

June 2026

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**Roofit.Solar**

# Roofit.Solar - A Decade of Building a Cooler Planet

Andres Anijalg / CEO & Co-Founder



# Problem & Solution

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# Problems with **regular solar panels**



Not accepted for many buildings  
(e.g. historical buildings)



Damaging to the roof



Not improving energy efficiency

# Solution: **2-in-1 Solar Roofs**



Robust 2-in-1 metal  
**Solar Roof Solution**

**Software Tools** to simplify  
solar roof planning for roofers

# Roofit.App to simplify the Planning by Technology

Empowering Roofers with Solar Planning Excellence

- Automated Solar Planning
- A Tool used by all Our Partners
- Overcoming Fear of Change

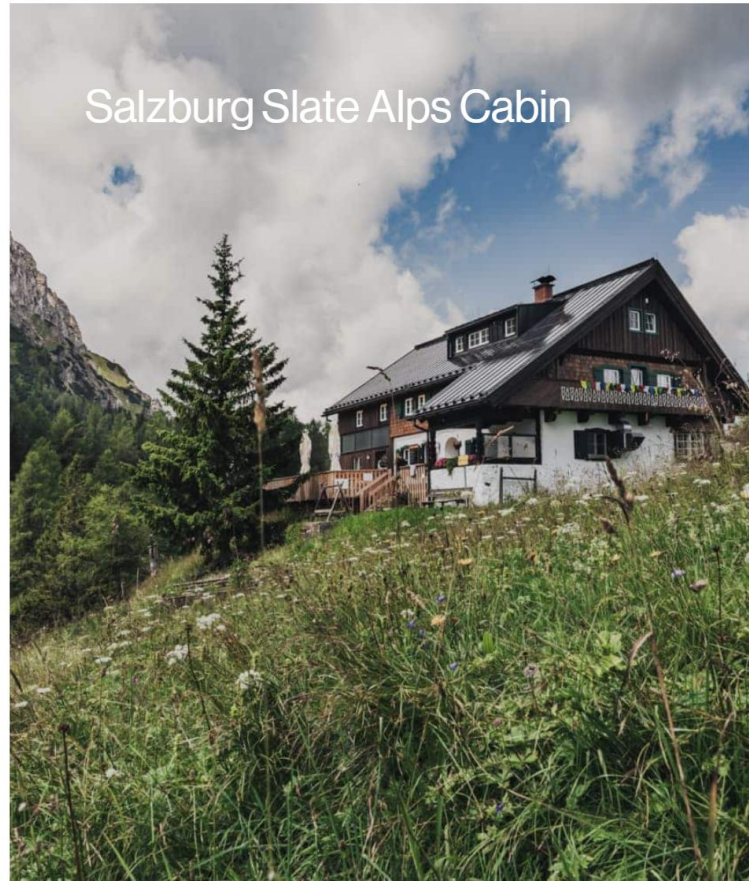
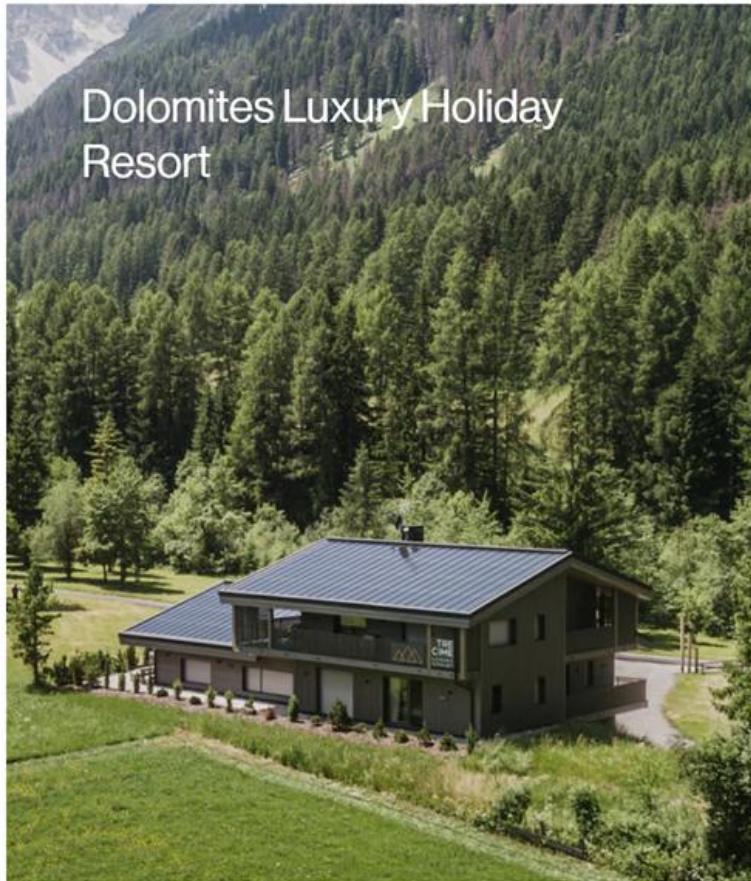


# Roofit.Solar Journey



# 3000+ beautiful roofs in 30 countries

From Private Homes to Heritage Sites and Commercial Projects. More references [HERE](#)



# Not every roof gets **a royal visit**



Prince William official visit  
to Estonia in 2025

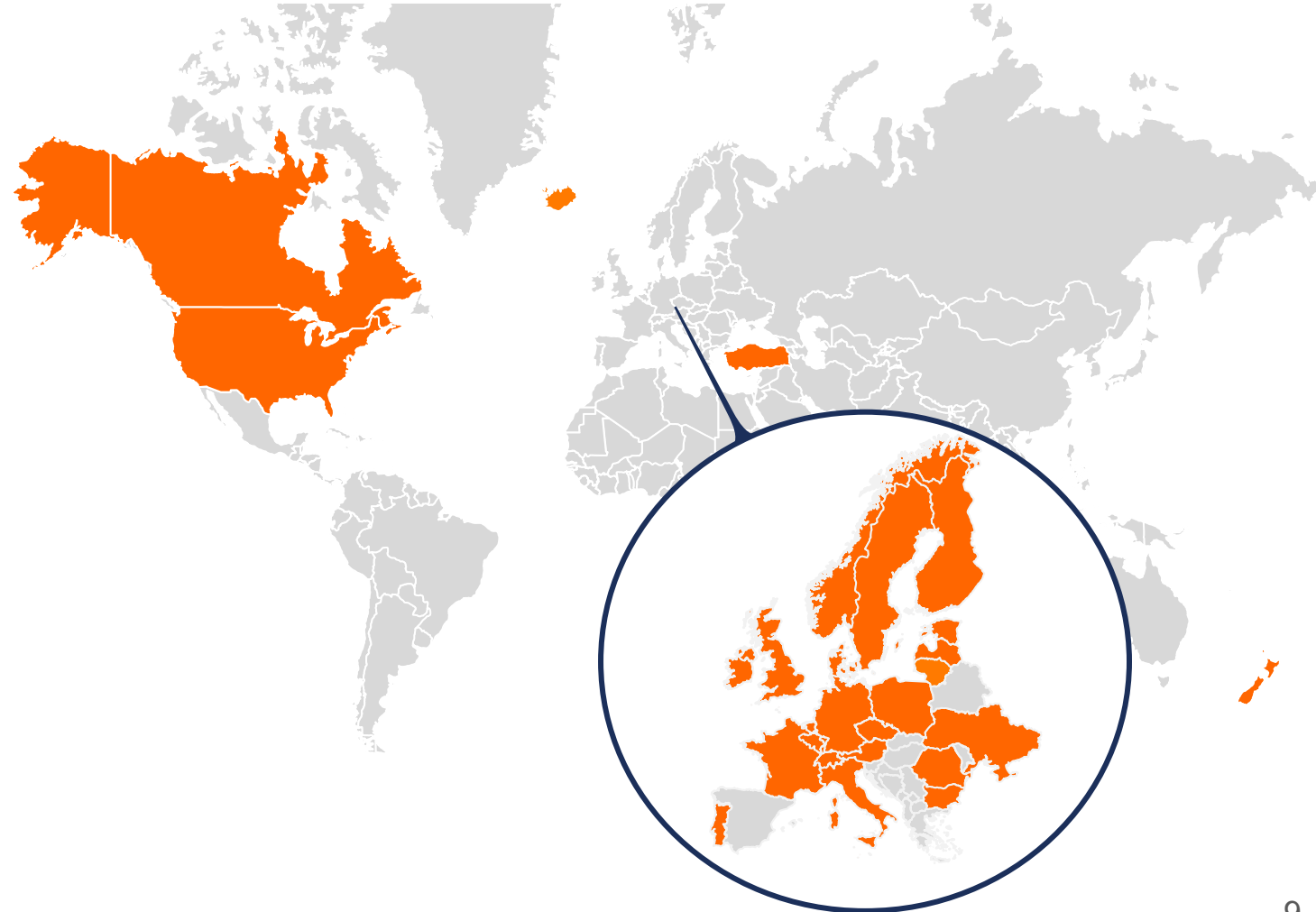


Roofit.Solar was one of a few hand-picked  
companies selected to present its innovation

# Markets and **Partnerships**

Leading B2B solar roofing technology company with **100-s of roofing partners** around the globe

- Roofs in **30 countries**
- Recent entry into **US market**
- Strategic partnerships with **leading roof manufacturing companies**




# New Products – Heritage Meets Innovation

## Colored Modules

In response to growing demand from protected and historical buildings, we've developed prototypes in the most requested colors: Grey, Green and Terracotta.


Anti Glare (low reflection level) module development is ongoing.

red dot winner 2025  
EUROPEAN PRODUCT DESIGN AWARD  
sustainable design

### Velario® Slim Iron Grey


Rated power	115 W
Technology	TOPCon
Efficiency	174 W/m <sup>2</sup>
Fire rating	Class A (Highest)
Seaming	Double Seam
Effective roof coverage	471 x 1402 mm
Weight	11.3 kg
Performance warranty	25 years
Product warranty	10 years



red dot winner 2025  
EUROPEAN PRODUCT DESIGN AWARD  
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### Velario® Slim Pale Green

Rated power	100 W
Technology	TOPCon
Efficiency	151 W/m <sup>2</sup>
Fire rating	Class A (Highest)
Seaming	Double Seam
Effective roof coverage	471 x 1402 mm
Weight	11.3 kg
Performance warranty	25 years
Product warranty	10 years



red dot winner 2025  
EUROPEAN PRODUCT DESIGN AWARD  
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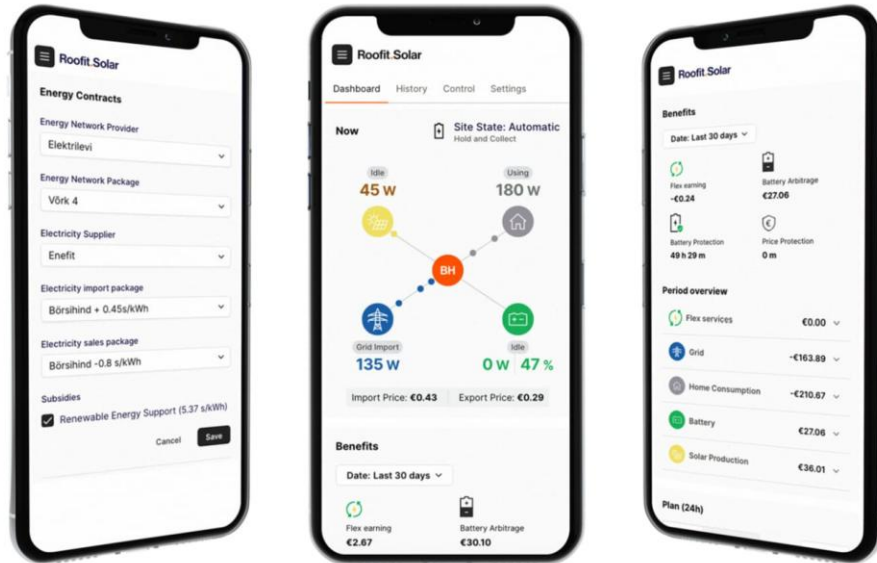
### Velario® Slim Terracotta

Rated power	90 W
Technology	TOPCon
Efficiency	136 W/m <sup>2</sup>
Fire rating	Class A (Highest)
Seaming	Double Seam
Effective roof coverage	471 x 1402 mm
Weight	11.3 kg
Performance warranty	25 years
Product warranty	10 years

# Services and Digital Tools

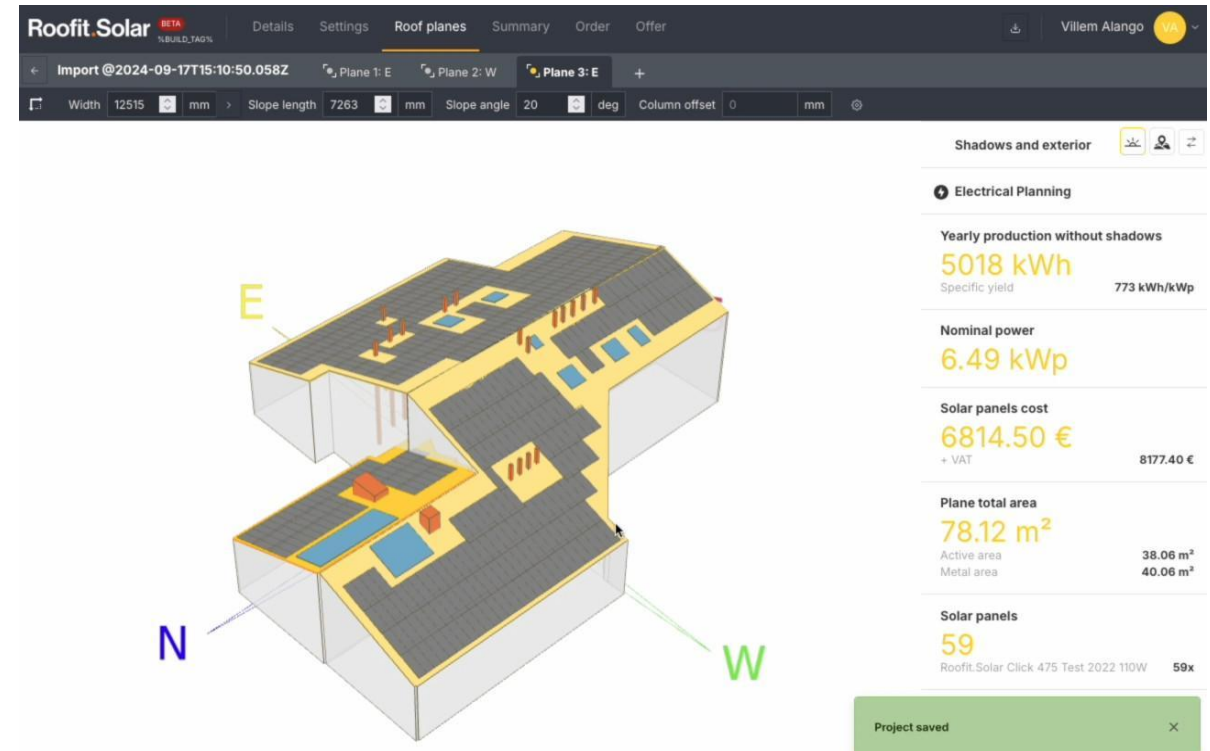
## Brighthour<sup>®</sup>

Smart Energy Management Tool



## Rooft.App

Automated roof planning and sales tool



# 2025: A Transformative Year



## Record Sales Year

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Strongest performance to date



## Dec 2025 Best Month Ever

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Highest monthly revenue achieved



## Profitability

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Sustainable business model proven

# What's next?

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BIPV market size expectation

**\$144bn by 2032**

Our Bold Goal

**2GW by 2035**

# Vision 2030: End-to-End **BIPV Technology Platform**

## **Level 3: Software Platform**

- End-to-end digital platform for BIPV, solar and roof planning, marketplace
- Value-added services – HEM, VPP, procurement, energy services

~ €100M+

## **Level 2: Expanded Products & Strategic Partnerships**

- Establish local presence in key markets (DACH, Nordics, US)
- Extend product range (tiles, full-roof solutions, facades)
- Improve last-mile execution via local JV-s and partnerships (potential M&A)

~ €50M

## **Level 1: Core Business - Material Producer**

- Roofit.Solar current go to market strategy (pure B2B model)
- Focus on highest-potential BIPV regions (DACH, Nordics, UK, US)

~ €20M


# The Challenge




# Scaling a hardware startup – almost too many challenges



June 2026



**Andres Anijalg**  
CEO & Co-founder - working hard for a  
Cooler Planet 🌱



# Roofit.Solar

For a Cooler Planet

