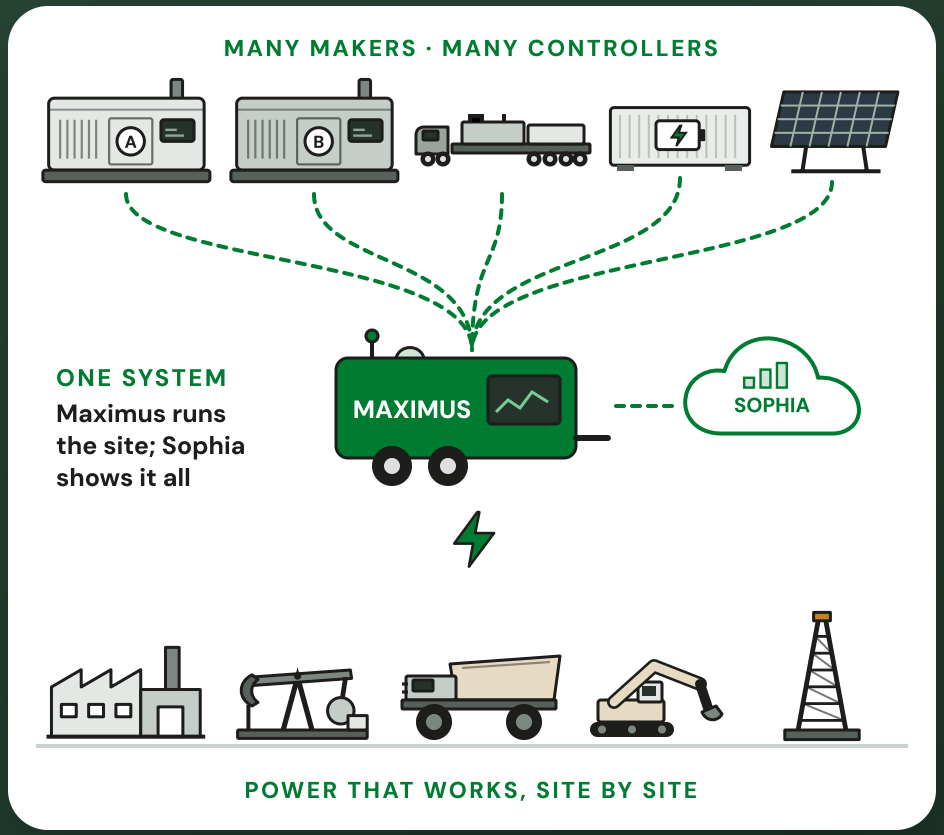
EKU POWER DRIVES · VISUAL GUIDE

You already own the equipment. EKU Power Drives makes it work as one system

Generators, frac pumps, engines, batteries and solar arrive from different manufacturers, each with its own controller and screen. EKU adds the control layer, Maximus and Sophia, that makes them run, protect themselves and report as one.

The outcome: equipment that is **ready, visible and able to keep improving**. Nothing you already own gets replaced.



READ IT IN FIVE SCENES

1 The problem: machines do not coordinate themselves
Go to page 2 →

2 The toolbox: five product families, one system
Go to page 5 →

3 Four industries, one repeating problem
Go to page 6 →

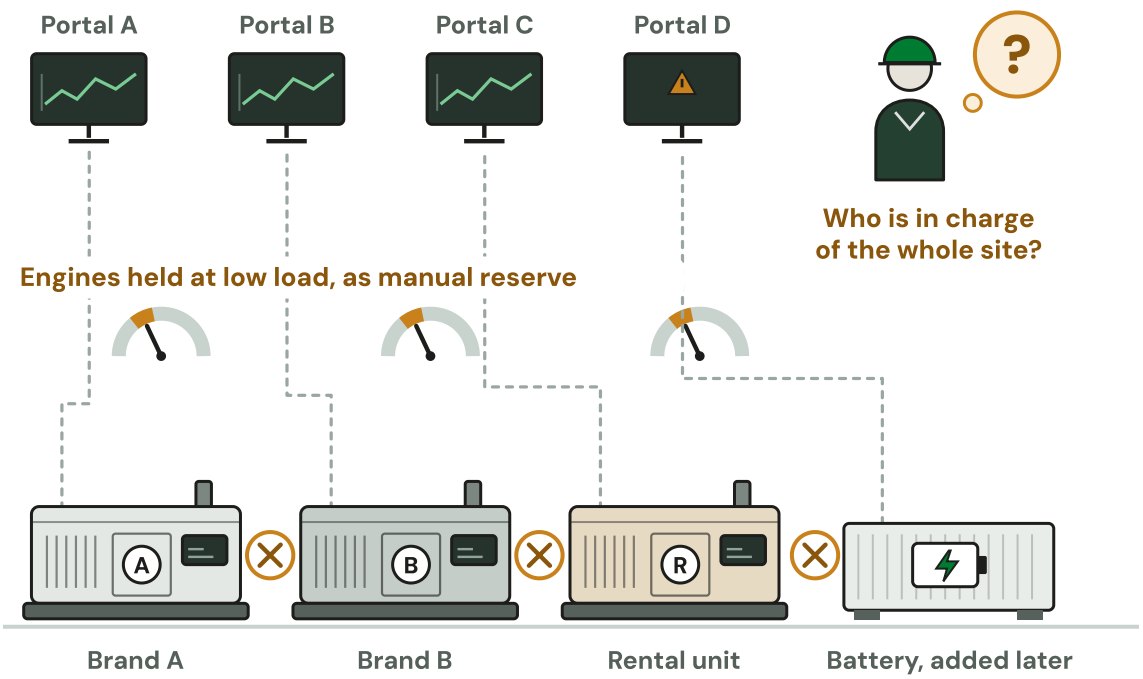
4 The ecosystem: Maximus runs the site, Sophia remembers everything
Go to page 14 →

5 The outcome: ready, visible and always improving
Go to page 16 →

01 · THE PROBLEM

Buying the machines does not make them a power plant

Sites grow one purchase at a time: a rental package, a second phase, a battery added later. Each machine arrives with its own controller, screen and habits, so the site ends up run brand by brand.



Every brand thinks alone
Each controller only sees its own family of units.

Engines on “just in case”
Extra units run at low load as manual reserve, while gas sets are designed for 70% to 100% of nameplate (Caterpillar).

Four screens, no single view
Alarms and data are scattered across vendor portals.

Dispatch by hand
People start, stop and share load manually; records live in spreadsheets.

Every change is a risk
A new unit, battery or solar array means rewiring and possible outages.

WHY IT MATTERS

The cost hides between the machines: fuel and engine hours that no one can see, spent on units the load does not need.

How much fuel does your fleet burn doing nothing? Most operators cannot say, because the answer is spread across different controllers, screens and portals.

IN PLAIN WORDS

Picture an orchestra of excellent musicians with no conductor. Each one plays at its own tempo: it sounds like noise and everyone tires faster. EKU brings the conductor.

Design band for gas generator sets: Caterpillar white paper LEXE0832, October 2014, revised 2019, p. 2.

02 · WHO EKU IS

EKU is an engineering and technology company that makes power assets work together

EKU Power Drives designs controls, switchgear and data platforms that let operators run generators, pumps and power equipment from different manufacturers as one system. Founded in 2015, engineered in Germany and Texas.

2015
Founded

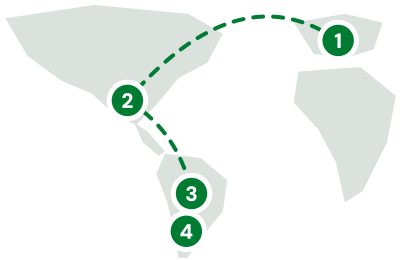
DE + US
EKU Power Drives GmbH, Stuttgart · EKU Power Drives Inc., Spring, Texas

4
countries with offices: Germany, United States, Bolivia and Argentina

23+
nationalities on the team

ISO 9001
2015 quality system; UL, CE and IEC/EN marks by product

WHERE EKU IS



1. **Stuttgart, Germany**
   EKU Power Drives GmbH
2. **Spring, Texas (Houston area)**
   EKU Power Drives Inc.
3. **Bolivia**
   Office
4. **Argentina**
   Office

WHAT EKU IS, AND WHAT IT IS NOT

- ✓ Designs controls, switchgear, auxiliary power, heaters and safety tools.
- ✓ Writes the software: Maximus and Sophia.
- ✓ Commissions in the field, trains the team and supports the site after start-up.
- ✗ Does not build the engine: it works with the makers you choose.
- ✗ Is not only a box, only software or only advice.

THE PATH SO FAR

2015
EKU Power Drives is founded.

2023
Enters power generation.

2025
Launches GeneSys, its switchgear line.

IN PLAIN WORDS

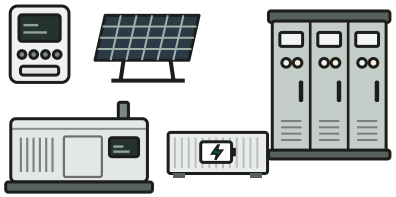
EKU does not make the engine. EKU makes every piece work together: easy to control and ready to improve.

Company facts: EKU official communications library, captured 10 Jul 2026.

03 · WHAT EKU DOES

EKU adds the smart layer that turns a pile of equipment into operating power

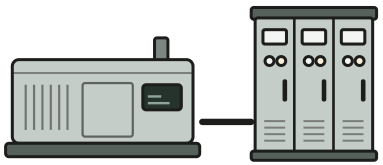
Buying equipment is step one. Making it start, share load, protect itself and report as one system is the step EKU delivers, with products, software and people.



1 Equipment is bought

Engines, generators, pumps, switchgear, batteries and solar, often from different makers.

Physical assets, not yet operating power



2 The system is assembled

A packager or EPC connects the mechanical and electrical parts into a package.

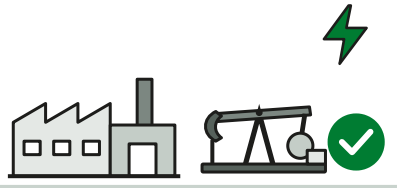
Complete, but not yet coordinated

THE SMART LAYER

3 EKU adds the smart layer

Control, protection, automation, monitoring and software, designed to work as one.

Maximus · Sophia · Cerberus · Vulcan · Bex



4 Power that works

Available, controlled and visible, and it keeps improving with data and support.

Ready · visible · improving

Technology products

Controls, switchgear, auxiliary power, heaters and tools, in five product families.

Data services

Sophia monitoring, alarms, KPI reports and remote diagnostics.

Lifecycle services

Design, commissioning, training, remote and field support, and upgrades after start-up.

IN PLAIN WORDS

A carmaker builds the engine, but the car still needs a dashboard, brakes and a computer to drive safely. EKU builds the dashboard, the brakes and the computer of a power site.

Service lines and products: EKU leadership FAQ, 14 Sep 2026, and EKU product pages.

04 · FIVE PRODUCT FAMILIES

Five product families cover every job on a site, from the controller to the safety tool

Control, visibility, idle fuel, extreme cold or safer maintenance? Each job has its EKU family.

MAXIMUS

CONTROL

One control for unit, fleet, site and remote

Runs generators, pumps, batteries and solar as one system on site.

- Multi-Gen Controller
- Multi-Pump Controller
- Microgrid Controller
- Diesel and e-pump control
- GeneSys switchgear
- Smart LV controls coming soon

Sophia

DATA

Data that shows what each unit costs

Equipment data on site and in the cloud, with alerts for every unit.

- Sophia Onsite
- Sophia Cloud
- KPI reporting
- Custom dashboards
- Energy monitoring
- Data Stream Service

CERBERUS

POWER AND IDLE

Power that keeps equipment ready without idling

Stops engines that idle without load and keeps controls and batteries alive.

- ESC, Engine Standby Controller
- E-APU
- E-pump blackstart
- Starting unit coming soon

VULCAN

HEAT AND FLUIDS

Fluid care that protects engines in extreme cold

Heaters and lubrication keep critical equipment in its operating window, even below zero.

- Vulcan diesel
- Vulcan natural gas
- Atlas lubrication coming soon
- Auxiliary HVAC

BeX by EKU POWER DRIVES

SAFETY

Tools that keep technicians safe

The Permanent Barring Attachment turns pump power ends safely during maintenance.

- Permanent Barring Attachment coming soon



USED IN Power generation · Oil and gas · Mining · Construction · not typical

IN PLAIN WORDS

Think of a toolbox with five drawers: control, data, power, heat and safety. Every site opens the drawers it needs, and one team stands behind all five.

Families, jobs and products: EKU Product Categories sheet, 21 Sep 2026, and EKU product pages. Status tags as published by EKU.

05 · WHERE EKU WORKS

Four industries share one problem, so the same five families adapt to each site

Generators, frac pumps, haul trucks or site power from several makers: each industry pays for the same gap in fuel, idle hours and downtime.

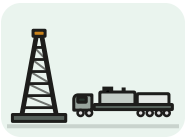


MAIN FOCUS

Power generation

Prime, standby and islanded plants, microgrids, rental fleets

Page 7 →



Oil and gas

Frac, drilling and pump-down fleets, well sites

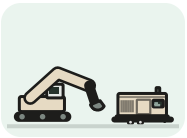
Page 9 →



Mining

Haul trucks, heavy equipment, remote site power

Page 10 →



Construction

Temporary and mobile worksites, cranes, office containers

Page 11 →

Family	Power generation	Oil and gas	Mining	Construction
Maximus CONTROL	Multi-Gen and microgrid control, GeneSys switchgear	Multi-Pump for frac fleets, drilling site automation	Controls for large mobile and fixed assets	Control of on-site power units, cranes and office containers
Sophia DATA	Fleet KPIs: fuel, hours, emissions, faults	Pump fleet data and non-productive engine time	Fleet data and idle hours	Remote monitoring of scattered units
Cerberus POWER AND IDLE	E-APU, starting and blackstart units	ESC on frac engines, e-pump blackstart	ESC on haul trucks and heavy equipment	Smart power distribution and hybrid solar
Vulcan HEAT AND FLUIDS	·	Diesel and natural gas heaters, Atlas lubrication	Cold-weather heating	Smart heating
Bex SAFETY	·	Barring tool for pump power ends	·	·

IN PLAIN WORDS

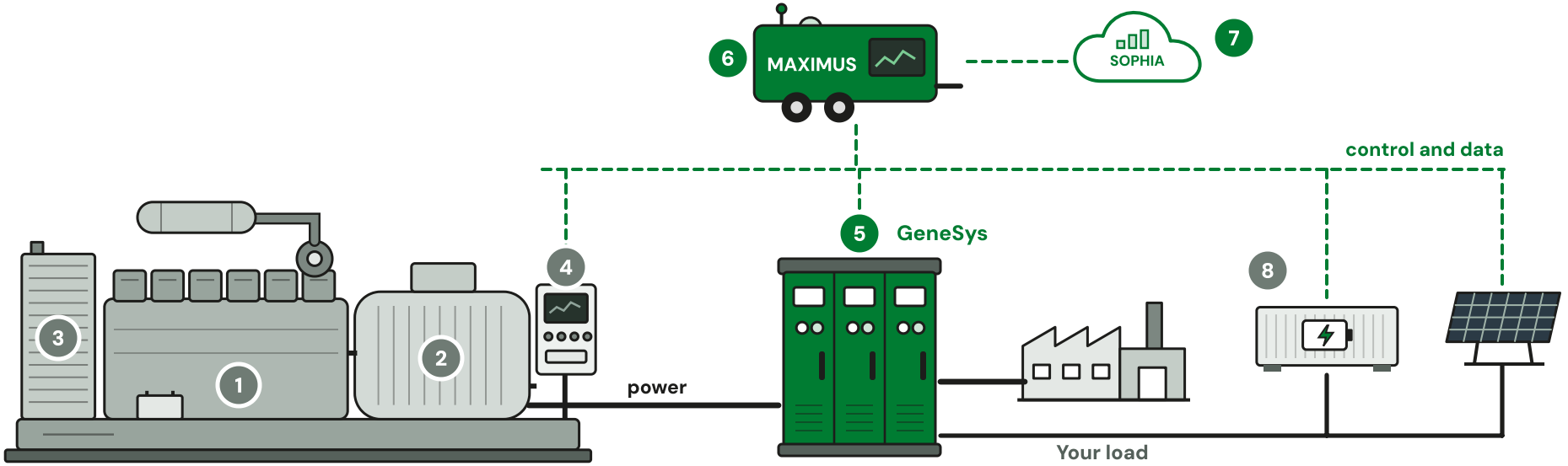
Different industries, same problem: equipment from several manufacturers that has to run like one.

Industry scope and uses: EKU industry and Maximus pages and the Product Categories sheet, 21 Sep 2026. A dot means the family is not typical there.

06 · POWER GENERATION

In power generation, EKU makes generators from different makers run as one plant

A supervisory layer sits above the controllers you already have and makes them act as one. The engine and alternator come from the maker you choose; the switchgear, the site controller and the data layer are where EKU works.



1 Engine · 2 Alternator · 3 Cooling and fuel · 4 Unit controller, kept · 5 GeneSys · 6 Maximus Hub · 7 Sophia · 8 Batteries and solar

WHERE IT RUNS

- ✓ Prime power for sites off the grid
- ✓ Standby and backup, with blackstart
- ✓ Islanded plants and microgrids with batteries and solar
- ✓ Rental and mobile power fleets

WHAT EKU BRINGS

- ✓ Maximus Multi-Gen and Microgrid Controller
- ✓ GeneSys: 4 to 15 kV switchgear and a Maximus cabinet on one trailer, up to 28 MVA
- ✓ Cerberus E-APU and starting units
- ✓ Sophia fleet analytics; Smart LV controls coming soon

FOUR JOBS, ONE LAYER, THE WHOLE BUS

- Synchronize: phase, frequency and voltage matched before every breaker close
- Share load: kW and kVAR in proportion to each unit's rating
- Stage: units start and stop as the load changes
- Hold reserve for the whole bus, not per brand

Roles and functions: EKU leadership FAQ, 14 Sep 2026, and EKU product pages. GeneSys range: public datasheet DRM-96. Delivered with Maximus, GeneSys switchgear and Sophia monitoring; compatibility is confirmed per project.

07 · THE POWER GENERATION FOCUS

On-site power is the fast lane, so that is where EKU focuses

Demand grows and new grid capacity arrives slowly, so sites build their own power with the equipment they can get. Each figure comes from a different source and measures a different thing.

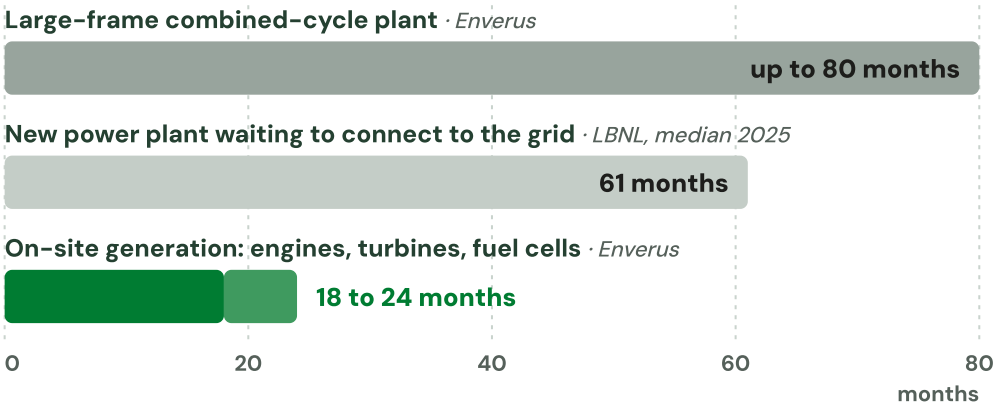
25.5 GW
of new US industrial demand to be served by on-site generation, 2026 to 2030 (forecast).
Enverus, 11 Aug 2026

61 months
median from grid connection request to operation, power plants built in 2025 (36 in 2015).
LBNL, Queued Up 2026

18 to 24 months
for on-site engines, turbines and fuel cells to operate; a large combined-cycle plant takes up to 80.
Enverus, 11 Aug 2026

128 to 143 weeks
to receive a power or step-up transformer after ordering; switchgear, about 44.
Wood Mackenzie, US, Q2 2025

HOW LONG IT TAKES TO GET POWER



Different sources, dates and measures: each interval keeps its own scope. Read them side by side, never as one gap.

Demand grows. US retail electricity sales rise almost 2% in 2026 and again in 2027 (EIA).

New grid capacity arrives slowly. Plants built in 2025 waited 61 months, median.

Sites build their own power. 25.5 GW of new industrial demand on site to 2030.

Sites take the equipment they can get, so fleets mix units from different makers.

Mixed-brand fleets need one site controller: Maximus. Power generation has been EKU's focus since 2023.

WHY IT MATTERS

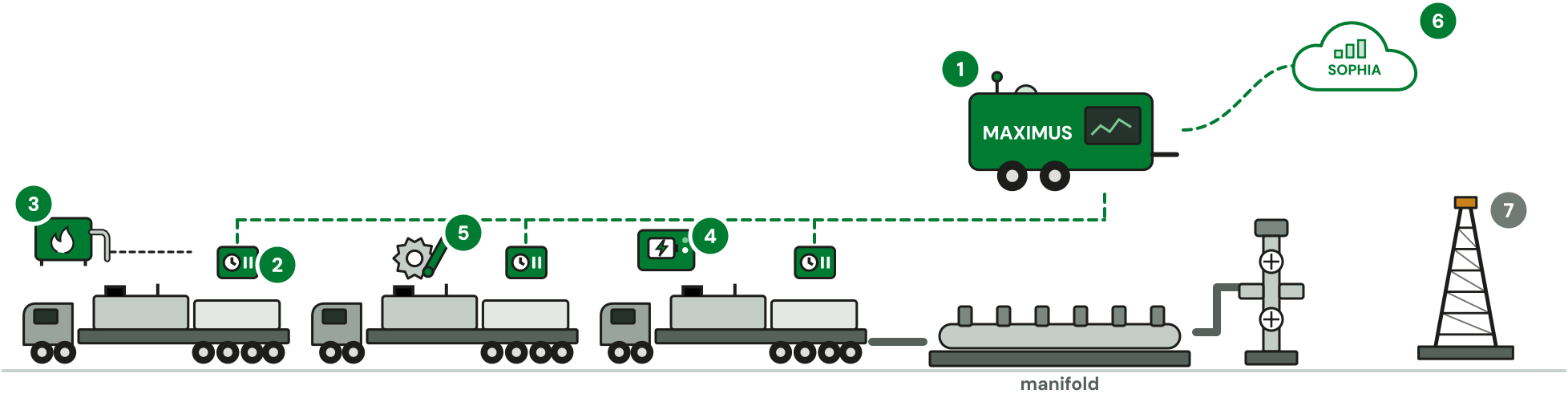
Every on-site plant built with equipment from several makers needs a layer that makes it run as one. That is the work of Maximus, GeneSys switchgear and Sophia.

Read at the issuer on 24 Sep 2026: EIA STEO, 9 Sep 2026; Enverus, 11 Aug 2026; LBNL, Queued Up 2026; Wood Mackenzie, US, Q2 2025 data.

08 · OIL AND GAS

In oil and gas, EKU keeps frac fleets pumping and cuts the hours engines run for nothing

Frac, drilling and pump-down sites run dozens of engines and pumps from different makers. Multi-Pump coordinates them from the datavan; ESC, Vulcan, Cerberus and Bex handle idle, cold, power and maintenance.



1 Maximus Multi-Pump in the datavan: rate split, ramp order, one emergency stop
2 ESC on every engine
3 Vulcan heaters
4 Cerberus e-pump blackstart and E-APU
5 Bex barring tool (coming soon)
6 Sophia fleet data
7 Drilling site automation

WHERE IT RUNS

- ✓ Frac fleets: electric, diesel, gas and turbine pumps
- ✓ Drilling rigs and well-site power
- ✓ Pump-down operations
- ✓ Integrated pump systems

WHAT GOES WRONG

- ⚠ Engines idle between stages and burn fuel for nothing
- ⚠ Dozens of pumps must ramp and hold rate together
- ⚠ Cold starts and fluids out of range in winter
- ⚠ Barring pump power ends by hand is a safety risk

THE FIRST STEP

Measure one fleet before and after with Sophia: engine time outside pumping, idle hours and fuel.

Then the ESC stops engines that idle without load.

IN PLAIN WORDS

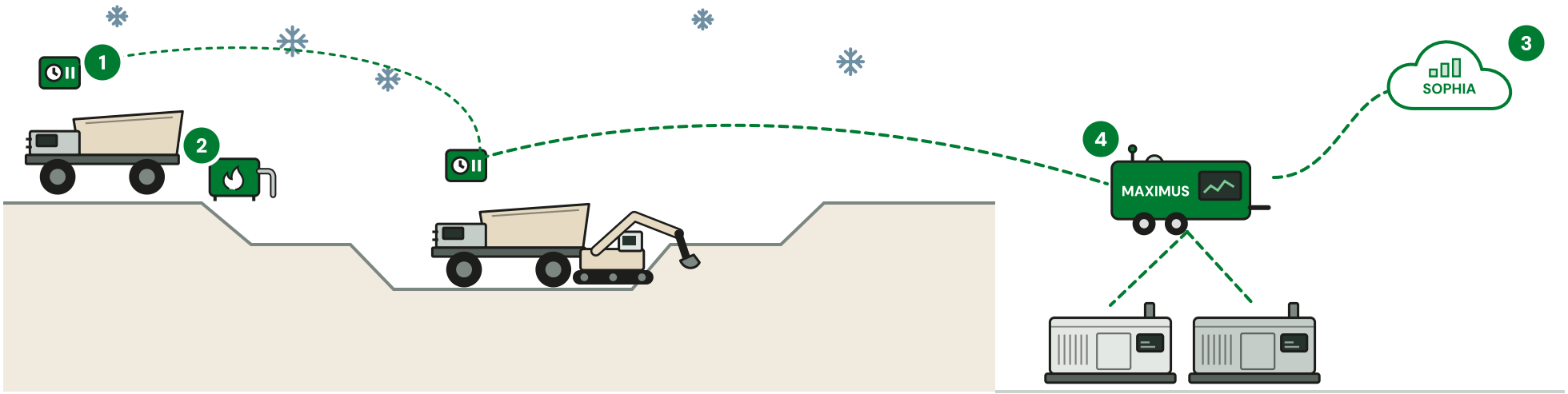
Between frac stages, engines keep running with no pumping to do. That time costs fuel and engine hours.

Multi-Pump functions: EKU leadership FAQ Q5 and Q6, 14 Sep 2026. Pump fleet types and pump systems: EKU oil and gas pages. Families: EKU Product Categories sheet.

09 · MINING

In mining, EKU cuts the hours haul trucks and heavy equipment idle, even in extreme cold

Remote mines run large mobile and fixed equipment far from help. Idle management, cold-weather heating and fleet data keep it productive, retrofitted on selected equipment after a site-fit check.



1 ESC on haul trucks and heavy equipment, on selected units after a site-fit check
2 Vulcan cold-weather heating
3 Sophia fleet data: idle hours and fuel
4 Maximus for site power and large fixed assets

WHERE IT RUNS

- ✓ Haul trucks and loaders
- ✓ Heavy mobile and fixed equipment
- ✓ Remote site power and microgrids
- ✓ Cold-climate operations

WHAT GOES WRONG

- ⚠ Trucks idle for hours while they wait
- ⚠ Cold starts and frozen fluids stop equipment
- ⚠ Idle hours and fuel stay invisible without fleet data
- ⚠ Remote sites are far from help

THE FIRST STEP

One retrofit on selected equipment, after a site-fit check, measured before and after by Sophia: idle hours and fuel.

IN PLAIN WORDS

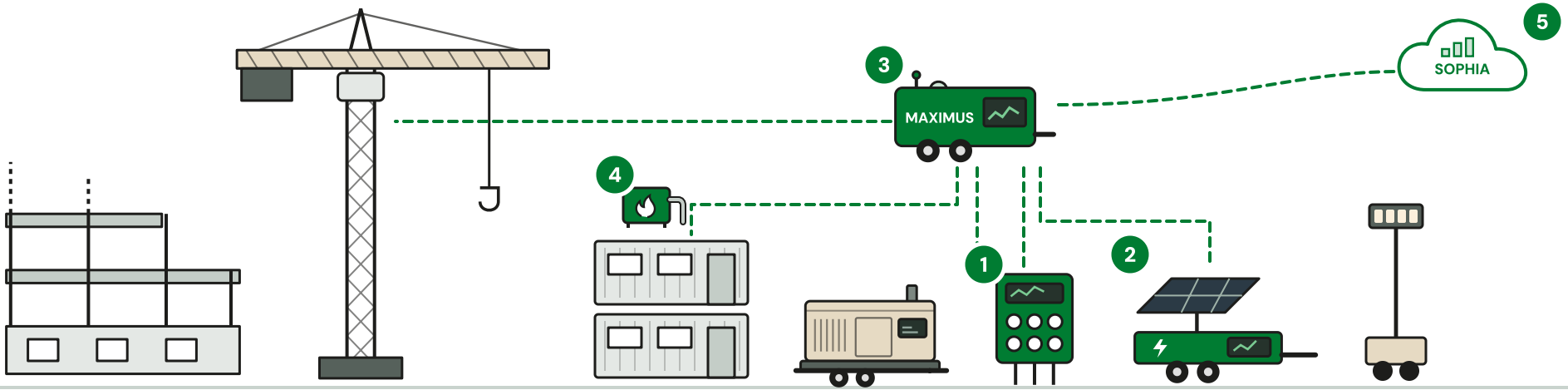
Haul trucks idle while they wait. Every idle hour burns fuel and wears the engine, with nothing moved.

Mining uses: EKU mining and Maximus pages and the Product Categories sheet (ESC for mining), 21 Sep 2026.
Selected equipment, subject to equipment and site-fit validation.

10 · CONSTRUCTION

On construction sites, EKU keeps temporary power smart, visible and efficient

Worksites move and grow: mobile generators, cranes and office containers spread across the site. Smart distribution, hybrid solar, heating and remote monitoring keep them running on less fuel.



1 Smart power distribution
2 Hybrid solar
3 Maximus: on-site power units, cranes and office containers
4 Vulcan smart heating
5 Sophia remote monitoring

WHERE IT RUNS

- ✓ Temporary and mobile worksites
- ✓ Mobile generators and light towers
- ✓ Cranes and office containers
- ✓ Site electrification

WHAT GOES WRONG

- ⚠ Units spread across the site and hard to watch
- ⚠ Generators sized for the peak idle the rest of the day
- ⚠ Failures are found when work stops
- ⚠ Cold weather slows the schedule

THE FIRST STEP

One worksite measured before and after by Sophia: fuel, run hours and units on site.

IN PLAIN WORDS

Worksite generators are sized for the peak and idle the rest of the day: engine hours with no work behind them.

Construction uses: EKU construction page (smart heating, real-time analytics, power distribution, electrification, hybrid solar) and the Maximus page (on-site power units, cranes, office containers), 21 Sep 2026.

11 · WHAT EKU SOLVES AND IS DESIGNED TO REDUCE

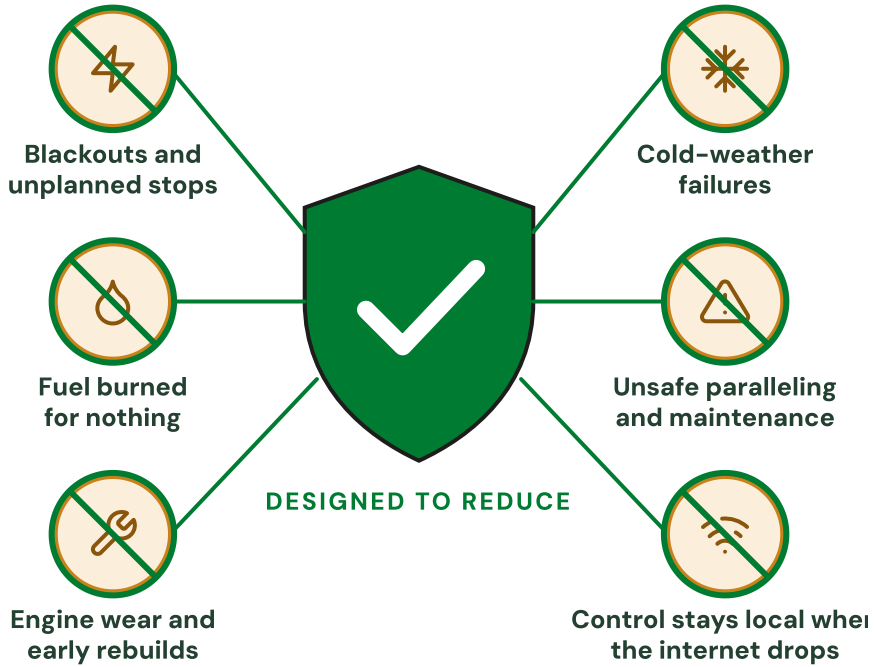
EKU solves the coordination problem and is designed to reduce the costs it creates

On the left, what changes the day a site master is in place. On the right, the losses it is designed to reduce. Stated by EKU; measured whole-site behavior Needs Validation.

What EKU solves

BEFORE	WITH EKU
Four control silos	One site master
Engines on “just in case”	Units start and stop with the load
Four portals	One view of every unit
Dispatch by hand, spreadsheets	Automatic dispatch, one event log
Frozen fluids, hard cold starts	Heaters keep equipment in its window
Hours hunting a fault	Signal-level troubleshooting
Months of rewiring	An overlay on the controllers you have

What EKU prevents



IN PLAIN WORDS

EKU works like the control tower of an airport: it keeps every machine moving smoothly and stops collisions before they happen.

WHY IT MATTERS

These costs stay invisible until someone measures them: fuel, engine hours, rental fees and risk spent on units the load did not need.

Functions: EKU leadership FAQ, 14 Sep 2026: local control, gap-fill on reconnect, signal-level troubleshooting.

12 · HOW EKU DOES IT BETTER

EKU adds one site controller on top of what you already own, instead of replacing it

There are three ways to make a mixed-brand site behave as one plant. EKU takes the third: each unit keeps its own controller and factory protections, and nothing you own is replaced.

	ROAD	WHAT IT MEANS	TRADE-OFF
	**1 · Standardize on one brand**	Replace engines or controllers until everything matches.	⚠ Highest capex, long outages, and impossible with rental units.
	**2 · Replace every control panel**	Rip out each panel and install one controller family.	⚠ Months of work, downtime, and protections to requalify.
	**3 · Add one site master** EKU	Keep every controller and add Maximus on top of them.	✓ Nothing replaced; factory protections untouched.

FOUR QUESTIONS TO ASK ANY PROVIDER

Who owns the site-control logic?
EKU: Maximus, on the pad, over the controllers you already have.

How does the site behave locally and offline?
EKU: Control runs on site, so the plant is designed to keep running if the link drops; data fills in later.

How does commissioning work?
EKU: It connects to the existing controllers by communication harness; factory protections stay in place.

What field results can be proven?
EKU: Measure one site before and after with Sophia: fuel, load band and availability.

FROM THE FIELD TO THE CLOUD

One design and one accountable team, from the chip in the field to the cloud dashboard.



- Control, data, power, heat and safety products from one team
- Local-first control: the site does not depend on the cloud
- Cross-manufacturer integration over standard industrial protocols
- Engineered in Germany and Texas, commissioned in the field

Three roads and four questions: approved EKU framing, 23 Sep 2026. Functions: EKU leadership FAQ, 14 Sep 2026.

13 · THE MAXIMUS ECOSYSTEM

Maximus runs the site, Sophia remembers everything, and the field hardware connects every machine

EKU designs every layer, from the controller in the field to the dashboard in the cloud, so one team answers for the whole chain.

FIVE LAYERS · ONE TEAM

5 



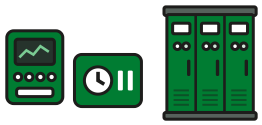
Sophia Cloud
One view of every site: fuel, uptime, emissions and alarms. Sends data to your SCADA or data lake.

4 

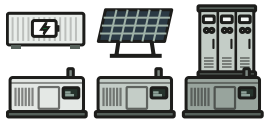
Sophia Onsite · edge
Stated by EKU: logs site data on site, even offline, and fills the cloud gap on reconnect.

3 

Maximus Hub · the site controller
Decides who runs, how much and when. One Hub per site: a datavan, trailer or container.

2 

Field control and protection
Control boxes, GeneSys switchgear, Cerberus power units and Vulcan heaters reach every unit and breaker.

1 

Your equipment
Generators, pumps, engines, batteries, solar and switchgear from different makers. They stay as they are.

TAP A LAYER TO SEE WHAT IT DOES

Maximus: the site controller

Multi-Gen, the power generation module:

1. Synchronizes each unit before its breaker closes
2. Shares kW and kVAR by the size of each unit
3. Starts and stops units with the load
4. Keeps reserve (N+1) for the whole bus
5. Dispatches batteries and solar with the generators

Multi-Pump does the same job for frac fleets: rate split, ramp order, one emergency stop and Auto-Rate cruise control. Control runs on the pad; the cloud is optional.

IN PLAIN WORDS

Maximus is the conductor, Sophia is the memory, and the field hardware is the nervous system that reaches every machine.

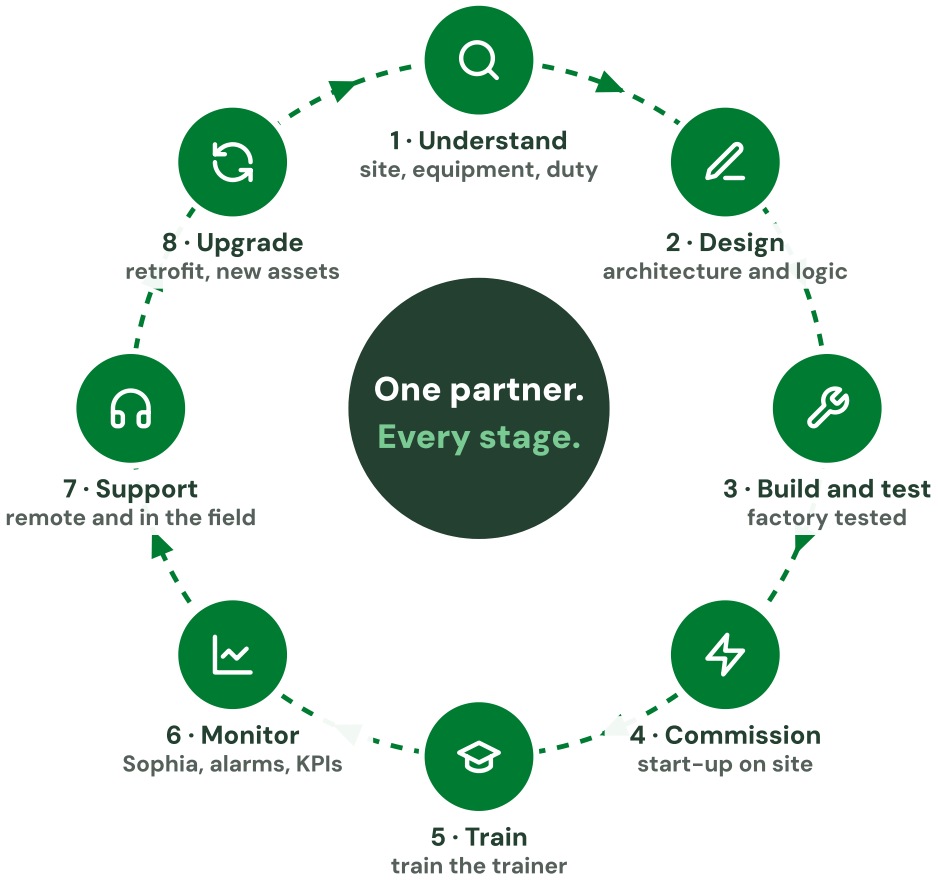
Maximus	Sophia	Cerberus	Vulcan	Bex
control: unit, fleet, site, remote	data on site and in the cloud	blackstart, auxiliary power, idle	heat, flow and pressure	safety and maintenance tools

Platform functions, hardware and protocols: EKU leadership FAQ Q1 to Q14, 14 Sep 2026, and EKU product pages. Compatibility is confirmed per project.

14 · ONE PARTNER, EVERY STAGE

One partner stays with the site at every stage, from the first drawing to the next upgrade

Everything EKU delivers is engineered for the equipment on your site, and the same team answers after start-up.



CUSTOM BY DESIGN

Off-the-shelf stops where your site starts.

When a machine needs an interface, a control cabinet or a data service it does not have, EKU designs, tests and commissions it with your team.

WHAT YOU RECEIVE

- ✓ Design reviews at definition and at 30, 60 and 90%
- ✓ CAD models, P&IDs, network architecture, I/O lists and cable maps
- ✓ Training during commissioning, usually train-the-trainer
- ✓ After start-up: remote troubleshooting, field follow-up, on-call help
- ✓ Documented backups, with restoration tests

HOW TO BUY

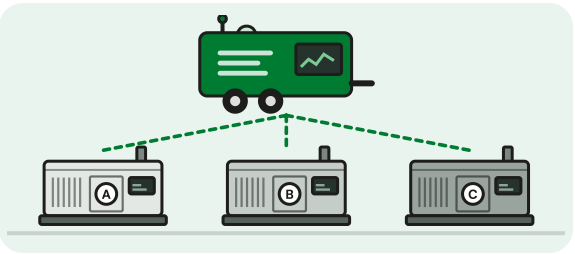
Purchase, lease, rental or subscription, depending on the product. Maximus comes as a subscription with hardware, spares and updates included; pricing is confirmed per project. Fixed-price or milestone models are possible.

Lifecycle message: agreed with EKU leadership in mid 2026. Custom engineering: EKU custom solutions page. Delivery, support and commercial answers: EKU leadership FAQ, 14 Sep 2026.

15 · THE OUTCOME

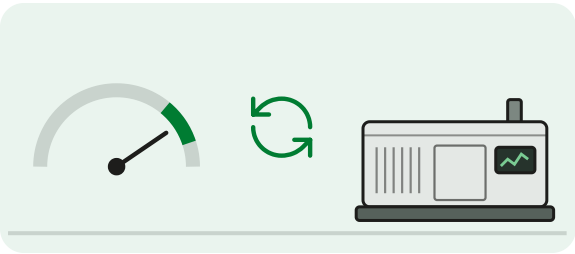
The outcome: equipment that is ready, visible and able to keep improving

Three words describe a site that runs as one system. Three questions show how far a site is from it today.



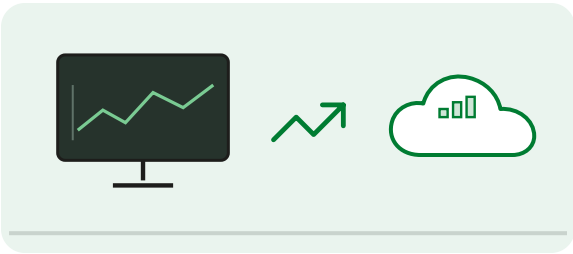
Integrated

Every unit, brand and site in one control and data layer.



Automated

It starts, stops, shares load and holds reserve by itself.



Optimized

Data shows what each unit costs, and the system keeps improving.

THREE QUESTIONS TO ASK YOUR SITE

1. **Can one screen show every unit, from every manufacturer, right now?**
2. **Do units start and stop with the load, instead of being held running “just in case”?**
3. **Is the team that built the system the one that answers at 2 a.m.?**

If any answer is no, the site is not yet running as one system.

IF THE INTERNET DROPS

The site is designed to keep running: control stays on site with Maximus, and Sophia Onsite keeps logging until the link returns.

WHAT YOU KEEP

Your engines, each unit’s own controller, factory protections, emergency stops and breakers. Nothing you already own is replaced.

Outcome and questions: EKU Maximus ecosystem copy, validated 24 Sep 2026. Offline behavior is described as design. Functions: EKU leadership FAQ, 14 Sep 2026.

16 · WHAT BUYERS ASK

Every objection the sales team hears has a one-line answer here

Eight things buyers tell EKU's sellers, from the commercial team's survey. Name the problem first, then show the picture, then the number: each answer points to its page.

"So what exactly is EKU?"

EKU: The control layer that makes equipment from different makers work as one: hardware, software and field service.

See page 4 →

"We already have a system, and it works."

EKU: Keep it. EKU sits on top of the controllers and screens you already have; nothing is replaced.

See page 13 →

"We already buy everything from another vendor."

EKU: Keep your vendors. EKU works above the makers you choose and connects to what they deliver.

See page 7 →

"What happens at 2 a.m. if it fails?"

EKU: Control runs on site, so the plant is designed to keep running if the link drops; alarms land in one log and remote engineering hours come with the subscription.

See page 14 →

"Our engineers doubt the integration. Who has done this before?"

EKU: Factory protections stay in place, each unit keeps its own controller, and the engineers who build the system answer after start-up.

See page 15 →

"Isn't this just one more cost?"

EKU: Size it against the waste it removes: fuel, engine hours and rented units the load does not need.

See page 12 →

"We don't really know our numbers."

EKU: That is step one: Sophia measures hours at low load, fuel and how many units the real load needs.

See page 14 →

"Prove it."

EKU: Start with one site, measured before and after by Sophia, and judge EKU by those numbers.

See page 18 →

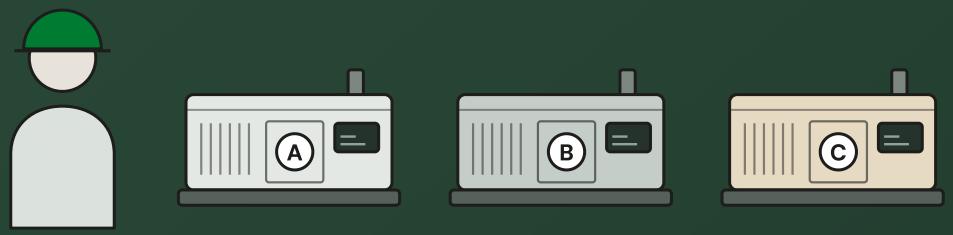
Buyer quotes: EKU commercial team survey results presented 22 Sep 2026. Answers: EKU leadership FAQ, 14 Sep 2026, and the pages cited.

17 · IN ONE SENTENCE

EKU turns equipment from different makers into one system that runs, protects itself and measures its results

How many different generator brands are in your fleet today?

More than one? That is where EKU starts.



ONE NEXT STEP

Request a fleet or site assessment

1. Tell us how many units you run, from which makers and in which industry.
2. EKU maps your controllers and how the site runs today.
3. You get the headroom: how many units your real load needs.

The first step is simple: measure one site before and after with Sophia.

Many makers → One system → Power that works → Measured on site

THE APPROVED POSITIONING SENTENCE, FOR TECHNICAL BUYERS

EKU integrates and orchestrates mixed-brand generator fleets as one system through the Maximus and Sophia ecosystem; the competitive question is who owns the site-control logic, how the site behaves locally and offline, how commissioning works, and what field results can be proven.

Opening question: validated with the EKU commercial team, 25 Aug 2026. Positioning sentence: approved EKU framing, 23 Sep 2026.

18 · HOW TO USE IT

Use it to tell one simple story, in pictures, in any meeting

How to use this guide

- **Onboarding:** read pages 2 to 6 in order.
- **First meeting with an operator:** pages 2, 12, 13 and 18.
- **By industry:** power generation 7 and 8, oil and gas 9, mining 10, construction 11.
- **Packager or EPC conversation:** pages 5, 7 and 14.
- **Leadership conversations:** pages 8, 14 and 16.
- **Questions in a sales call:** page 17.

THE STORY IN ONE LINE

Start with the operator's problem, show one site controller over what they already own, measure one site before and after with Sophia, and close with the fleet question.

Many makers. One system. Power that works, measured on site.

Glossary in plain words

Genset: an engine and an alternator on one frame: a generator.

Load sharing: each unit carries its fair share of the load.

Islanded: a site that makes all its own power, with no grid.

Blackstart: restarting a site with no power at all.

Switchgear: cabinets that connect, protect and switch the power.

Power end: the crank side of a frac pump, driven by the engine.

Paralleling: connecting several generators to one bus so they work as one.

Spinning reserve: extra running capacity kept ready for a sudden load.

Microgrid: generators, batteries and solar run together as one small grid.

BESS: battery energy storage system: a container of batteries.

Frac fleet: the pump trucks that pressure a well during fracturing.

Idle: an engine running without doing useful work.

What stays

- ✓ Your engines and generators, from the makers you chose
- ✓ Each unit's own controller
- ✓ Factory protections, emergency stops and breakers
- ✓ Your team, trained to run the site

What EKU adds

- ✓ Maximus: one site controller over every unit
- ✓ GeneSys switchgear and field control boxes
- ✓ Sophia: data on site and in the cloud
- ✓ One team from design to support

THE FIVE-SCENE PATH

1 The problem page 2
2 The toolbox page 5
3 The industries page 6
4 The ecosystem page 14
5 The outcome page 16

EKU
POWER DRIVES

Many makers. One system. Power that works.

One partner. Every stage.

How many different generator brands are in your fleet today?

Stuttgart, Germany · Spring, Texas · Bolivia · Argentina

Prepared by Kanbina Lumina for EKU Power Drives

One partner. Every stage.: lifecycle message agreed with EKU leadership in mid 2026.