

Enabling the Future of Energy, Today.

Thomas Speidel (CEO)
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Agenda



1. Intro

- › Thomas Speidel (CEO)

2. The Technology

- › Thomas Speidel (CEO)

3. User Experience & Proof of Concept

- › Thomas Speidel (CEO)

4. Market Segments & Customers

- › Michael Rudloff (COO)

5. Production Site

- › Michael Rudloff (COO)

6. Financials

- › Wolfgang Breme (CFO)

7. Closing – Q&A

Intro

Thomas Speidel (CEO)



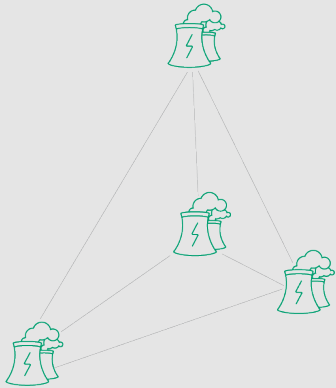
**Aiming for a
decentralized, carbon-
neutral, electric future
– based on intelligent
platforms with integrated
battery storage.**

Vision of ADS-TEC Energy

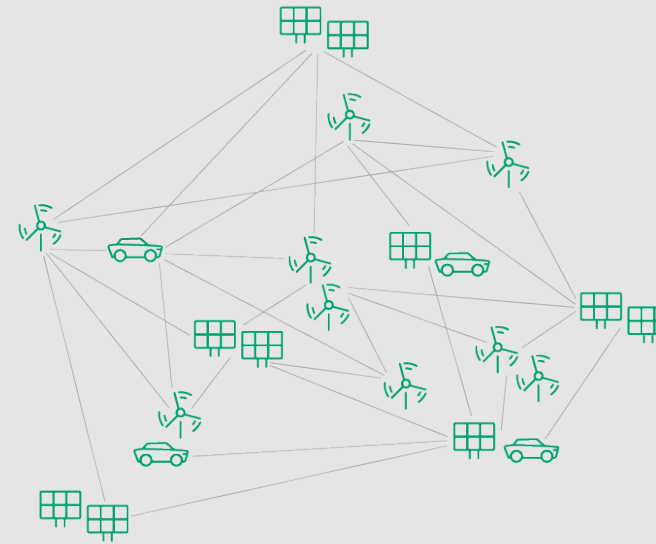
What drives ADS-TEC Energy every day?

The transition of today's energy system across the sectors of heat, energy and transportation.

Old World



New World



Centralized Power Supply

Most of this energy supply will be covered by **new, multiple and decentralized** units (renewables).

Increase of New Energy Consumers and Suppliers

They will cause **upcoming peaks in the energy production and consumption** (Photovoltaic, Windmills, Heatpumps, bi-directional charging of Electric Vehicles, etc.).

What makes ADS-TEC Energy different?

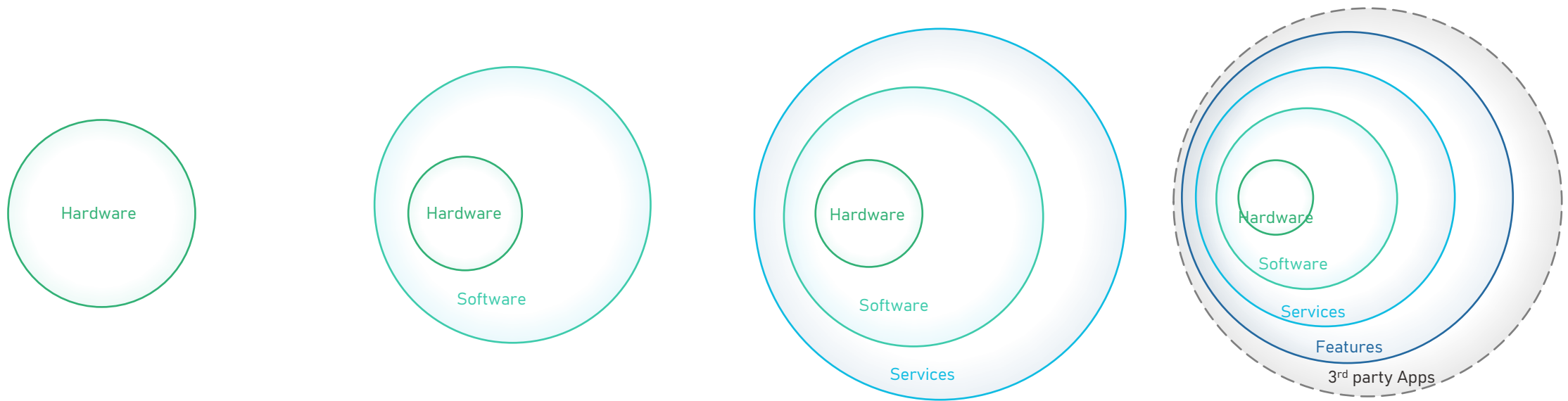
More than 1 decade of experience and know-how in the field of Li-Ion technology.

All our products are battery based and focus on two main applications:

- Battery-buffered charging solutions
- Commercial & industrial battery storages for multi-use



What ADS-TEC Energy offers: 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 & 3rd Party

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

The Technology

Thomas Speidel (CEO)



Product Portfolio



ChargeBox

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



ChargePost

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



PowerBooster

Commercial battery storage for outdoor use, scalable.



StorageRackSystem

Commercial battery storage for indoor use, scalable.

Value-Added-Services

Let's focus on our charging solutions:

#1 The ChargeBox

Global market leader in performance and size.



Charging power
up to 320 kW



Battery capacity
140 kWh

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

Ultra fast charging system

Small footprint (17 ft²)

Battery buffered system

Easy installation

Simple commissioning

High flexibility



Nominated
for the
German
Future
Award

Our next generation: #2 ADS-TEC Energy ChargePost

All-in-One.
Follow the demand.



Charging power
up to 300 kW



Battery capacity
201 kWh

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

Bi-directional charging

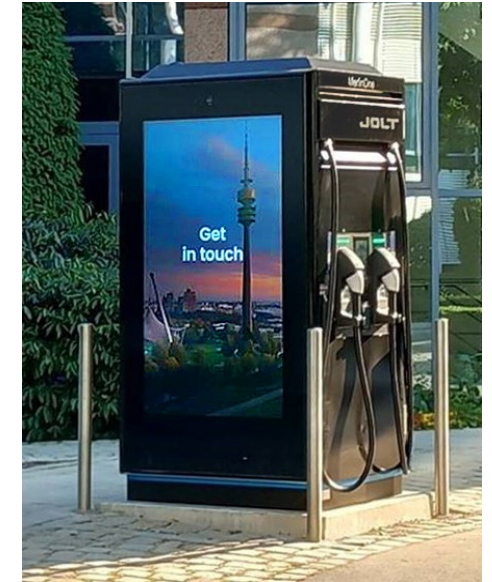
75-inch display

Battery buffered system

Easy installation

Simple commissioning

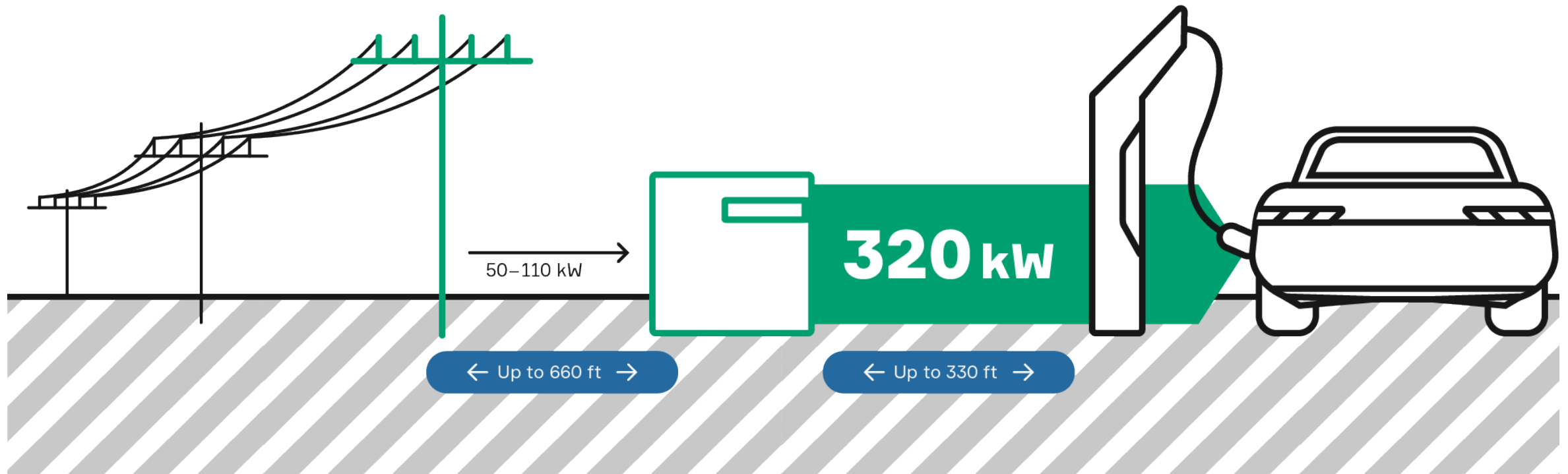
Compact footprint



**Already
available
in Europe**



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





User Experience & Proof of Concept

Thomas Speidel (CEO)



#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: Truck charging is reality. Even on the power-limited grid.



Charging Volvo in the Netherlands.



Charging a truck of a German OEM.

#2: Truck charging is reality. Even on the power-limited grid.



Charging Volvo in Germany.



Charging Scania in Sweden.

#3: Supporting Future Technologies & Innovative Projects

Porsche x Frauscher eFantom

Ultra-fast charging with up to 255kW on a weak Italian 22kVA Grid

- Marina equipped with ChargePost, Lake of Garda, Italy
- 22kVA Grid
- 1 individual charging port with extra long charging cable



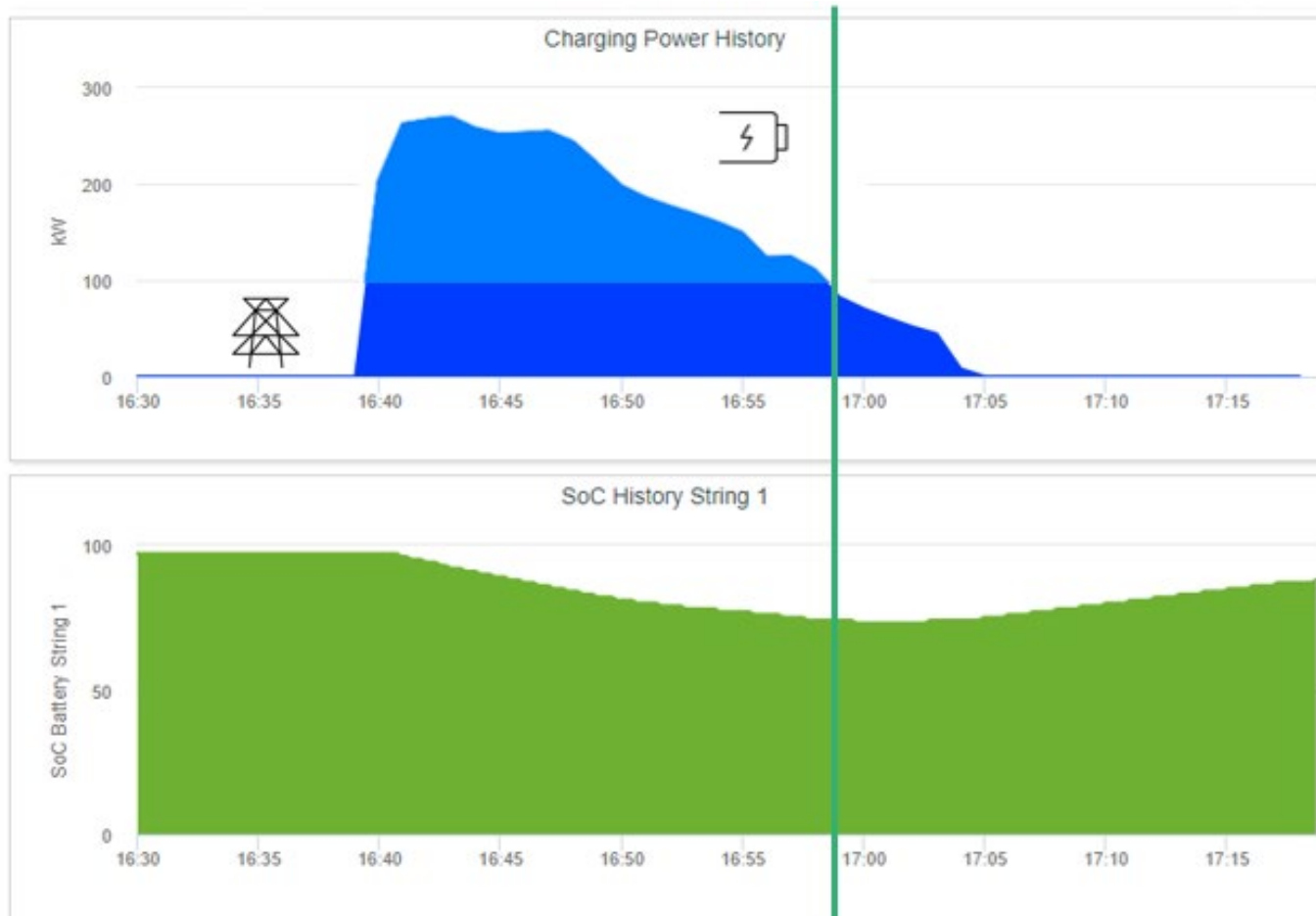
#4: Urban area ultra-fast charging location

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

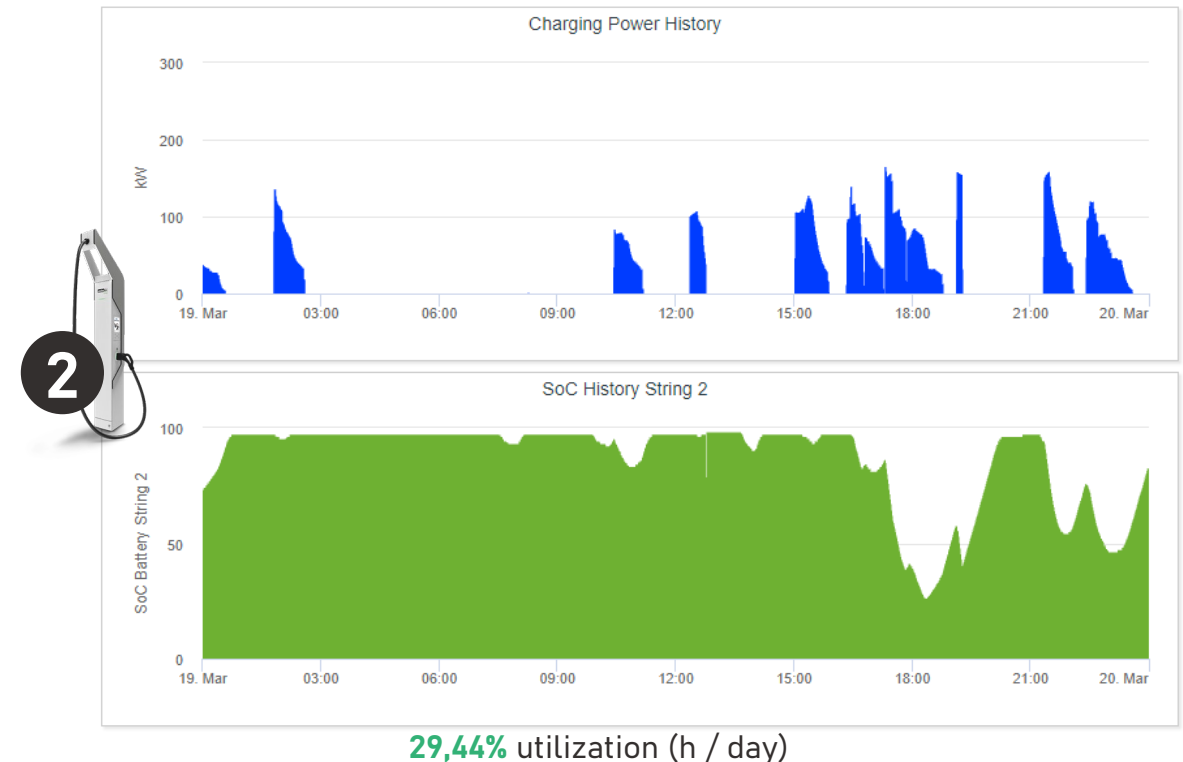
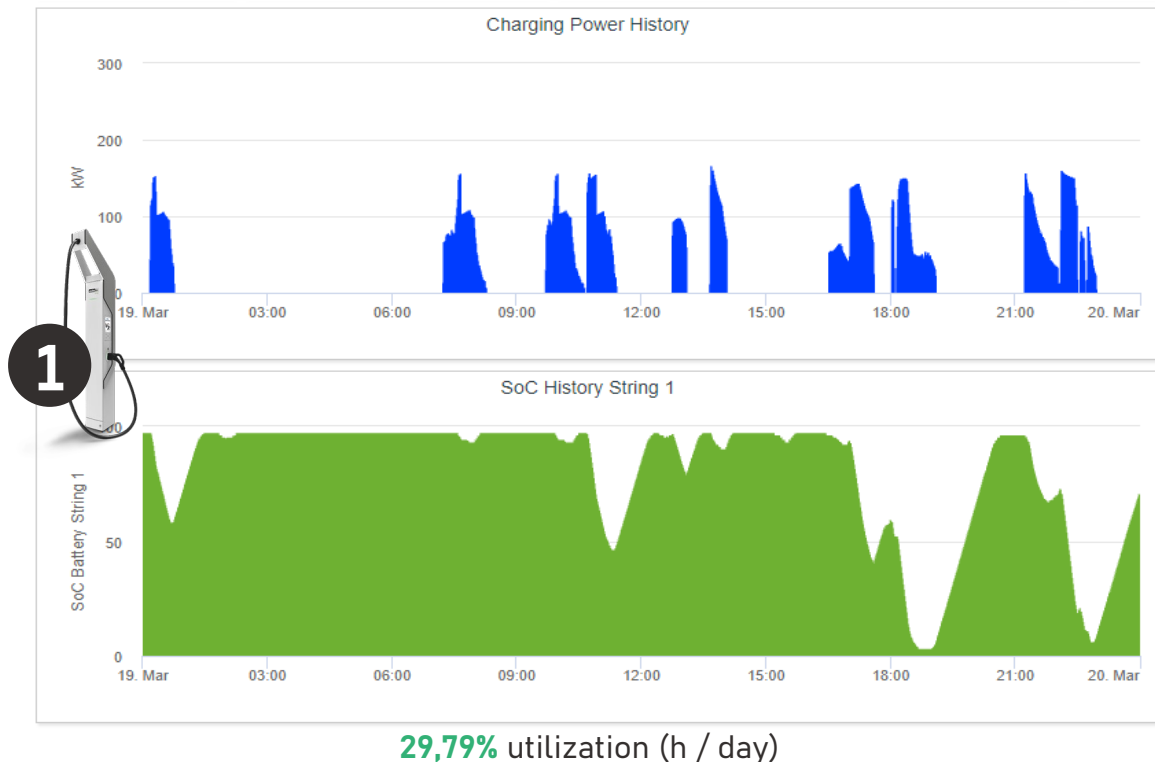
Battery-buffered charging

- 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

High demand on low grids is no challenge

Timeframe: Day

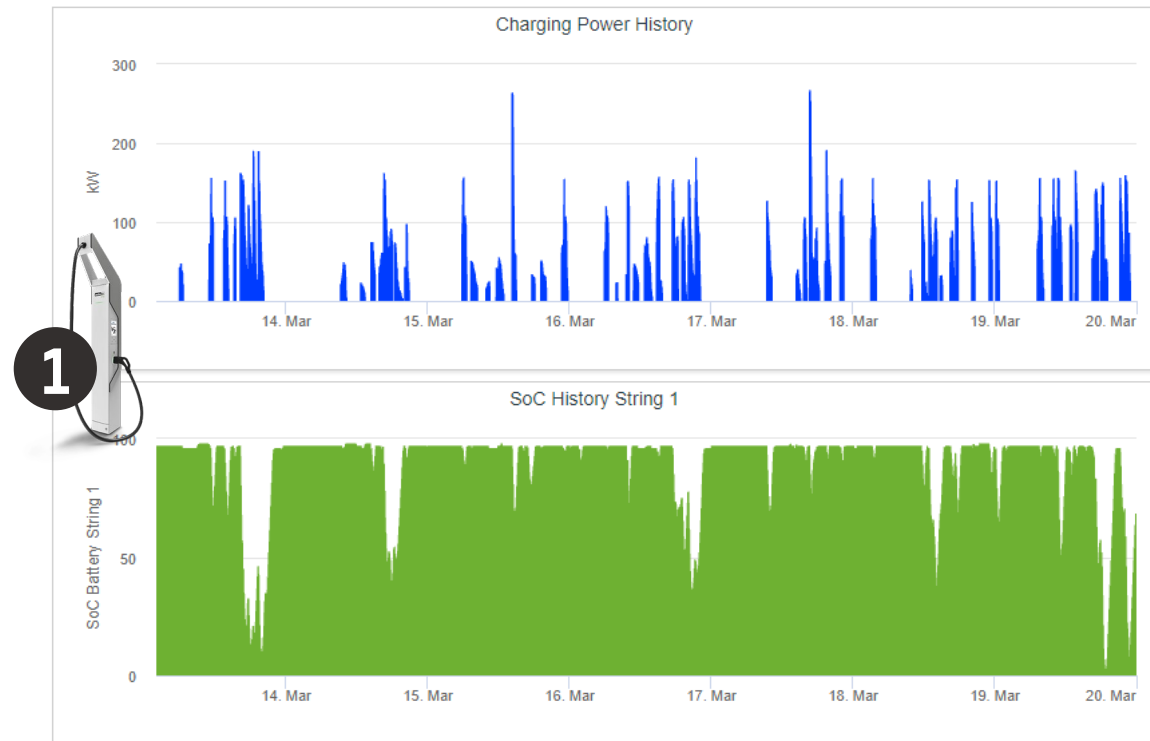
22 Charging Sessions, 1.160 kWh Energy delivered (52,8kWh per Session avg; P.max 167kW)



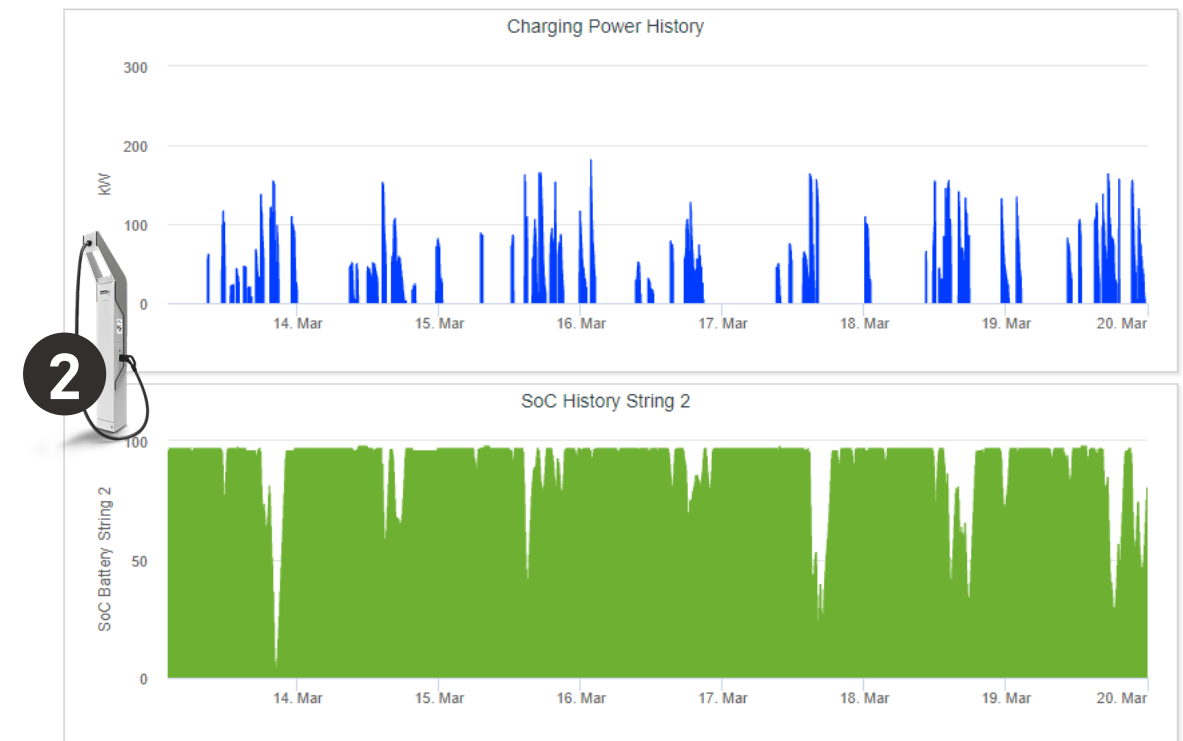
Frequent use is no challenge

Timeframe: **Week**

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



Avg 27% utilization (h / day)



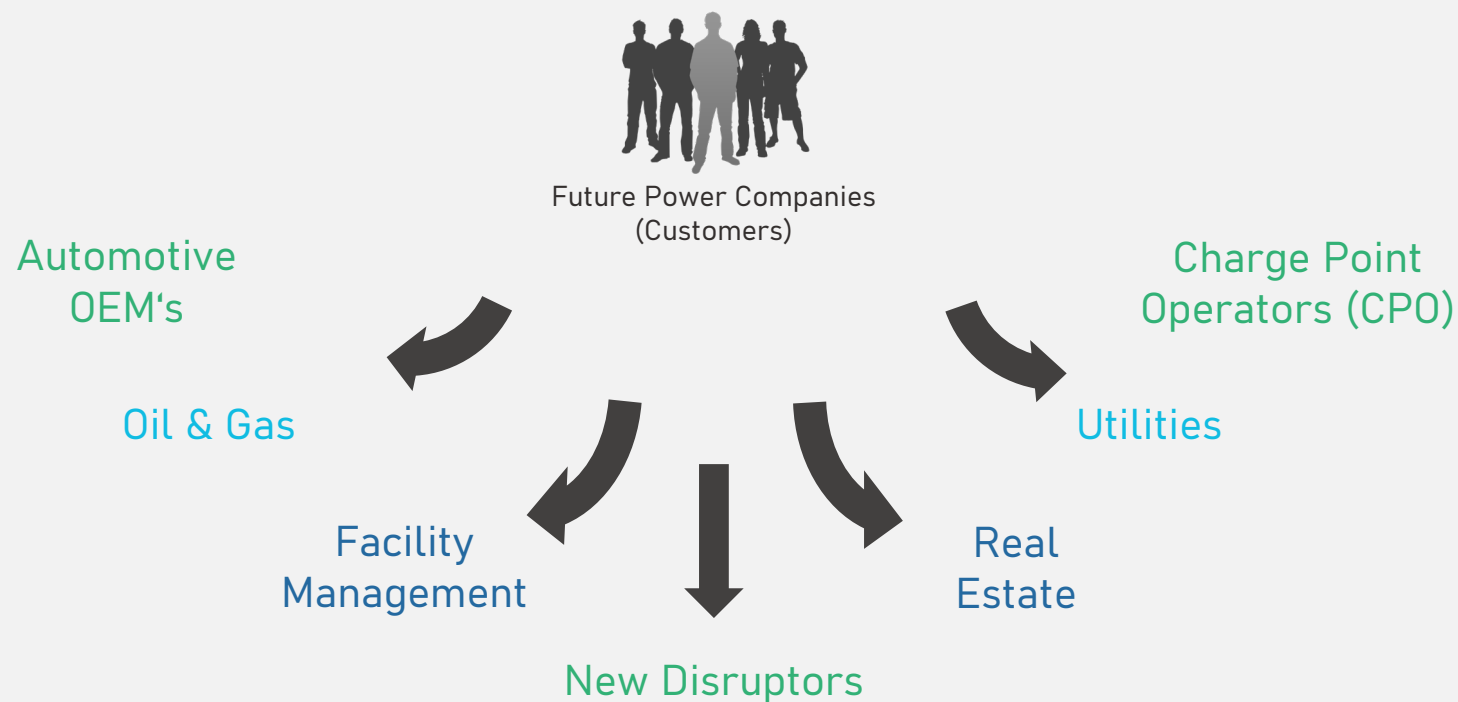
Avg 25% utilization (h / day)

Markets & Customers

Michael Rudloff (COO)

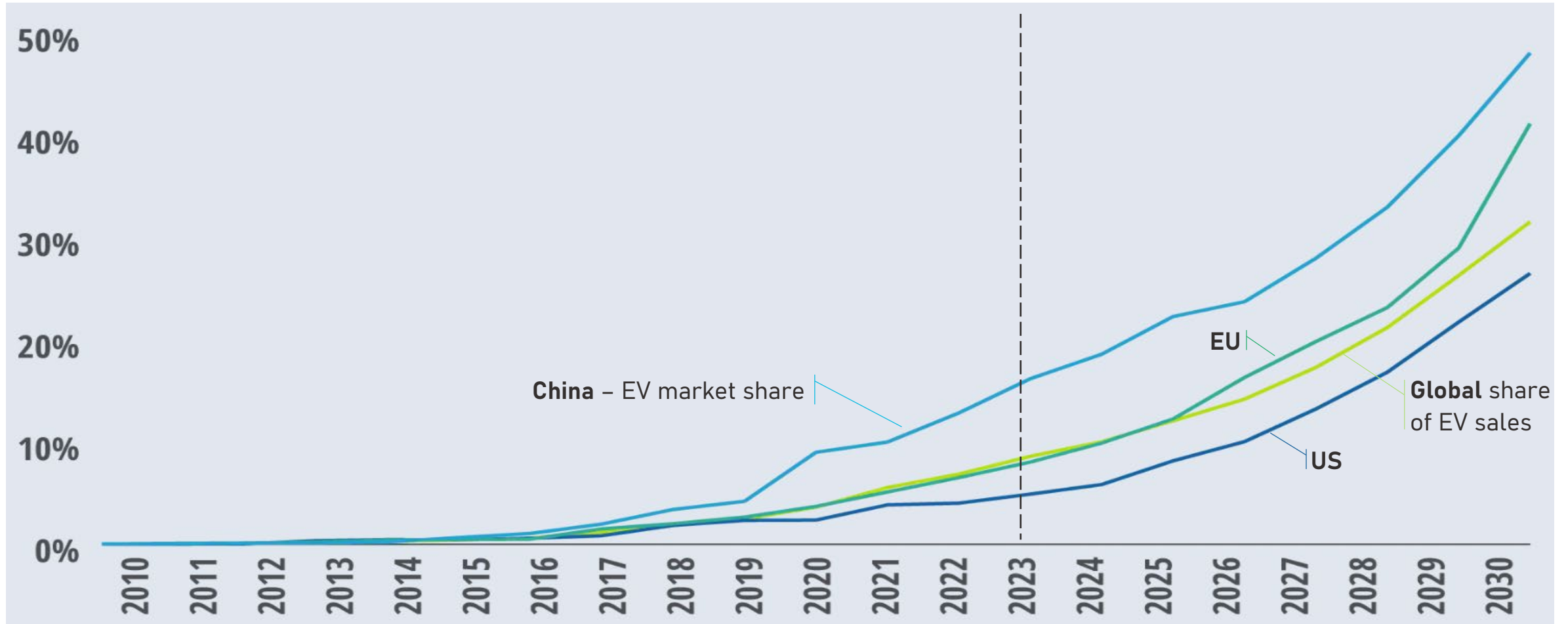


Our customers face the transition of their existing business models or start as NewCo's within the transition to a CO₂-neutral Energy Supply.



► **Benefits for our customers:** 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

Additionally, our customers are driven by the EV ramp-up:
Up to **43 Mio.** EVs in the US and **34 Mio.** EVs in Europe by 2030



Total Addressable Market for ADS-TEC Energy: Charging Solutions



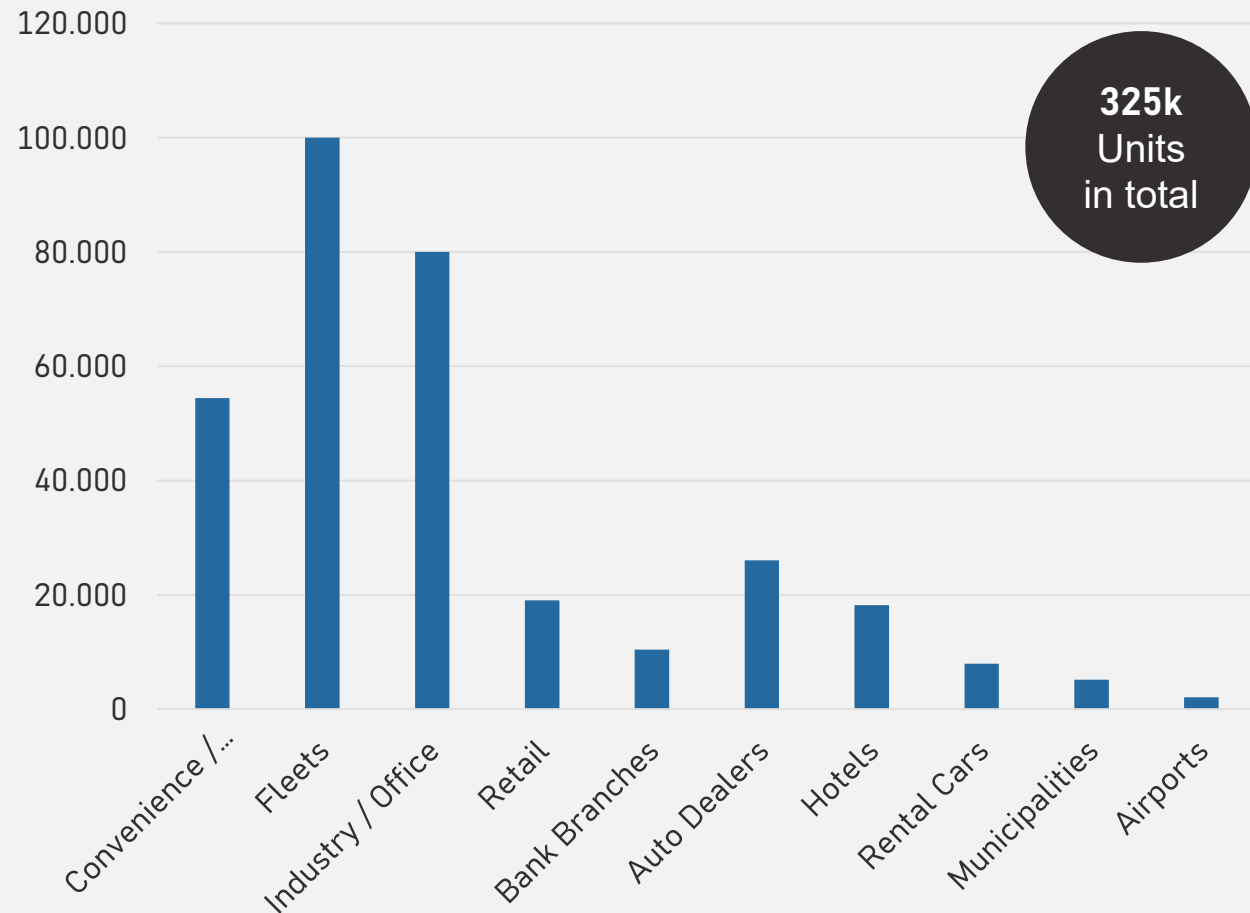
ChargeBox



ChargePost

Total Addressable Market Charging Solutions: \$65 bn TAM for EU

This subset (applicable market for ADS-TEC) exists where the grid is limited and/or installation is hampered by permitting and construction complexities.

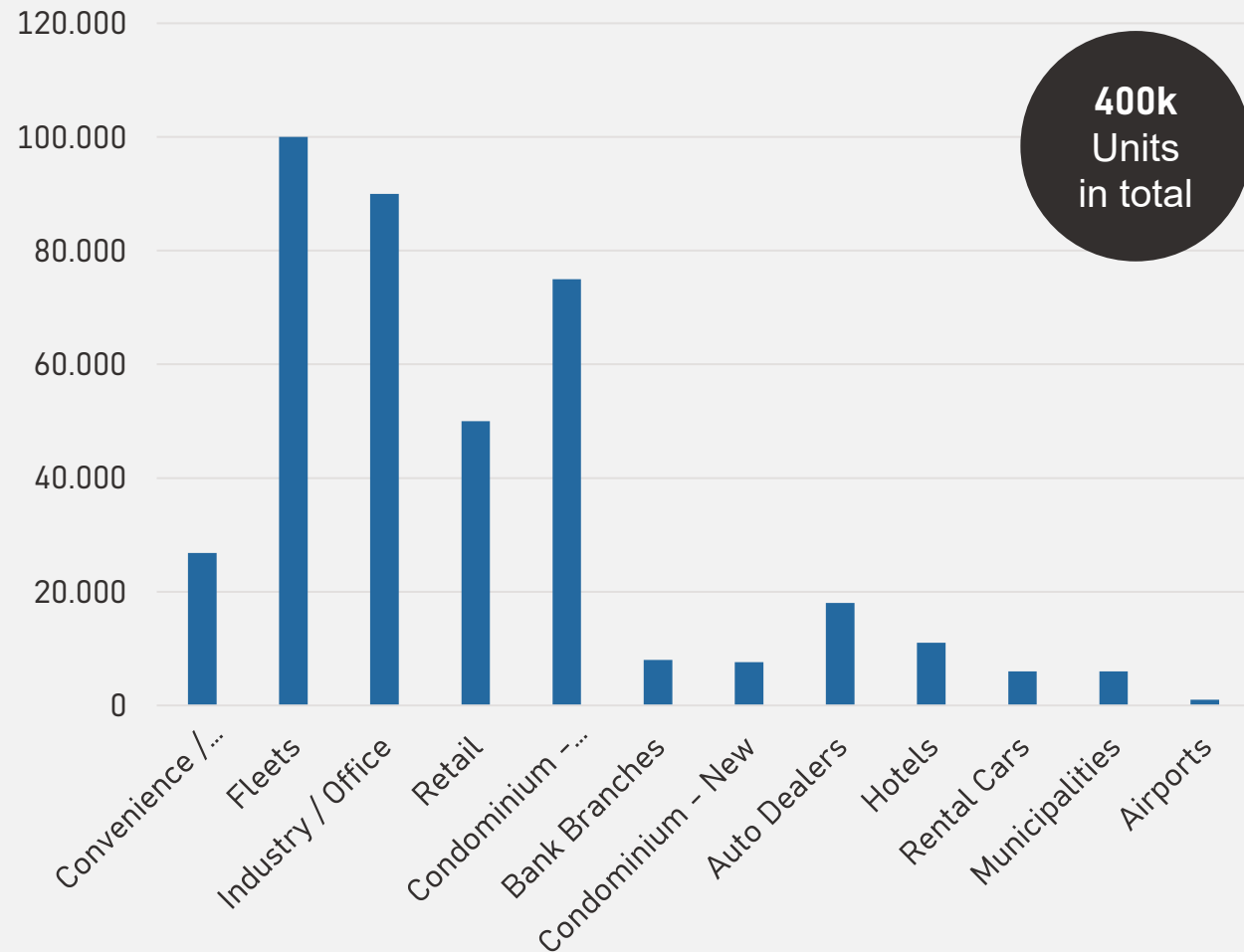


Compiled data out of different sources



Total Addressable Market Charging Solutions: \$80 bn TAM for US

This subset (applicable market for ADS-TEC) exists where the grid is limited and/or installation is hampered by permitting and construction complexities.



Compiled data out of different sources





Production Site

Michael Rudloff (COO)



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



Strong growth forecast for 2024 based on well funded customers

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

Strong Business Model

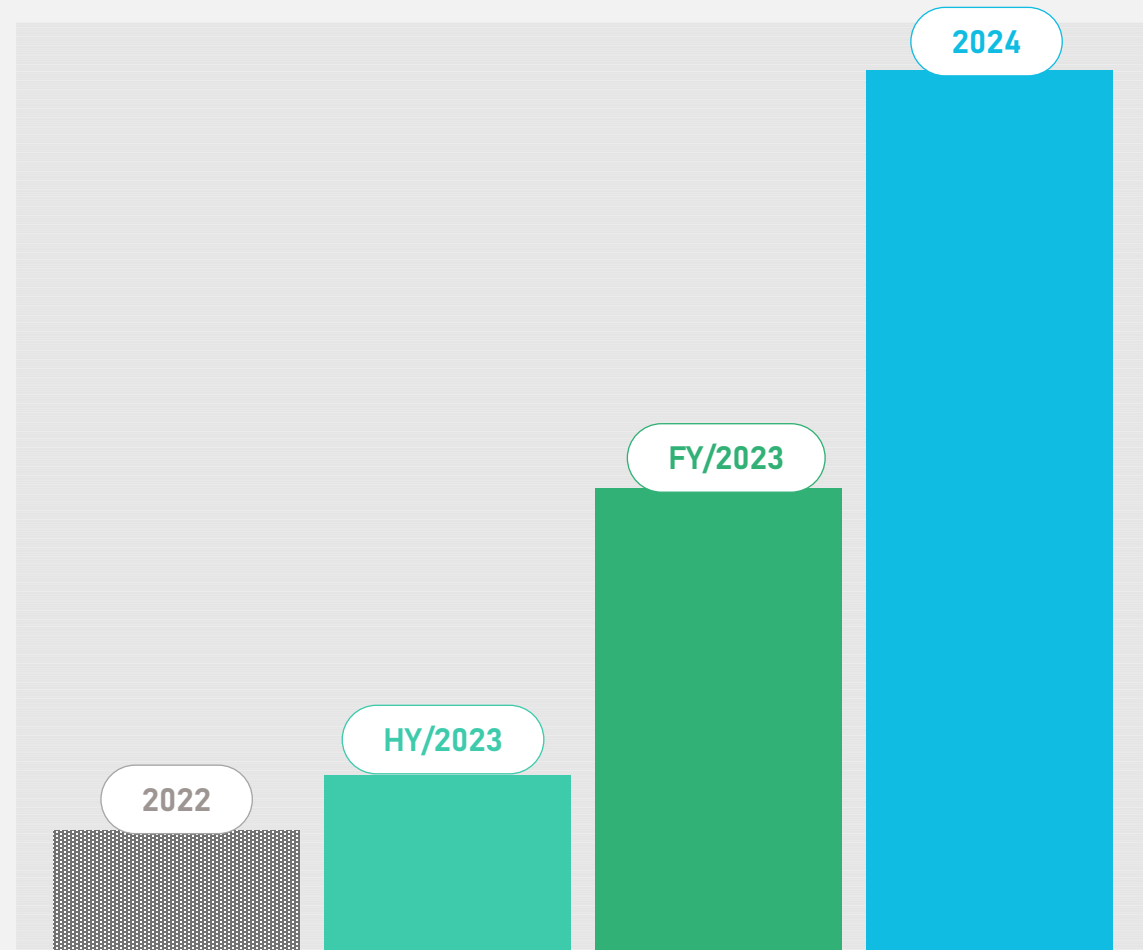
Robust Customer Demand

Substantial Growth

Long-term Shareholder Value

Well funded customers

Outlook based on customer's forecast until end of 2024



in Mio EUR

Financials



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

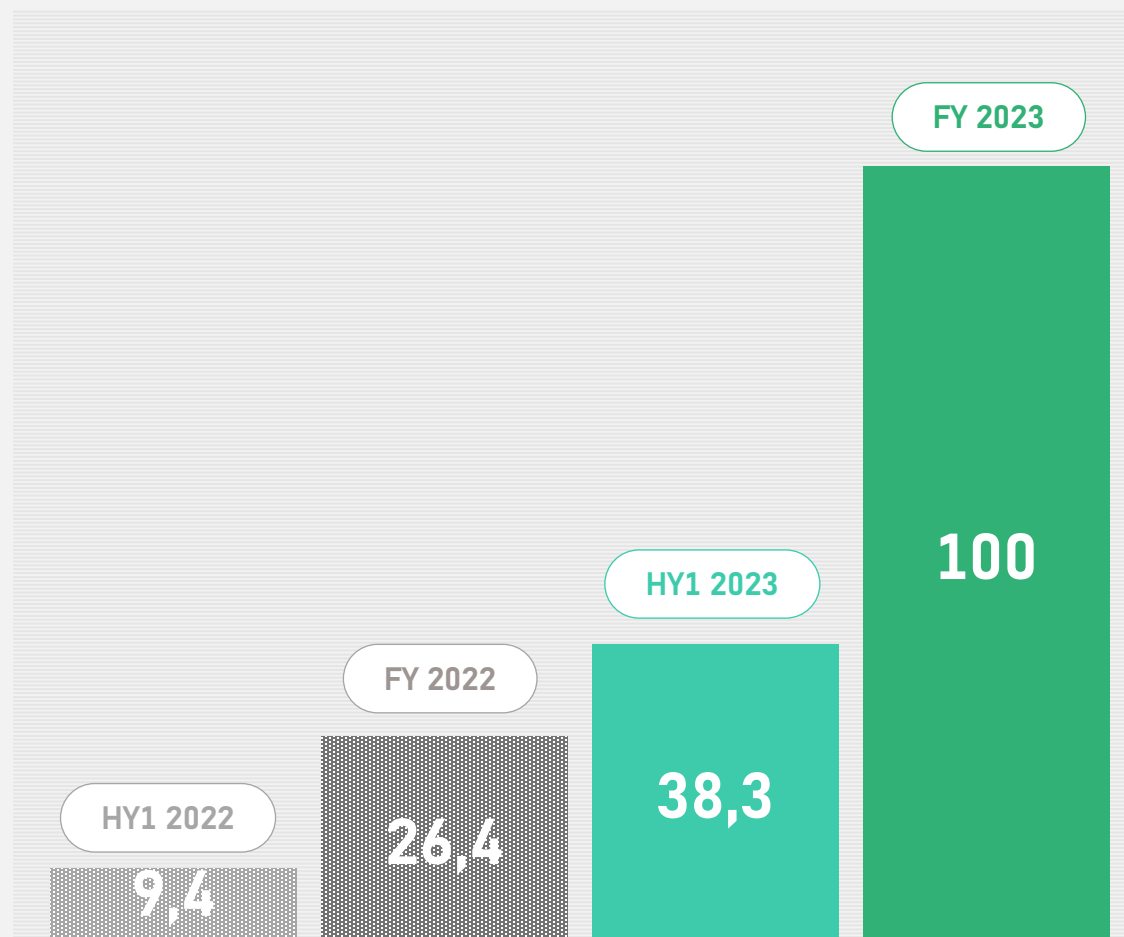
Robust Customer Demand

Substantial Growth

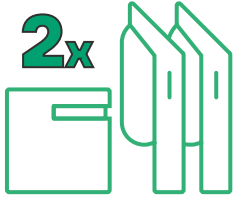
Long-term Shareholder Value

Well funded customers

Unaudited revenues HY1 2023 and outlook until end of 2023

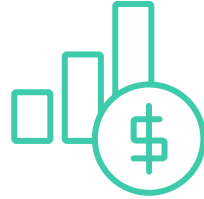


in Mio EUR



Best-in-Class

- Technology has been developed over more than 1 decade
- More than 1,400 battery-based DCFC charging points produced and sold
- Product has been proven by real operating data from clients
- Exceeding customer's expectations at very high utilized sites



Fullfillment & Growth

- Confirmation of >100 Mio./2023
- Well funded customer base
- Increasing number of blue-chip clients
- 2024: Based on customer's forecast projections we expect 2x
- Available and established production capacity to follow the growth
- Q3 will be a record quarter in the company's history



Margin Improvements

- Expected EBITDA positive Q4/2023
- Incremental margin improvements driven by high added values for clients
- Service revenues about to kick in following our platform strategy
- Improving purchasing
- Optimization of production processes
- Volume impact

Thank you!



Thomas Speidel (CEO)
Michael Rudloff (COO)
Wolfgang Breme (CFO)
26.10.2023