
Q3 2022



Peter Bardenfleth-Hansen **CEO**
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Update from the CEO

Peter Bardenfleth-Hansen



Q3 highlights



Strong revenue growth of 73% to 226 MNOK and 58% increase in order intake to 233 MNOK compared to Q3 2021



Continued international expansion including opening of subsidiary in the Netherlands. Export share increased to 70% vs 56% in Q3 2021



Gross margin 38.8% and EBITDA of 14.9 MNOK



Electrification continues to be a predictable megatrend with increasing EV adoption in all markets, however vehicle sales weakened in some countries as macroeconomic outlook worsened



Launched software prototype with Plug&Charge functionality for seamless charging (without credit card/app) and future-proof vehicle-to-grid (V2G) capability

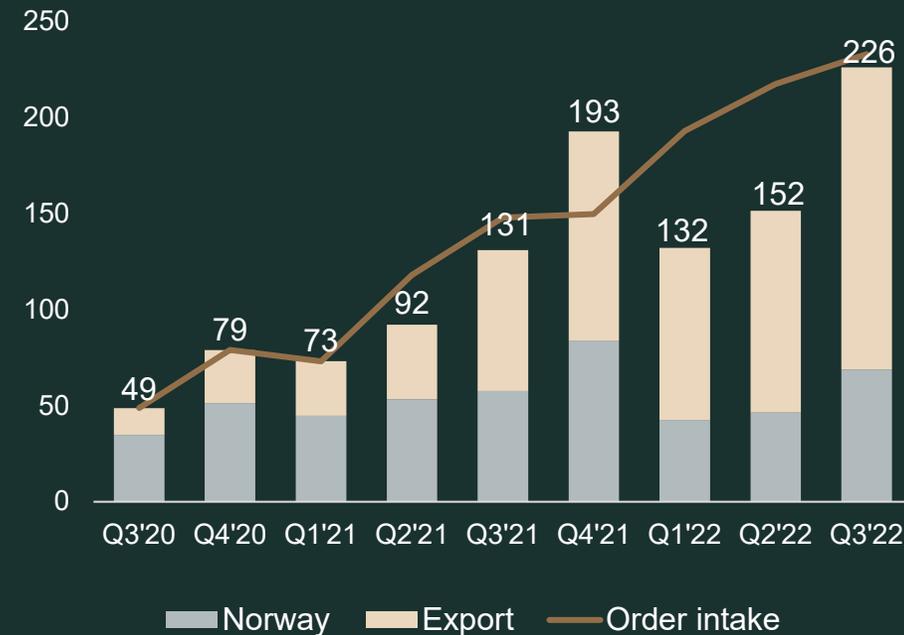


Successful Sanmina test production and ramp-up of production at Westcontrol, combined with components sourced to deliver significant growth

Key financial figures Q3 2022

MNOK/%	Q3'22	Q3'21	YTD'22	YTD'21
Revenue	226.1	131.0	509.9	296.2
Export share	70%	56%	69%	47%
Gross margin	38.8%	44.8%	41.6%	39.2%
Opex	72.8	41.5	185.7	85.8
EBITDA	14.9	17.2	26.6	30.2
EBITDA margin	6.6%	13.1%	5.2%	10.2%
Liquidity	264.7 ¹	248.7	264.7	248.7

Quarterly revenue and order intake (MNOK)



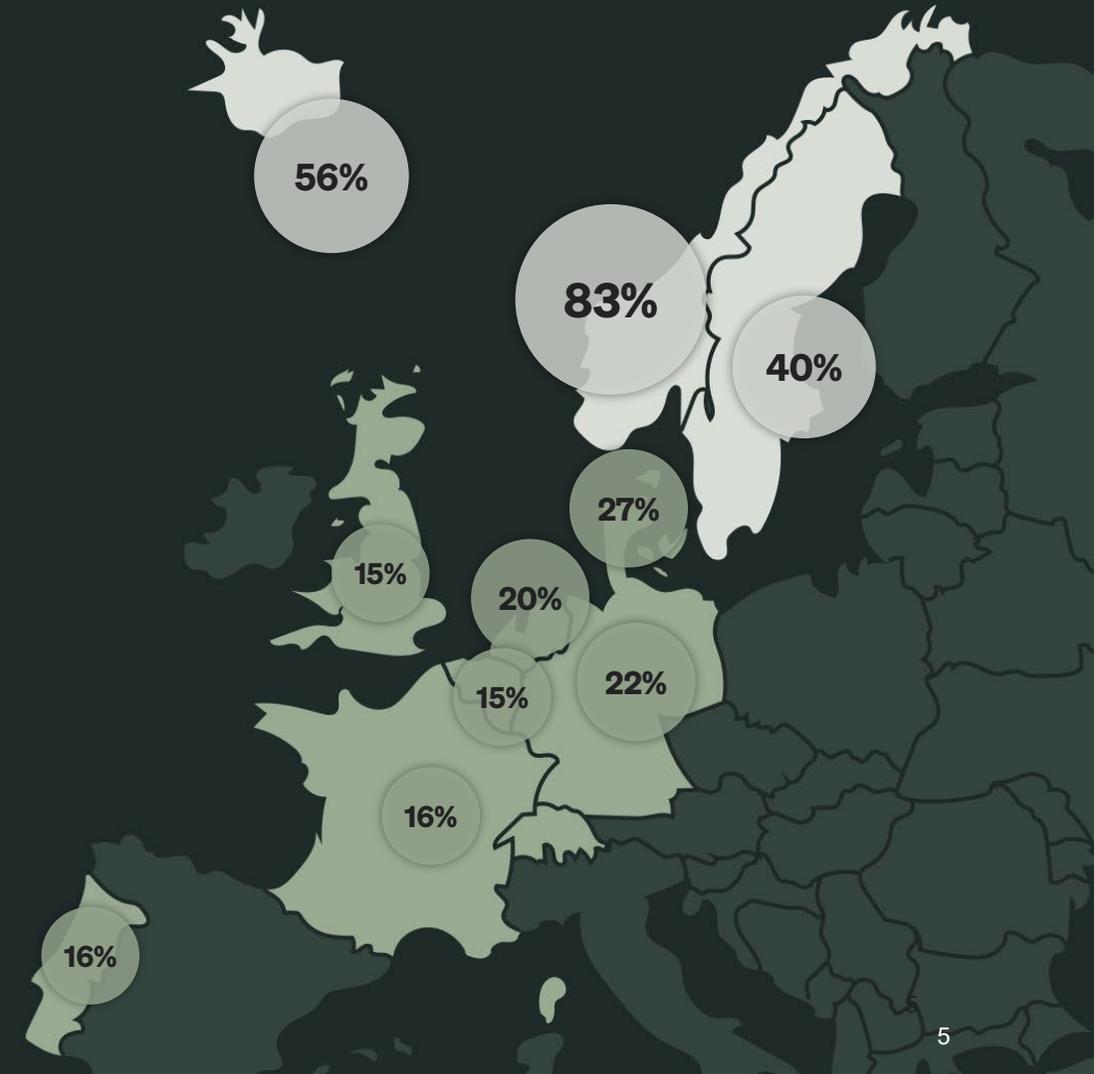
Increasing addressable market

Electric vehicle market shares

Battery Electric Vehicle (BEV) and Plug-in Hybrid Electric Vehicle (PHEV) share of total new vehicle sales 2021

Electric vehicle market shares are rising, driven by key trends:

- ✓ Governments seek and incentivise emission reductions
- ✓ Automakers transition to electric to remain relevant
- ✓ Customers demand environmentally friendly solutions
- ✓ Favourable development in total cost of ownership compared to internal combustion engine vehicles
- ✓ Increased availability of charging infrastructure

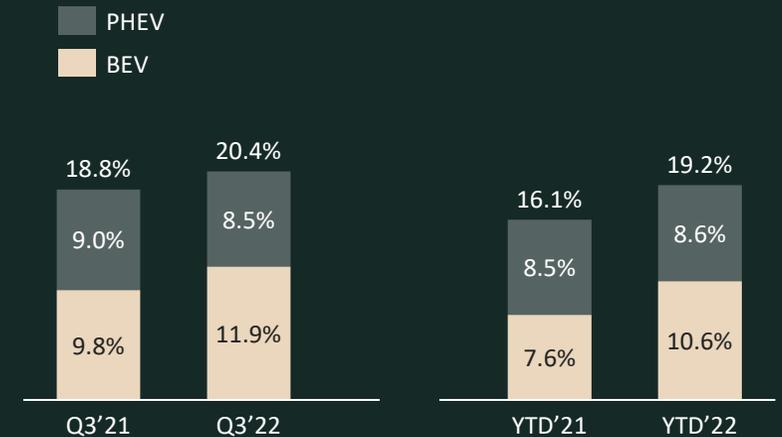


Despite slowdown in vehicle sales, electric vehicle adoption continues across Europe

- ✓ Over the first three quarters of 2022, the EU new vehicle sales dropped 9.9%
- ✓ However, the EV adoption continues with EV market share increasing 1.6%-points from 18.8% in Q3'21 to 20.4% in Q3'22
- ✓ The YTD'22 EV market share of 19.2% represents a 3.1%-points increase from 16.1% YTD'21

EV market share in EU is increasing over time

Battery Electric Vehicle (BEV) and Plug-in Hybrid Electric Vehicle (PHEV) share of total new vehicle sales in the European Union



Source: European Automobile Manufacturers' Association (ACEA)

New EV sales in Zaptec's core areas

EV sales in Zaptec's largest **current markets**: Norway, Sweden, Denmark and Switzerland

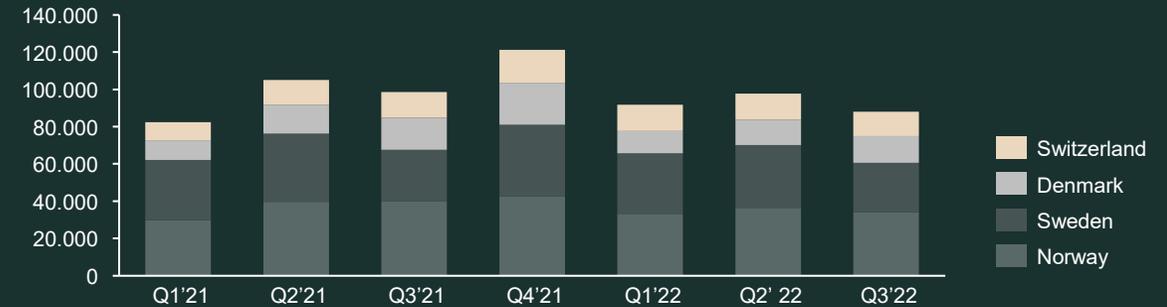
- 5% decrease YTD 2022 vs YTD 2021
- 17% decrease in Q3 2022 vs Q3 2021
- 16% decrease in in Q3 2022 vs Q2 2022

EV sales in new key markets **going forward**: Germany and UK

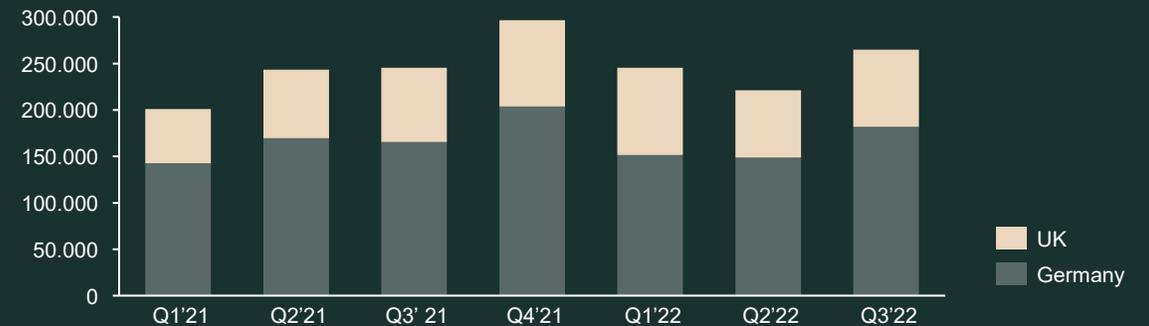
- 6% increase YTD 2022 vs YTD 2021
- 8% increase in Q3 2022 vs Q3 2021
- 20% increase in in Q3 2022 vs Q2 2022

New EV Sales

Battery Electric Vehicle (BEV) and Plug-in Hybrid Electric Vehicle (PHEV)



Source: ofv.no, bilstatistik.dk, powercircle.org, Swissinfo.ch

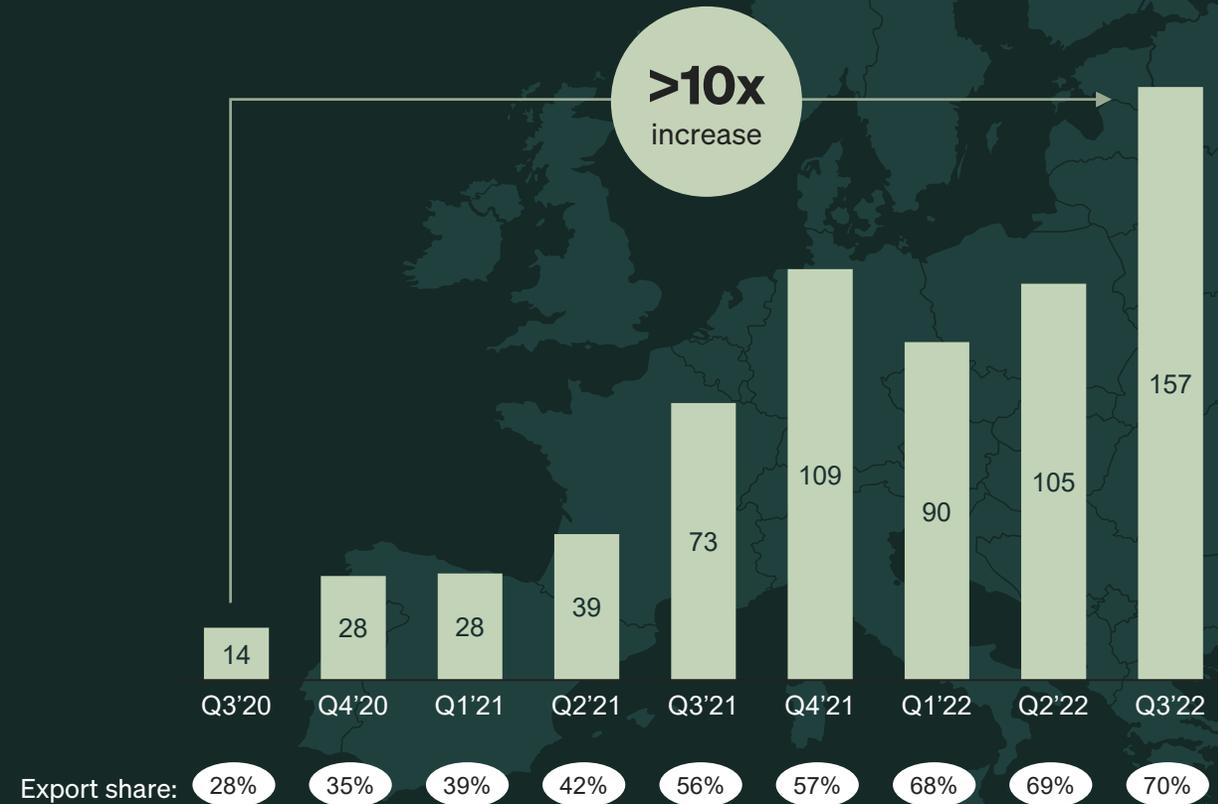


Source: Inside EVs

Fast-paced international growth

- ✓ Subsidiaries established where EV adoption is increasing; Sweden, Denmark, UK, Germany, Switzerland, France, Benelux
- ✓ Distributors in place across Western Europe; new subsidiaries to follow in additional countries
- ✓ US entry strategy being finalized

Sales outside Norway, MNOK



Agreements signed in Q3

Several new partners and customer agreements were signed in Q3, many of which chose Zaptec due to its superior safety and high-quality offerings:



The New Zaptec Pro software prototype enables seamless EV charging

In Q3, we invested NOK 5 million in software company Switch EV and launched a new software prototype making Zaptec one of the first EV charging manufacturers to provide complete end-to-end implementation and compatibility of Plug&Charge functionality with ISO 15118 for AC charging.



Additional production partner in Germany

To support growth and reduce the risk associated with capacity and the component market, Zaptec's second production partner Sanmina Corporation started the production lines during Q3.



Product market compliance and material contracts in UK



Large addressable market; 68 mill population, increasing EV adoption and high EV readiness¹



Zaptec Pro and Zaptec Go are now compliant with UK EV charging regulatory requirements and Zaptec Park payment solution is launched in UK.



Zaptec has built a strong UK organization with 16 FTEs in place



Several significant contracts signed for both Zaptec Pro and Zaptec Go deliveries



¹ Leaseplan EV Readiness Index 2022;
UK ranked no 3 in Europe behind Norway and the Netherlands



Recurring revenue potential from payment services and Switch EV strategic partnership



Successful launch of **Zaptec Park** payment service in Sweden in June

Soft launched in Denmark and UK in Q3

Preparing for launch in other countries



Over 16000 charge points with **Charge365** payment service installed to date in Norway

800 new installations of Zaptec Pro with Charge365 subscription added in Q3



Switch EV partnership highlights Zaptec as AC charging frontrunner to explore full scope of ISO 15118

Unlocking Plug&Charge and future bi-directional charging possibilities

Potential for attractive recurring revenue via Switch EV sales channels

Investment highlights

- 1 Increasing addressable market, driven by strong electrification trends
- 2 Technology leading, award-winning Electric Vehicle charging systems¹
- 3 Unique user-friendly power balancing hardware and software
- 4 Superior safety features and high-quality products certified at the highest level²
- 5 Strong growth and ramp-up for full-scale European expansion; UK products in compliance with local regulations, Germany and France to follow.
- 6 Component sourcing in place and Sanmina production ramp-up on track

Q&A

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