

Building Germany's First Decentralized Thermal Storage through Power-to-Heat INJEKTA PV

THE PROBLEM

2.1 million German households sell surplus solar energy for decreasing feed-in tariffs, while burning gas for hot water. With 573 hours of negative prices and 2.7 TWh of curtailed solar in 2025, Germany has a storage problem. The solution is already sitting in 13 million basements: hot water tanks.

OUR SOLUTION

The Injekta hydraulic inline module converts PV surplus into hot water. A prototype is successfully being operated since 2023: 70% solar hot water coverage, approx. €200/year in energy savings, 0,5 t CO2 emissions prevented.

PATENT STATUS

IP strategy under evaluation; core defensible advantage lies in the inline architecture and first-mover position in an underserved segment.

FINANCIAL OVERVIEW

Two revenue streams: Hardware sales and, from approx. 500 units, potentially recurring revenue from aggregated thermal flexibility sold to grid operators and energy providers.

MILESTONES

- **2023:** Prototype operating at residential site
- **2025:** Company established, regulatory window mapped and verified
- **2026:** 20+ users confirming market need, 10+ researchers and experts confirming the high potential of the product's vision.

TARGET MARKET & CUSTOMERS

Core Market: 2.1M German homes with rooftop PV and fossil heating. Go-to-market via installer networks and/or wholesalers.

Vision: 14 Mio. Homes with domestic hot water tanks (also without PV). Aggregator partnerships enable deployment of decentralized thermal storage.

THE PROFILE WE ARE LOOKING FOR

Preferred Qualifications

- Strong motivation to drive the energy transition
- High interest and previous experience in energy markets
- Experience in working with hardware and software
- Experience in product development is a plus
- German language proficiency is a plus

Personal Fit

- Founder mentality: self-directed, proactive, comfortable with ambiguity and responsibility
- Driven by the desire to build a product with a real business case and an impact on real world problems

TASKS & RESPONSIBILITIES (FIRST 3 MONTHS)

- Lead prototype-to-series-production transition: supplier sourcing, BOM cost reduction, manufacturing setup
- Define technical roadmap for first commercial series (EMS integrations, interfaces)

ACADEMIC & ENTREPRENEURIAL BACKGROUND OF CURRENT CO-FOUNDERS

- **Julia Köhler**
Ph.D. DTU, Circular Economy in Construction; M.Sc. CBS, Innovation & Business Development; startup and sustainability strategy experience
- **Ralf Köhler**
Dipl.-Ing. Civil Engineering, serial entrepreneur, Inventor, founder, advisor

PHYSICAL ADDRESS

Currently working from Copenhagen and Stuttgart, work can take place in one of the locations or remotely.



ABOUT OPEN ENTREPRENEURSHIP

Open Entrepreneurship (OE) is a collaboration between all Danish universities aiming to create more research-based startups.

REGISTER YOUR INTEREST

Deadline is November 8th, 2026

www.open-entrepreneurship.com/cofounder/