

# Q3 2021 Presentation ↓





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# Zaptec by the numbers



**80.000\***

charging stations  
installed

**6**

sales companies

**110%+**

revenue growth  
YTD Q3 2021

**~50%**

market share in  
multi-user systems  
(Norway)

**~350.000**

parking spaces with  
infrastructure for  
further Zaptec Pro  
chargers

**75**

employees

\*Estimate

## Highlights Q3



- Strong revenue growth and even stronger purchase order registrations
- Significantly strengthened gross margin
- Positive contribution from the Swiss subsidiary
- A continued increase in export share as projected
- 999 new Pro installations
- Considerable new subscriptions for automatic payment services
- Preparations for the company to be listed on the main list on Oslo Stock Exchange 2022 initiated

## Key numbers



<b>MNOK/%</b>	<b>Q3-21</b>	<b>Q3-20</b>	<b>YTD 2021</b>	<b>YTD 2020</b>
Revenues	131.0	48.6	296.2	140.7
Export Share	47%	27%	43%	23%
Gross margin	44.8%	34.7%	39.2%	37.0%
Operating expenses	35.8	11.8	75.8	33.5
EBITDA adj.	22.9 <sup>1</sup>	5.1	40.1	18.7
EBITDA Margin (%)	17.5%	10.5%	13.5%	13.3%
Available liquidity	232.4	45.0	232.4	45.0

<sup>1</sup>Adjusted for salary benefit and social cost on share option program of MNOK 23.1 in the third quarter



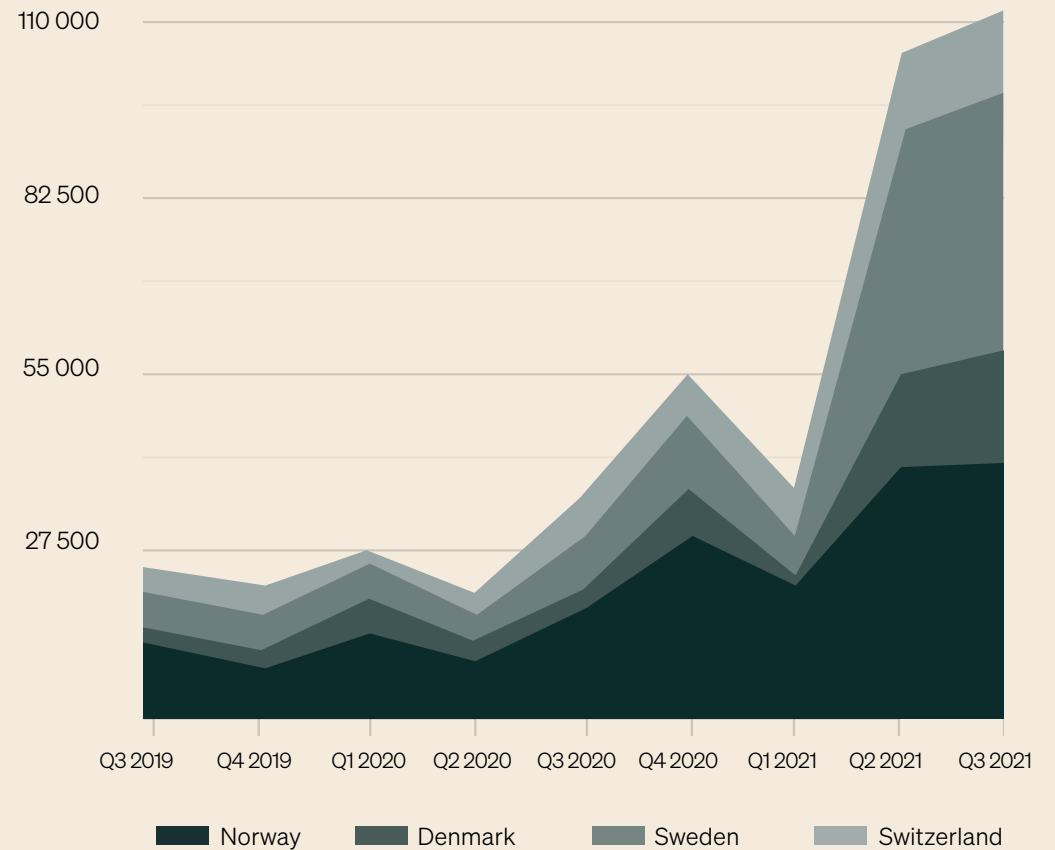
# EV markets



## Norway, Denmark, Sweden and Switzerland

The demand in electric vehicle (EV) markets continued to grow in Q3-21 in Norway, Denmark, Sweden and Switzerland, with 114 379 EVs sold.

New Car Sales, Battery Electric Vehicle (BEV) and Plug-in Hybrid Electric Vehicle (PHEV)



Source: energi og klima

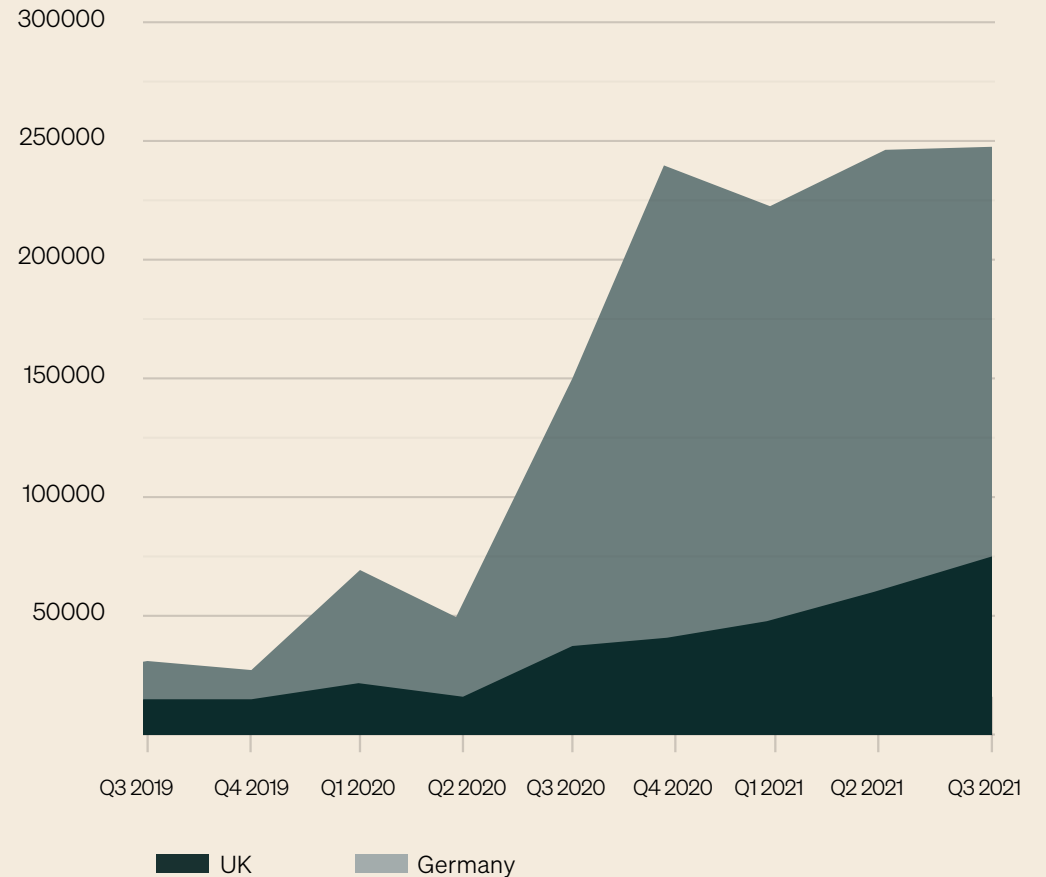
# EV markets



## UK and Germany

The electric vehicle markets in UK and Germany were strong in Q3-21, with 245 553 EVs sold. The German market is positively influenced by the many new electric car models launched by domestic car manufacturers.

New Car Sales, Battery Electric Vehicle (BEV) and Plug-in Hybrid Electric Vehicle (PHEV)



Source: inside evs

# International expansion

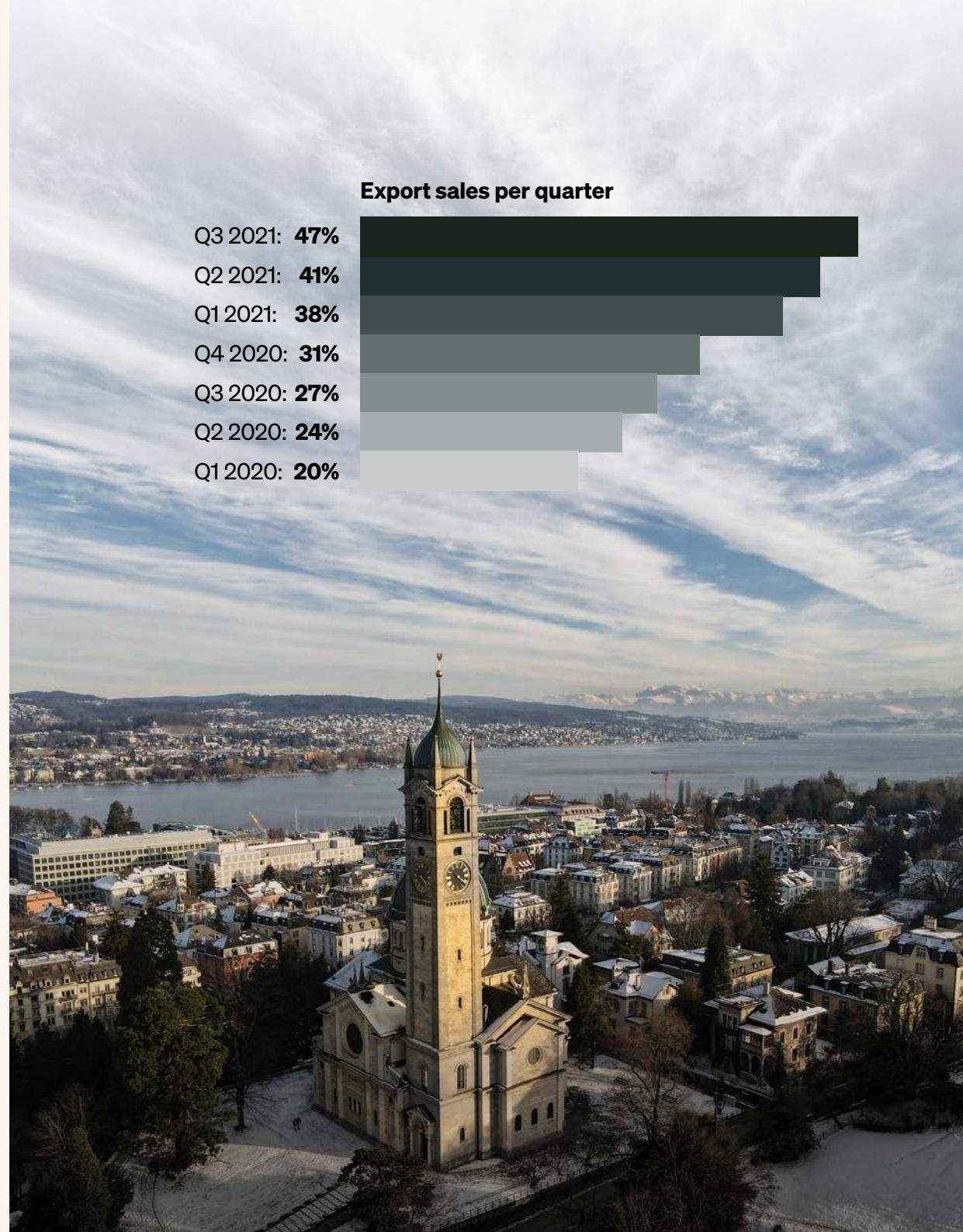
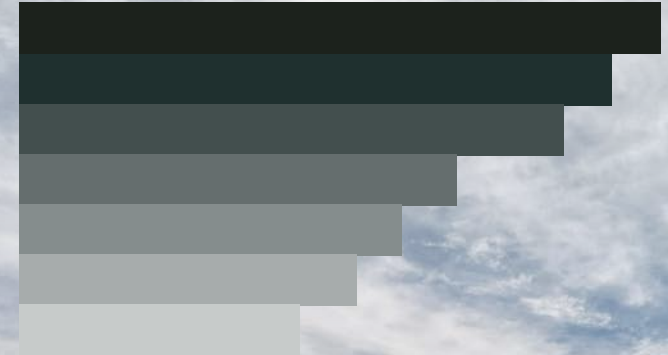


The export share increased from 27% in Q3 20 to 47% in Q3 21.

Our largest export markets was Switzerland, Sweden, Denmark and Iceland.

Export sales per quarter

Q3 2021: **47%**  
Q2 2021: **41%**  
Q1 2021: **38%**  
Q4 2020: **31%**  
Q3 2020: **27%**  
Q2 2020: **24%**  
Q1 2020: **20%**



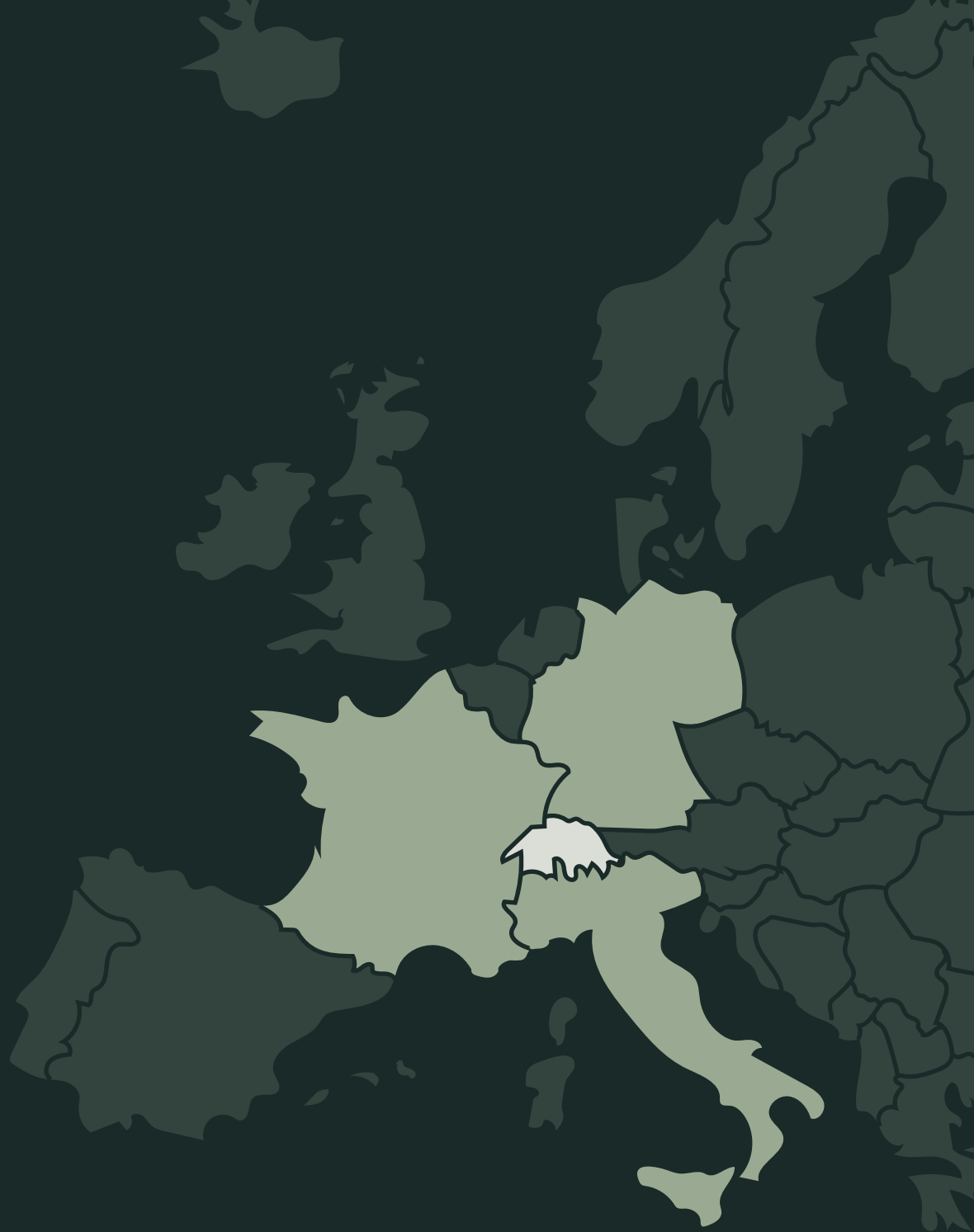


# Almost one-third of export to Switzerland

## **Key to further European expansion.**

Zaptec Pro is the chosen charging system for large Swiss insurance and real estate owners with rental properties with parking facilities, representing several hundred thousand parking spaces equipped with EV charging going forward.

As for the electric vehicle market, it is still growing strongly in Zaptec's key markets.



# 999 new Zaptec Pro installations

- Up 476 compared to Q3 2020
- Secure a large future revenue stream
- Installed Pro systems in 10.000 buildings and parking facilities in Europe
- 3 times more charging points and faster charging with Zaptec Pro



# 112 new subscriptions for automatic payment services

- 1200 contracts altogether, representing about 2000 large properties
- 7500 new users during Q321, altogether 27.000 registered users
- Expand payment services in all markets in first half 2022
- System operator to offer hassle free charging with payed services
- Over the next 3 years build a portfolio of value added services in the residential and office building markets in Europe
- Future recurring revenue stream in the Pro market





# Technology Development to become compliant with country specific requirements

- Germany, UK and France with country-specific technical and legal requirements
- We expect that this work will be finalised in the next 2-3 quarters
- Continue our long term development of charging technology



## Outlook



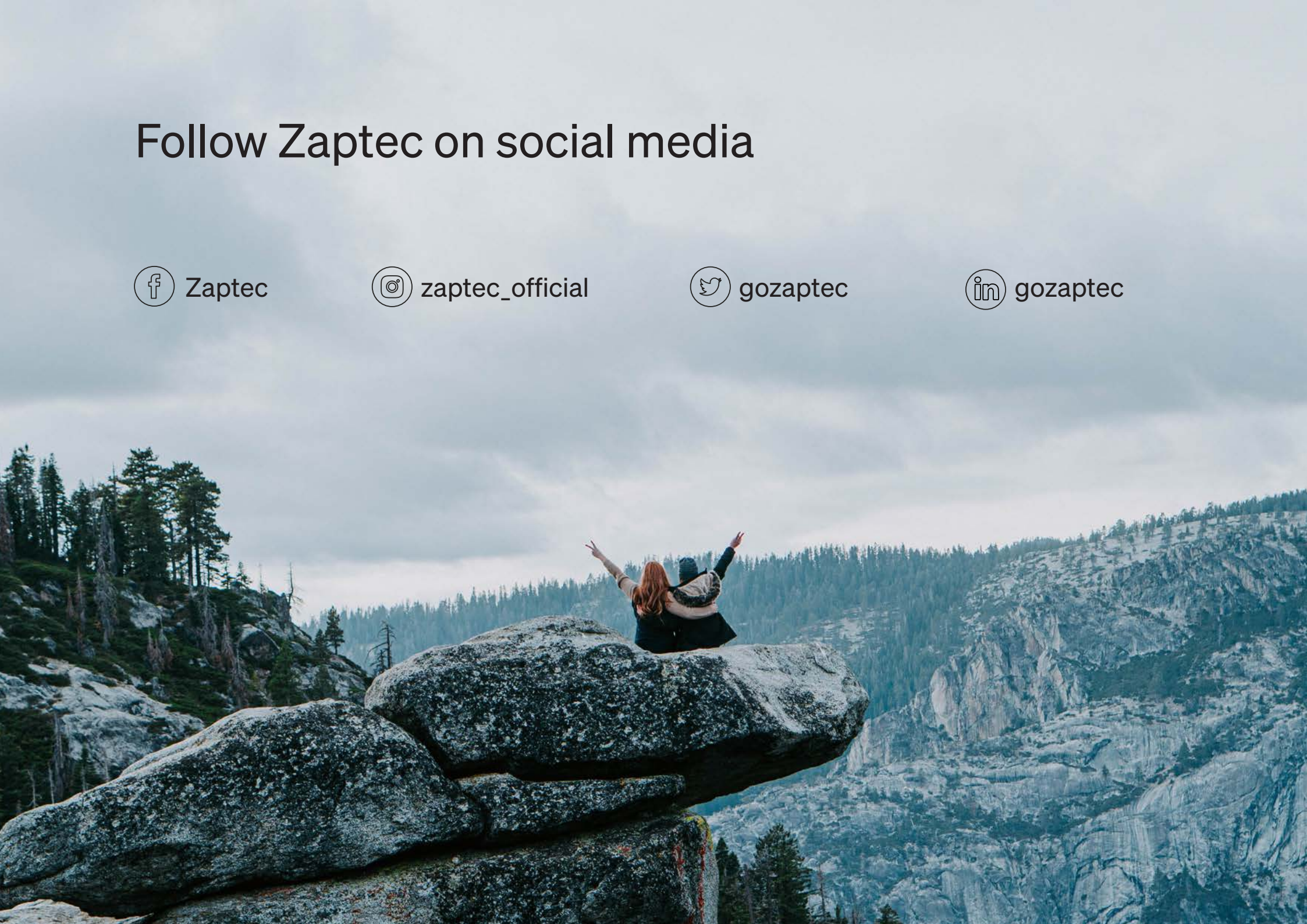
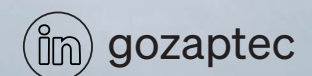
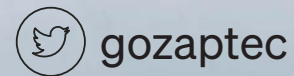
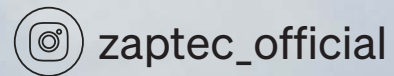
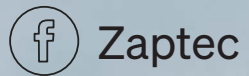
Going forward we expect revenue growth to continue with the growth in EV market shares in Europe. The export revenue share will increase as we see higher EV adoption especially in Sweden, Switzerland and Denmark and as we start sales in Germany and the UK.

Our strategic focus will continue to be geographic expansion in multi- and single family home charging markets with a system operator business model with low capital expenditure and a continuous technological development to deliver recurring revenues and higher customer values.





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