



Full Year 2021 Investor Presentation
April 28, 2022

ADS-TEC Energy

Power ... Everywhere

Our mission is to deliver distributed and intelligent high-capacity power for the all-electric world

Cautionary Language Regarding Forward-Looking Statements

This presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as "may," "might," "will," "would," "could," "should," "forecast," "intend," "seek," "target," "anticipate," "believe," "expect," "estimate," "plan," "outlook" and "project" and other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. Forward-looking statements are based on our current expectations, estimates, projections, targets, opinions and/or beliefs or, when applicable, of one or more third-party sources. No representation or warranty is made with respect to the reasonableness of any estimates, forecasts, illustrations, prospects or returns, which should be regarded as illustrative only. Such forward-looking statements, which include estimated financial information, involve known and unknown risks, uncertainties and other factors. These forward looking statements include, but are not limited to, express or implied statements regarding our future financial performance, revenues and capital expenditures, our expectation of acceleration in our business due to factors including a re-opening economy and increased EV adoption and expectations related to the effective deployment of chargers. A number of factors could cause actual results or outcomes to differ materially from those indicated by such forward-looking statements. These factors include, without limitation: changes or developments in the broader general market; ongoing impact from COVID-19 on our business, customers, and suppliers; macro political, economic, and business conditions; our limited operating history as a public company; our dependence on widespread adoption of EVs and increased installation of charging stations; mechanisms surrounding energy and non-energy costs for our charging products; the impact of governmental support and mandates that could reduce, modify, or eliminate financial incentives, rebates, and tax credits; our current dependence on sales to a limited number of customers; supply chain interruptions; impediments to our expansion plans; the need to attract additional customers; the effects of competition; and risks that our technology could have undetected defects or errors.

Further information on these and other factors that could affect the forward-looking statements we make in this presentation can be found in the documents that we file with or furnish to the U.S. Securities and Exchange Commission, including our 20-F filed with the SEC on April 28, 2022 and proxy statement/prospectus filed with the SEC on December 7, 2021, which are available on our website at <https://adstec-energy.com/investor-relations-corporate-governance/> and on the SEC's website at www.sec.gov. Additional information will also be set forth in other filings that we make with the SEC from time to time. All forward-looking statements in this presentation are based on our current beliefs and on information available to us as of the date hereof, and we do not assume any obligation to update the forward-looking statements provided to reflect events that occur or circumstances that exist after the date on which they were made or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.

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Non-GAAP Financial Measures

Some of the financial information and data contained in this presentation, such as Adjusted Cost of Sales and Adjusted Gross Profit, have not been prepared in accordance with United States generally accepted accounting principles ("GAAP"). This presentation includes non-GAAP financial measures which have certain limitations and should not be considered in isolation, or as alternatives to or substitutes for, financial measures determined in accordance with generally accepted accounting principles in the United States ("GAAP"). The non-GAAP measures as defined by us may not be comparable to similar non-GAAP measures presented by other companies. Our presentation of such measures, which may include adjustments to exclude unusual or non-recurring items, should not be construed as an inference that our future results will be unaffected by these or other unusual or non-recurring items. See the "Financial Information – Non-IFRS" slide for a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures.

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We provide intelligent and decentralized Energy Storage Systems to [Municipalities](#), [Automotive OEMs](#), [Charging Operators](#), [Dealerships](#), [Fleets](#), [Residential Areas](#), [Offices](#), [Industrial Sites](#) etc. in North America and Europe

Where there is limited power, We deliver intelligent battery-based eco-systems and longtime services



Ultra-fast, battery-buffered
charging up to **320 kW** even
on power limited grids



Microgrid; mixed input feed where we provide battery-buffered managed power.

Stable, reliable and decentralized Energy eco-systems



Battery Systems providing flexibility for an optimized sector coupling in a more or less all-electric future world.

Hybrid Power Plant Energy Systems



Strong Market Tailwinds

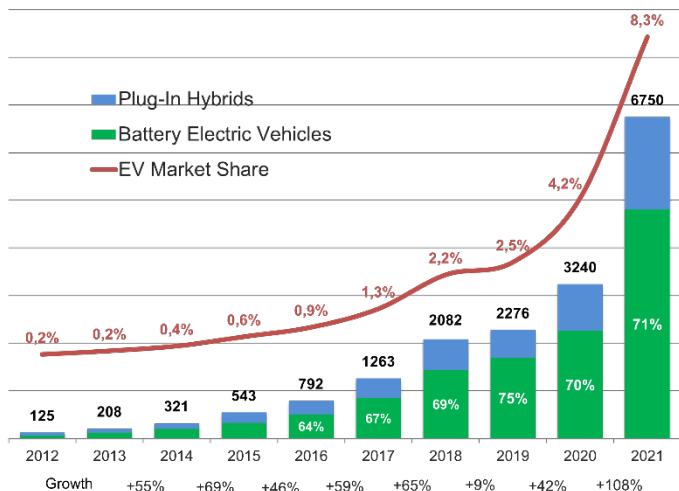
Rapid Growth, Government Support

THE WHITE HOUSE



- “\$5 Billion National Electric Vehicle Infrastructure (NEVI) Program ... to strategically deploy charging stations and establish a nationwide interconnected network”
- NEVI funds are restricted to projects that are directly related to EV charging infrastructure that are open to the public or to commercial fleet operators from more than one company

The EV World Database Audit of EV Volumes ¹



PRECEDENCE
RESEARCH

ELECTRIC VEHICLE CHARGING INFRASTRUCTURE MARKET SIZE, 2020 TO 2027 (USD BILLION)





US Target Segments & Addressable Market

Supported by Sales and Marketing in 2022

Targets with ADS-TEC Performance & Cost Advantages

Principally In Weak Power Grid Locations

Charge at Home



Level 2 Chargers

6 Hour Charge

-chargepoint+

blink

EVBOX

enel x

Charging at work, multi-family, and “on the go”

Convenience & Fueling



67k Stations
W/Convenience

Condominiums & Apartments



160k Condo
Buildings

Hotels



5.5K High
End Hotels

Office / Industry



45k sites
>200k sqft

18k Dealer
Sites



OEM Auto
Dealers

>2k Large
Rental Sites



Rental Cars

71k Large Last-
Mile Sites



Fleets

150 Cities
>500k ppl.



Municipalities

**\$54B
TAM¹⁾**

Charging to Support Business

Large Charging Parks



Ultra-Fast Standard DC Chargers

High Power Grid
+
High Utilization Rates

ABB

TRITIUM

SIEMENS

TESLA



EU Target Segments & Addressable Market

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Principally In Weak Power Grid Locations

Charge at Home



Level 2 Chargers

6 Hour Charge



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EVBOX

enel x

Charging at work, multi-family, and “on the go”

Convenience & Fueling



136k Stations
W/Convenience

Large Retail Destinations



9.5k Sites

Hotels



9.1K High
End Hotels

Office / Industry



40k with >250
Employees On Site

52k Dealer
Sites



OEM Auto
Dealers

>2.1k Large
Rental Sites



Rental Cars

1k Large Last-
Mile Sites



Fleets

215 Cities
>300k ppl.



Municipalities

**\$62B
TAM¹⁾**

Charging to Support Business

Large Charging Parks



Ultra-Fast Standard DC Chargers

High Power Grid
+
High Utilization Rates



ABB

TRITIUM

SIEMENS

TESLA

Fully integrated eco-platforms enabling an all-electric energy system

Serving the “future power companies” in a decentralized intelligent all-electric world

Portfolio

Battery-buffered ultra-fast EV charging



Battery storage solutions

Residential



Commercial & Industrial



Operational Outlook

1. ChargeBox launch US 2022
2. ChargePost launch Europe 2022
3. Expanded C&I portfolio launch 2022
4. ChargePost launch US 2023
5. MyPowerplant postponed to 2024

Strong Progress Transforming to an Internationally Profitable Platform

2021 Financial Highlights

Orders
€34.5 m
+386 %¹

Revenue
€33.0 m
-30 %¹

Revenue Outside
Germany
€9.2 m
>+2,400 %¹

Adjusted Gross Profit
€0.7 m
€-2.6 m¹

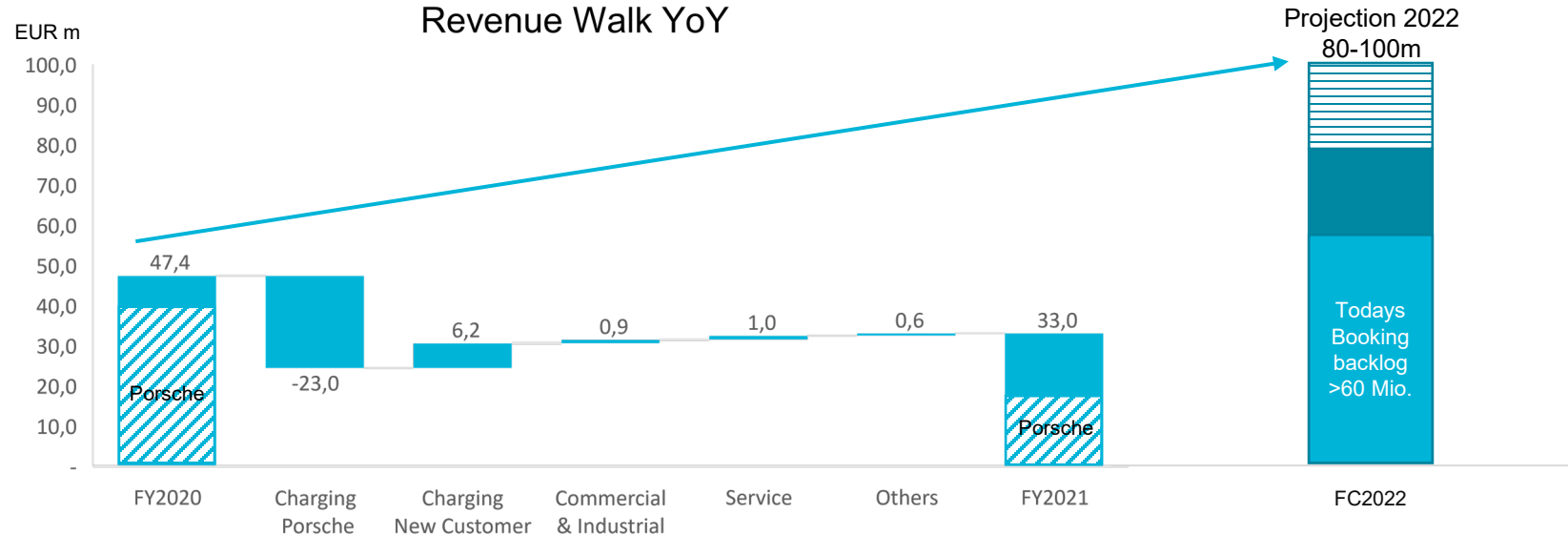
Cash on Hand
€101.8 m
€+101.8 m¹

- Q4 business combination with EUSG provided ADSE significant cash for future growth
- Q4 expansion into the United States with Senior Leadership, Sales, Marketing and Offices
- Significant increase from US orders leading to a backlog of >60m EUR
- H2 International Expansion and Diversification of Revenue
- Adjusted Gross Profit positive even through transformation while investing in future growth, R&D and highly qualified staff

¹) year-over-year comparable

Revenue Diversification 2021 – Year-Over-Year Sales Walk

Transformation towards an international & broader customer base

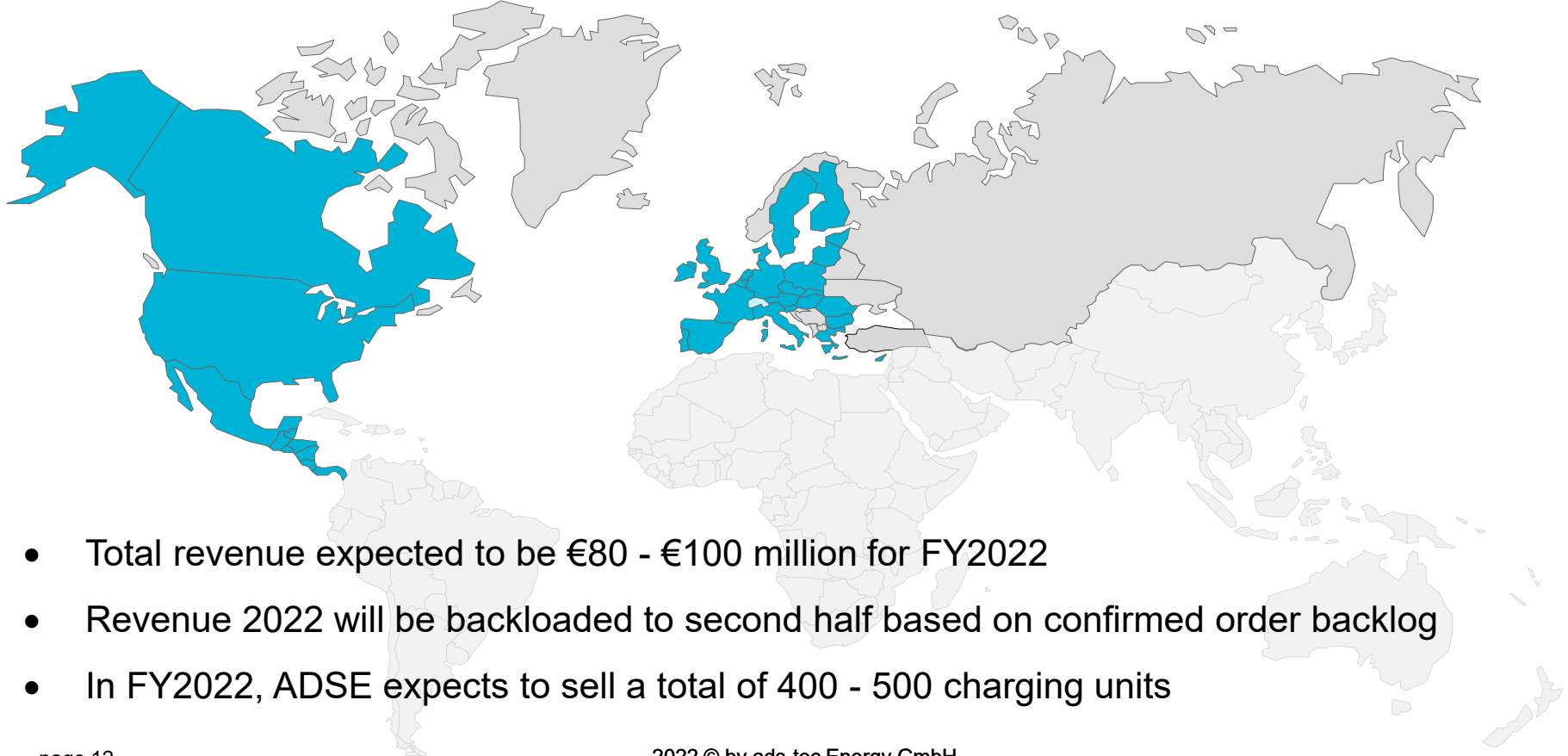


- H2 2020 market launch led to new ChargeBox revenue of €6.2 m
- Revenue outside Germany increased to €9.2 m
- In FY2021, ADSE sold 186 charging units

FY2021 – Result before Tax & (Non-IFRS) Gross Profit / Loss Walk

(€ million, unless otherwise indicated)	FY2020	Δ Share listing expense	Δ Special Warranty Provision	Δ Lawyers & Consultants	Δ Depreciation & Amortization	Δ Revenue reduction	Δ Personnel Expense	Δ Others	FY2021
Result before Tax	(10,3)	(65,8)	(6,2)	(3,6)	(1,8)	(2,2)	(1,3)	4,0	(87,2)
Gross Profit / (Loss)	1,8	-	-	-	(1,6)	(2,2)	(0,3)		(2,3)
Gross Profit / Loss margin (%)	3,8%								-6,9%
Margin accretion / dilution %-pt					-6,2%	-1,1%	-3,4%		
Adjusted Gross Profit / (Loss)¹⁾	3,3	-	-	-	-	(2,2)	(0,3)		0,8
Adjusted Gross Profit / Loss margin (%)	7,0%								2,5%

- Audited Result before Tax yoy development mainly driven by
 - one-time share listing expense
 - one-time special occasions
- Gross-Profit / Loss driven by continuous investment in growth
- Adjusted Gross Profit is positive even through transformation



- Total revenue expected to be €80 - €100 million for FY2022
- Revenue 2022 will be backloaded to second half based on confirmed order backlog
- In FY2022, ADSE expects to sell a total of 400 - 500 charging units



- Through the December 2021 merger, a significant amount of capital was gained for future growth
- FY2021 result is mainly impacted by the merger and NASDAQ (ADSE) listing
- Current sales backlog supports revenue projection 2022
- H2 expansion into the US accelerated growth which is seen in the current backlog
- EV market development and TAM underlines ADSE long-term growth opportunities



Invest in the Electrified Future
on the NASDAQ with ADSE

Use of Non-IFRS Financial Measures

ADS-TEC Energy has provided in this earning presentation financial information that has not been prepared in accordance with International Financial Reporting Standards as issued by the International Accounting Standards Board (“IFRS”). ADS-TEC Energy uses these non-IFRS financial measures internally in analyzing its financial results and believes that the use of these non-IFRS financial measures is useful to investors to evaluate ongoing operating results and trends, and in comparing ADS-TEC Energy’s financial results with other companies in its industry as well as other technology companies, many of which present similar non-IFRS financial measures.

The presentation of these non-IFRS financial measures is not meant to be considered in isolation or as a substitute for comparable IFRS financial measures and should be read only in conjunction with ADS-TEC Energy’s consolidated financial statements prepared in accordance with IFRS. A reconciliation of ADS-TEC Energy’s historical non-IFRS financial measures to their most directly comparable IFRS measures has been provided in the financial statement tables included in this presentation, and investors are encouraged to review these reconciliations.

Definition and Reconciliation of Non-IFRS Measures

The earning presentation includes the following non-IFRS financial measures: “Adjusted Cost of sales”, “Adjusted Gross profit / (loss)”. ADSE believes these measures are useful to investors for evaluating period-to-period operational performance on a consistent basis by excluding items that we do not believe are indicative of our core operating performance, such as the one-time expenses incurred as a result of the business combination involving ads-tec Energy and European Sustainable Growth Acquisition Corp.

ADSE defines Adjusted Cost of sales (“COGS”) as COGS plus depreciation and amortization reported within COGS. Adjusted Gross profit / (loss) is defined as revenue less adjusted COGS.

kEUR		FY2021	FY2020
IFRS Cost of sales		(35,310)	(45,548)
Less:			
Depreciation and Amortization		3,103	1,515
Adjusted Cost of Sales		(32,207)	(44,033)

kEUR		FY2021	FY2020
IFRS Gross profit / (loss)		(2,275)	1,822
Less:			
Depreciation and Amortization		3,103	1,515
Adjusted Gross Profit		828	3,337