

ADS-TEC Energy // J.P. Morgan Auto Conference // August 2023

# Enabling the Future of Energy, Today.





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# About ADS-TEC Energy

Global market leader with  
**more than 10 years** of  
experience in the field of  
**battery technology**

Employees: 200

Europe: 3 Locations (incl. factory in Dresden)

USA: Assembly in Auburn, Alabama

Sales: Worldwide (focus NA, EU, UK, CH)



Development of first own Li-Ion BMS and battery packs

2007



First containerized energy storage solution

2012

Introduction of SRB battery modules for stationary applications



Bosch acquires 39% of ads-tec Energy GmbH

2018

320 kW battery buffered EV charger



Announcement of NASDAQ listing

2021

NASDAQ listed

**ADSE**  
Nasdaq Listed

The change from on-demand to renewable energy sources will require **decentralized and intelligent platforms with integrated energy storages** in real estate, industry and infrastructure. Based on these, ADS-TEC Energy are **enabling** existing and future **energy companies**, to control the interaction of producers and consumers.



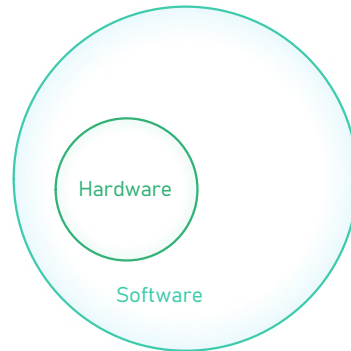
Thomas Speidel (CEO)  
10<sup>th</sup> of August 2023

# The smart platform solution. Engineered in Germany.



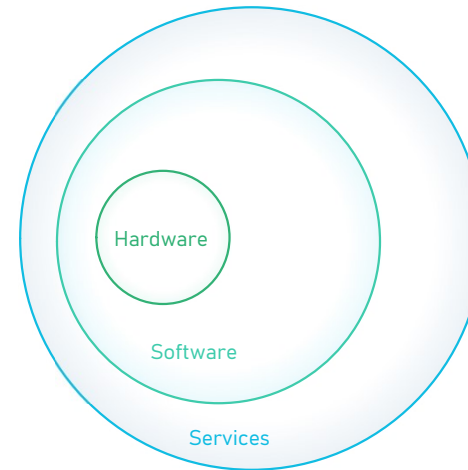
## Hardware

Battery based products developed and engineered in Germany.



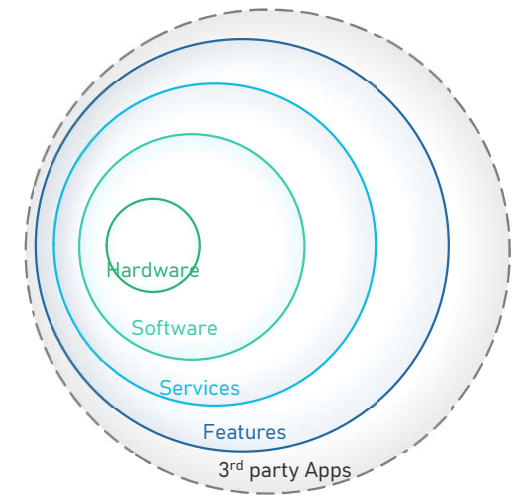
## Software

Software solution for the efficient use of the hardware.



## Services

Service Contracts and Warranties for a use of the product for way over 10 years.



## Features by ADS-TEC Energy & 3<sup>rd</sup> Party

Features for optimized use of the stored energy – open to 3<sup>rd</sup> Party solutions.

# Our solution: ADS-TEC Energy ChargeBox system

Global market leader in  
performance and size.

Saving money: Cuts peak power demand by up to 65%

Ultra fast charging system

Small footprint (17 ft<sup>2</sup>)

Battery buffered system

Easy installation

Simple commissioning

High flexibility



**Charging power**  
up to 320 kW



**Battery capacity**  
140 kWh



Nominated  
for the  
German  
Future  
Award



# Next generation: ADS-TEC Energy ChargePost

**All-in-One.**  
**Follow the demand.**

Saving money: Cuts peak power demand by up to 65%

Bi-directional charging

75-inch display

Battery buffered system

Easy installation

Simple commissioning

Compact footprint



**Charging power**  
up to 300 kW



**Battery capacity**  
up to 201 kWh



Already  
available  
in Europe



# Production Site Near Dresden

Automotive Standards

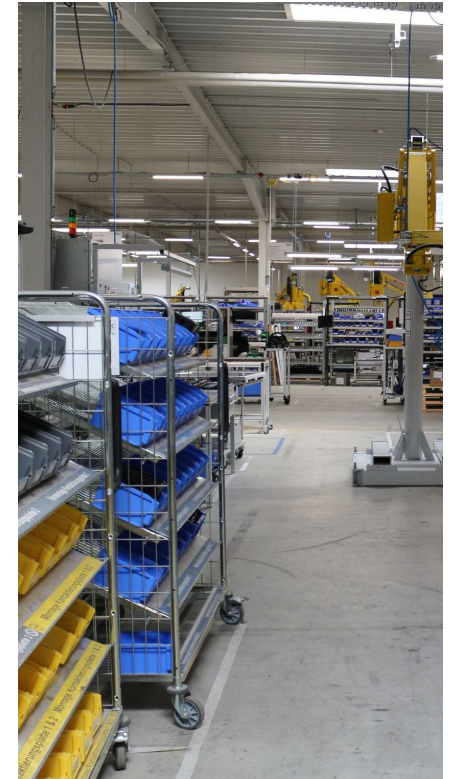
ChargeBox: Max. 5,000 units/year

Dispenser: Max. 10,000 units/year

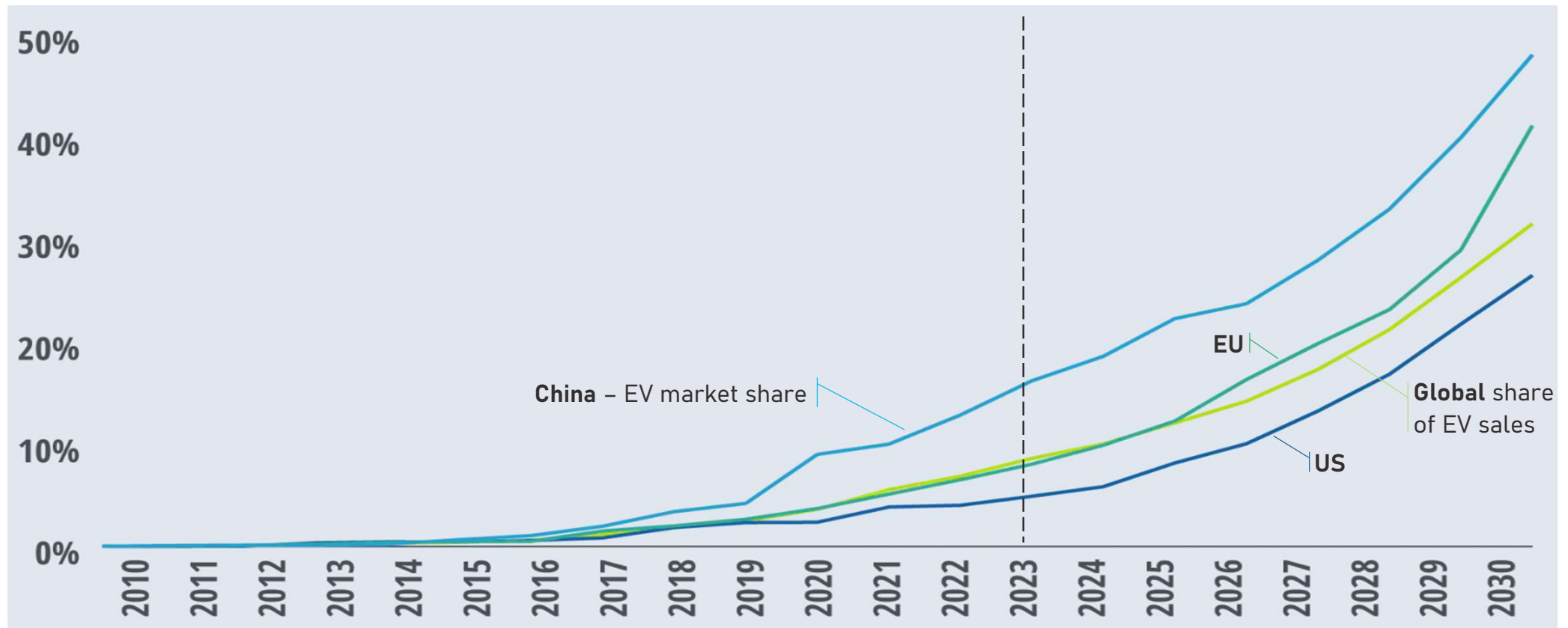
ChargePost: Max. 6,120 units/year

Charging Power of 5,000 ChargeBoxes is equal  
to > 145,000 L2 chargers

\*L2 Charger/AC Wallbox with 11kW



## Outlook for EV market share by major region: Up to **43 Mio.** EVs in the US and **34 Mio.** EVs in Europe by 2030



Source: Deloitte analysis, IHS Markit, EV-Volumes.com<sup>17</sup>



# Future demand of fast-charging infrastructure will be focused on 4 usecases

Residential / Urban areas

Car dealerships / OEM charging networks

Gas stations / E-Mobility hubs

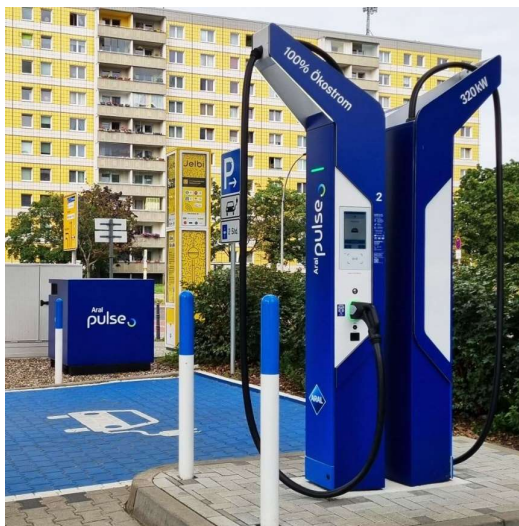
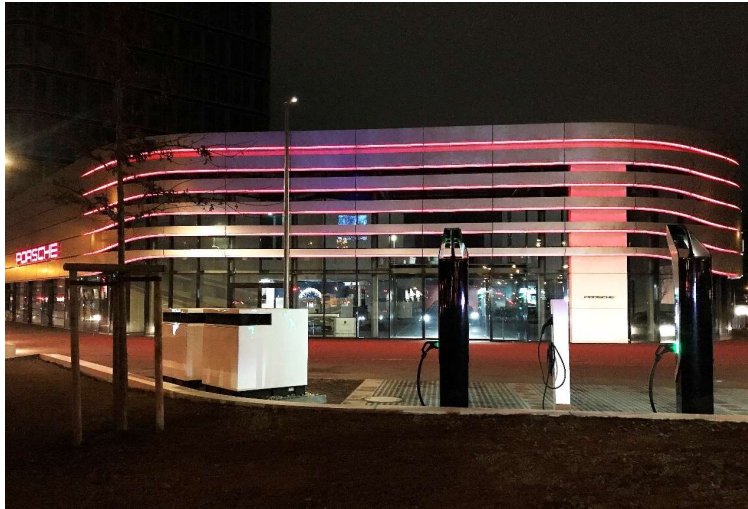
Workplace charging / Office buildings

Lessons Learned: L2 chargers

Perfect for home charging

Own L2 charger at dedicated parking lot

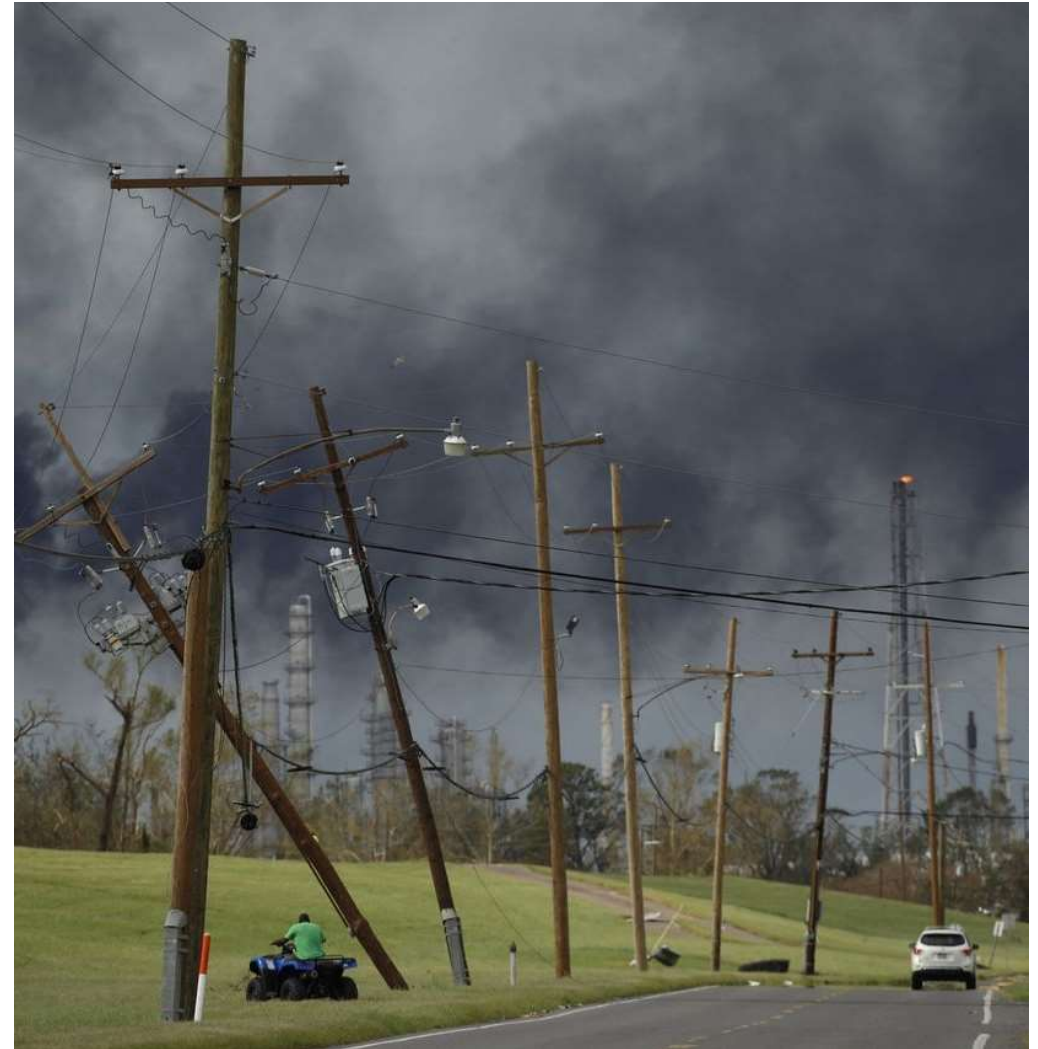
Final destination with multiple hrs charging session



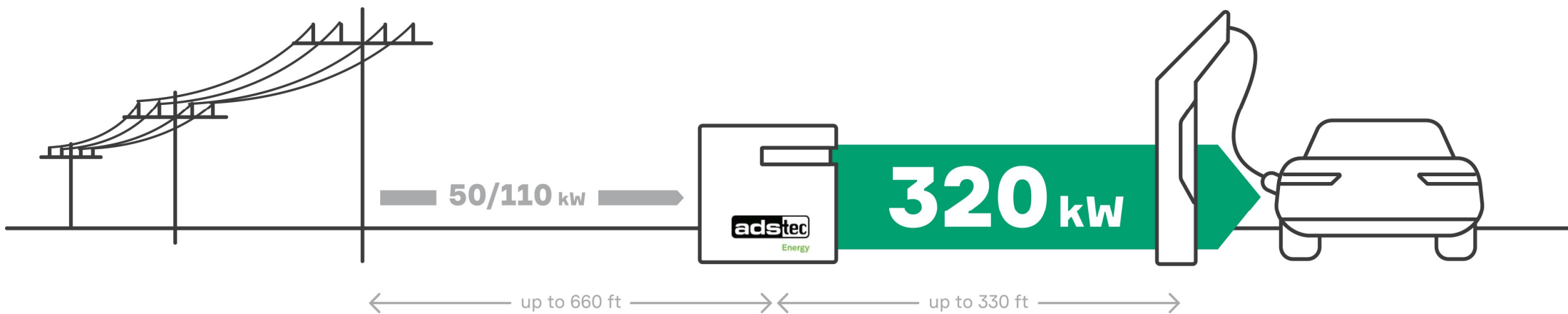


## Will the electricity grid provide a bottleneck for the EV ramp-up?

- Increase in renewable generation and expansion of electrification **challenges the grid**
- U.S. needs to expand electricity transmission systems **by 60% by 2030**, and may need to triple it by 2050
- Note: **>70% of the grid** transmission lines and power transformers are **over 25 years old**
- At the local level: Utilities need to find solutions to **accommodate the increased stress on grid resources from EV charging**
- **ADS-TEC Energy** offers the right solution with the needed **flexibility** and the **financial benefits** over decades! **For investors. For owner & operator.**



## Battery-buffered charging can **reduce peak power demand by 65%** vs. common DC chargers



# Savings for owner & operator due to battery-buffered EV charging!

## The impact of demand charges on the electricity bill.

### Blandford, Massachusetts (ZIP 01008)

Pay **just 45% of operating costs** by investing in a battery-buffered charging solution, to avoid demand charges

Annual  
Saving:  
Up to  
\$56,000

### Antelope, Oregon (ZIP 97001)

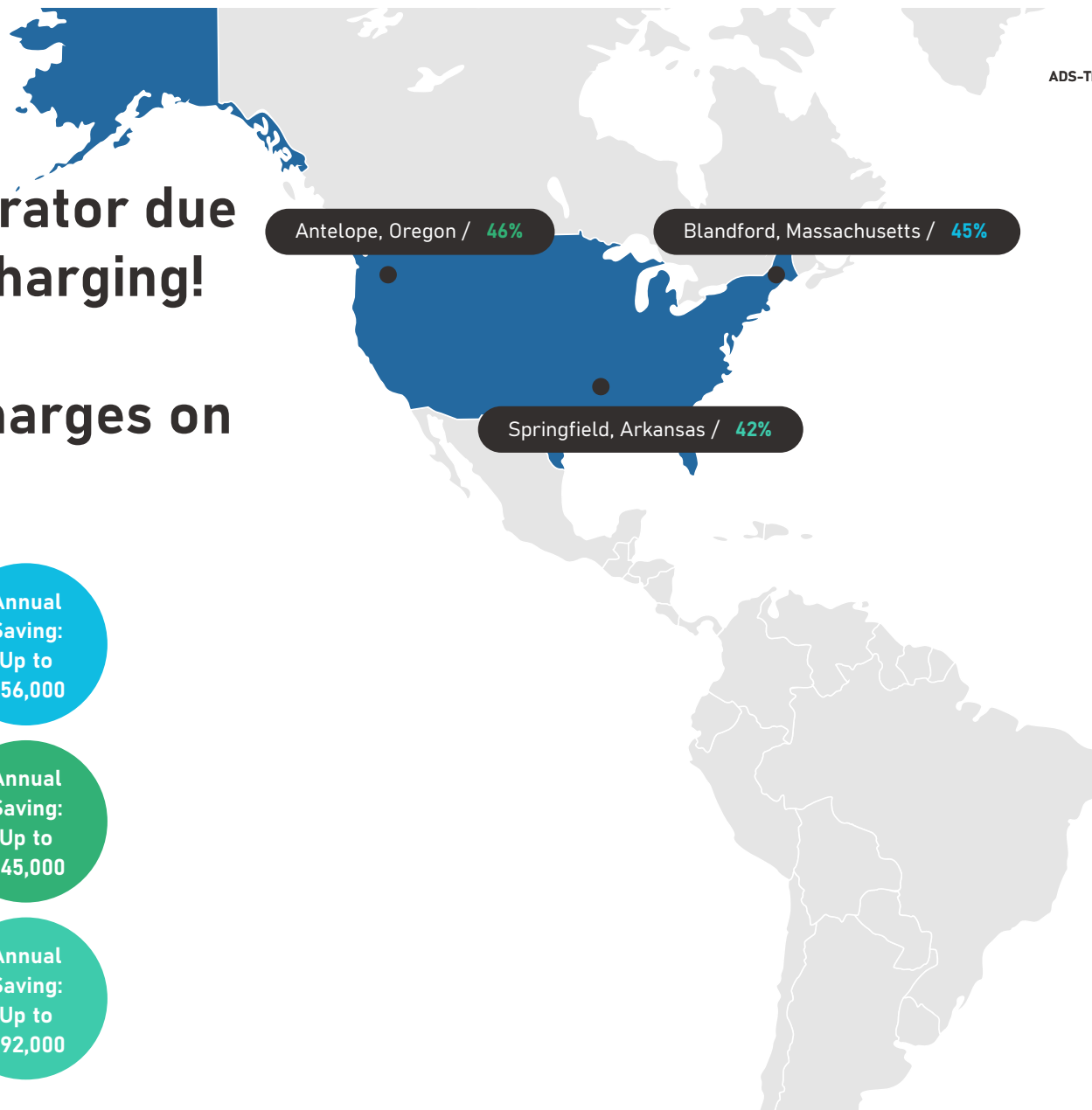
Pay **just 46% of operating costs** by investing in a battery-buffered charging solution, to avoid demand charges

Annual  
Saving:  
Up to  
\$45,000

### Springfield, Arkansas (ZIP 73074)

Pay **just 42% of operating costs** by investing in a battery-buffered charging solution, to avoid demand charges

Annual  
Saving:  
Up to  
\$92,000





# Proof of Concept & Track Record.



## #1: Porsche car dealerships

Delivery of more than 1,000 charging points to ensure future-proof ultra-fast charging performance

- **Future-proof** charging technology for all brands and models (400V, 800V, 900V, CCS1, CCS2, NACS)
- Many dealerships **struggle with grid capacity** for standard DC chargers
- **Global roll-out** of the ChargeBox
- **>97% availability** of the charging systems



## #2: Urban area ultra-fast charging location

### Ultra-fast charging with 320kW on 110kVA Grid

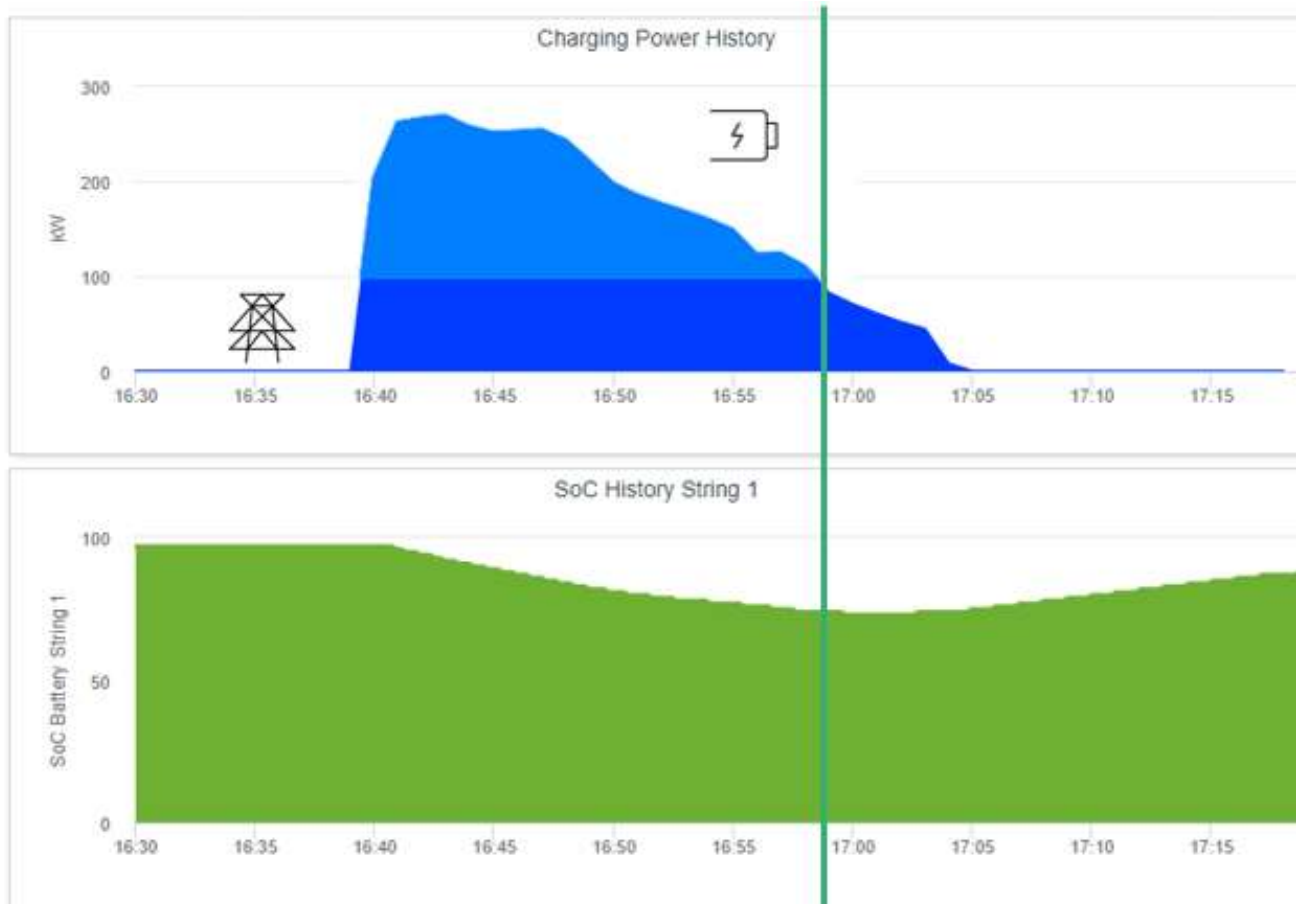
- Gas station equipped with ChargeBox in Stuttgart, Germany
- Located on arterial road for commuters in / out of Stuttgart City
- 110kVA Grid
- 2 Dispensers (charging ports)







# No derating for high-performance EVs on limited grids



## Timeframe: Session

- 1 Charging Session, 25 min
- 68,9kWh Energy delivered
- P.max 268kW; P.avg 165kW

## Battery-buffered charging

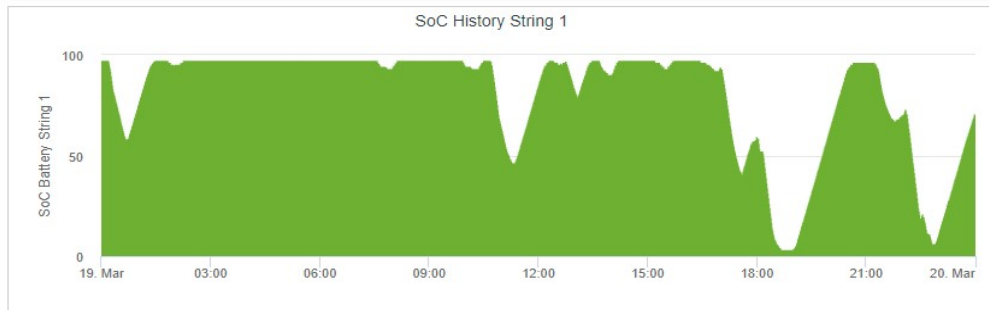
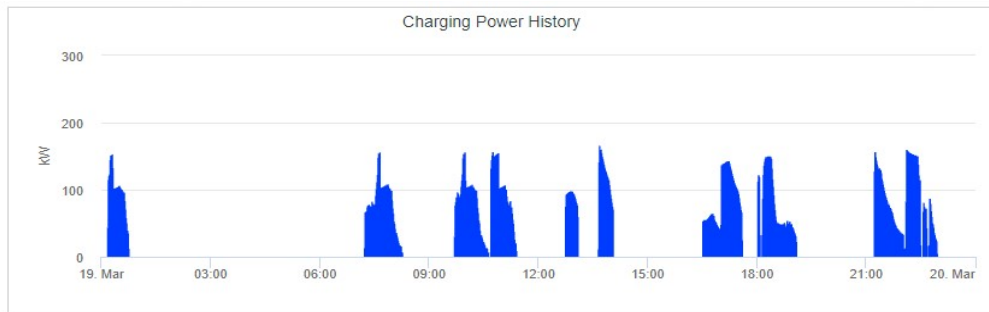
- EV demands up to ~270kW
- Grid capability is only 100kW
- ChargeBox **battery boosts remaining 170kW** to fulfill EV peak demands
- ChargeBox battery **immediately starts recharging** after EVs demand drops below grid capability

# More than 1.1MWh energy daily throughput

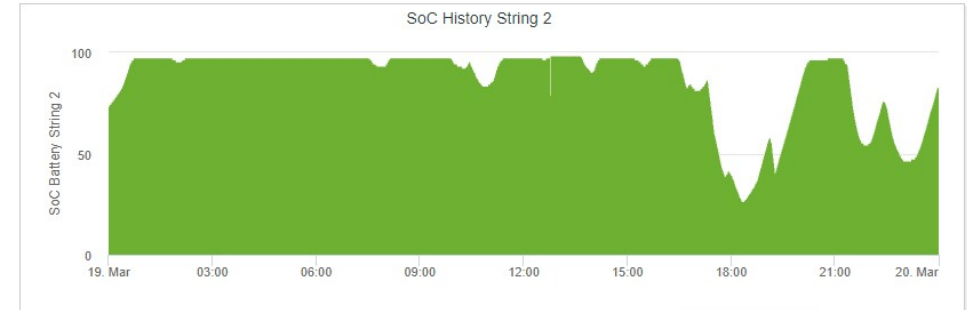
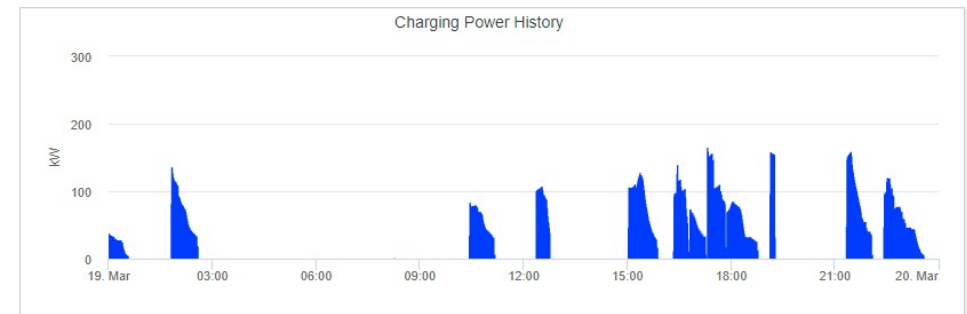


Timeframe: **Day**

22 Charging Sessions, **1.160kWh** Energy delivered (52,8kWh per Session avg; P.max 167kW)



**29,79%** utilization (h / day)



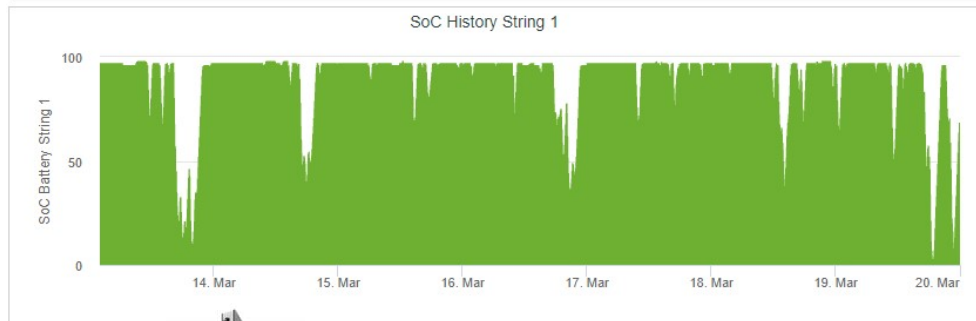
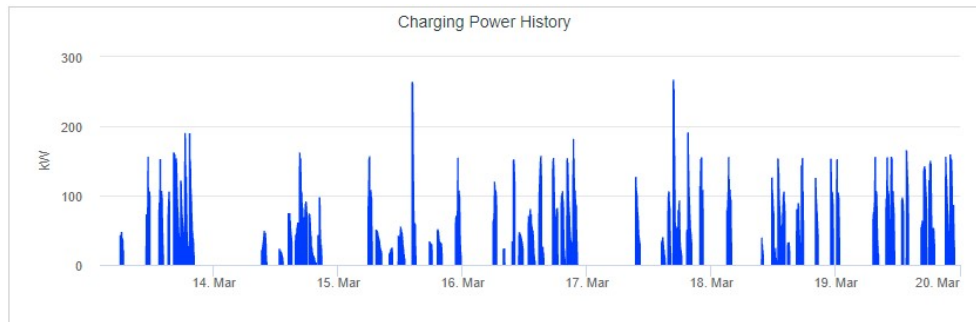
**29,44%** utilization (h / day)

**~5,9MWh sold at 0,65€ = ~3.850€/week and ~200.000€/year**

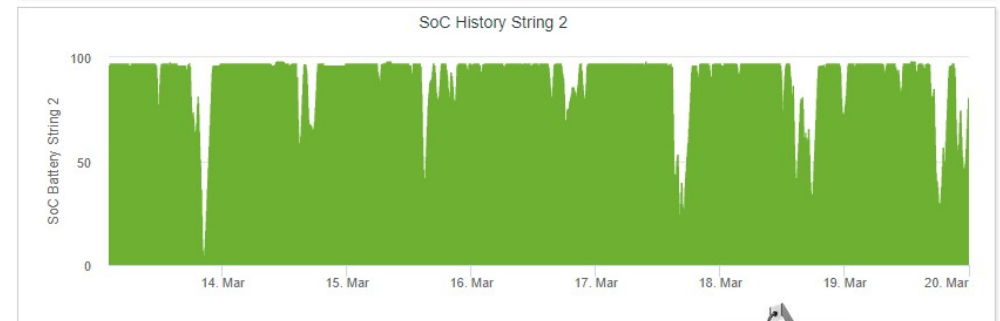
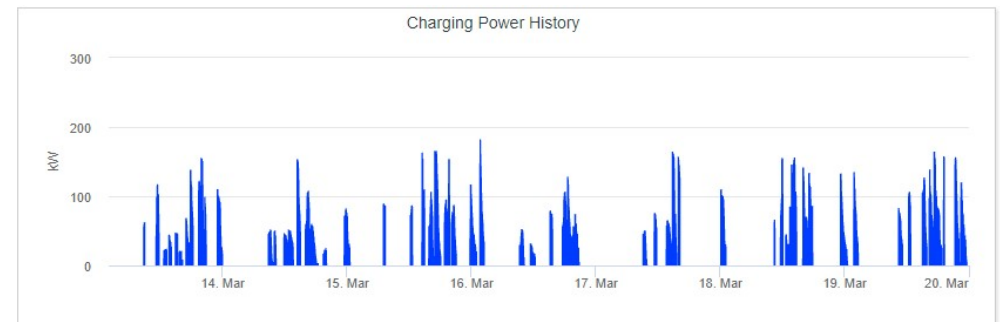


**Timeframe: Week**

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



**Avg 27% utilization (h / day)**



**Avg 25% utilization (h / day)**



# Financial Highlights.



# Unaudited Financial Highlights 2023

- **2023** guidance of **more than €100 million revenue** for 2023
- **2024: Substantial growth** driven by strong customer demand and market size

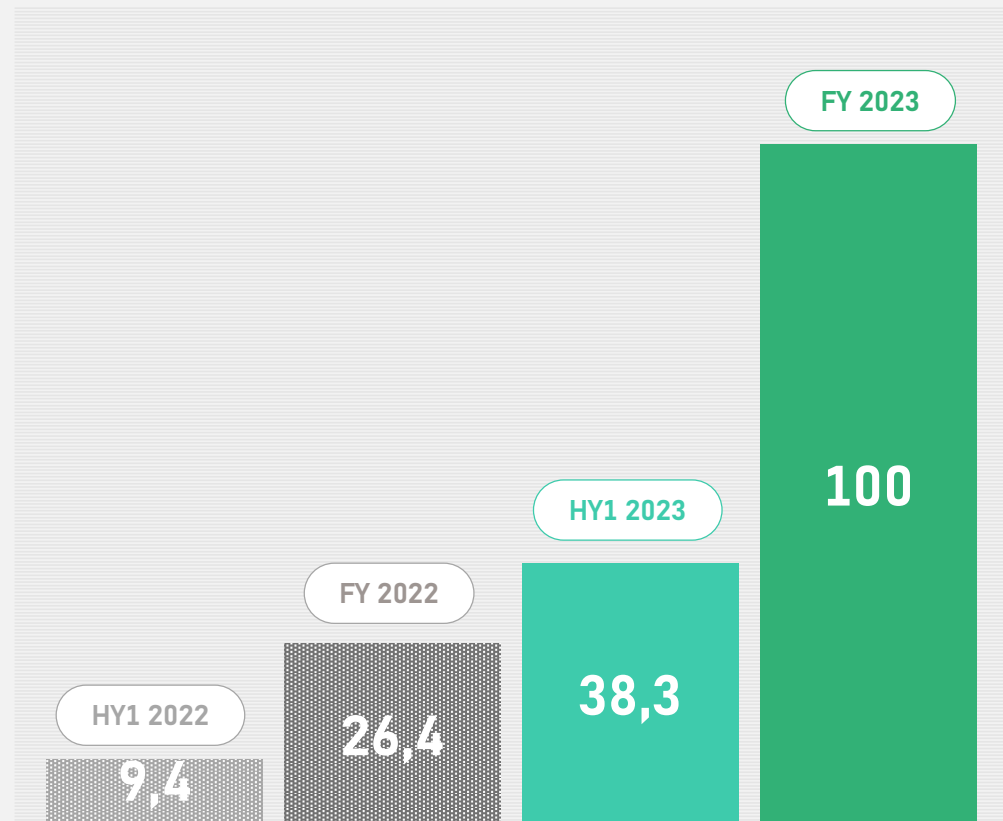
Strong Business Model

Robust Customer Demand

Substantial Growth

Long-term Shareholder Value

## Unaudited revenues HY1 2023 and outlook until end of 2023



in Mio EUR

# Why ADS-TEC Energy is the right choice for your future-proof investments:



- ADS-TEC Energy is the **Single-Point-of-Contact!**
  - › We ensure a **long-term ability to act**, being **future-proof** and having a **safe investment**
  - › **Value-added-services** ensuring the operation of our systems over decades
- **Battery-buffered DCFC charging provides a feasible alternative**
  - › **No expensive grid expansion**
  - › **Demand charge savings**
  - › **Integration of renewable energy** through battery
- Real use-case data shows that
  - › **No derating** for high performance EV on power-limited grids
  - › **Back-to-back vehicle** charging is possible
  - › The **battery buffer does not limit the charging experience**





# Thank You.



Thomas Speidel (CEO)  
10<sup>th</sup> of August 2023