

ADS-TEC Energy // Earnings Call

# Investor Presentation Full-Year 2022 Business Update 2023

Thomas Speidel (CEO)  
Wolfgang Breme (CFO)  
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# Product Portfolio



## ChargeBox

High-power charger with up to 320 kW and small footprint.



## ChargePost

High-power charger with 2 advertising screens for additional business cases.



## PowerBooster

Commercial battery storage for outdoor use.

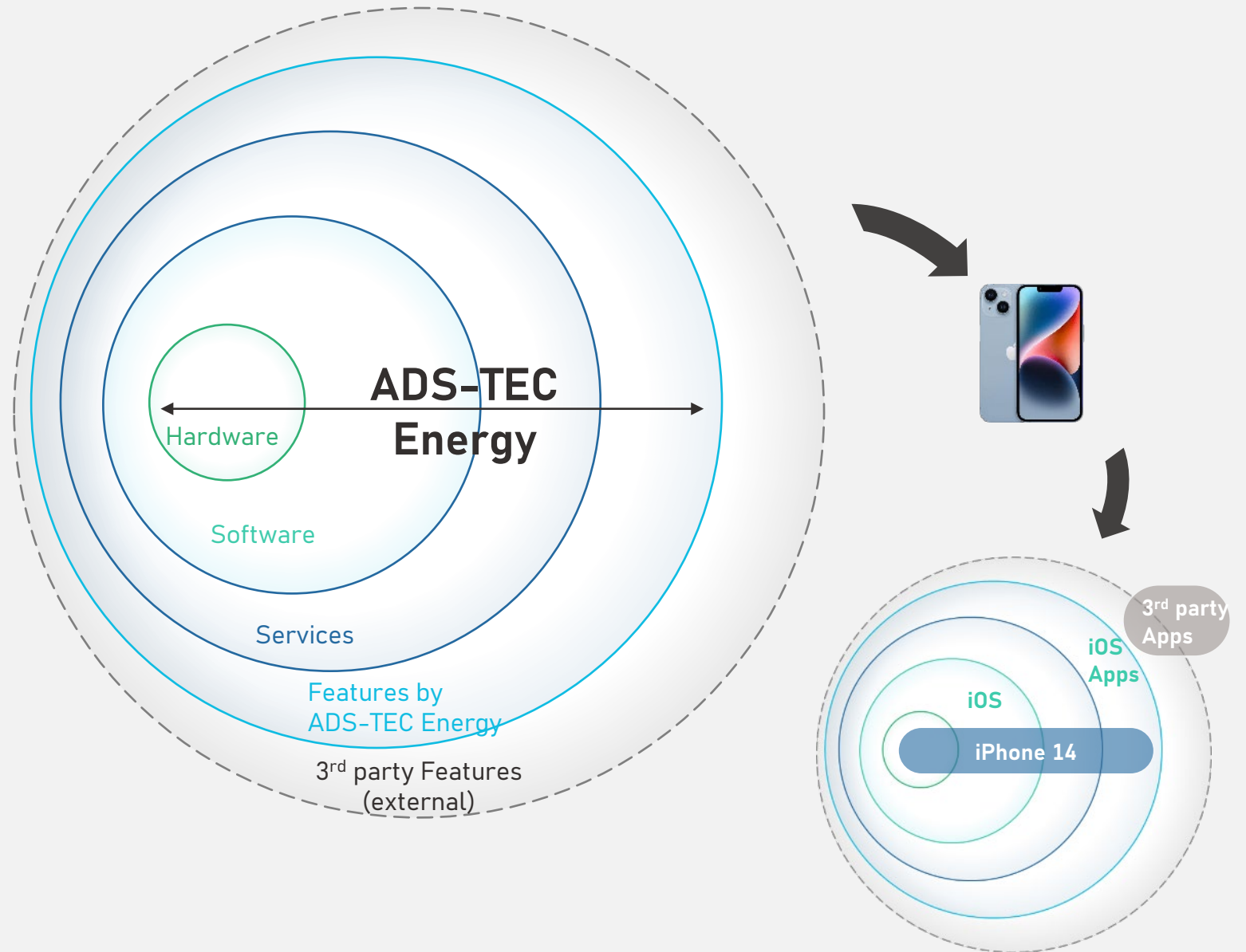


## StorageRackSystem

Commercial battery storage for indoor use.

# Platform Solution

A lasting investment in the future: 100% development and process depth from the foundation for the implementation of innovative, customized and long-lived solutions.





# Full-Year 2022 Operational Highlights



## Successfully Managed

Successfully managed supply chain issues and produced systems.



## ChargePost Launch

Successful launch auf ChargePost as planned – second charging product introduced to the market.



## Focus

Focus on blue-chip partners and strategic customers.

# Where do we come from?

## September 2022

- › Revenue projection
- › €80M 2023

## October 2022

- › Significant reduction of the projection due to material / supply chain issues.

2022

Sep

Oct

Nov

Dez

2023

## October until end of 2022

- › Successfully managed supply issues by material hunting, brokerage and component replacements.
- › Company produced systems and performed services from the factory worth €45.6M.
- › Finished goods arrived in the US before year end.
- › Clients have not taken products by 12/31.
- › Finished goods are in Alabama facility and moved to 2023.

# Full-Year 2022 Financial Highlights

- › Consolidated revenue of €26.4M, compared to €33.0M in FY21, impacted by clients not taking product by 12/31st; finished goods still in the company's Alabama facility and moved to 2023.
- › Operational expenses of €33.0M (2021: €15.3M)
- › EBITDA €-32.1M (2021: €-15.2M)
- › Year-end cash of €34.4M

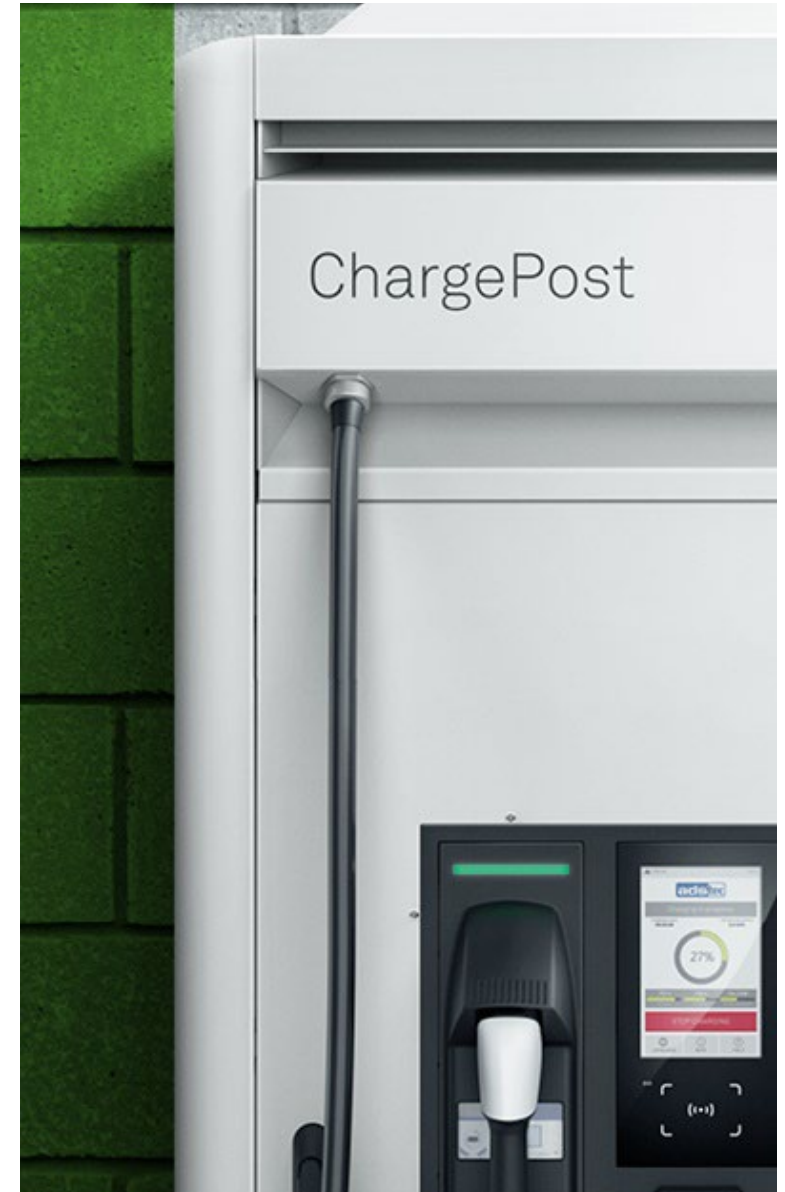
# Outlook

## 2023

- › 2023 full year revenues expected to exceed €100M
- › Expecting to be EBITDA break-even to positive in FY 2023
- › Secured shareholder loan of €12.9M;  
No intention to raise equity in foreseeable future.
- › Strong order backlog of €90.0M based on binding orders mainly from solid customers underpinning revenue visibility.

## 2024

- › Substantial growth anticipated in 2024 and beyond, driven by very strong customer dynamics and market trends.





Long-term partner  
**JOLT** ordered a  
significant double-digit  
number of  
ChargePosts for 2023.



**Service business** will  
grow in 2023.  
Long-term service  
agreements are  
expected to be signed.



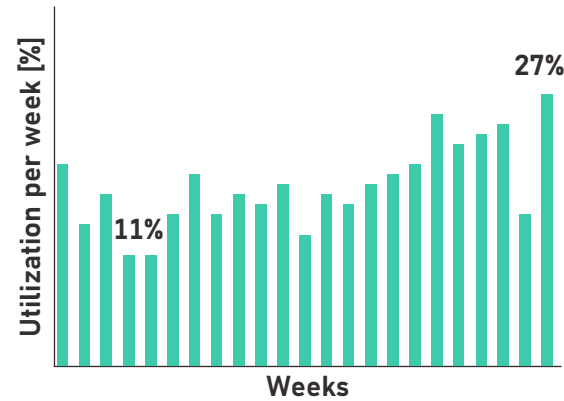
Exploring new **market segments** for the technology such as rental cars, fleets etc.



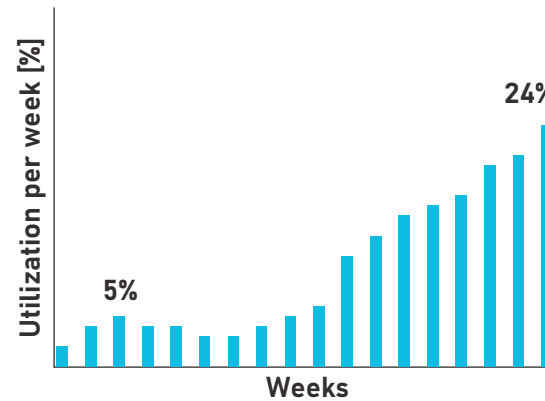
Framework agreement signed with **blue-chip listed oil & gas petrochemical company.**



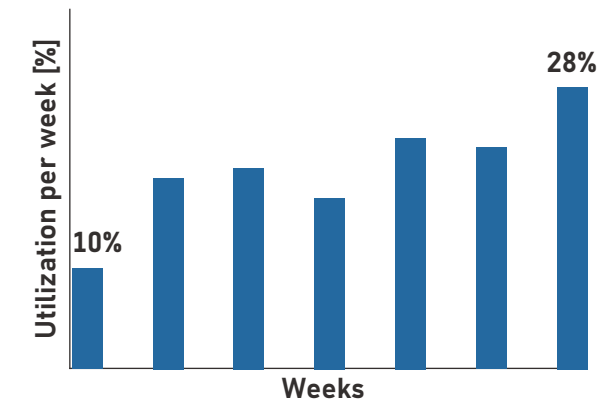
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Hamburg



Stuttgart



Frankfurt



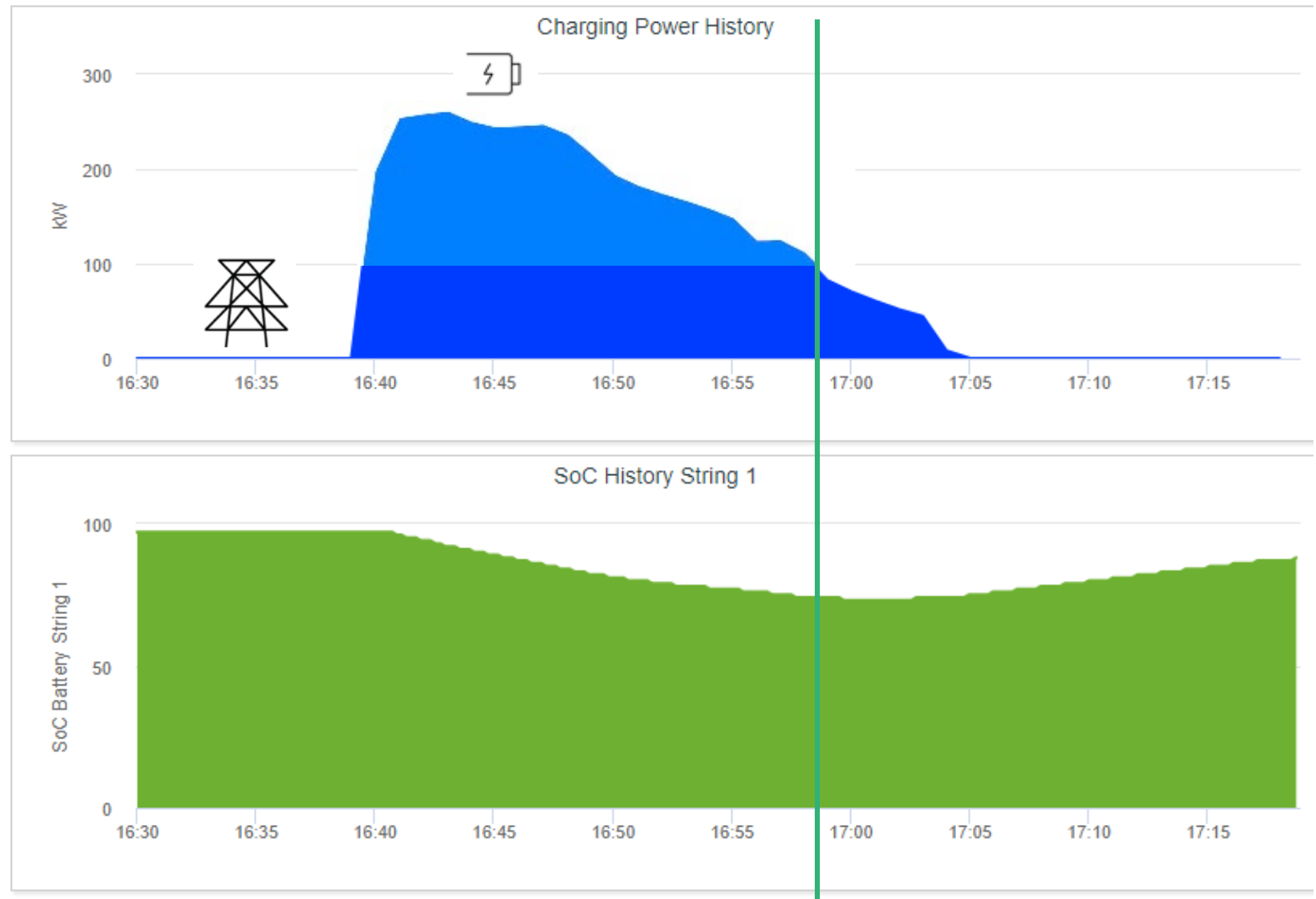
# Proof has been made

## Timeframe: 1 Session

(03/17)

1 Charging Session, 25 min,  
**68.9 kWh** Energy delivered  
( $P_{max}$  268 kW;  $P_{avg}$  165 kW)

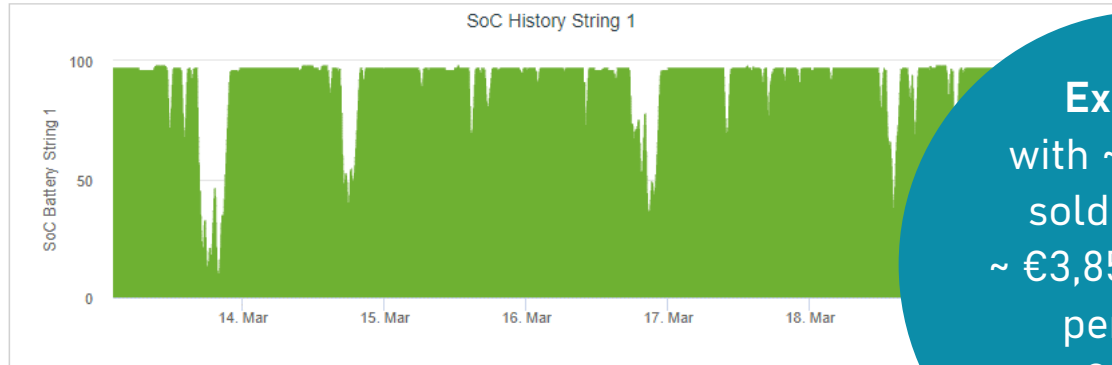
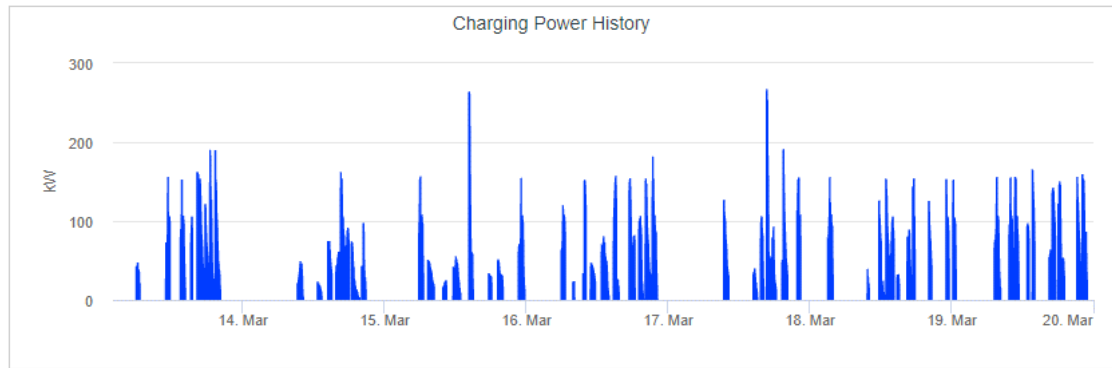
- › EV Demands up to ~270kW
- › Grid capability is only 100kW
- › ChargeBox battery boosts remaining **170kW** to fulfill EV peak demands
- › **ChargeBox battery immediately starts recharging after EVs demand drops below grid capability**



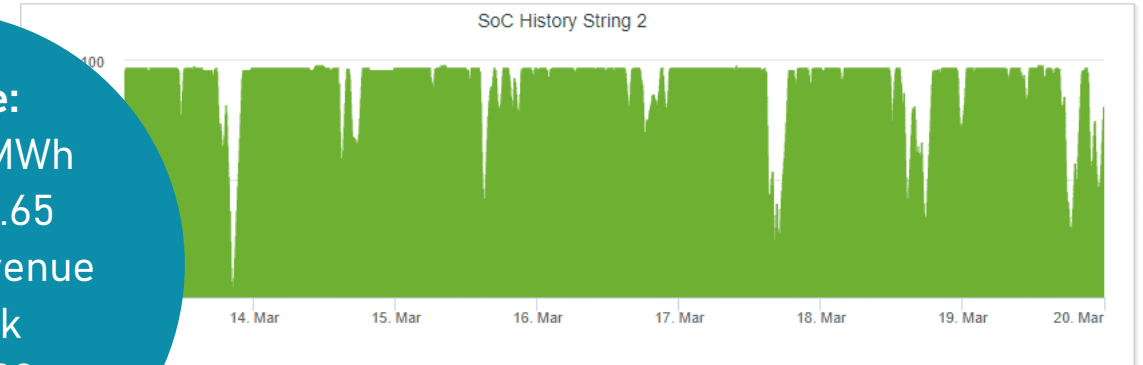
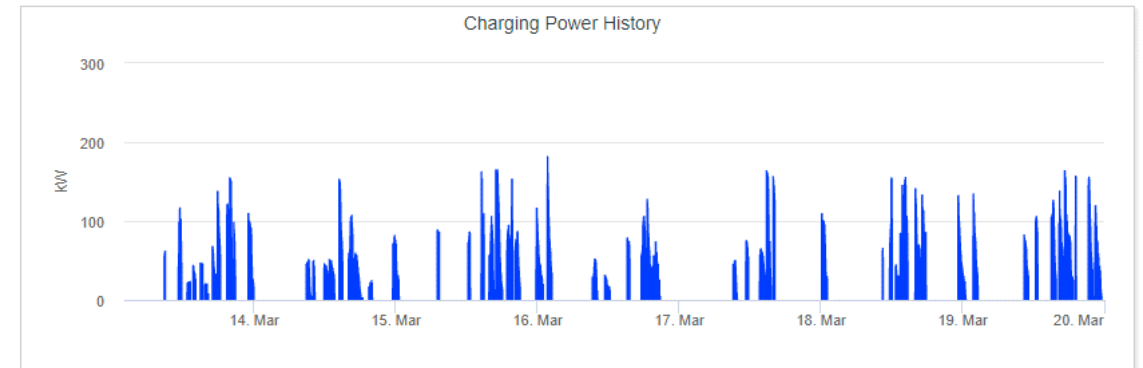
# Proof has been made

Timeframe: **1 Week** (03/13 - 03/20)

*139 Charging Sessions, **5,918 kWh** Energy delivered (42.6 kWh per Session avg; P.max 268 kW)*



Avg 27 % utilization (h / day)

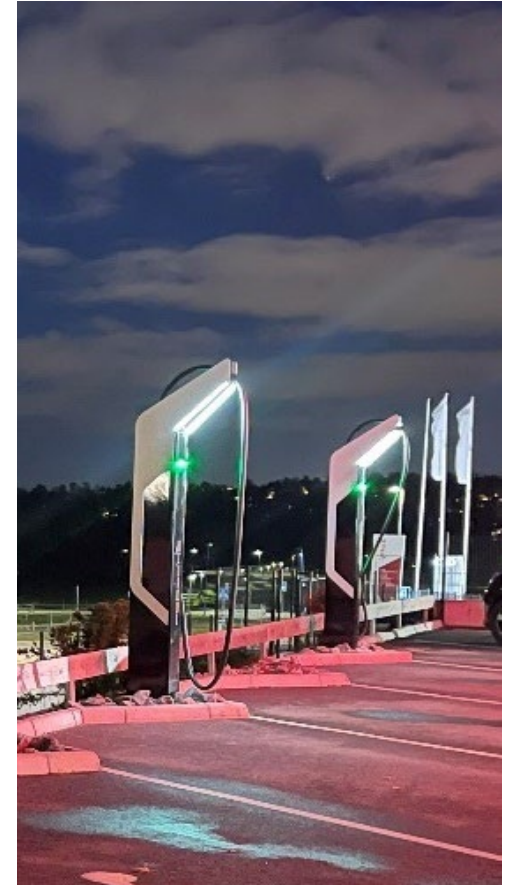


Avg 25 % utilization (h / day)

**Example:**  
with ~ 5.9 MWh  
sold at €0.65  
~ €3,850 revenue  
per Week  
~ €200,000  
revenue p.a.



# Reference installed ChargeBox



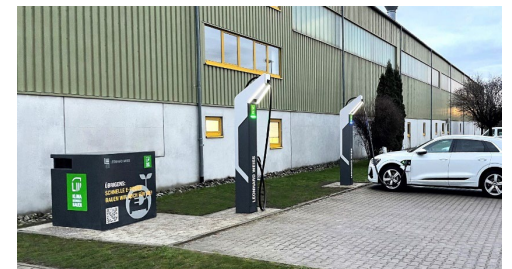
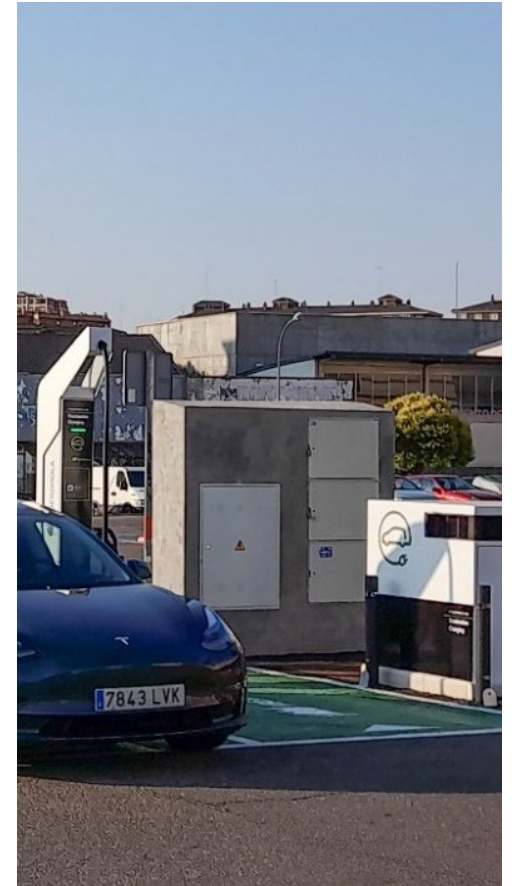


# Reference installed ChargeBox





# Reference installed ChargeBox





# Reference installed ChargeBox & ChargePost



# Q & A





# Appendix



# Consolidated Income Statement

Financials  
Financial Year 2022

kEUR	FY2022	FY2021
<b>Revenues</b>	<b>26,430</b>	<b>33,035</b>
Cost of Sales	-30,904	-35,310
<b>Gross Profit (Loss)</b>	<b>-4,474</b>	<b>-2,275</b>
Research and development expenses	-1,701	-2,012
Selling and general administrative expenses	-31,319	-13,321
Net other operating income (expense)	1,071	-1,035
<b>Operating Result</b>	<b>-36,423</b>	<b>-18,643</b>
<b>Net Finance Result</b>	<b>20,089</b>	<b>-68,583</b>
<b>Income tax benefits (expense)</b>	<b>-2,572</b>	<b>-413</b>
<b>Result for the Period</b>	<b>18,906</b>	<b>87,640</b>

# Consolidated Balance Sheet

Financials  
Financial Year 2022

kEUR	FY2022	FY2021
Intangible assets	22,059	17,038
Property plant and equipment	8,755	4,946
Other	3,377	2,088
<b>Non-current assets</b>	<b>34,192</b>	<b>24,072</b>
Inventories	53,137	13,063
Contract assets	6	973
Trade and other receivables	17,666	11,304
Cash and cash equivalents	34,441	101,813
<b>Current assets</b>	<b>105,250</b>	<b>127,153</b>
<b>Total Equity</b>	<b>80,747</b>	<b>96,892</b>
<b>Non-current liabilities</b>	<b>16,322</b>	<b>23,892</b>
Trade payables	15,702	14,000
Contract liabilities	23,583	6,208
Other	3,087	10,232
<b>Current liabilities</b>	<b>42,372</b>	<b>30,440</b>
<b>Balance Sheet total</b>	<b>139,442</b>	<b>151,224</b>

# Consolidated Income Statement

Financials  
Financial Year 2022

kEUR	FY2022	FY2021
<b>Result for the Period</b>	<b>-18,906</b>	<b>-87,640</b>
Non-cash items	-12,964	64,851
Change in working capital	-25,935	4,485
<b>Cash flow from operating activities</b>	<b>-57,805</b>	<b>-18,304</b>
Capital expenditures	-10,874	-5,585
<b>Free cash flow</b>	<b>-68,679</b>	<b>-23,889</b>
Cash flow from financing activities	-8,655	125,950
<b>Net cash flow</b>	<b>-77,334</b>	<b>102,062</b>
<b>Net cash</b>	<b>34,441</b>	<b>101,813</b>

# Thank you.



11.05.2023