

OTC Markets

Welcome to the OTCQB podcast, where we shine a spotlight on our OTCQB Venture Market companies. I'm your host, Cody Maldonado, Client Relations for EMEA at OTC Markets Group. Joining us today is George O'Leary, Managing Director, CEO, and CFO of Sono Group, which trades on our OTCQB market under the ticker symbol SEVCF.

Sonogroup provides solar-powered mobility applications. The company develops commercial vehicle applied modules, including solar bus kit, a business to business retrofit solution that reduces energy consumption and inner city greenhouse gas emissions, and maximum PowerPoint trackers for manufacturers of trucks, commercial vehicle equipment, and public transport operators.

George, it's a pleasure to have you on the podcast.

George O'Leary

Thanks Cody, thanks for having me.

OTC Markets

You know, to sort of kick things off, George, Sono Group has been pioneering solar mobility applications. Could you share with us how the company envisions integrating solar technology into the future of transportation and what inspired the focus on solar powered commercial vehicles?

George O'Leary

Sure. First, I think it's very important to mention solar is the largest most affordable renewable energy source in the world recently confirmed by both Bill Gates and Elon Musk in the recent communications. Electric vehicles today represent less than 10% of the overall vehicle market. With a plan by 2040 to represent project to up to 75% of the vehicle market. So big difference, the way I see it, Cody, solar bridges that gap between today's current vehicle market with the EVs of tomorrow as charging stations catch up to the EV demand over the next 15 years. Solar immediately reduces fuel consumption and CO2 emissions, impacting the carbon footprint pretty much virtually immediately. Our mission is a world without fossil fuels and our vision is solar on every commercial vehicle. So, our solar kits, like we empower commercial vehicles with instant efficiency, cost savings, with an immediate impact on the environment. In short, Cody, solar bridges that gap, making transportation greener and more sustainable mile by mile.

OTC Markets

Interesting. And you know, Sono Group offers a lot of solutions, one of them being solar bus kit, which retrofits options for various commercial vehicles. Could you explain the core technology that's behind these solutions and how they help reduce energy consumption and emissions?

George O'Leary

Sure. So, Sonos' core technology consists of four components, highly efficient PV solar panels, a proprietary solar charge controller, which we call our MCU, a vehicle integration system, and advanced data software. First, lightweight, robust, flexible PV solar panels seamlessly integrate with commercial vehicles. Our solar charge controller, what we call our MCU, maximizes captured solar energy by zone, adapting to sunlight changes for peak efficiencies for our solar bus kits. Vehicle integration meets rigorous regulatory standards backed by in-house installation for quality and consistency. Our data analytic tools provide information on solar yields, fuel savings, and the carbon footprint, providing continuous insights and improvements for our clients. The way it works, the solar panels shift auxiliary power from diesel to solar, cutting fuel use, lowering emissions, and cost savings immediately. Simply put, solar reduces cost, lowers emissions, and powers a sustainable transportation for the future.

OTC Markets

And so solar powered mobility is you know it's still emerging as a mainstream option. What do you see as some of the biggest hurdles in adopting solar integrated commercial vehicles, both from an industry and consumer perspective?

George O'Leary

Yeah, first off, Cody, there's a wide variety of commercial vehicle types. So you have buses, trucks, vans, recreational vehicles, and refrigerated trailers. That presents a key hurdle for solar integration in the transportation industry. The way we address that is we create a standardized solar solution like our solar bus kit, our solar kit light for trucks and vans, and our trailer refrigeration kit designed to fit many different commercial vehicle types. Consumers face the hurdles of awareness and trust, which will improve as solar tech technology demonstrates the benefits on and off the road, specifically for return on investment. Our patent portfolio, our solar mobility know-how, and our standardized solutions allows for making solar more accessible, paving the way for a widespread adoption for many different commercial vehicle types.

OTC Markets

And with the push towards reducing greenhouse gases, how does Sono Group solar technology help industries and meet sustainability targets? Could you share with us some examples of the environmental impact achieved so far?

George O'Leary

Sure. So Sono Solar Technology serves as an immediate tool for reducing fuel consumption, CO2 emissions, and therefore the carbon footprint. Solutions like the solar bus kit start lowering diesel uses and costs from day one. The fleet operators benefit instantly, meeting sustainability goals and reducing operational costs. Solar offers immediate environmental impact, cutting emissions and moving towards a greener transport with every mile favorably impacting the carbon footprint.

OTC Markets

You know, and I noticed that Sonogroup has formed some key partnerships to help scale and innovate. How exactly do these collaborations enhance your ability to reach new markets? And what are other industries um are you targeting with your solar solutions?

George O'Leary

So first, our vision is to have solar on every commercial vehicle. We've recently partnered with Hofmeister and Marikey and the Freaky Group, largest German reseller of trucks and van parts. It expands Sono's reach globally with 18 German locations and operations in 27 countries, currently working with their extensive sales team in training on how to sell our product portfolio. We're also currently working directly with three global clients with international reach, two in the US and one in Germany, to provide our solutions for buses, refrigeration trailers, and trucks and vans. These partnerships accelerate Sono's mission, enabling efficient distribution and integration of solar kits in new markets around the world. Our scalable, versatile technology applies across all mobile sectors, bringing solar mobility closer to the global adoption.

OTC Markets

You know, and as Sono Group grows, especially with products like the Solar Bus Kit, how exactly do you plan to scale production to meet the demand across various regions like Europe and the United States?

George O'Leary

Great question, Cody. So Sono's approach to scaling is twofold. Direct sales to OEMs and fleet operators, plus our expanding reseller network, as I mentioned, across US and Europe. With this strategy, we aim to deliver some 2,000 solar kits in 2025. The following percentage is about 60% are going to be 1612 and 8 panel solar bus kits. About 20% are going to be 4, 2, and 1 panel. Solar truck and van kits, which we call our solar kit light, and 20% is solar refrigeration trailer kits, with the refrigeration ah trailer kits being our largest growth trajectory for 2025 and 2026, where we're with a ah major supplier on their product roadmap for 2025, and we're very excited about what that opportunity will look like. So, Scaling enables us to meet the global demand, improve client return on investment, which is most but critical to our customers, and maintain high quality standards as we go forward.

OTC Markets

Well, it's really impressive, George. You know, in addition to some of the current products that Sono offers, what are some new developments or technologies that the group is working on to push boundaries of solar powered commercial vehicles? Are there any sectors beyond transportation that you're going to explore?

George O'Leary

Yeah. First, our current focus is solar mobility for transportation, including buses, trucks, and vans, refrigeration trailers, as I mentioned. The next big market for us is the global recreational vehicle, the RV market. Currently a billion-dollar market with significant upside growth potential. The US and Europe are the two largest market opportunities, especially with the luxury market called Class A motor homes. With their dominance is due to their spacious interiors, luxurious amenities, and increased popularity amount RV enthusiasts focused on off-grid camping and a desire for energy independence without having to tie into the grid. In the future, I think there's a possibility for boats, trains, and even airplanes, not too distant future. So solar's versatility means potential applications beyond vehicles, in energy intensive infrastructures with solar being the largest and most affordable renewable energy source, I think it creates a lot of opportunity in significant number of areas. And we remain dedicated to exploring innovation aligned with our mission of a world without fossil fuels.

OTC Markets

And for investors that are interested in supporting clean technologies, what makes Sono Group a compelling investment opportunity? And how do you see the company evolving the next few years in terms of growth and market impact?

George O'Leary

Again, I like to repeat this, but it's I think it's really important for our potential investors to understand this. Solar's the largest and most affordable renewable energy source, and it bridges the gap between linking today's needs with the ah with the existing vehicles, with tomorrow's EV, sustainable future, over the next 15 years and beyond. So, no solar technology, it reduces fuel cost and CO2 emissions immediately, and therefore having an impact on the global carbon footprint. Our strong partnerships, as I mentioned, with our German largest German reseller, direct global clients in both Germany and two in the US, support global expansion opportunity. And so right now is a great opportunity to get into ah the investment with Sono. And one of the things is right now on the OTCQB, and we love being on the OTCQB, by the way, Cody, we do plan to eventually uplift to NASDAQ. We're cleaning up our balance sheet. We brought on a new board member. um I'm going to the Netherlands for an extraordinary general meeting in early November ah to approve the addition to our board. And meeting certain standards. So basically what we're doing is we're meeting the NASDAQ capital requirements for the capital markets to create an opportunity not only for the retail investors that currently are buying on the OTCQB market, but eventually having the institutional investor be able to invest in the company as well as our market opportunity grows. Like I said, we're very happy being on the OTCQB, but there's also a bigger opportunity as we look in the future ah for us to get onto the NASDAQ. So that's really where we're looking at and what I think the opportunity for investors to be.

OTC Markets

Well, you know George, it's been such a pleasure having you on the podcast. It is great speaking with you and we look forward to catching up again with you soon.

George O'Leary

My pleasure. Thanks so much. Really appreciate you setting this up for us today and getting the message out there for, again, Sono Group NV trading on the OTCQB under the symbol SEVCF. Thanks, Cody. Take care.

**This is an autogenerated transcript and may contain typos.*