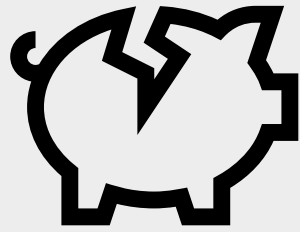




# SmartSolutions

## Charging infrastructure

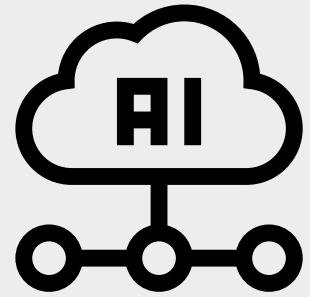




## The problem

### Realizability & costs

Installation of wallboxes in single-family homes is generally easy and authorized by law. However, solutions for **multi-party houses and commercial enterprises** face bigger challenges. The feasibility depends on the capacity of the grid connection, and high expansion costs may arise. Additionally, it is important to ensure that the solution to be installed is future-proof.



## The solution

### Optimized planning

Luana specializes in expanding charging infrastructure solutions. We conduct a thorough analysis of grid connection and energy demand in order to ensure future-oriented load management is the foundation of every project, regardless of the number of cars or trucks.

Luana provides cost-effective solutions from planning and installation to operation, all from a single source.

# Charging infrastructure

## The market

Registrations of passenger cars with electric drive systems are rising just as rapidly as production and exports. In the course of 2022, around 470,559 passenger cars with all-electric drive systems were newly registered in Germany, more than ever before.<sup>1</sup> ■

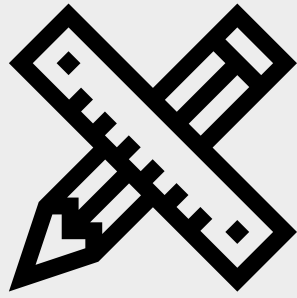
# 86%

Share of year-on-year increase in the production of electric cars in 2021—trend: rising. In 2021, around 300,000 all-electric cars worth € 12.6 billion were exported. This was almost twice as many (+92.4%) as in the previous year and more than three times as many (+210.7%) as in 2019.<sup>2</sup>

#### Sources:

<sup>1</sup> Statista: „Number of new electric car registrations in Germany from 2003 to June 2023“

<sup>2</sup> Federal Statistical Office: „Press release“ from 19 May 2022



## The offer

### Customized

With SmartSolutions, Luana develops optimal and tailor-made concepts under considering energy consumption profiles, space availability, and the best mix of new technologies. Luana also offers attractive financing options for the realization of these projects and takes over full operational management.



## Your benefits

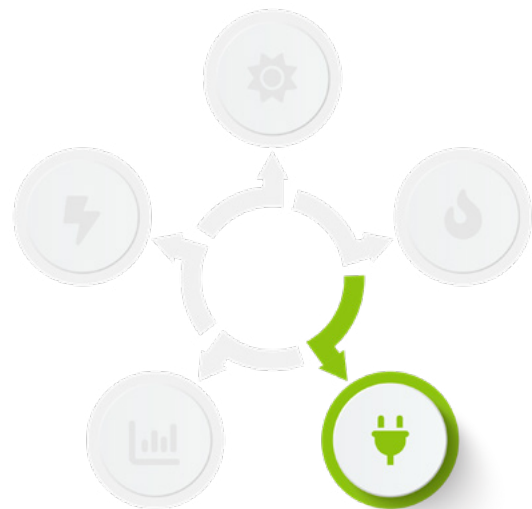
### All from one source

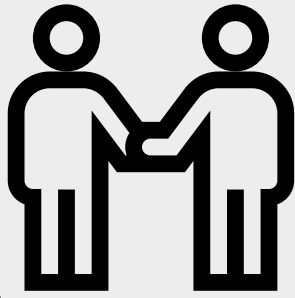
Luana develops, plans, builds, and operates your energy system incl. charging infrastructure. If desired, this can also be financed. Our customers receive predictable electricity costs, increase their security of supply, make an important contribution to climate protection, and finally improve their ESG rating.

# Charging infrastructure

## SmartSolutions

Luana's goal is to ensure that every kilowatt hour produced is generated in an environmentally-friendly, cost-effective, and decentralized manner. To achieve this, we offer SmartSolutions that optimally combine modern technologies, such as photovoltaics, heat pumps, charging infrastructure, and combined heat and power plants, to accelerate your personal energy transition. This approach takes a holistic view of reducing CO<sub>2</sub> emissions. We utilize innovative optimization techniques, financing alternatives, and an AI-powered remote monitoring system to create customized solutions for our clients. ■





## Our approach

### Integrative collaboration

In accordance with our corporate value "Community", we place the highest value on an extraordinarily human approach to our customers. Integrative cooperation characterized by openness, fun, and trust is our approach.

## Best practices References

With us, projects become your success story. We are pleased about our long-term and successful cooperation with our satisfied customers—since more than 15 years.



*"Whether existing properties, new projects, or ESG—in terms of energy with Luana we finally have a partner for everything. Highly professional!"*

**Nils Harde**  
INP group



*"Luana develops a sustainable energy concept individually for each of our projects. The energy pioneer."*

**Stefan Mueller**  
ENCC



*"Security of supply is the most important thing for us and our residents. Luana is the best energy supplier for us. The insider's tip for operators of care properties."*

**Kai Becker**  
diaconia Ducherow



# WELCOME

## Let's get in touch

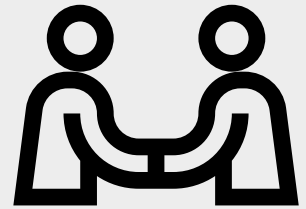
Looking forward!

Any questions? Let's talk to each other.  
You are always more than welcome to visit us  
in Hamburg at our headquarters on the Alster.  
Of course, we are also happy to come to your  
office.

We look forward to meeting you and providing  
you with a free, no-obligation, custom quote.



**Status:** August 2025



## Personal & direct

Your contact person



### **Modesta Kriksciukaityte**

+49 40 2576747-0

+49 40 2576747-37

 [sales@luana-group.com](mailto:sales@luana-group.com)

 Luana AG  
An der Alster 47  
D-20099 Hamburg  
Germany