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PRESS RELEASE

## 1KOMMA5° announces record sales and profitable growth

- **Preliminary business figures for 2024: 1KOMMA5° sets a new sales record of 520 million euros compared to 450 million euros in 2023 - despite the recession and declining demand for solar systems and heat pumps.**
- **Organic sales, which exclude acquisitions, grew particularly strongly by 36 percent, from 360 million euros in 2023 to 490 million euros in 2024, a record in the company's history.**
- **The company increasingly focussed on growth through its own branches; acquisitions played a more minor role in 2024. In total, the number grew to 80 locations and 26 showrooms, from Helsinki to Copenhagen and Berlin to Adelaide in Australia.**
- **Over the next three years, 1KOMMA5° plans to invest 100 million euros in the further expansion of the software business around Heartbeat AI, Europe's largest virtual power plant for residential customers.**

**Hamburg, Germany, Feb 17, 2025** – 1KOMMA5°, the Hamburg-based New Energy company and developer of the Heartbeat AI electricity market software, today announced its preliminary business figures for 2024. The company increased its total revenue close to 520 million euros in 2024, up from around 450 million euros in 2023 – despite the recession and declining demand for solar systems and heat pumps. Adjusted for acquisitions, 1KOMMA5° achieved the strongest growth in its young history, with organic sales rising from 360 million euros to 490 million euros in 2024; this underscores the company's claim to European market leadership in the megamarket of home electrification. Founded in 2021, 1KOMMA5° now employs around 2,500 people worldwide.

Philipp Schröder, CEO and co-founder of 1KOMMA5°, states: “Even in the midst of a crisis year and in a shrinking market environment, we are growing by 36 percent. This is a great success for the entire team. We have made significant investments in Heartbeat AI and the smart meter rollout in 2024. Despite sourcing polysilicon from Germany, which is far more expensive than production in Asia, and facing rising sales costs, we remain sustainably profitable on an operational level and debt-free. Over the last two years, we have consistently increased our revenue and profits without using an already approved credit line in 2024.”

# 1KOMMA5°

Last year, the company further opened its Heartbeat AI electricity market software to compatible heat pumps, electricity storage systems and wall boxes, regardless of the manufacturer. As a result, 1KOMMA5° was able to increase the number of connected energy systems to 40,000 and is now Europe's largest virtual power plant for residential customers. Heartbeat AI enables customers to benefit from the volatility of renewables: Surplus feed-in, self-consumption benefits and AI-optimised grid consumption can generate more revenue than costs. Instead of charging margins on electricity as an energy supplier, 1KOMMA5° charges a flat-rate software fee and thus enables dynamic and individual electricity prices in real-time instead of conventional fixed tariffs.

In the next three years alone, the company plans to invest 100 million euros in expanding its software business centered around Heartbeat AI; by 2025, it is expected to grow to sales in the double-digit million range. Only in November, 1KOMMA5° announced the spin-off of Heartbeat GmbH as its own subsidiary under the leadership of CTO Barbara Wittenberg and CPO Jannik Schall. The aim is to achieve an annual revenue of 10 billion euros from hardware and software sales in 2030.

1KOMMA5° has raised around 400 million euros in equity since its foundation and is debt-free. A credit line of up to 100 million euros provided in 2023 has not been utilized. This makes the company one of the fastest and most profitable growing start-ups in Europe.

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More information and images: <https://1k5.link/press-kit>

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## About 1KOMMA5°

1KOMMA5° is the CleanTech start-up for CO<sub>2</sub>-neutral energy, heat and mobility. Founded in Hamburg, Germany, in 2021, the company operates around 80 locations in 7 markets worldwide, serving as the one-stop shop for intelligent, integrated energy solutions such as photovoltaics, electricity storage, heat pumps and EV charging stations. Its core technology is the energy management software Heartbeat AI; it currently optimizes more than 40,000 systems, creating Europe's largest virtual power plant that connects customers with the energy market and controls electricity generation and sales in time with the wind and sun. 1KOMMA5° has already installed over 300,000 decentralized, controllable energy systems, creating CO<sub>2</sub> savings of 14 million tonnes. By 2030, the company aims to convert more than 1.5 million buildings to a climate-friendly energy supply, thus contributing to achieving the Paris climate targets. 1KOMMA5° is one of the fastest and most profitable growing start-ups in Europe.

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