



MARCH 10TH - 2022

INVESTORS
DAY



ADS-TEC Energy

Power ... Everywhere

Our mission is to deliver distributed,
high-capacity power for the All-Electric World

Global Senior Leadership: **With Industry Specific Expertise**



Thomas Speidel
Chief Executive Officer
& Founder

25+ yrs experience



Robert Vogt
Chief Financial Officer
ADS-TEC Energy GmbH

14 yrs experience



Thorsten Ochs
Chief Technology Officer

20+ yrs experience



Hakan Konyar
Chief Production Officer

24 yrs experience



Gowton Achaibar
President & CEO,
Americas

30 yrs experience



John Neville
Chief Sales Officer

30+ yrs experience



John Tuccillo
Global Corporate and
Government Affairs

25+ yrs experience





We Are Not an EV Charging Company

**Though We Provide Unmatched Technology, Hardware, Software and Services
for Charging Companies and Automotive OEMs, Dealers and Fleets**



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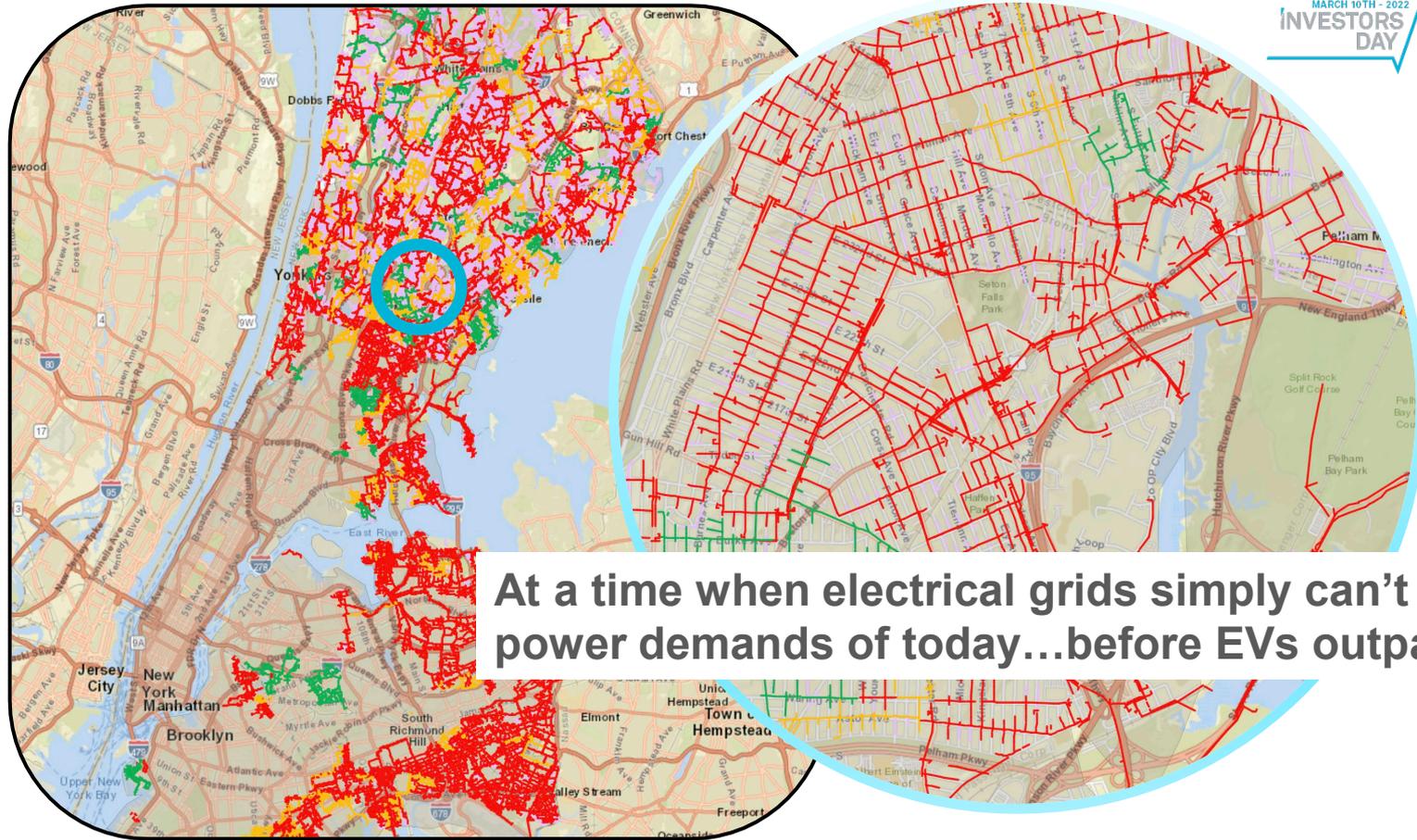
We Do Not Sell Electricity; We are not going to be a utility company

Though We Provide the Missing Technology Link That Makes Renewable Energy Practical, Useable and Safe *anywhere the electric grid can't provide needed power*



We **Are** the technology and service company enabling the transition to a CO2 neutral world...

for Automotive, Utilities, Municipalities, Commercial Industrial and many other decentralised applications managed and operated by our customers and partners



At a time when electrical grids simply can't provide the power demands of today...before EVs outpace ICEs

EV are at the beginning of an exponential market introduction

The Need for Power: The Need for Speed

BEV models & max. charging power⁽¹⁾



F-150 Lightning Pro
150kW⁽²⁾



Proterra ZX5+
35ft / 12m bus
355kW⁽³⁾



Porsche Taycan
270kW



Polestar 2
Long Range
150kW



Tesla Model 3
Perf.
250kW



Ford Mach-E GT
150kW



Audi E-tron
150kW



Hyundai IONIQ
5 LR AWD
232 kW



VW iD.4 1st
126kW

Charging time⁽⁴⁾

How long do
40 kWh
(~100 miles)
take to charge?⁽⁵⁾

Level 1
(≤1.9kW) ~21 hrs

Level 2
(3.7-22kW) ~4 hrs⁽⁶⁾

FC
(>50kW) ~50 mins⁽⁷⁾

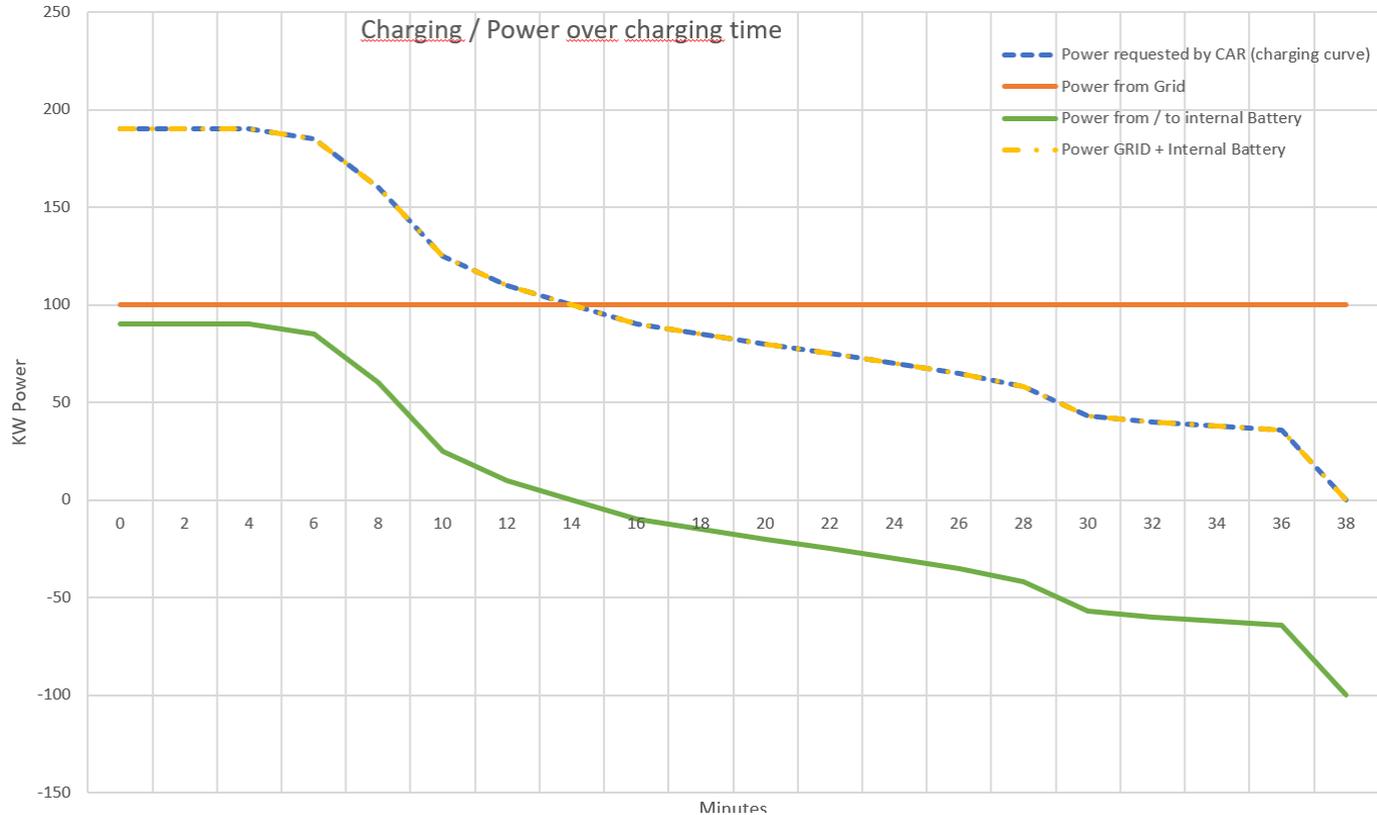
Ultra-fast
(>150kW) ~10 mins⁽⁸⁾

Sources: EV-Database.org, company data

Notes: (1) Illustrative selection, model specifications and figures based on EV-database.org; (2) Expected for 2021; (3) Maximum overhead charging rate for 35 foot Proterra ZX5 bus; (4) Available grid power and capability of car provided; (5) Assuming a power consumption of 40kW per 100 miles; (6) Calculated for 10kW charging power; (7) Calculated with 50kW charging power; (8) Calculated for 250 kW charging power (output & car capability provided).

Charging a car with 190 kW at a 100 kW grid and a battery buffered ChargeBox

Power diagram



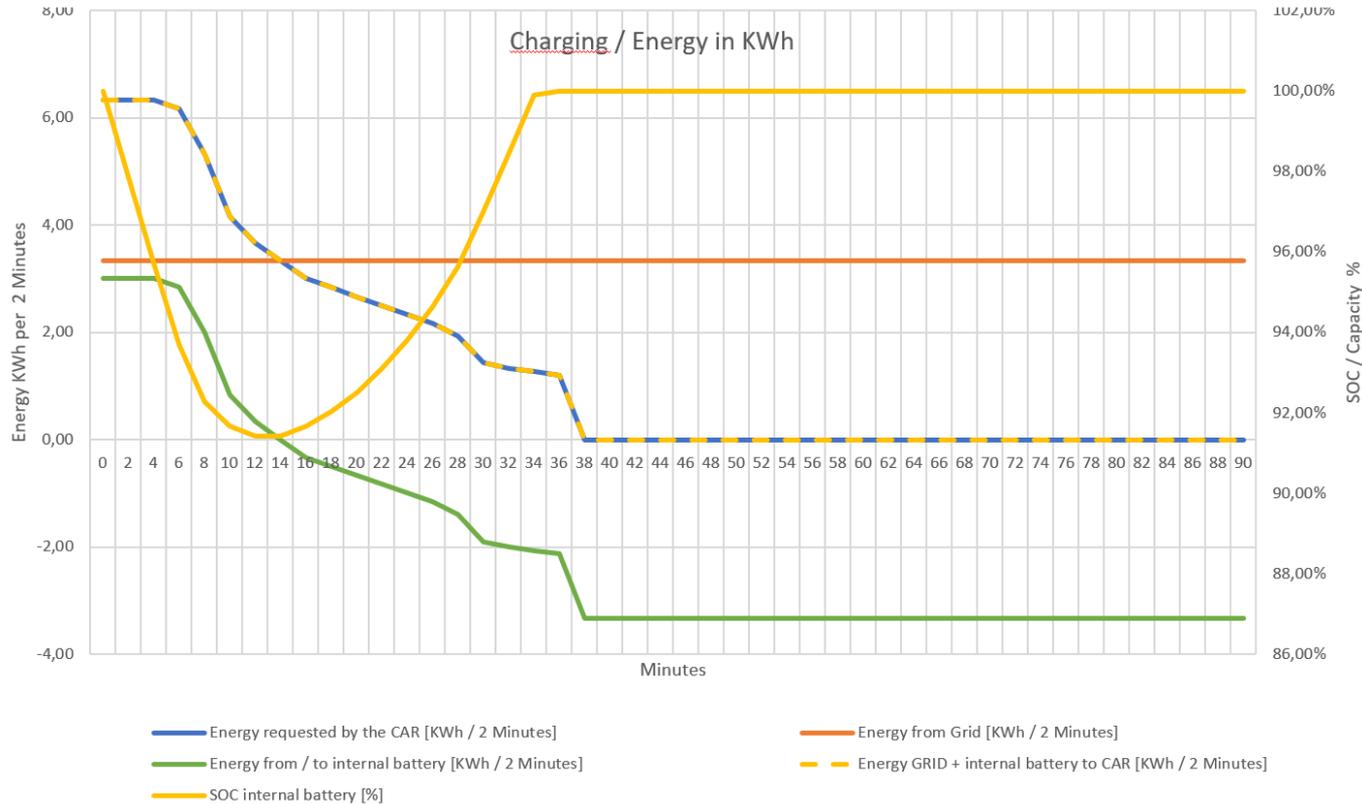
ADS-TEC ChargeBox

- Car requests up to 190 kW
- Electricity can be drawn in parallel from the grid with 100 kW while charging the car

Principle illustration / functional explanation

Charging a car with 190 kW at a 100 kW grid and a battery buffered ChargeBox

Energy and SOC diagram



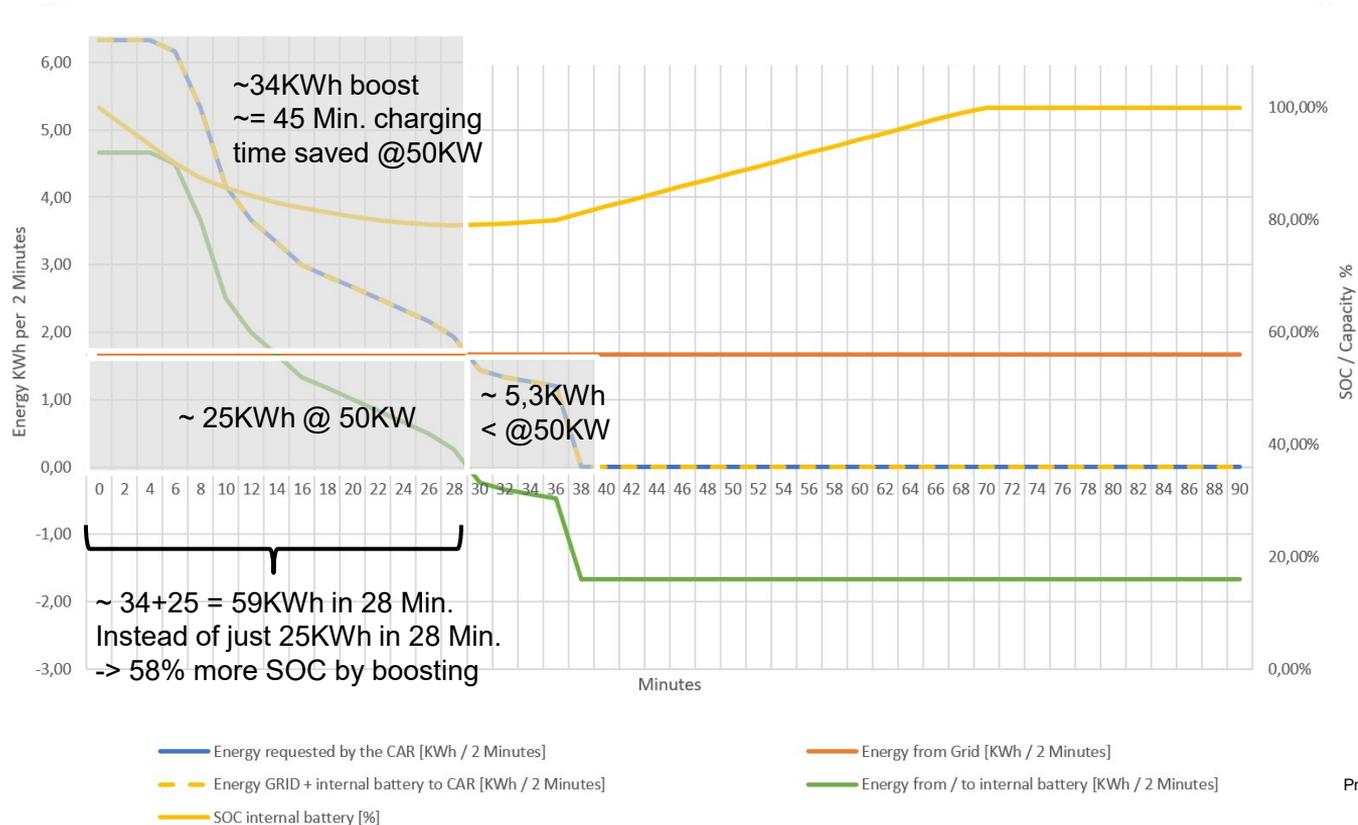
ADS-TEC ChargeBox

- Car requests up to 190 kW
- Electricity can be drawn in parallel from the grid with 100 kW while charging the car

Principle illustration / functional explanation

Charging a car with 190 kW at a 50 kW grid and a battery buffered ChargeBox

Energy and SOC diagram



ADS-TEC ChargeBox

- Car requests up to 190 kW
- Electricity can be drawn in parallel from the grid with 50 kW while charging the car

Principle illustration / functional explanation

ChargeBox: Better Value Proposition vs Standard DC Chargers with Grid Upgrade

In an illustrative implementation, reduced installation costs and minimal peak demand charges, often results in lower Total Cost of Ownership for battery-buffered chargers in comparison to grid expansion

| | ADS-tec ChargeBox DC fast charger (2 x 140KW) (4) | Non-battery based DC fast charger (2 x 150KW) | |
|---|--|--|--|
| Overview of Installed Cost | | | |
| Survey, Permitting, Utility, Site Prep | \$ 8,120 | \$ 44,317 | <ul style="list-style-type: none"> Greater utility and permitting costs Increased number of conduits, larger trenches More engineering and custom rebar cages |
| Equipment, Construction, Installation | \$ 35,424 | \$ 79,984 | |
| Site Restoration & Commissioning | \$ 14,128 | \$ 36,544 | |
| Installation Cost | \$ 57,672 | \$ 160,845 | |
| Charger cost ⁽¹⁾ | \$ 200,000 | \$ 120,000 | <ul style="list-style-type: none"> Charger cost reflective of bulk pricing from OEM CBX requires less (if any) switchgear cost |
| Switchgear Cost | \$ 0 | \$ 35,000 | |
| Total Installed Cost | \$ 257,672 | \$ 315,845 | |
| Total Cost of Ownership | | | |
| Maintenance & Insurance ⁽²⁾ | \$ 8,000 | \$ 4,800 | <ul style="list-style-type: none"> No peak demand charges with ADS-tec battery buffer technology; utilization assumed at 20% |
| Cost of Electricity ⁽³⁾ | \$ 73,584 | \$ 73,584 | |
| Peak Demand Charges ⁽³⁾ | \$ 0 | \$ 54,000 | |
| Ongoing Annual Cost | \$ 81,584 | \$ 132,384 | |
| Total Cost of Ownership (10 Yrs) | \$ 1,073,512 | \$ 1,604,685 | |
| Permitting and installation time | | | |
| New utility service | - | 2-6 months | |
| Construction | 2-3 weeks | 5 weeks | |

Source: SAI - Typical system installation in the US based on their analysis

(1) Illustrative pricing

(2) 3% Maintenance; 1% Insurance

(3) \$0.14 per kWh electricity cost, \$15 per kW demand charge; National Renewable Energy Laboratory, utility published rates

(4) 50kW input power



Are you ready for what's next ?

ChargePost



Delivering on Our Commitment

ADS-Tec Business Value

- Expands the Offer Portfolio
- More Than 50 Units Booked
- Deliveries commence in H2 2022

Technical Customer Value

- Semi-mobile, No site construction work necessary
- Additional customer revenue streams with advertisement
- Up to two charging outlets CCS2 (CCS1 for US version)
- Directly connected to power limited, low voltage grid
- High DC-Charging-Power 1 x 300KW, 2 x 150KW
- Up to ~200KWh nominal battery capacity

Robert Vogt – CFO, ads-tec Energy GmbH

Financial Update



- 2021 revenue expected at EUR 32M, EUR 4M short of EUR 36M projection due to a shipment logistics issue which delayed revenue recognition into 2022.
- Current Order Backlog greater than EUR 60M supporting increased revenue outlook for 2022
- Revenue for HY1.2022 forecasted below HY1.2021 due to known and managed supply chain issues
- Backlog, Pipeline, and Booking Forecast project 2022 annual revenue to be significantly greater than previous forecast of EUR 71M.
- However, the future development of global supply chain constraints and the war in Europe create uncertainty in projected revenue. At this time we believe EUR 71M or modestly greater can be achieved.

Gowton Achaibar – President and CEO, Americas

U.S. Business Update

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- US Management Team being recruited and onboarded
- Eleven states requested for factory site proposal by mid-March with final decision within Q2 22
- Developing a Services Business model to complement the product portfolio:
 - Deployment Services (pre-construction, construction, installation and commissioning),
 - Support Services (field maintenance, remote monitoring and support)
 - Onboarding Services partners
- Multiple customers and reseller discussions ongoing

John Tuccillo – Global Corporate and Government Affairs



Plans in place to surround our Customers, Prospects, Significant Influencers with Credible, Targeted Messages

- Accelerating Disciplined Brand and Marketing Communications
- Developing Professional Government Affairs Function
- Product Communication
- Investor Relations Communications
- Highly Targeted Promotions, Events, Social & Viral Marketing
- Advertising, Promotion, Digital Marketing, Event Leadership



Key Segments

Rapidly building product validation across geographies

| | Dense Urban | Oil & Gas | Hospitality | Retail | CPO | Automotive |
|---------------|-------------|-----------|-------------|--------|-----|------------|
| North America | ✓ | | ✓ | ✓ | ✓ | ✓ |
| Europe | ✓ | ✓ | | ✓ | ✓ | ✓ |
| UK | ✓ | ✓ | | ✓ | ✓ | ✓ |

Grid Friendly → *Minimize Grid Upgrades*

Environmental Impact → *CO₂ Reduction*

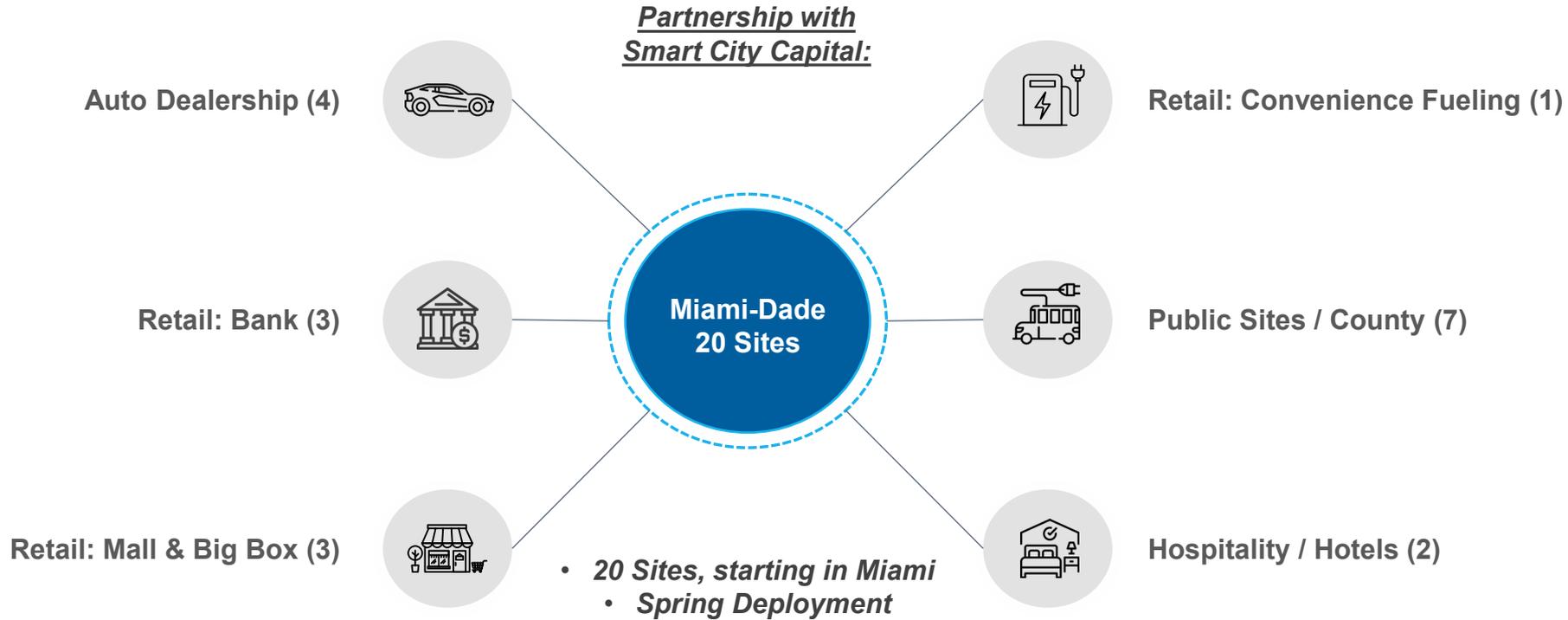
Convenience Charging → *Less Time to Charge*

Optimize Energy Cost → *Peak Demand Charge Savings*

Customer Acquisition / Retention → *New EV Driver Segment*

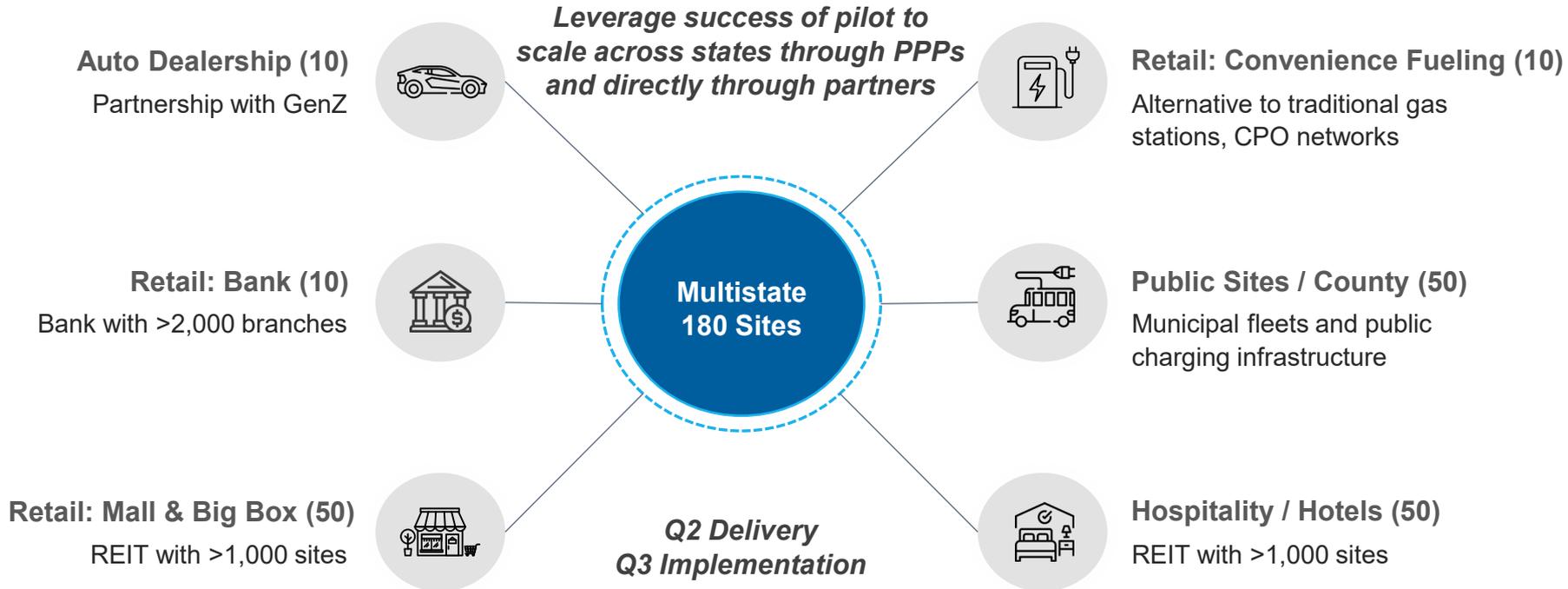
North America Update

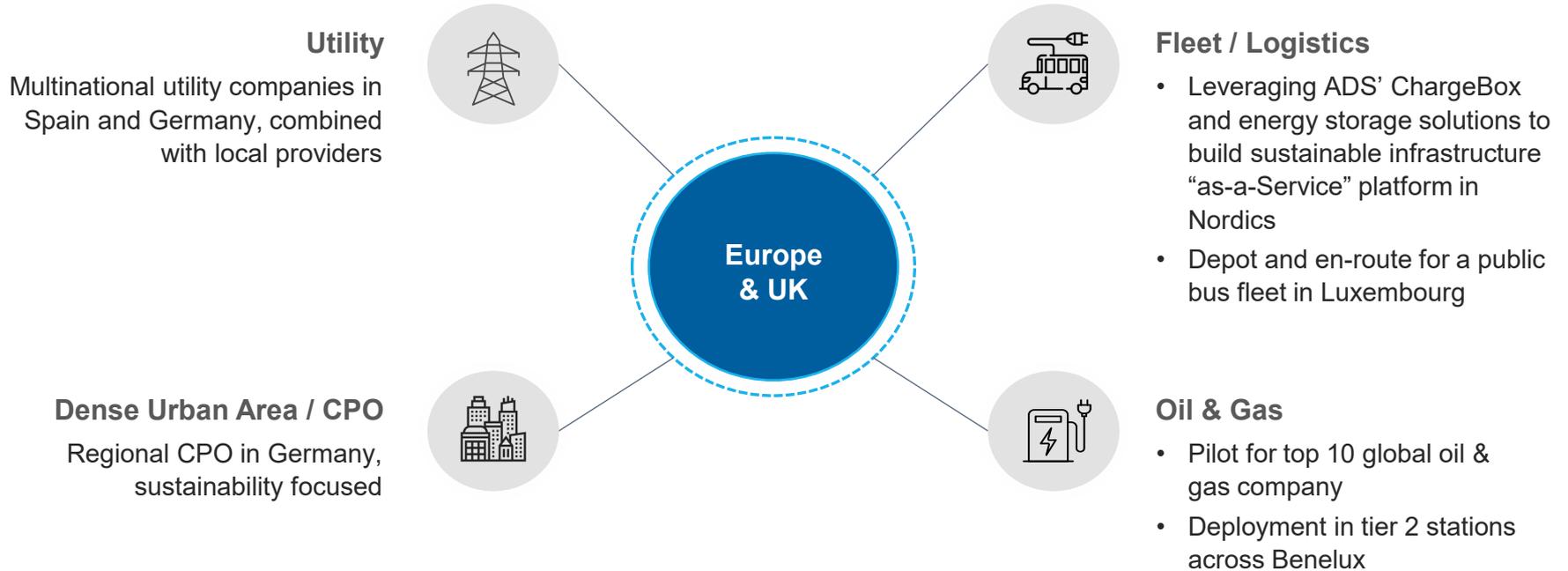
Phase 1: Pilot Phase 1H2022 – Private Public Partnership



North America Update

Phase 2: Post Pilot Rollout





Cary Segall – Head of Investor Relations

In summary



This has been our first investor day to inform you:

- As of March, we have a backlog of more than 80% of 2022 projected revenue
- ADS-TEC (Nasdaq: ADSE) trading in the \$8-\$9 range with a market cap of ~\$400mm
- Charging companies are trading on average at a factor of 35... ADS-TEC is trading at a factor of 9
- Clearly, ADS-TEC has created a lot of hidden value which is not represented by our stock price
- Three analyst already have a strong buy rating on the stock



Invest in the electrified future
on the NASDAQ with ADSE