



Q2 2022



Peter Bardenfleth-Hansen – CEO  
Kurt Østrem – CFO



## Zaptec by the numbers



**130.000+**

charging stations sold

**6**

sales companies

**84%**

Increase in order intake from Q2-21

**70%**

Export share

**≈400.000**

Parking spaces with  
infrastructure for further Zaptec  
Pro chargers

**120**

employees

# Zaptec's CEO: The man who introduced Tesla to the Nordic region

And what key take away is relevant for Zaptec?

“In a competitive environment it is important to stay focused on the goal and not take any shortcuts. Not least, you need to have a clear vision that the whole organisation understands. When everyone is aligned then teamwork and a collective responsibility becomes second nature. That is the recipe for success,” he says.

[Read more about Peters background and future visions at Zaptec.com.](https://zaptec.com)



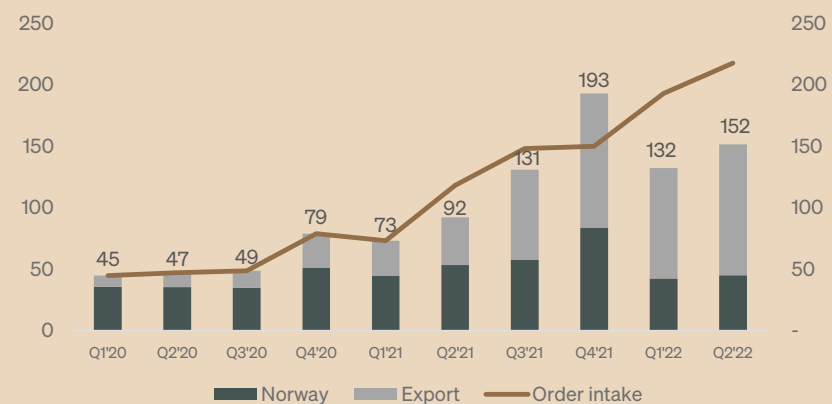
# Highlights Q2 - 2022

- Strong purchase orders registration of 218 MNOK, up 84%
- Revenue growth of 65% despite production stop whole of April
- Production going forward secured and second production partner Sanmina on track
- Export share of 70%
- Gross margin of 42%
- Adjusted EBITDA of 7.7 MNOK

# Key numbers

MNOK/%	Q2-22	Q2-21	YTD 2022	YTD 2021
Revenues	151.5	92.1	283.7	165.2
Export Share	70%	41%	69%	40%
Gross margin	41.9%	35.8%	43.9%	34.7%
Operating expenses	55.8 <sup>1</sup>	21.2	107.7	40.1
EBITDA adj.	7.7 <sup>1</sup>	11.7	16.8	17.3
EBITDA Margin (%)	5.1%	12.8%	5.9%	10.4%
Available liquidity	245.3 <sup>2</sup>	286.2	245.3	286.2

Quarterly revenue and order intake (MNOK)



1. Adjusted for salary benefit and social cost on share option program of MNOK -2.7, YTD 6.7 MNOK
2. Including cash, deposits, funds and available overdraft facility of 50 MNOK.

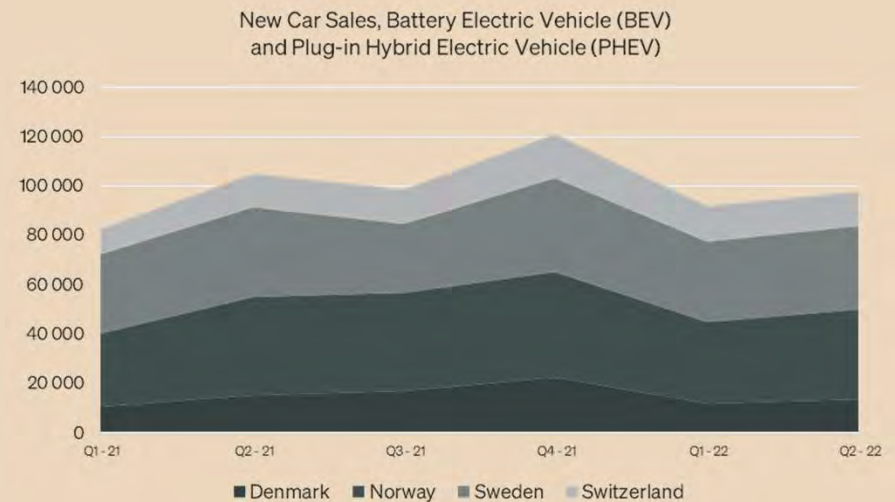
## Market development

- European expansion continues, country manager for Benelux signed
- Zaptec Germany signed with ChargeGuru, providing Germany-wide platform of certified installers
- Zaptec Denmark signed reseller agreements with NRG1 and KW Bruun



# EV markets Scandinavia and Switzerland

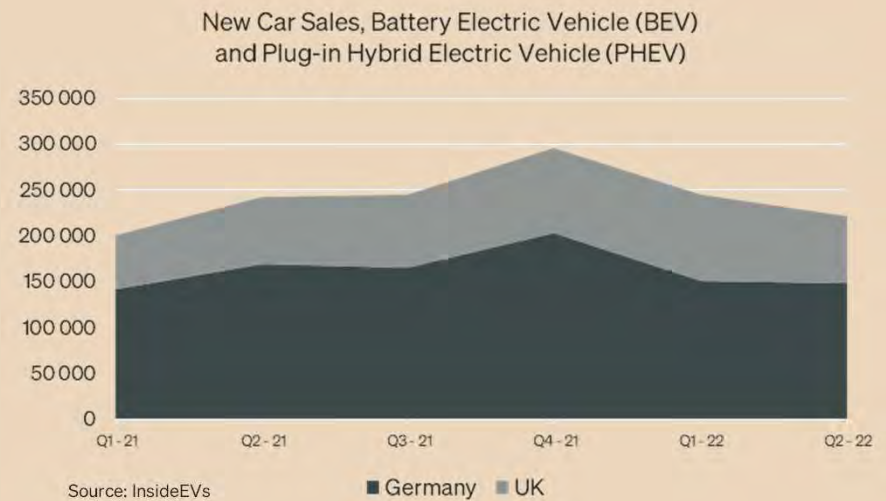
- 7% decrease in Q2-22 compared to Q2-21
- 1% increase in the first half year compared to the same period last year



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

# EV markets UK and Germany

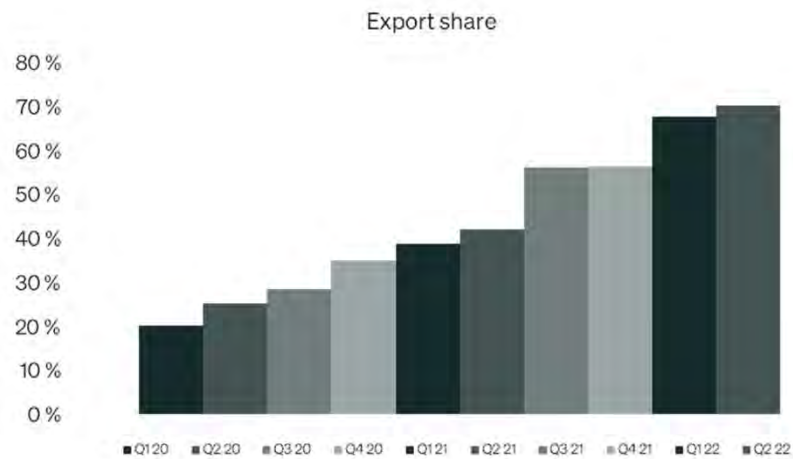
- 221 240 EVs sold in Q2-22, a decrease of 9% compared to Q2-21





# International expansion

- The export share was 70% (41% in Q2-21)
- Our largest export markets were Sweden, Denmark, Switzerland and Iceland



# 1527 car parks ready to go with Zaptec Pro

We managed to prepare a total of 1527 car parks with Zaptec Pro chargers during the quarter. That is up from 1470 car park installations last quarter.

There are several parking possibilities in each car park, where typically 20% is equipped with a Zaptec charger.

As the EV demand increase, the car park owner can add multiple Zaptec Pro chargers to the same car park several months- or years later which may add to demand.

# Subscription for payment services

## Charge365

- Our payment service solution for Pro-end-customers in Norway is steadily increasing, now with more than 13000 active unique users

## Zaptec Park

- To expand into new markets quickly, Zaptec entered into an agreement with Monta to provide end customers the best and most flexible payment solution
- Zaptec Park was launched in Sweden in June, and further expansion in other European countries during autumn 2022



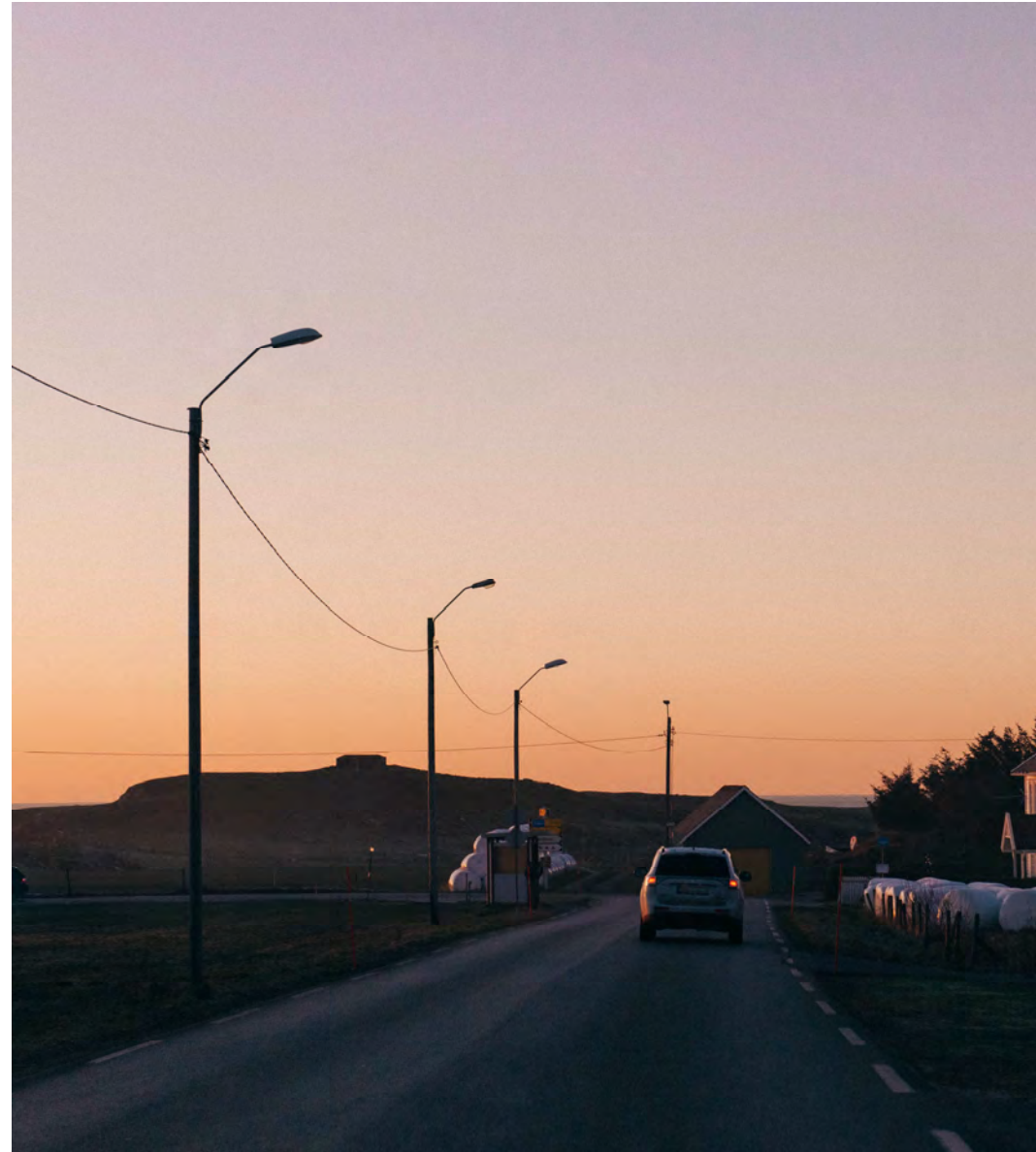
# Production

- Components are back in stock and production is increasing at Westcontrol
- Action taken both technically and within supply chain to prevent further delays
- Additional production partner Sanmina on track
- Backlog of Zaptec Go expected to be eliminated by Q3-22, and Zaptec Pro by Q1-23.



## Outlook

- Shift towards e-mobility remains resolute and unchanged
- Production secured to follow Zaptec's growth rate of minimum 70%
- Long term target EBITDA margin remains in the range of 15-20%



# Q & A



## Disclaimer – forward looking statements

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