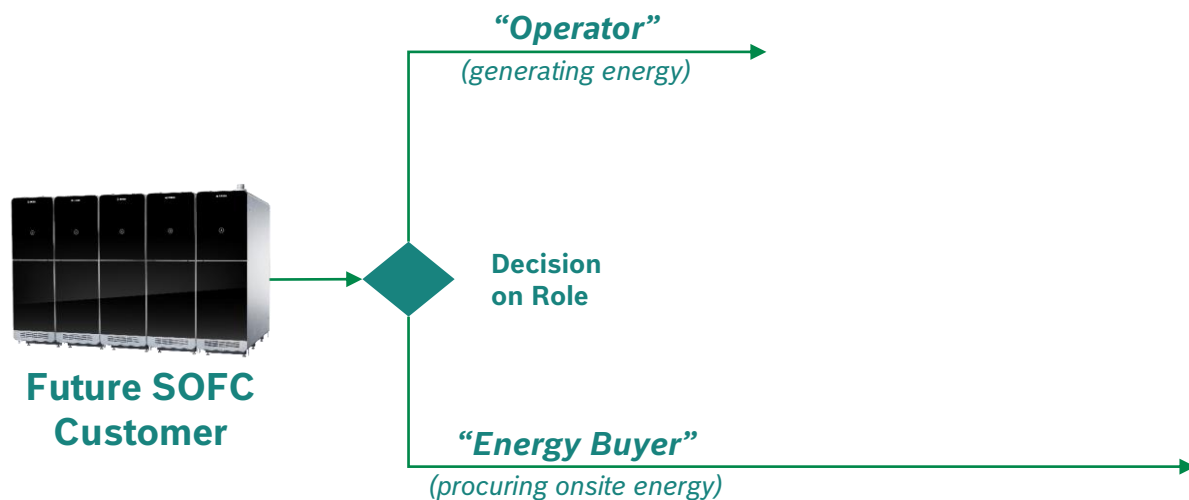


Wide range of applications

\*Power and Air Condition Solution Management GmbH (PASM), a Deutsche Telekom subsidiary

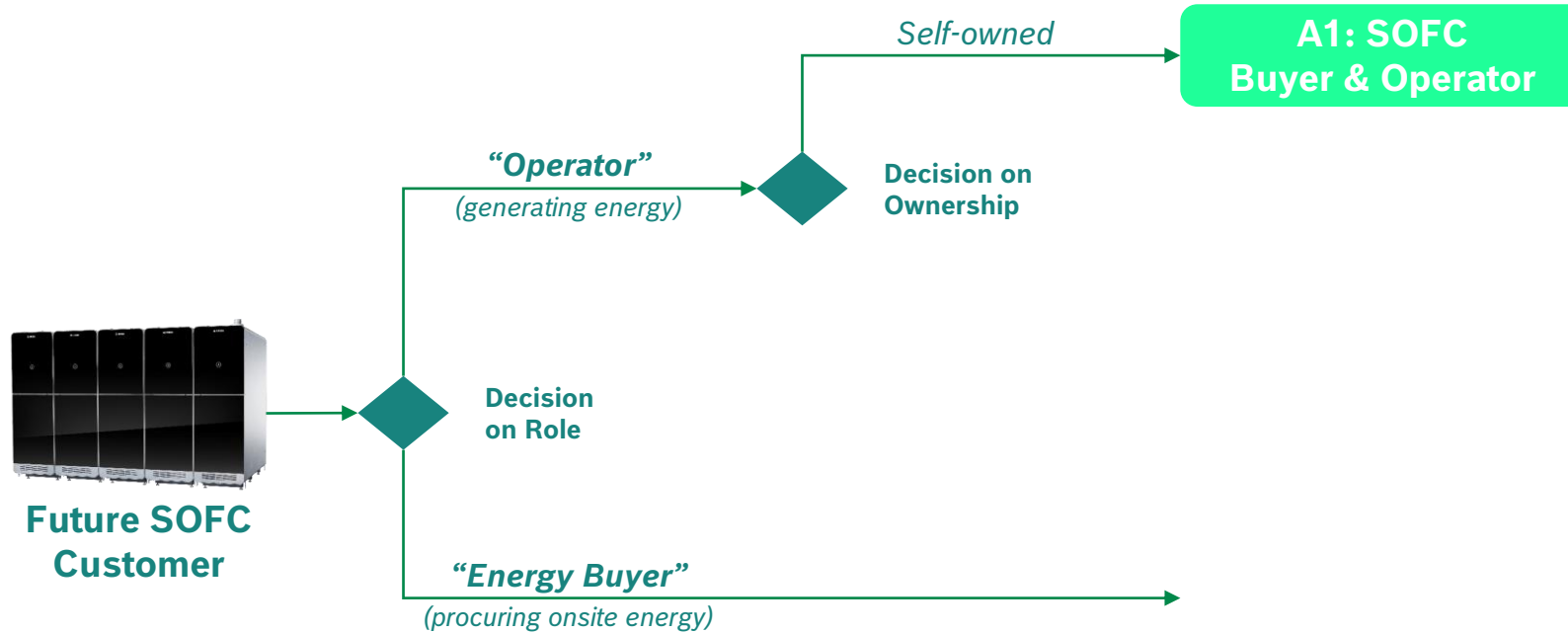
# Energy consumer motivation for SOFC as a Service

Why investing CAPEX in on-site power generation when there is a power outlet with a proven pay-per-use model?



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Why investing CAPEX in on-site power generation when there is a power outlet with a proven pay-per-use model?

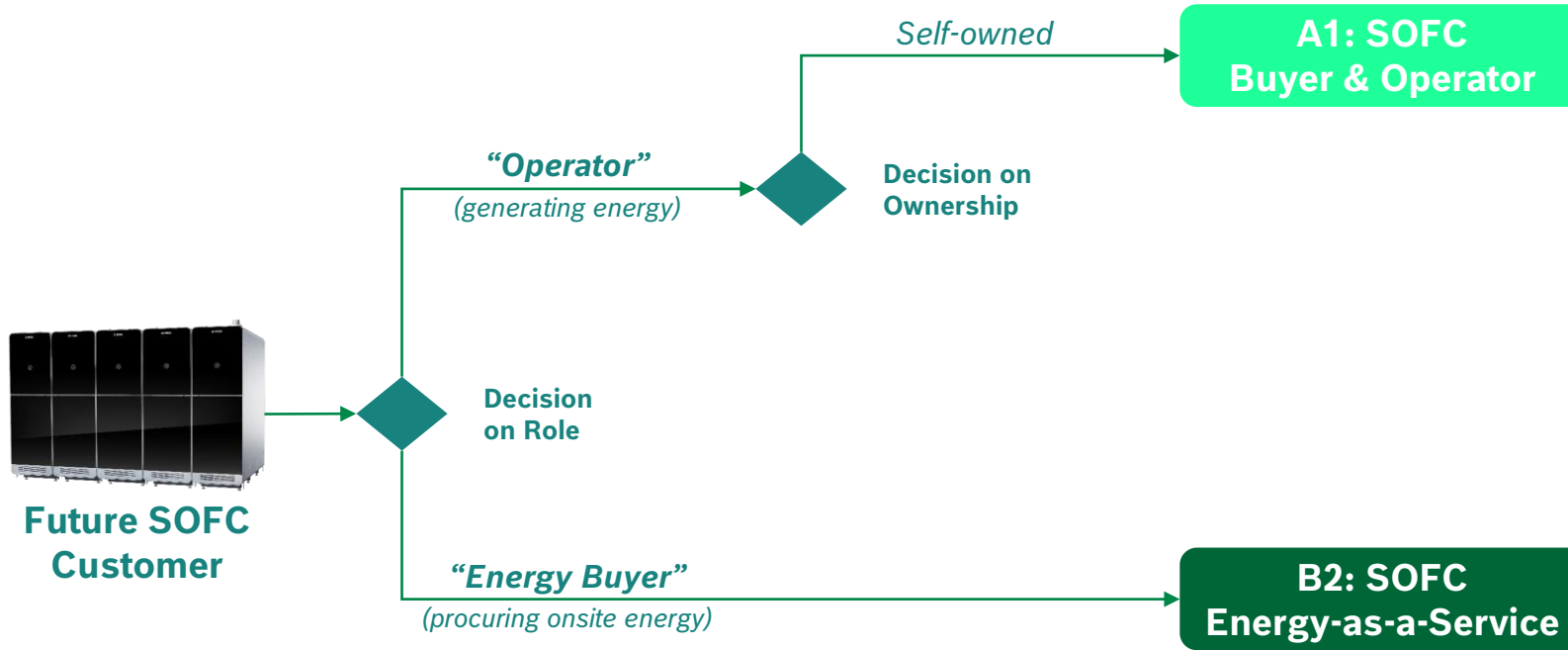


**X Limited consumer motivation** to invest in energy supply asset

"Why not like a power outlet?"

# Energy consumer motivation for SOFC as a Service

Why investing CAPEX in on-site power generation when there is a power outlet with a proven pay-per-use model?



**✗ Limited consumer motivation to invest in energy supply asset**

"Why not like a power outlet?"

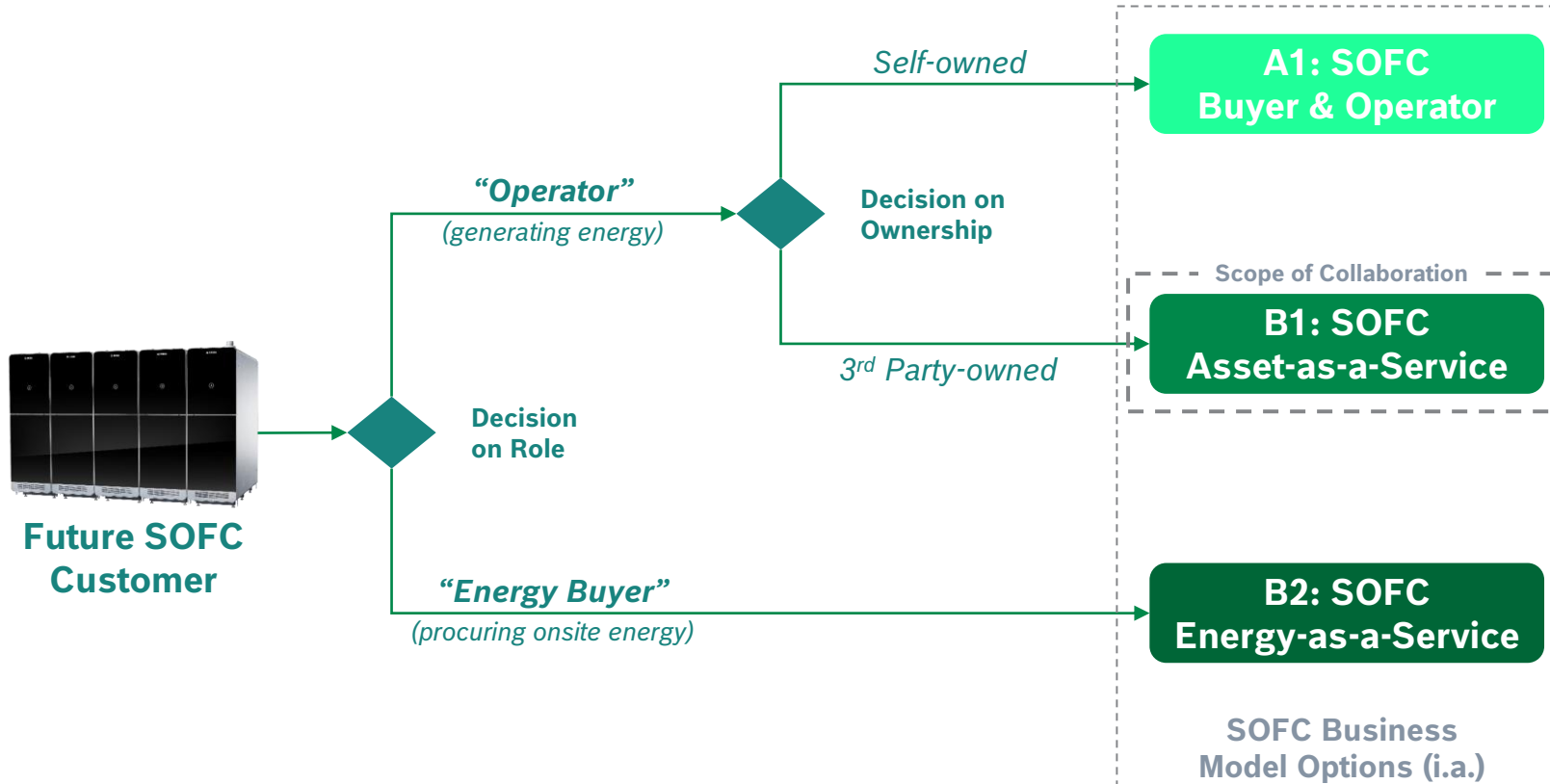
**✗ Requires license for energy provisioning**

"We are no Energy Provider"



# Energy consumer motivation for SOFC as a Service

Why investing CAPEX in on-site power generation when there is a power outlet with a proven pay-per-use model?



✗ **Limited consumer motivation** to invest in energy supply asset

“Why not like a power outlet?”

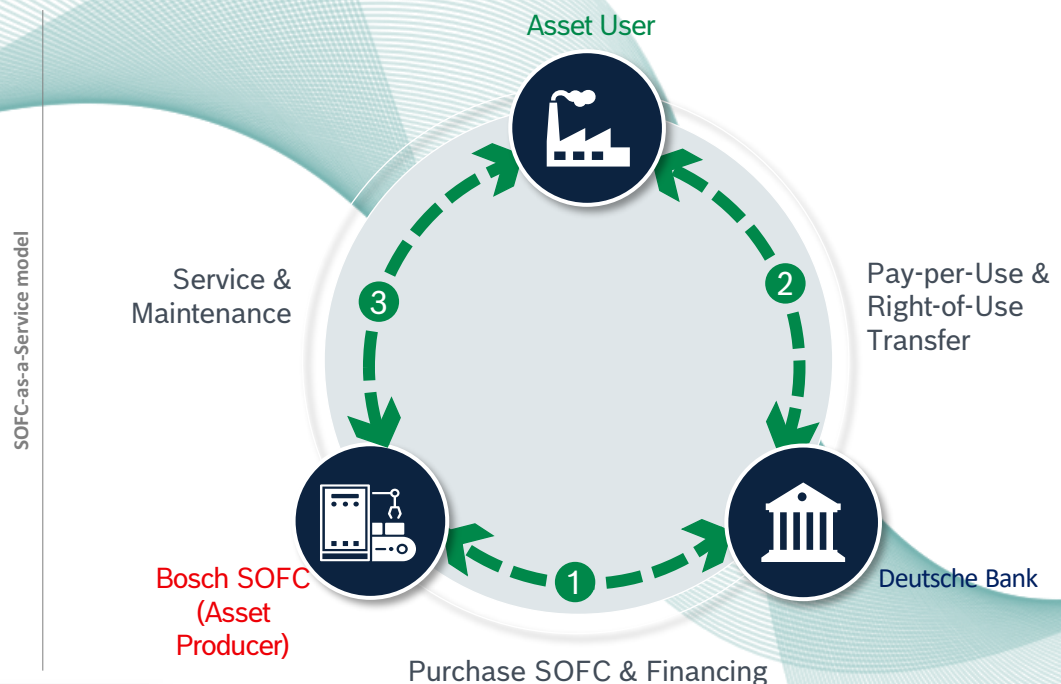
✓ **Best of both worlds:** pay-per-use for consumers while being off-balance for manufacturers

✗ **Requires license for energy provisioning**

“We are no Energy Provider”

# SOFC-as-a-Service | A joint offering. Connecting the finance.

Deutsche Bank & Bosch jointly enable energy transformation with pay-per-use financing



1 A true sale of the SOFC system to Deutsche Bank as Asset Owner per normal course of business is achieved

2 Deutsche Bank as financing partner acquires the SOFC system and provides it to the Asset User in return for a usage-based fee

3 Via the service and maintenance contract, the Asset User receives an SOFC system in permanent best possible condition, installed and proactively maintained



**Learn more about Bosch's solid oxide fuel cell and SOFC-as-a-Service:**  
<https://www.bosch-sofc.com/applications/pilot-projects/salzgitter-plant-sofc-aas/>



**Ihr Feedback zu diesem Roundtable ist uns wichtig!  
Geben Sie Ihre Bewertung direkt über  
die virtuelle Plattform ein.**



**15.30 Uhr**

**Abschlussdiskussion**