INTERIM REPORT Q2

10 August 2022

MAXIMIZING BATTERY PERFORMANCE

Today's presenters

JON LIND
CEO

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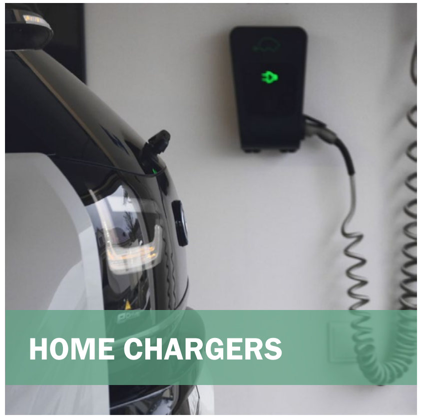
CFO

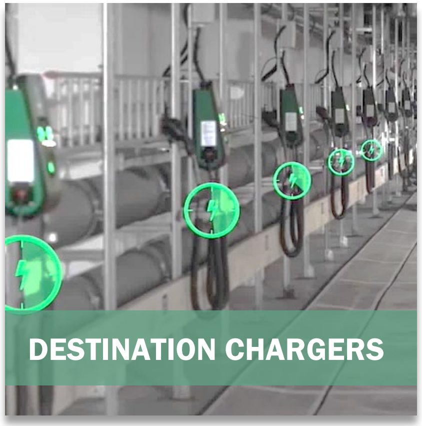
CTEK MAXIMIZING BATTERY PERFORMANCE

What we do at CTEK

EVSE



Installed in a garage, driveway or residential property

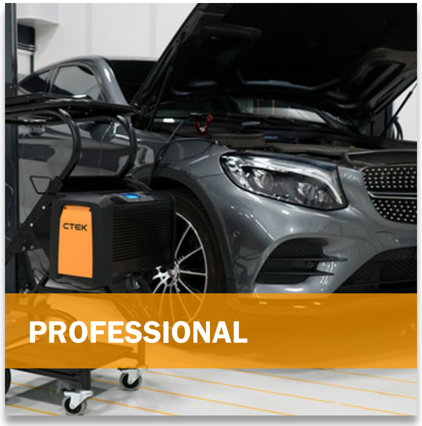


Installed at public destinations, offices etc.

Portable chargers, chargers you can bring with you to use in a summer house etc.

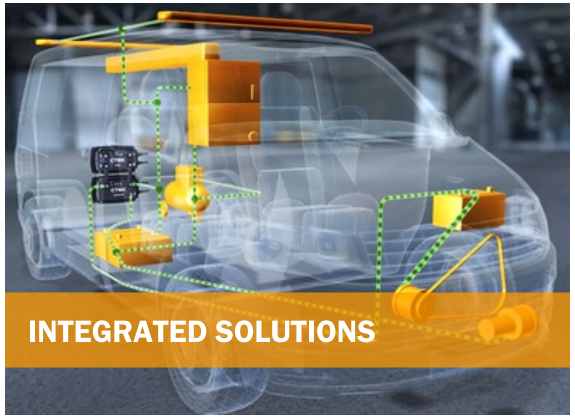
Low voltage

Primarily developed for private vehicle owners
Condition, maintain and monitor battery safety and efficiency



Professional chargers with safe and reliable power supply
Ensure accurate and efficient service and diagnostics

Multi-functional portable charging with revolutionary Adaptive Boost technology



Application areas include ambulances, boats & caravans etc.
Meet steadily increasing power requirements

CTEK has a global presence, efficient sourcing model and established relationships

Organisation

Full control from design to production

~ 80 active patents

~30% of workforce in R&D

R&D and Design →

CTEK

Central functions →

- Global service
- IT
- HR
- Product realisation
- Marketing
- Finance

Technologies

23% EVSE
Share of sales YTD per 2022 Q2

EV chargers
Software
Accessories

Consumer
Professional
Client brand
Integrated solutions

Share of sales YTD per 2022 Q2
77% Low voltage

Divisions

E&F — *475 E&F customers* (EVSE)

- Charging point operators — VATTENFALL
- Electrical wholesalers — YESSS ELECTRICAL
- Installers/electricians — AV-line
- Property owners — LUNDBERGS FASTIGHETER
- Parking owners — Stockholm Parkering
- Occupiers — NTM

AM — *200+ AM retailers, online & distributors* (EVSE, Low voltage)

- Retailers — JULA, Mekonomen
- Pure play online — amazon
- Distributors — KGK
- Workshops/ dealerships — FTZ

OE — *50+ OEM partnerships* (EVSE, Low voltage)

- Automotive — Ferrari, gm
- Powersports — YAMAHA
- Other battery powered use — truma
- Integrated solutions — VOLVO

Product examples

Chargestorm Connected

Consumer

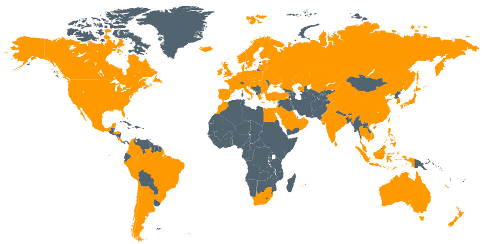
NJORD GO

Client Brand

NJORD GO

Geographical presence

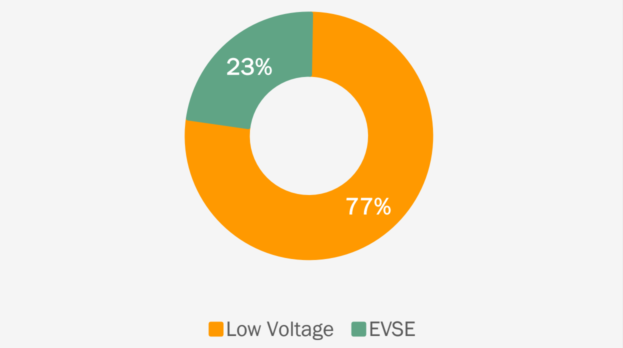
CTEK presence in more than **70** *countries*



CTEK MAXIMIZING BATTERY PERFORMANCE

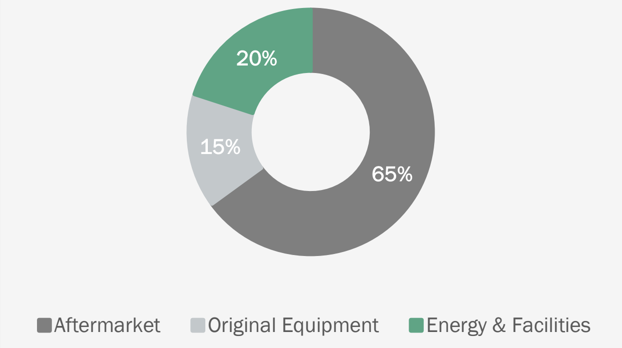
2022 YTD sales by technology, division and region

Sales by technology, YTD



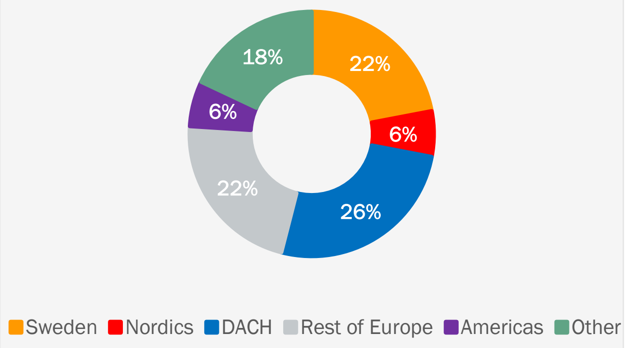
Leading offerings in both EVSE and low voltage

Sales by division, YTD

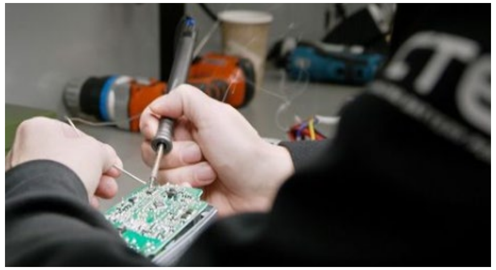


Three sales divisions

Sales by region, YTD



Presence in 70+ countries



Hagastaden – more than 1,000 new charging points installed

- 100% of the parking spaces equipped with a CTEK Chargestorm Connected 2 EV charger
- +1,000 new charging points
- Load balanced by using CTEK **NANOGRID™**
- Monitored by CTEK Charge Portal

Stockholm Parkering

Interim Report – Q2

Highlights – Q2

- Continued strong market climate in the Energy & Facilities and Original Equipment divisions, with higher demand than delivery capacity.
- Demand in Aftermarket, which targets end consumers, was more volatile in the quarter and impacted by the geopolitical situation.
- Deliveries of Electric Vehicle Supply Equipment (EVSE) products accounted for 29 percent (23) of sales in the second quarter.
- Our strong customer relationships provide stability and an incentive to continue to invest in our operations, particularly in destination chargers, which is our primary market segment in EVSE.
- Daily challenges related to the supply of components, production and logistics, although we saw a positive development during the quarter.
- NJORD GO, a portable charger launched last year, is now in full production. Pleased about the reception from the market and aim to roll out NJORD GO to more countries.
- Europe's largest parking garage for EVs in Stockholm equipped with exclusively CTEK chargers.
- Price increases were made according to plan in May to offset the cost increases in various parts of the operations.

Strong market climate within EVSE

SEKm	2022 Q2	2021 Q2	Full year 2021
AM	141.0	150.9	643.9
OE	29.6	23.1	103.2
E&F	53.9	44.8	148.3
Central	10.1	2.2	26.5
Total net sales	**234.7**	**221.0**	**921.8**
Gross margin	52.1%	55.0%	52.9%
AM	50.7	55.4	247.4
OE	3.3	3.6	19.9
E&F	-3.6	1.6	-23.9
Adj. EBITDA pre OH costs	**50.3**	**60.6**	**243.4**
Overhead costs	-16.7	-13.7	-52.7
Adj. EBITDA, group	**33.6**	**47.0**	**190.7**
Depreciations, non-acquisition related fixed assets	-10.4	-9.4	-40.0
Adjusted EBITA, group	***23.2***	***37.5***	***150.7***
Items affecting comparability	*-*	*-15.8*	*-40.4*
EBITA, group	***23.2***	***21.7***	***110.3***
Financial net	-0.6	-7.7	-76.0
Tax	*-3.7*	*-2.9*	*-1,4*
Profit/loss for the period	***11.8***	***3.9***	***4,4***
EPS after dilution, SEK	*0.24*	*0.07*	*0.10*

Comments Q2

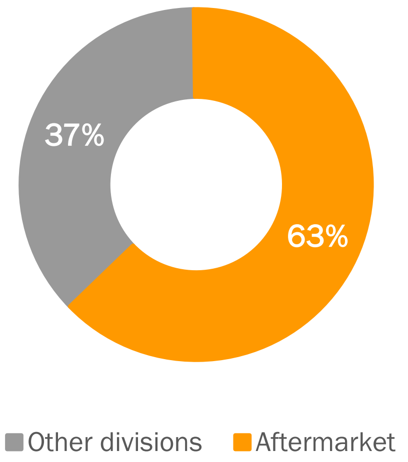
- Organic growth of 1%, volume trend for the Original Equipment and Energy & Facilities divisions remained healthy. Aftermarket division noted a more volatile demand due to current geopolitical situation and a lower share of online sales.
- Gross margin decreased with 2.9 p.p. to 52.1%, due to continued supply chain disruptions, higher logistics and component costs, and a changed product mix compared with last year.
- Adjusted EBITA margin amounted to 9.9% (17.0). The development was mainly due to a lower gross margin, and continuing investments in the organization.
- Financial items (net) amounted to SEK -0.6 million (-7.7).
- EPS was 0.24 SEK (0.07).

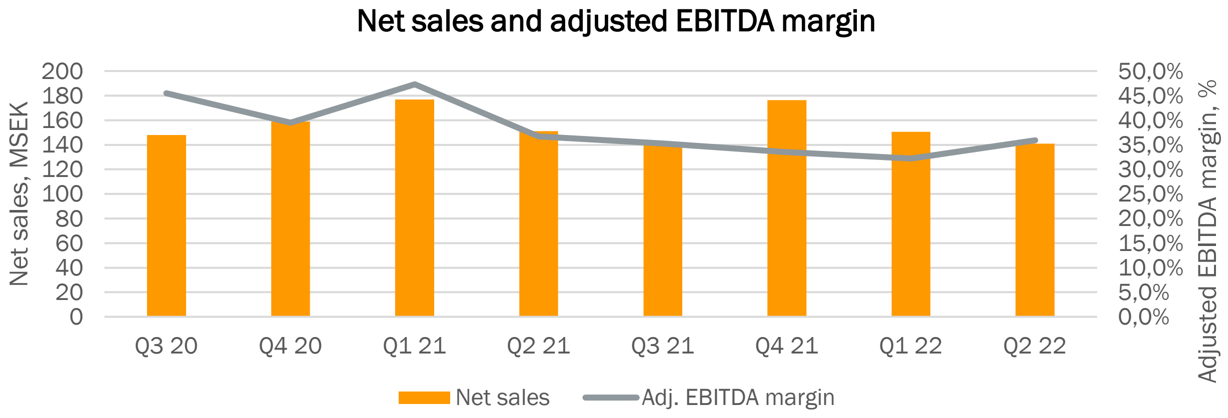
Aftermarket

Costs for components and freights remain at high level

- Net sales fell 7 percent to SEK 141m (151) for the second quarter. Organic growth was -12 percent. The Aftermarket division noted more volatile demand due to current geopolitical situation, and a lower share of online sales. Production of NJORD GO, a portable EV charger launched last year, was gradually ramped up during the quarter.
- Adjusted EBITDA declined to SEK 51m (55), corresponding to a margin of 35.9 percent (36.7), negatively impacted by lower volumes and higher component costs.

Share of divisional sales Q2 – Aftermarket

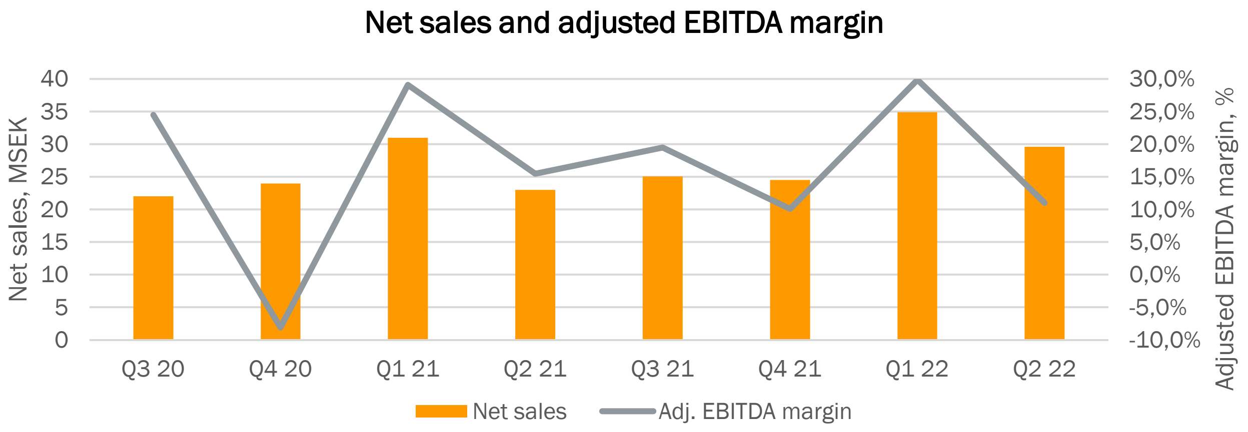




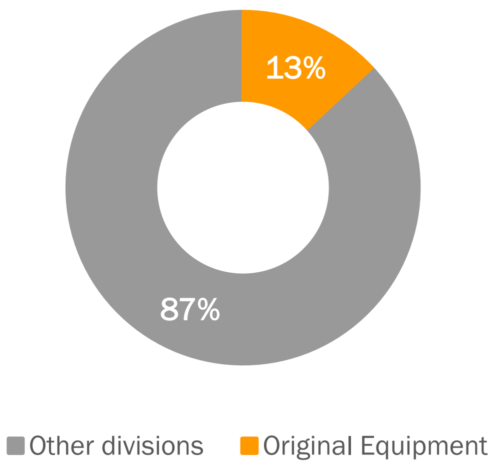
Original Equipment

Increased deliveries to car manufacturers after the pandemic

- Net sales increased 28 percent to SEK 30m (23) for the second quarter. Organic growth was 18 percent. The performance was due to generally higher demand from a number of leading automotive manufacturers in different geographies after a weaker period due to the pandemic.
- Adjusted EBITDA amounted to SEK 3m (4), corresponding to a margin of 11.0 percent (15.5), partly due to continuing investments in marketing and sales resources.



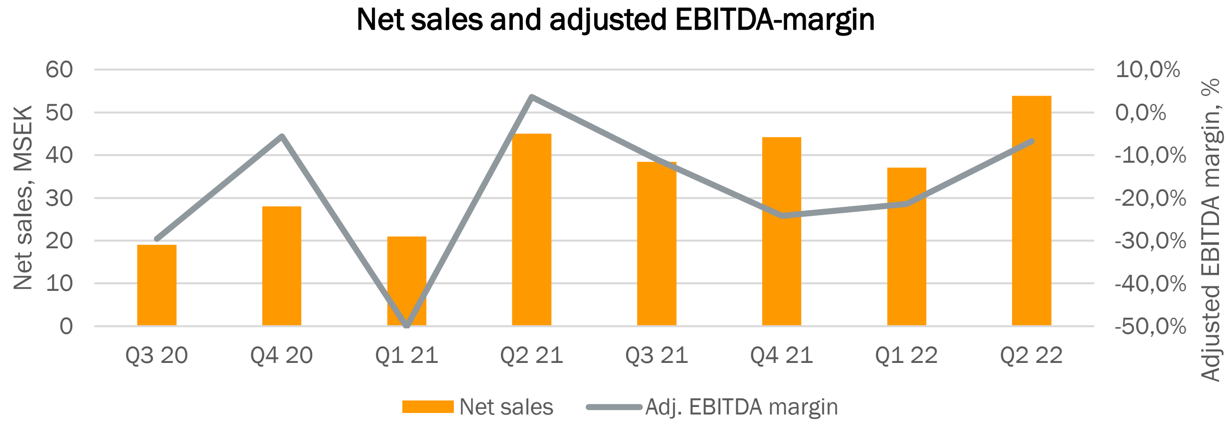
Share of divisional Q2 – Original Equipment



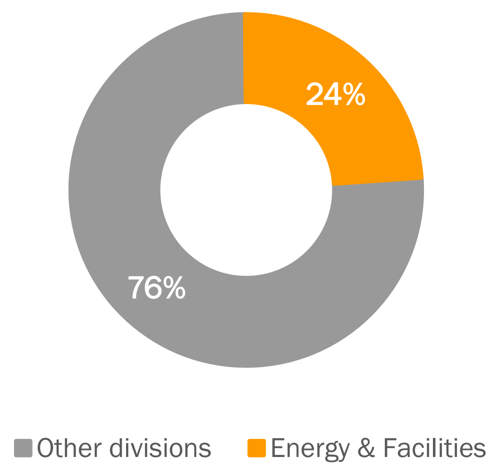
Energy & Facilities

High demand from domestic customers

- Net sales increased 20 percent to SEK 54m (45) for the second quarter. Organic growth was 20 percent. The lower growth rate compared to last year was due to a very strong comparative quarter. The demand for EV chargers remained very high in all of CTEK's geographic markets.
- Adjusted EBITDA amounted to SEK -4m (2), corresponding to a segment margin of -6.7 percent (3.6). Although the higher volume had a positive impact on earnings, it was offset by increased costs for activities in new markets and product launches. The operations continue to have a relatively large share of fixed costs compared with current volumes.



Share of divisional sales Q2 – Energy & Facilities



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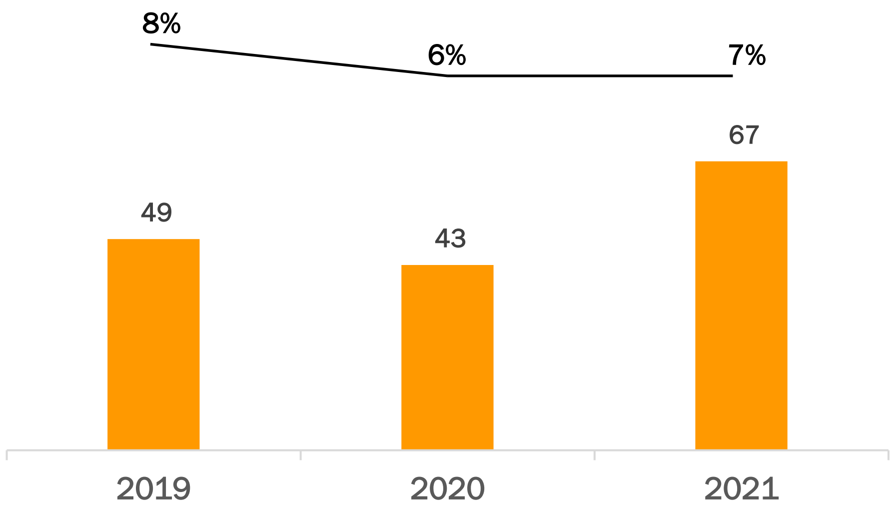
Cash flow and Capex

Higher OPEX needs reduces cash flow from operations

- Cash flow from operating activities amounted to SEK -8m (29) for the first six months.
- Capex for the period amounted to SEK -56m (-27).
- Cash flow for the period was -3.5m (-0.3).
- Cash and cash equivalents at the end of the period amounted to 53m (96).
- Net debt ratio for the period was 4.2x (2.6).

Capital expenditure development (2019-2021)



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Strategy and Current trading

Current trading

- **Continuing strong EVSE demand**
  - Increasingly intense climate debate and willingness both from politicians and from the business world to reduce the negative effects on the climate.
  - Research project regarding vehicle-to grid (V2G), in cooperation with Polestar & Ferroamp etc.
  - Continued investments in product development through consultants and partners to strengthen long-term competitiveness.
  - Very competitive product portfolio both within EVSE and Low voltage.
- **Challenging macro environment continues to hamper the operations**
  - Forced to swap components, make a larger number of purchases outside framework agreements, increase inventory levels and accept higher logistics costs in order to be able to receive materials and deliver products in time.
    - However, positive development during the second quarter.
- **The first units of the base variant – the GM Ultium Chargers – will be delivered to General Motors in August**
  - An additionall product model will be launched, as earliest, by the end of the year.
- **Continued investments to secure future growth**
  - Investments in product development and customer support in connection with our marketing and sales activities in more and more export markets, particularly in the EVSE segment.

Mid term strategy

AM strategy

EVSE

- Grow using established relations

Low voltage

- Develop next generation consumer offering
- Grow in professional offering
- Grow in prioritized geographies

OE strategy

- Retain strong position in client branded offering
- Develop current and win additional contracts

E&F strategy

- Expand geographical footprint
- Extend hardware offering
- Develop back-end platform and service offering
- Achieve profitability from operational scale effects

M&A Strategy

M&A opportunities

- Fragmented EVSE market
- Value chain expansion
- Geographic expansion
- Product expansion

CTEK is an attractive buyer

- Powerful brand equity
- Global distribution power

Today

Future

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Financial targets mid term

Growth	• *Achieve SEK 2bn in sales in the medium term with the majority stemming from EVSE products*
Margin	• *Achieve an adjusted EBITA margin of more than 25% in the medium term. Growth in the E&F division may impact in the short term*
Capital structure	• *Net debt shall amount to less than 3.0x LTM adjusted EBITDA, strategic decisions such as acquisitions can have a temporary impact*
Dividend policy	• *We invest our resources into growth and developing our business. In addition, we aim to pay out a dividend corresponding to 30% of net earnings*

25
25 YEARS POWERED BY CTEK
CTEK
automobili Lamborghini
RESET
MODE
CTEK
CTEK