



Investor Presentation

H1 2022 Earnings Call – September 12, 2022

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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.

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FY 2022: Growth Guidance Confirmed

- Order intake YTD August: €152m
- Backlog YTD August €176m
- Revenue: €80m - €100m

H1 2022: Strong Order Momentum

- Booked orders more than doubled YOY
- Demand across many market segments:
 - oil & gas, utilities, OEM's, municipalities, convenience/retail, and hotel operators
- Strong interest in EV charging (ChargeBox / ChargePost)
- Poised to capitalize on total addressable market of over €100 billion

H1 2022: Expansion of business

- Growth in U.S. business since launch in January
- Identified plant location in the U.S. to go along with existing plant in Germany
- Increased capacity allows us to fulfill the increased demand for our products
- Diversification across multiple countries and no longer Germany-centric

H1/2022 Financial Highlights

Strong Progress Transforming to an International and Growing Business



Orders:

€70.9m (YTD August €152.3m)

Revenue:

€9.4m

Revenue Outside Germany:

€5.1m / ↗3.9x¹⁾

Cost of Sales:

€-14.2m

Gross Profit:

€-4.8m

Cash on Hand:

€65.7m

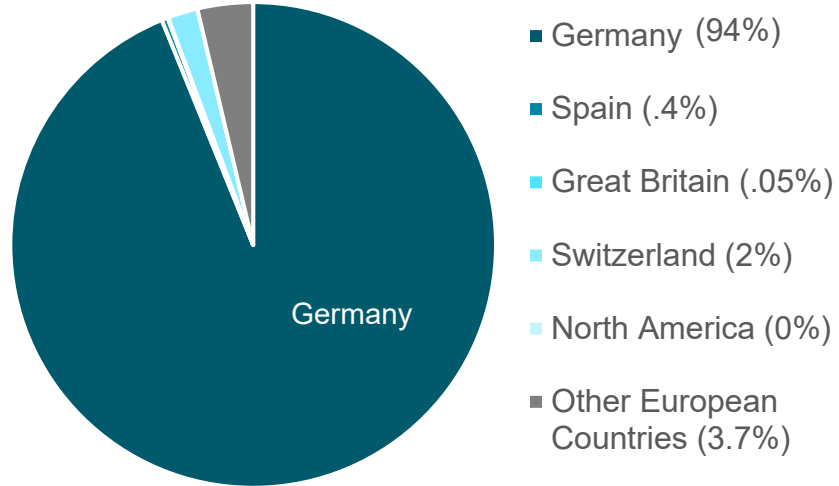
1) year-over-year comparable

- Significant increase in orders from U.S. and Europe leading to a backlog of €176.7m
- Full-year international expansion with revenue outside of Germany up 4x from H1 2021
- H1 2022 financials came in on a low level as expected due to customer delivery dates and material delivery constraints
- High revenue visibility for H2 2022
- Order book for 2023 deliveries already started building up

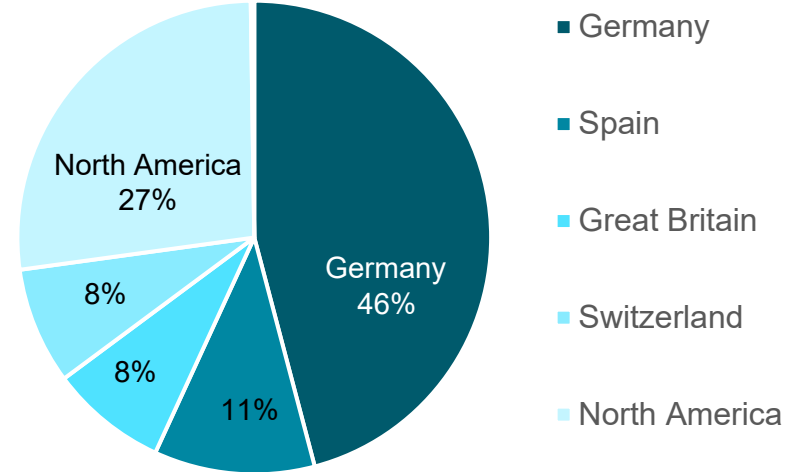
H1/2022 Financial Highlights

Transformation Toward an International and Broader Customer Base

Revenue H1 2021

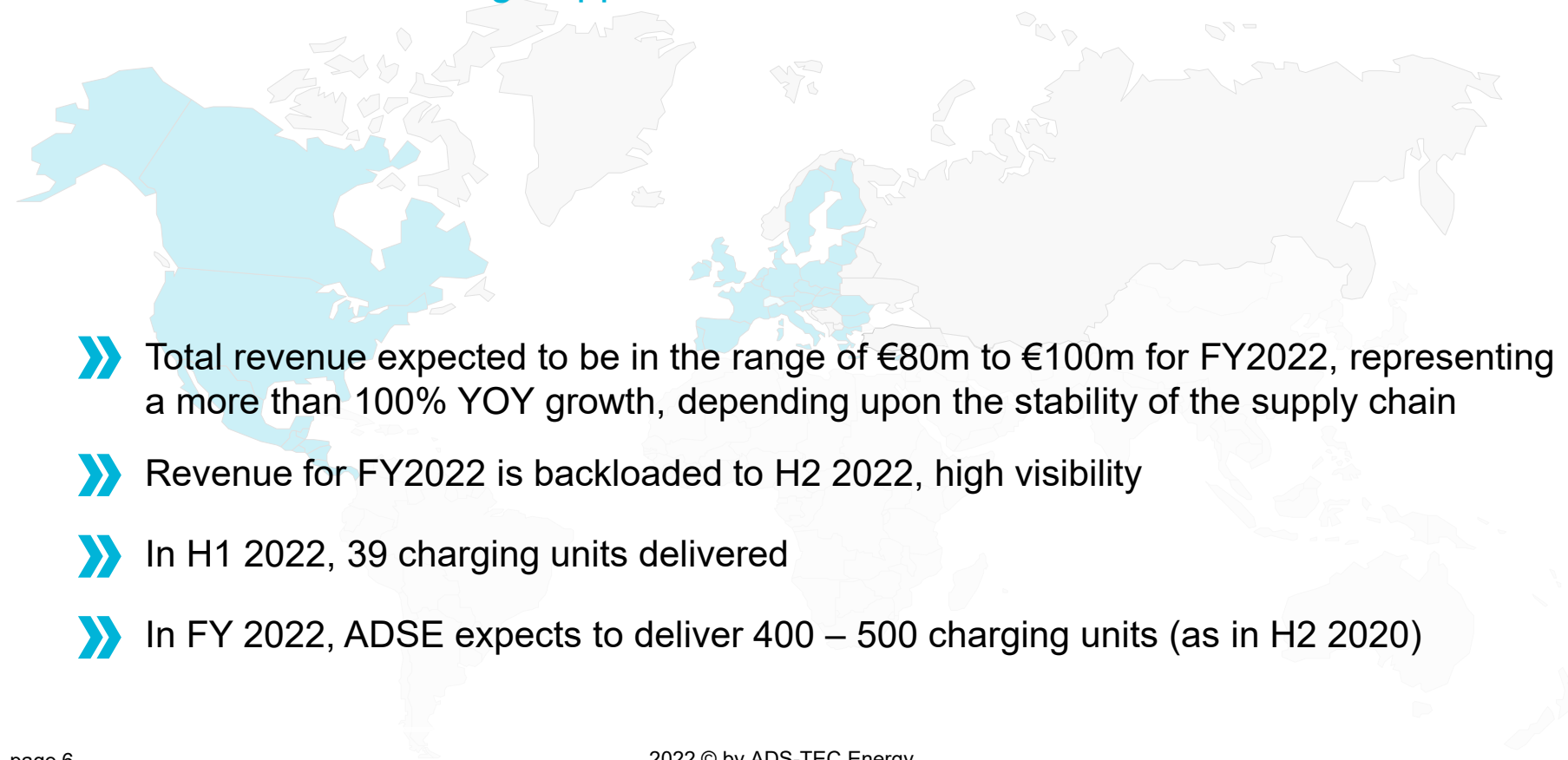


Revenue H1 2022



Growth Guidance for H2/2022

€176m EUR Order Backlog Supports Full Year Guidance

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- A light gray world map is in the background. The continents of North America and Europe are highlighted in a light blue color.
- » Total revenue expected to be in the range of €80m to €100m for FY2022, representing a more than 100% YOY growth, depending upon the stability of the supply chain
 - » Revenue for FY2022 is backloaded to H2 2022, high visibility
 - » In H1 2022, 39 charging units delivered
 - » In FY 2022, ADSE expects to deliver 400 – 500 charging units (as in H2 2020)

ADS-TEC Energy

Consolidated Income Statement

<i>kEUR</i>	H1/22	H1/21
Revenues	€9.431	€20.947
Cost of sales	€14.255	€19.433
Gross Profit	-€4.824	€1.514
Reserach and development expenses	€1.030	€1.583
Selling and general administrative expenses	€12.706	€4.083
Net other operating income	€76	€83
EBIT	-€18.484	-€4.069
Finance result	€11.341	-€1.108
Net profit	-€7.143	-€5.177


ADS-TEC Energy

Consolidated Balance Sheet

<i>kEUR</i>	June 30, 2022	Dec 31, 2021
Intangible assets	€18.342	€17.038
Property plant and equipment	€5.029	€4.946
Other	€2.587	€2.088
Non-current assets	€25.958	€24.072
Inventories	€28.462	€13.063
Contract assets	€1.195	€973
Trade receivables	€17.771	€11.303
Cash and cash equivalents	€65.720	€101.813
Current assets	€113.148	€127.152
Equity	€90.817	€96.892
Non-current liabilities	€18.992	€23.892
Trade payables	€20.370	€14.000
Contract liabilities	€6.208	€6.208
Other	€2.719	€10.232
Current liabilities	€29.297	€30.440
Balance Sheet total	€139.106	€151.224

<i>kEUR</i>	H1/22	H1/21
Net result	-€7.309	-€5.177
Non-cash items	-€8.099	€2.789
Changes in working capital	-€15.943	-€1.170
Cash flow from operating activities	-€31.351	-€3.558
Capital expenditures	-€3.318	-€1.895
Free cash flow	-€34.669	-€5.453
Cash flow from financing activities	-€7.967	€5.435
Net cash flow	-€42.636	-€18
Net cash	€65.720	-

- Macro environment remains very favorable toward **continued growth in EV adoption**
- ADS-TEC Energy has identified location of **North American plant** and expects it **operational during Q4/2022**
- **Revenue for FY 2022**, expected in the range of **80 to 100m EUR** and backed by strong order book, but this depends upon the supply chain
- **Order book for deliveries in 2023** already building up and confirming ADSE's growth strategy
- **ChargePost successfully** launched in Europe and significant orders booked
- 39 charging units delivered in H1, **400-500 delivered units expected for FY 2022**
- **Order bookings** in North America are expected to **increase significantly in H2/2022**
- Continued **expansion of customer base** across multiple countries **in Europe**

An aerial photograph of a winding asphalt road along a rugged, rocky coastline. The road curves from the top right towards the bottom left. A section of the road, approximately one-third of the way from the bottom left, is highlighted in a vibrant green color. A small dark car is visible on this green section, moving away from the viewer. The surrounding landscape is a mix of dark, rocky terrain and patches of green vegetation. In the bottom right, the road meets a body of water with a blue-green hue. The overall scene suggests a remote, scenic location.

ADS-TEC Energy is the leading technology company offering battery-buffered, ultra-fast charging solutions, and commercial & industrial energy storage systems ...

... for your transition into a safe, innovative and sustainable future of energy!

adstec

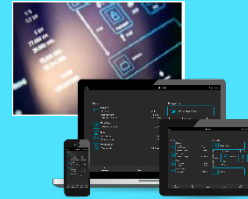
ADS-TEC Ecosystems- Platform



Hardware



Software



Services



We are offering eco-platforms for 3 major applications.

Ultra-Fast-Charging Infrastructure



C&I Energy Storage Systems



Residential/Home



ADS-TEC Energy

Product Offering



Ultra-Fast-Charging Infrastructure



- ChargeBox
- ChargePost
- ChargeTrailer

C&I Energy Storage Systems



- PowerBooster
- Rack Systems
- Container Systems

Residential/Home



- MyPowerPlant®

Ultra-Fast-Charging Infrastructure



- ChargeBox launched in US Q1/2022
- ChargePost launch in EU Q4/2022
- ChargePost launch in US Q3/2023



C&I Energy Storage Systems



- Expanded C&I portfolio in EU with launch in Q4/2022



Residential/Home



- MyPowerPlant® with expected launch in 2024





Invest in the Electrified Future
on NASDAQ with ADSE

The world of energy is going to change completely.

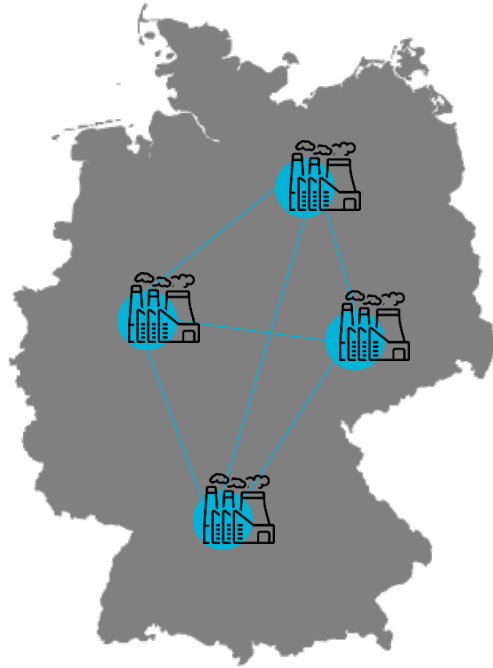
From fossil fuel
energy production ...



... to renewable
energies



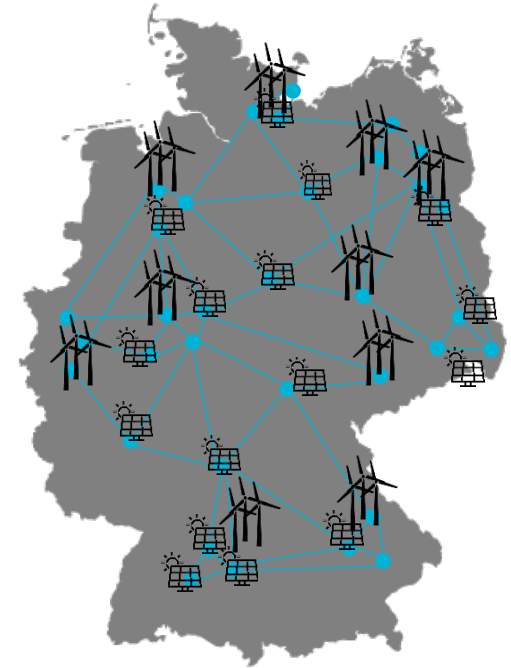
Centralized structures become more and more decentralized intelligent solutions.



The capacity of a few
large power plants ...



... will be provided by countless
small decentralized solutions

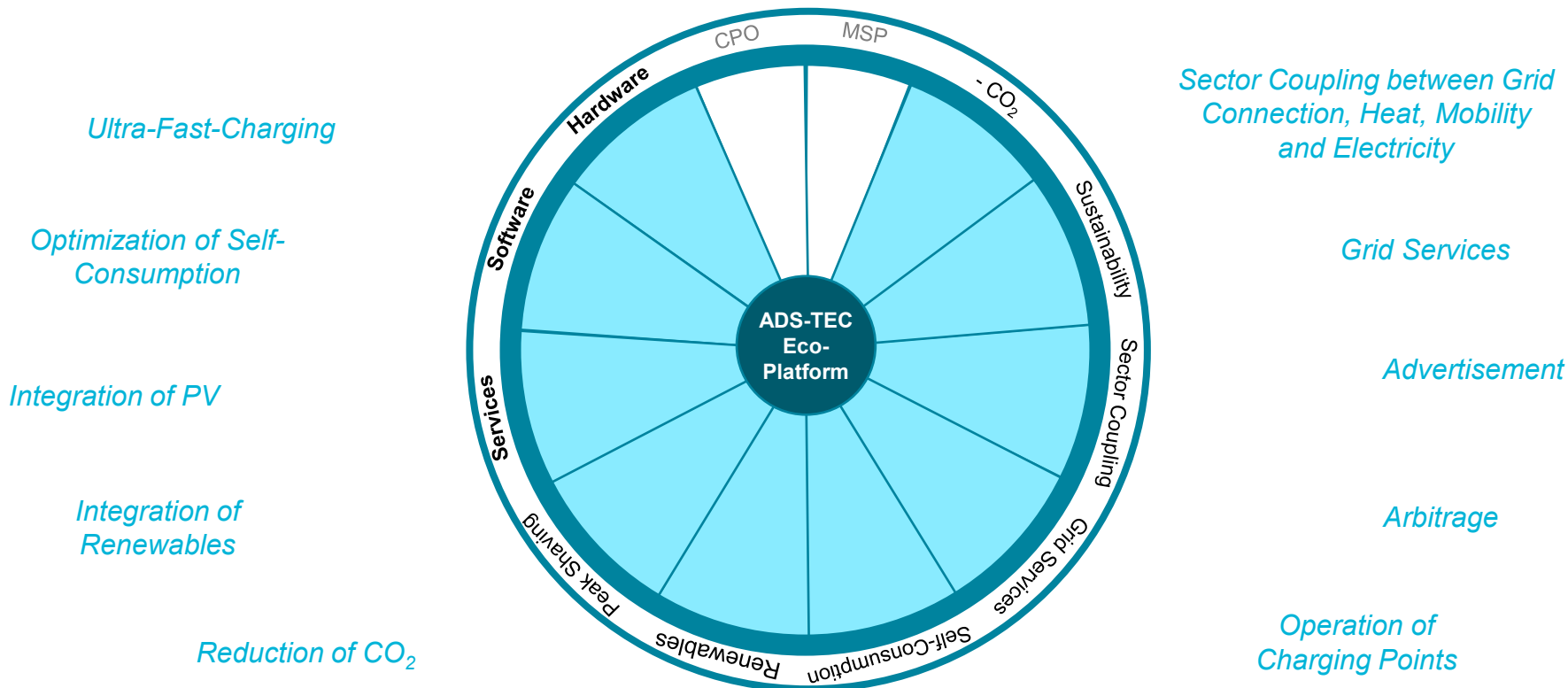


Decentralized energy systems need **flexibility** as a key component. We provide decentralized ECO platforms containing **batteries** to offer this flexibility.

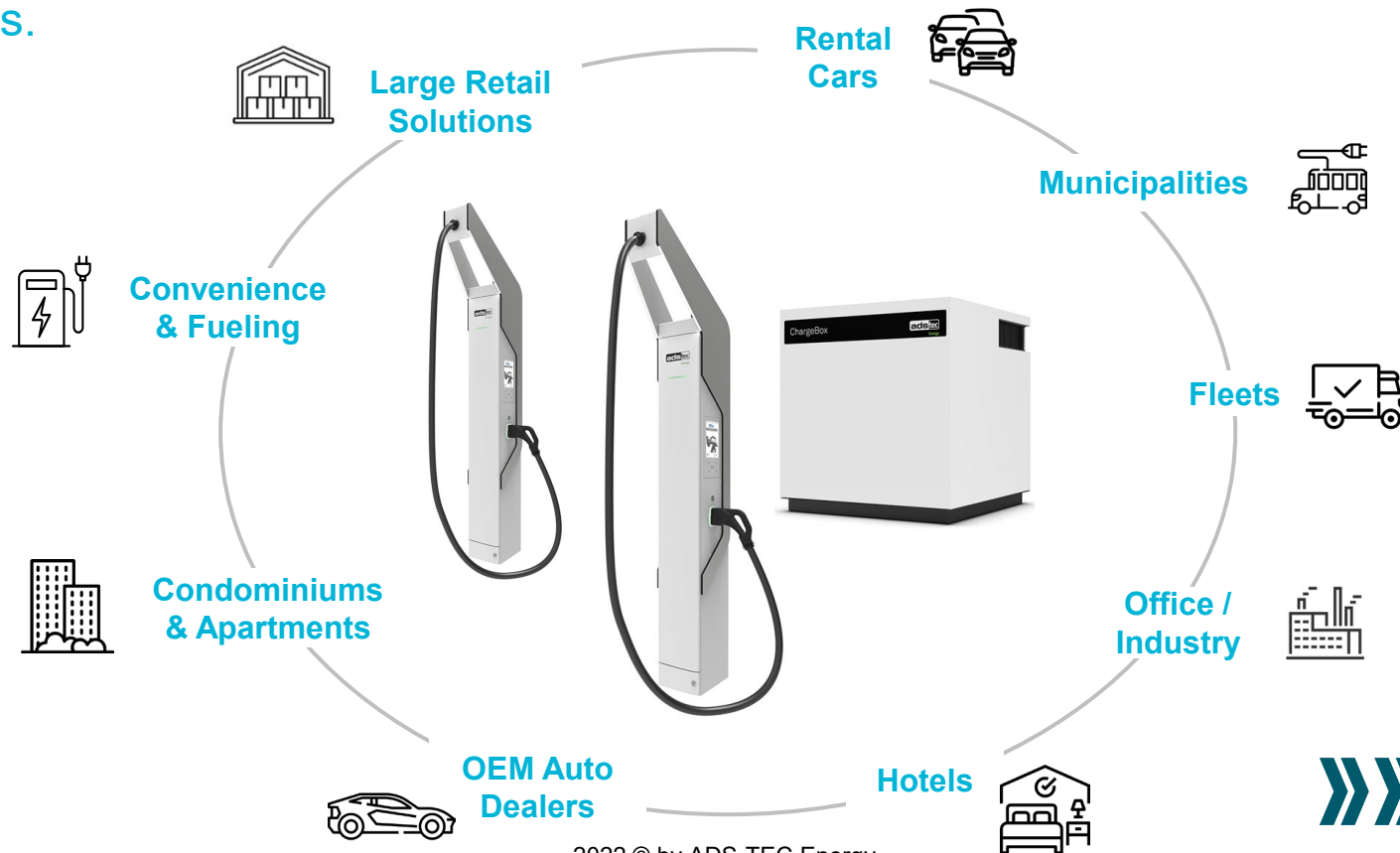


» Energy Systems will follow the same route being decentralized. ADSE is providing eco-platforms for the operation of decentralized business models

With our eco-platform we offer different fields of operations and enable **future power companies** for their localized and individual business models.



Possible use cases and applications for battery-buffered ultra-fast charging solutions.



US: Total addressable market (TAM) for battery-buffered ultra-fast charging solutions

Ultra-Fast Charging “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

Ultra-Fast Charging “to support business”



18k
Dealer Sites



OEM Auto Dealers

>2k
Large Rental Sites



Rental Cars

71k
Large Last-Mile Sites

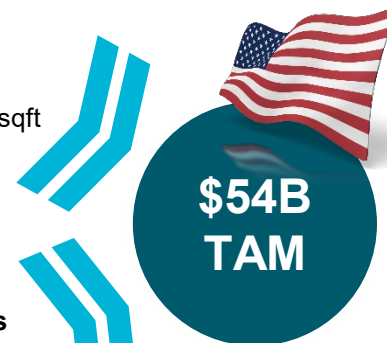


Fleets

150 Cities
>500k ppl.



Municipalities

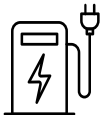


EU: Total addressable market (TAM) for battery-buffered ultra-fast charging solutions

Ultra-Fast Charging "on the go"



Convenience & Fueling



136k Stations
W/Convenience

Large Retail Solutions



9.5k
Sites

Hotels



9.1K
High End Hotels

Office / Industry



40k
>250 Employees
On Site

Ultra-Fast Charging "to support business"



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
TAM**



Who are our direct partners and customers and why do they work with us?

Future-Power-Companies



Start-ups

- Young Companies who understood the big potential due to ...
- Energy Transition/Production/Supply/Trading
- Mega-Trend E-Mobility
- Sustainability
- CO2 Reduction
- Integration of Renewables



Medium-Size Utilities

- Companies with ~500 Employees
- Energy Transition/Production/Supply/Trading
- Integration of Renewables



Automotive OEM's

- Big Car Manufacturers
- Need to sell EV's to fulfill CO2 targets and governmental restrictions
- Enabling EV Sales at their Dealer Sites
- Using Dealer Network to built-up Charging Networks
- Changing existing business models



Oil & Gas Companies

- Big Oil & Gas Companies
- Need to change their business model due to increasing EV's in parc
- Compensation of declining Sales of billions of barrels of Oil & Gas
- Using their Oil & Gas Stations to built-up Charging Networks

» We offer best-in-class decentralized, intelligent and managed assets to run individual business models. «

We are not a competitor!

We are the 'Intel Inside' where the future-power-companies run and operate their business cases.

ADS-TEC Energy

All of our units may be branded by our customers.
But one thing will be co-branded. *It's an ADS-TEC!*





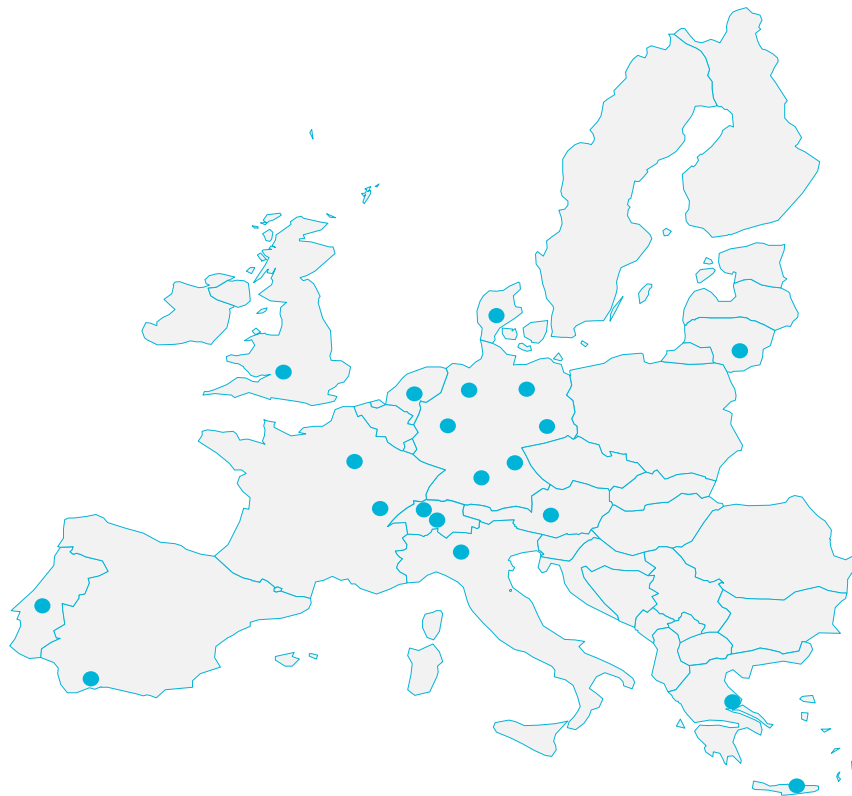
References

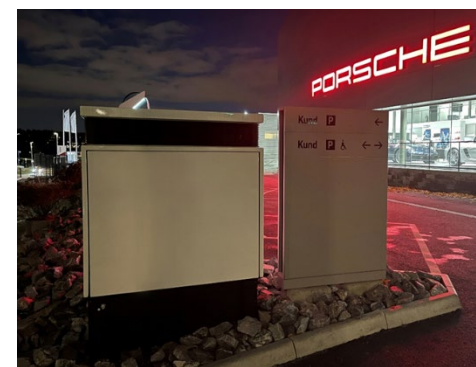
More than 250 MWh sold...

Main focus Europe and USA
+ Australia, Asia and Africa

Various Application

- Grid Stabilization (e.g. FCR)
- Industrial Peak Shaving
- Battery assisted EV charging
- Backup Power Supply
- PV-Diesel-Hybrid Island Systems
- Community Storage
- Residential Storage
- High Power Charging





Examples of Porsche Centers in Germany, Switzerland, France and Sweden 320 kW ultra fast charging stations

The car dealerships are usually located at convenient locations on highway exits or main roads. About 450 charging stations with ChargeBoxes and more than 1000 dispenser have already been supplied to Porsche in 2020/2021. Further systems are on order.



Porsche Center Pforzheim 320 kW ultra fast charging station with ChargeBox

The system is located at the entrance of the Porsche parking lot in front of the main entrance. It is close to the highway A8, exit Pforzheim-Nord. There is a garden center as well as many other shopping facilities in the direct neighborhood.



PowerBooster examples in use for charging, grid stabilisation, peak shaving and many more applications

Charging park EnBW Stuttgart, Drewag MobiPunkt (5x150 kW) in Dresden, TEAG quarter storage in Thuringia, PowerBooster from Wirsol (Klimaarena Sinsheim), isolated solution hospital Vanga (DR Congo), quarter solution "Grid Control", filling stations in France, several PowerBooster for Wenea in Spain.



Microgrid Stable energy far from power supply networks

In a 20-foot container, ADS-TEC delivers a 150 kW battery system including control for a hybrid system consisting of wind, solar, diesel and battery to Lithuania. Smart microgrid unit that effectively forego the use of fossil fuel.



Isolated power Hybrid power plant

Off-grid plant with a multi-MWh large-scale battery storage system from ADS-TEC. Optimized ecological power production with volatile production units as a complete isolated hybrid power plant.