

Zaptec

powers

adventure



Q3 2024 Financial Results

13th November 2024



# Business highlights

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- 1 Soft revenue, but Zaptec is capturing market shares in weak market
- 2 Strong gross margin and positive EBITDA
- 3 Reduced inventory with clear path toward normalization
- 4 Sufficient liquidity to navigate current market
- 5 Well positioned for 2025 with new products, expected market recovery, and continued cost focus



# Agenda

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Financials Q3 2024

Market, strategy and outlook

# Financial highlights

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Revenue

**299**

-26% vs. Q3 2023

Order intake

**244**

-23% vs. Q3 2023

Order backlog

**365**

-24% vs. Q3 2023

Gross margin

**39%**

vs. 39% in Q3 2023

OPEX

**112**

vs. 120 in Q3 2024

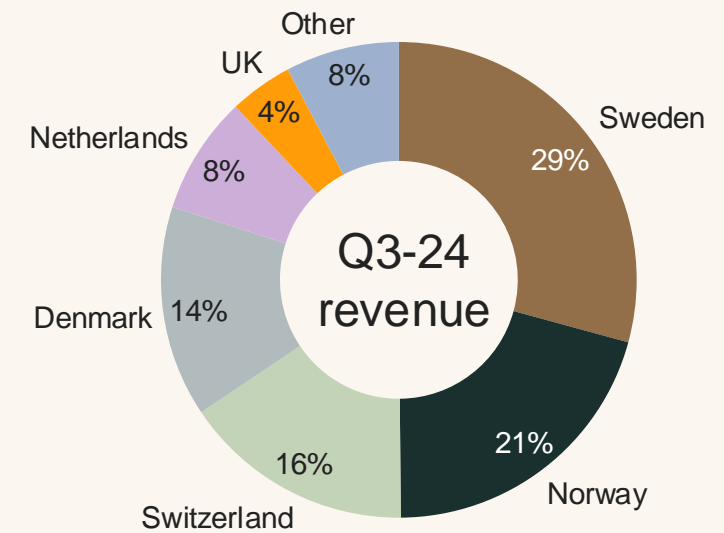
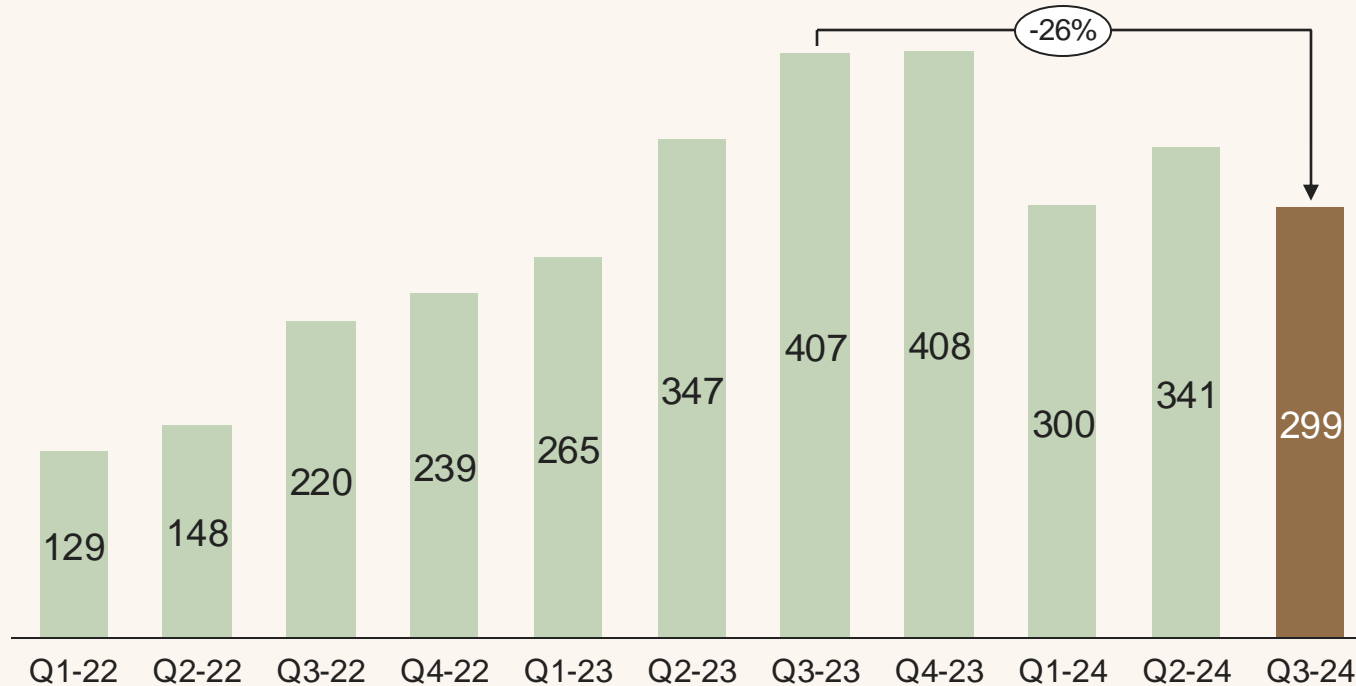
EBITDA

**4**

vs. 38 in Q3 2023

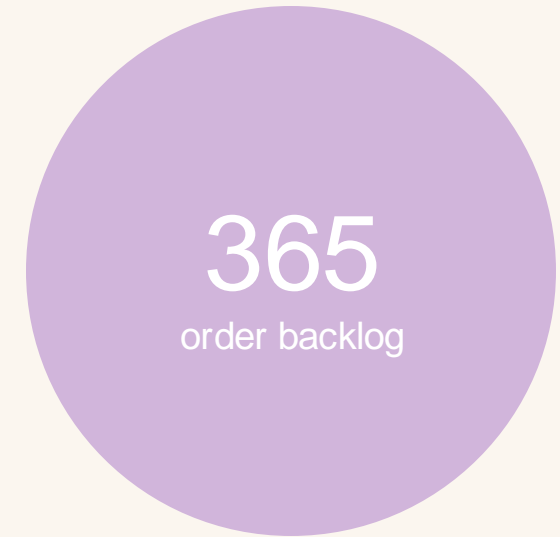
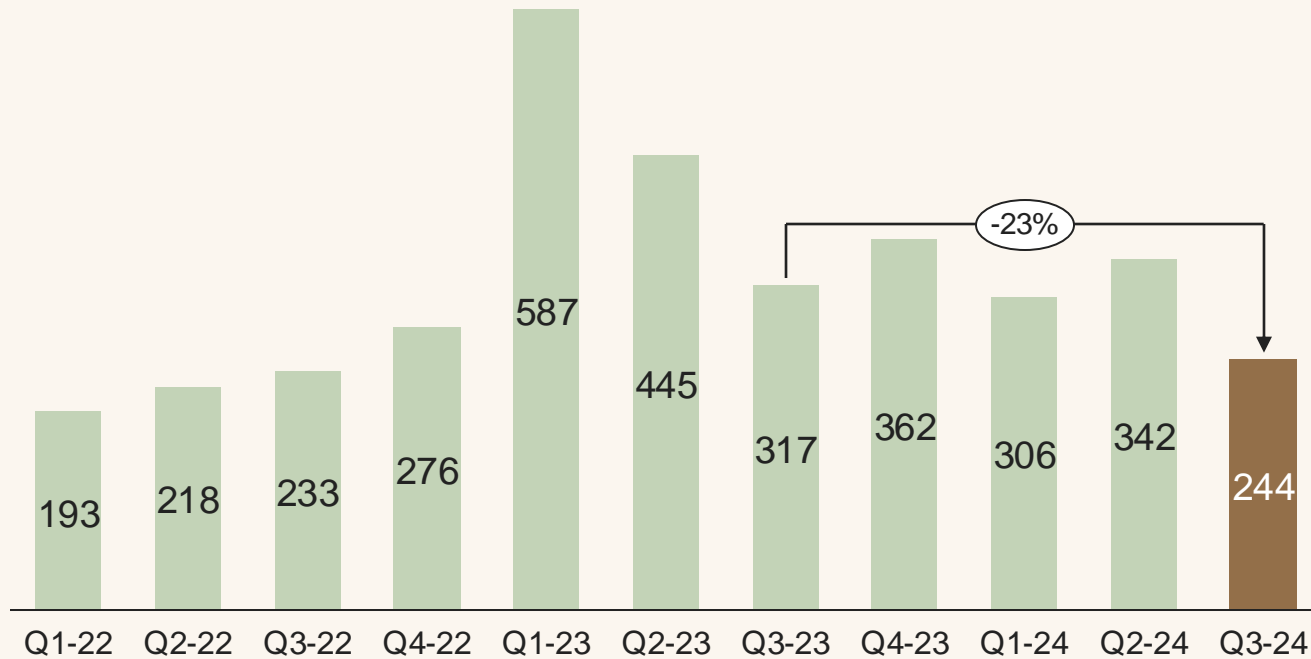
# Revenue reflecting challenging market

MNOK



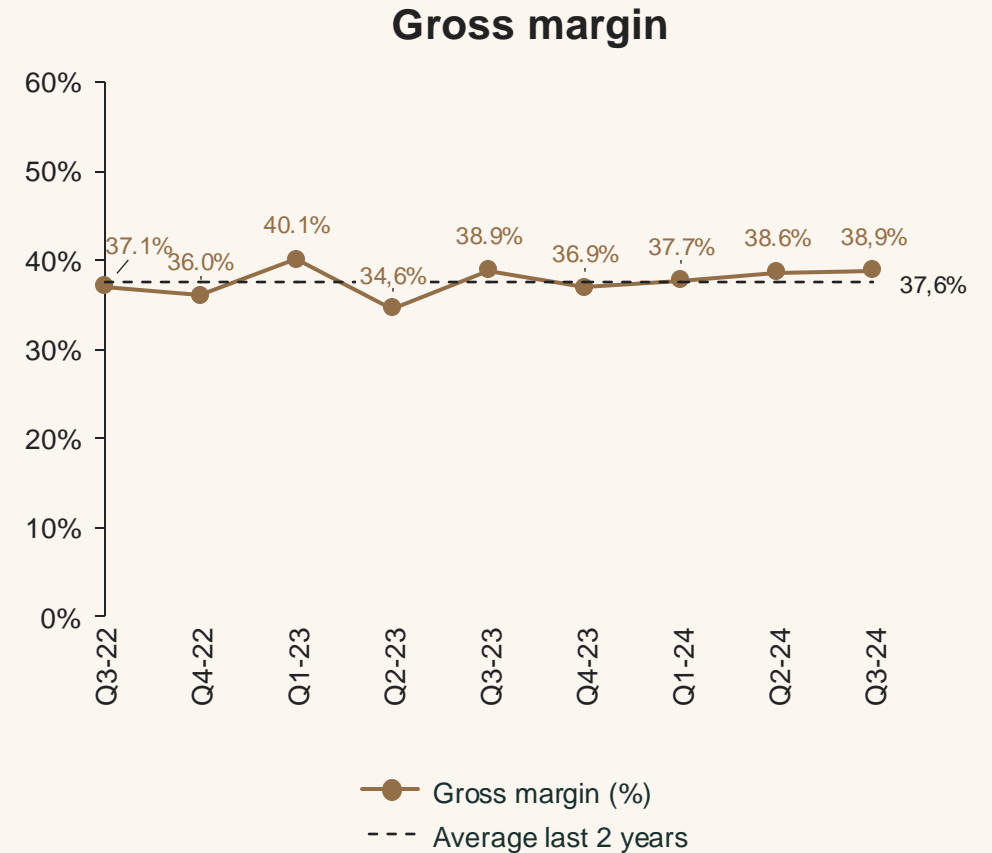
# Soft order intake, backlog provides visibility

MNOK



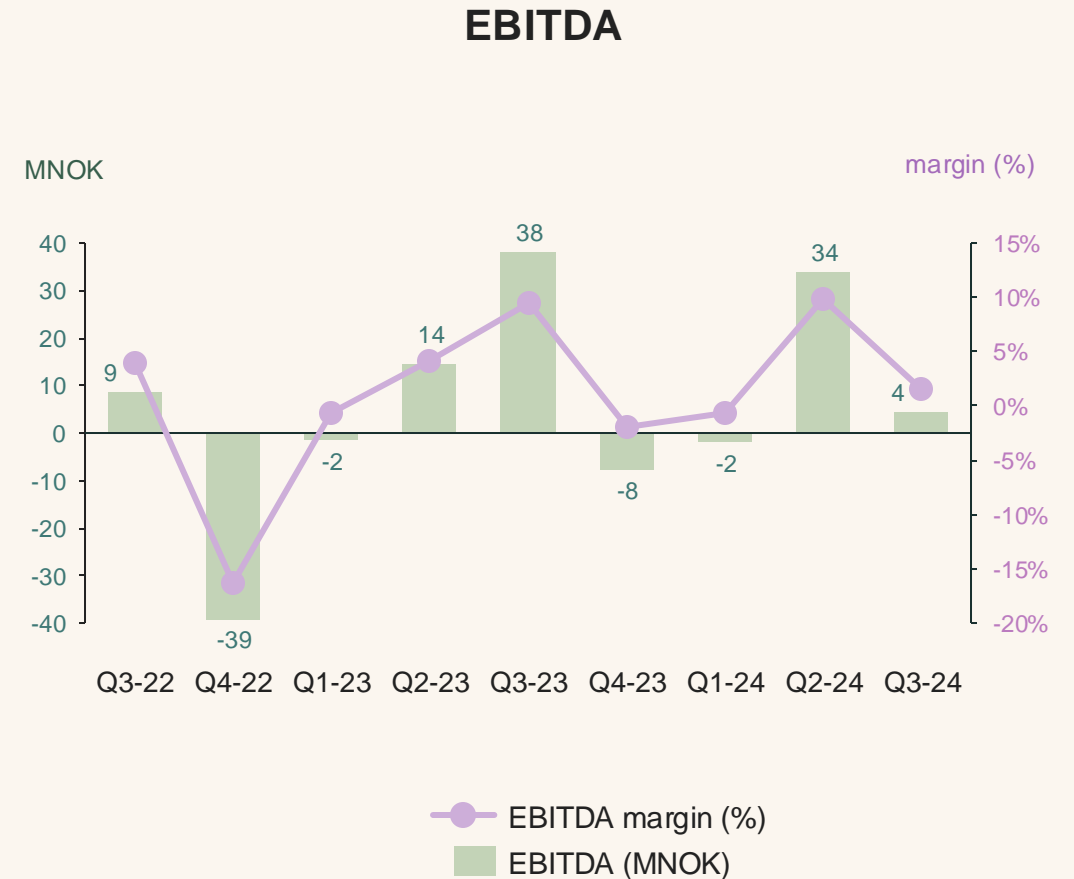
# Increased gross margin

- **Gross margin of 39%**
- Outlook for **continued strong gross margin**



# Positive EBITDA in a challenging quarter

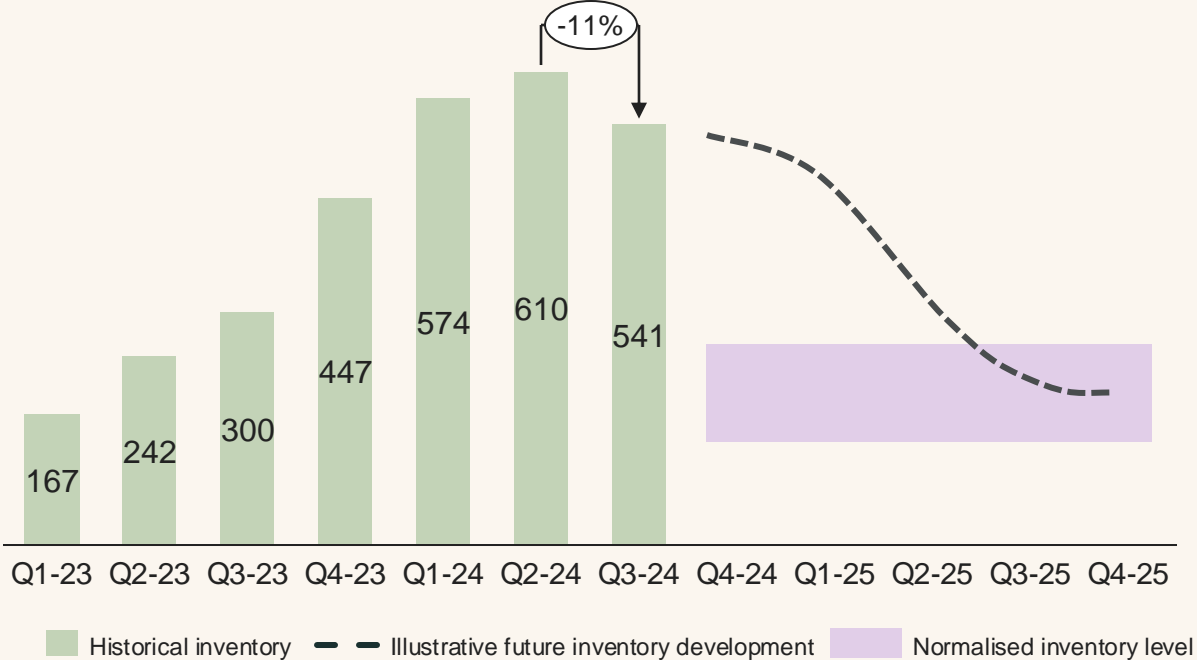
- **EBITDA of 4 MNOK**
- EBITDA negatively impacted by soft revenue due to market conditions





# Inventory reduced, on track for normalization

MNOK



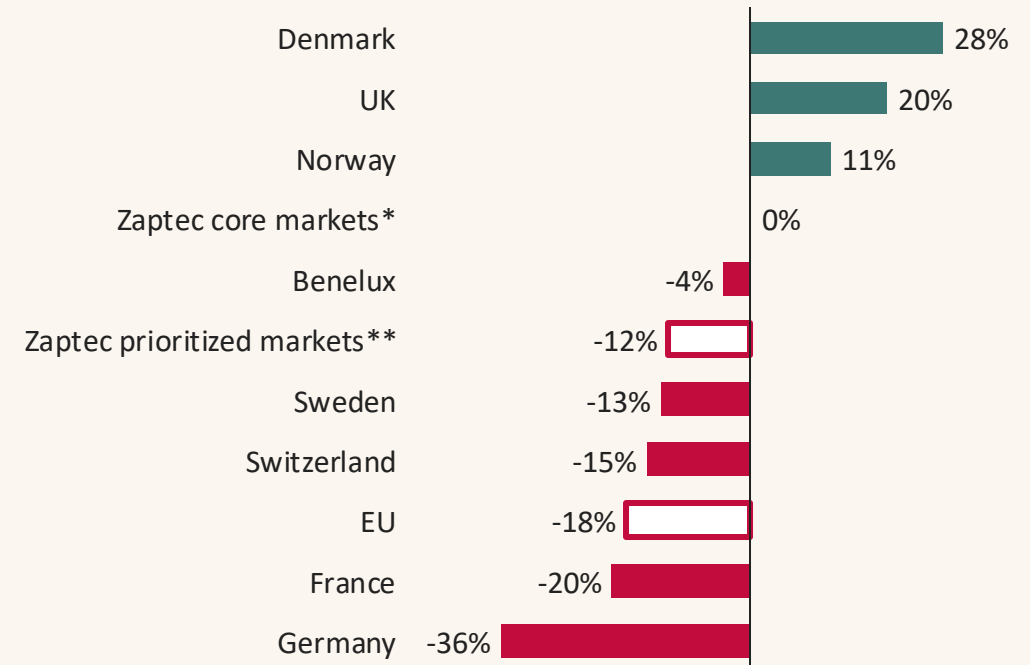
- Inventory reduced 70 MNOK vs. last quarter
- Production and purchase obligations for 2024 and 2025 further reduced
- Inventory normalization anticipated in 2025
- Liquidity improvement expected going forward

# Significant drop in European plug-in vehicle sales

## Weak development in plug-in vehicle sales

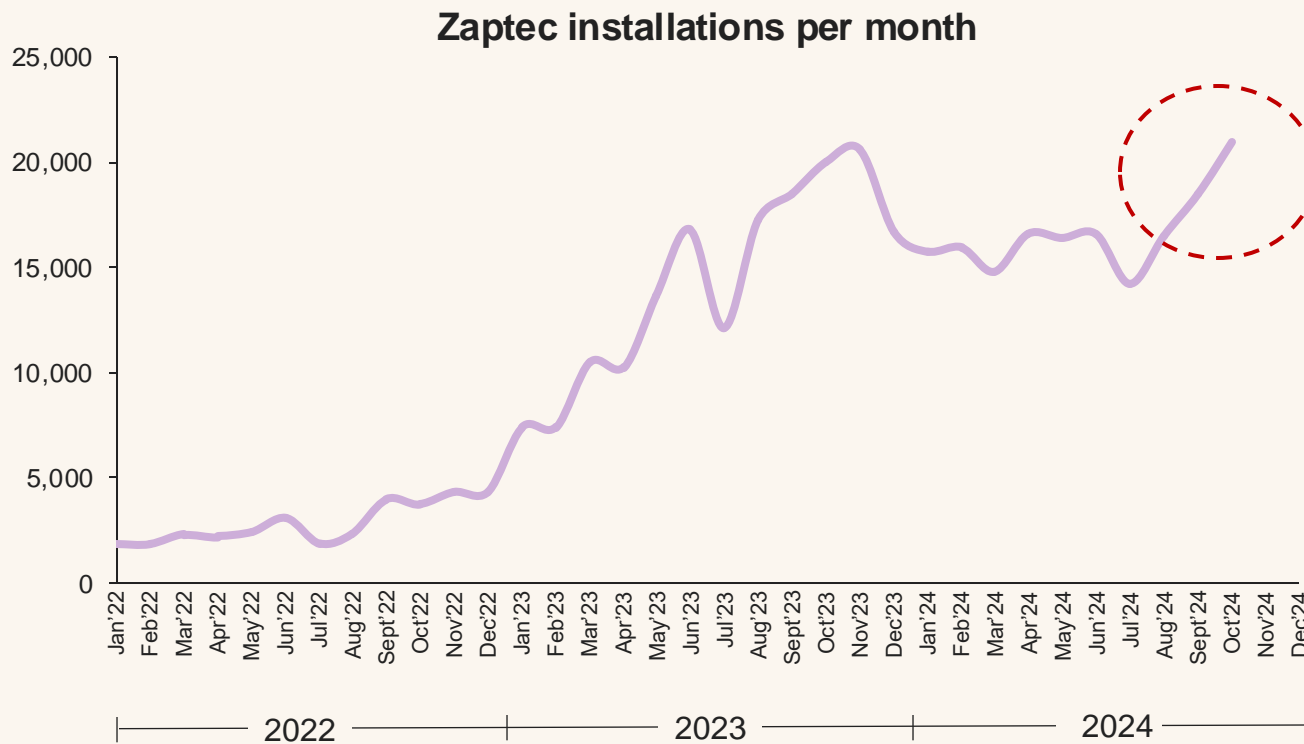
- 18% reduction in EU
- 12% decline in Zaptec prioritized markets
- No growth in Zaptec core markets

Plug-in vehicle sales  
Q3 2024 vs Q3 2023



Zaptec installations on the rise:

# Steady installation growth since July

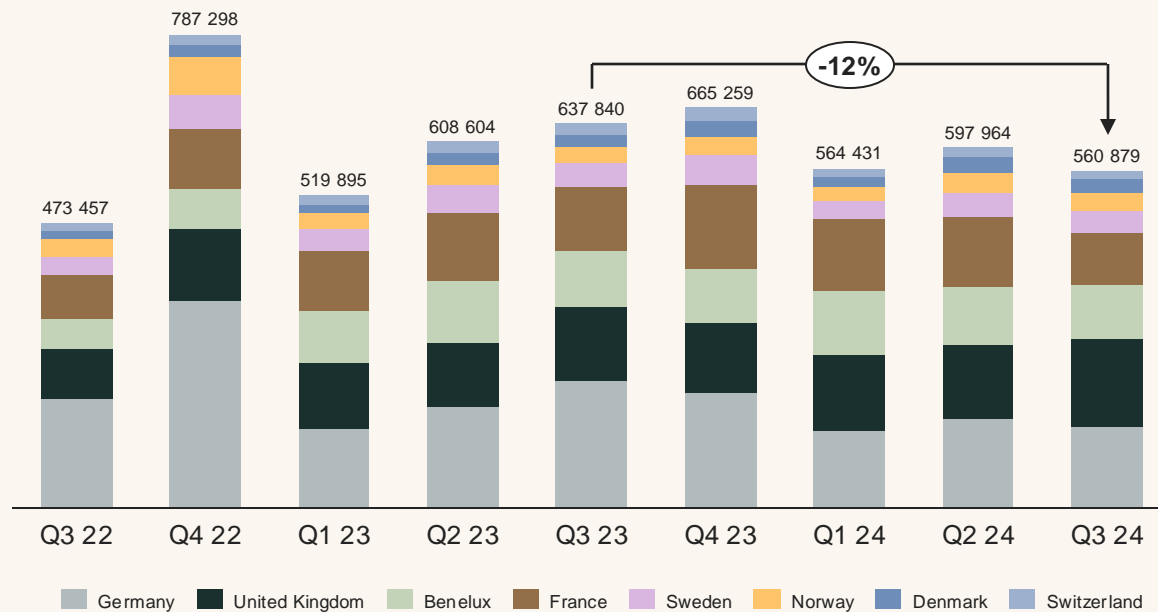


- Underlying growth in installations
- Positive indication for future sales

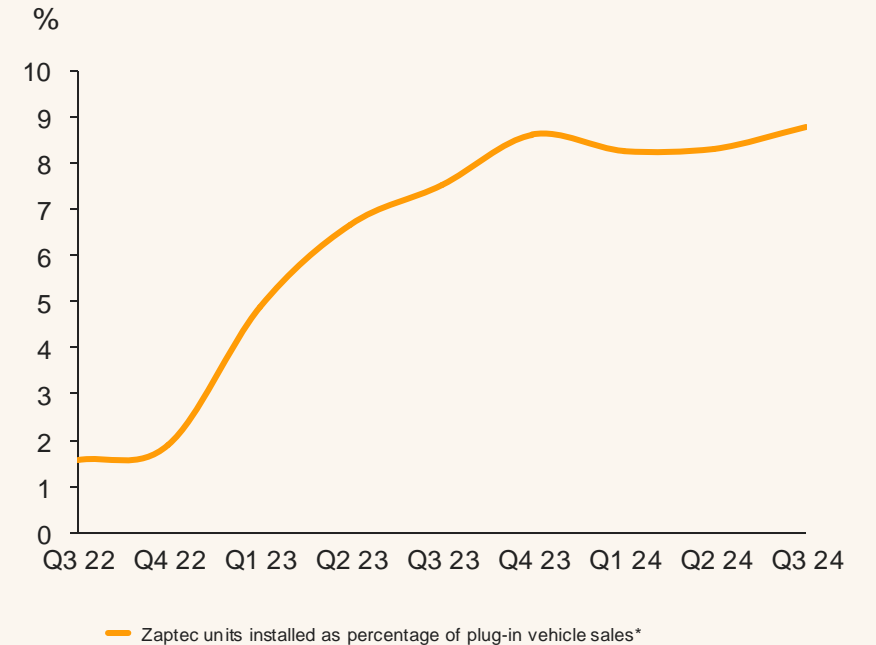
Zaptec is increasing market share:

# Quarterly Zaptec installations vs plug-in sales increasing over time, implying Zaptec is capturing market share

Plug-in vehicle sales in prioritized markets



Zaptec installations vs plug-in vehicle sales



Source: ACEA and Zaptec. Plug-in vehicles are battery electric and plug-in hybrid electric vehicles combined.  
 \* Number of actual Zaptec Pro / Go installations as share of plug-in vehicles sold in Zaptec prioritized markets.  
 Implies that for almost 1 of 10 plug-in vehicle sold in Zaptec's prioritized markets, a Zaptec Go or Pro is installed.



# Market recovery expected

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Zaptec expects market recovery in 2025, driven by;

- Stricter EU CO<sub>2</sub> emission requirements<sup>1</sup>
- Affordable EV models entering the market<sup>2</sup>
- Reduced battery prices<sup>3</sup>
- New incentives to meet the EU's 2035 zero emissions target<sup>4</sup>

Sources:

[1. theicct.org/publication/2025-co2-manufacturers-targets-oct24/](https://theicct.org/publication/2025-co2-manufacturers-targets-oct24/)

[2. evmarketsreportis.com/affordable-evs-set-to-transform-europes-electric-vehicle-market/](https://evmarketsreportis.com/affordable-evs-set-to-transform-europes-electric-vehicle-market/)

[3. goldmansachs.com/insights/articles/electric-vehicle-battery-prices-are-expected-to-fall-almost-50-percent-by-2025](https://goldmansachs.com/insights/articles/electric-vehicle-battery-prices-are-expected-to-fall-almost-50-percent-by-2025)

[4. europarl.europa.eu/pdfs/news/expert/2022/11/story/20221019STO44572/20221019STO44572\\_en.pdf](https://europarl.europa.eu/pdfs/news/expert/2022/11/story/20221019STO44572/20221019STO44572_en.pdf)

# Outlook

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- New products Zaptec Go 2 and Zaptec Pro Eichrecht targeting largest EU markets in Q1
- Growing with new and existing B2B partners through national and international agreements
- Continued commitment to cost efficiency
- Scalable business model with significant free cash generation expected in the years ahead



# Summary

- Soft revenue, but increased market share
- Strong gross margin and positive EBITDA
- Reduced inventory, on track for normalization
- Continued cost focus
- Sufficient liquidity to navigate current market
- Expected market recovery in 2025
- New products to be released in Q1

**Zaptec is well positioned for 2025**



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