INTERIM REPORT Q1

MAXIMIZING
BATTERY
PERFORMANCE

Today's presenters

OLA CARLSSON
Acting CEO

THOM MATHISEN
CFO

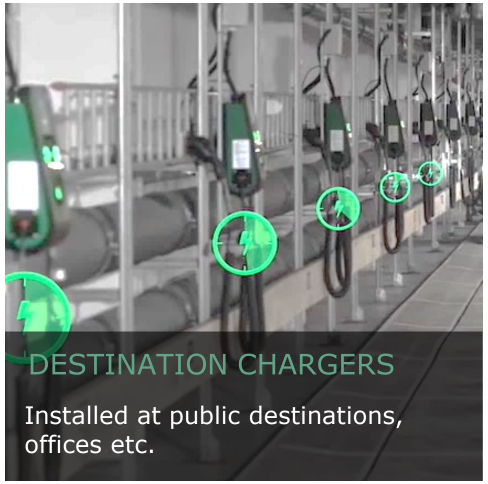
CTEK MAXIMIZING BATTERY PERFORMANCE

What we do at CTEK

EVSE

HOME CHARGERS

Installed in garages, driveways or at residential properties



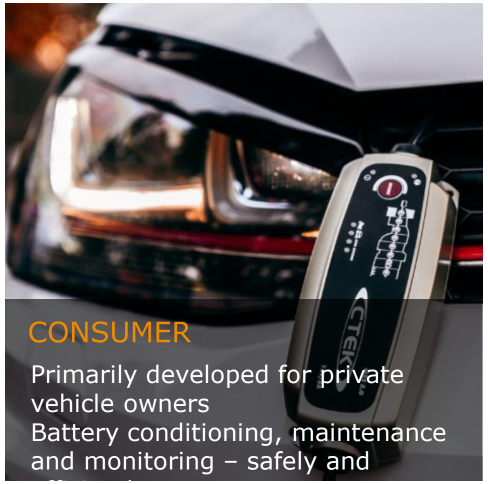
DESTINATION CHARGERS

Installed at public destinations, offices etc.

PORTABLE EV CHARGERS

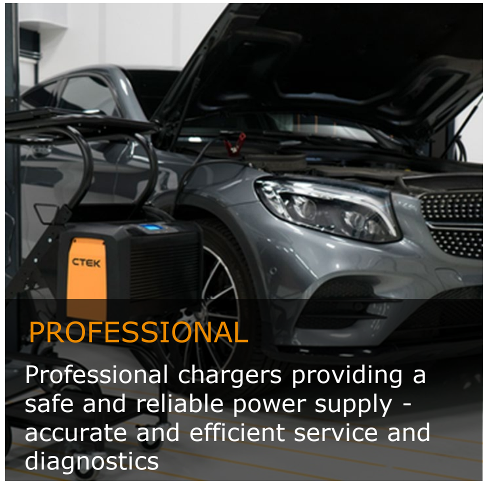
Portable chargers for use away from home (e.g. holiday homes)

Low voltage



CONSUMER

Primarily developed for private vehicle owners
Battery conditioning, maintenance and monitoring – safely and

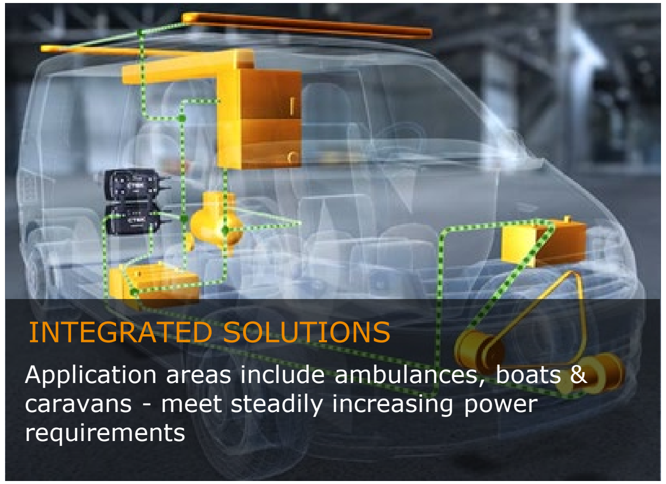


PROFESSIONAL

Professional chargers providing a safe and reliable power supply - accurate and efficient service and diagnostics

PORTABLE LOW VOLTAGE

Multi-functional portable charging with revolutionary Adaptive Boost technology



INTEGRATED SOLUTIONS

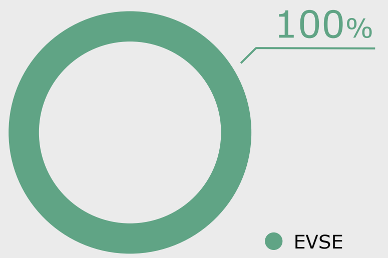
Application areas include ambulances, boats & caravans - meet steadily increasing power requirements

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

○ EVSE
○ Low Voltage

Divisions – sales split by technology YTD | **Divisions - channels & customers** | **Product examples** | **Geographical presence**

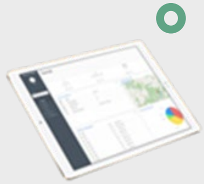
E&F



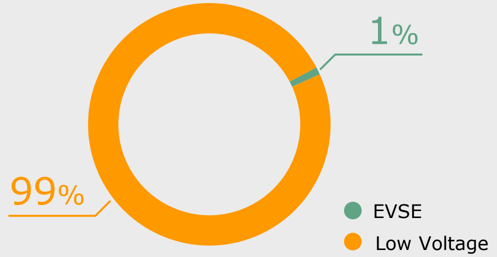
Charging point operators	VATTENFALL
Electrical wholesalers	YESSS ELECTRICAL
Installers/electricians	AV-line
Property owners	LUNDBERGS FASTIGHETER
Parking owners	Stockholm Parkering
Occupiers	NTM

Chargestorm Connected 2

Charge Portal (SW)



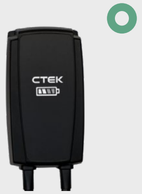
AM



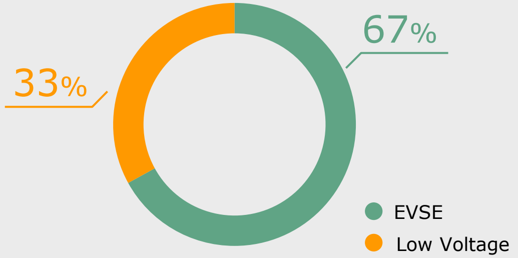
Retailers	JULA Mekonomen
Pure play online	amazon
Distributors	KGK
Workshops/dealerships	FTZ

CS ONE

NJORD GO



OE

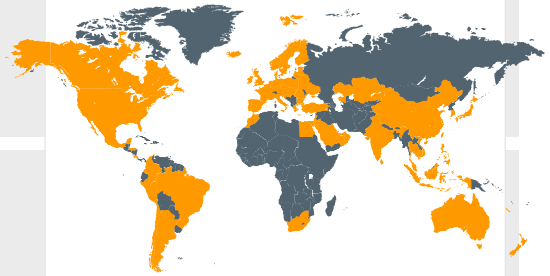


Automotive	Ferrari gm
Powersports	YAMAHA
Other battery powered use	truma
Integrated solutions	VOLVO

Client brand

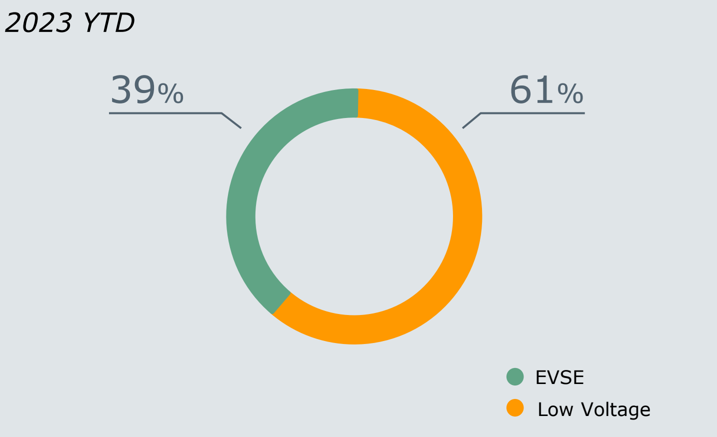
GM Ultium Charger

CTEK presence In more than **70** *countries*



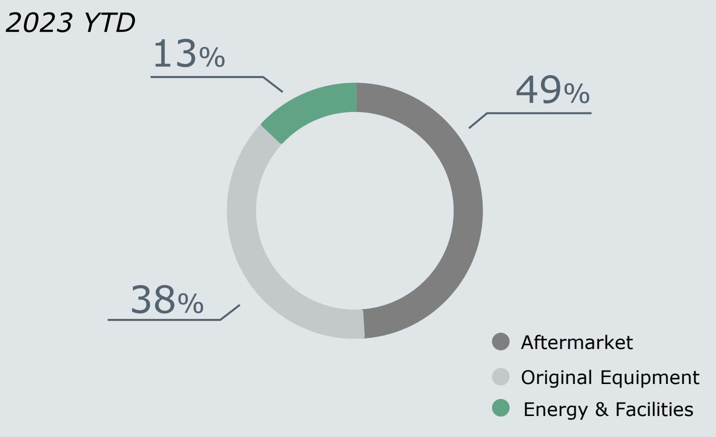
2023 YTD sales by technology, division and region

Sales by technology



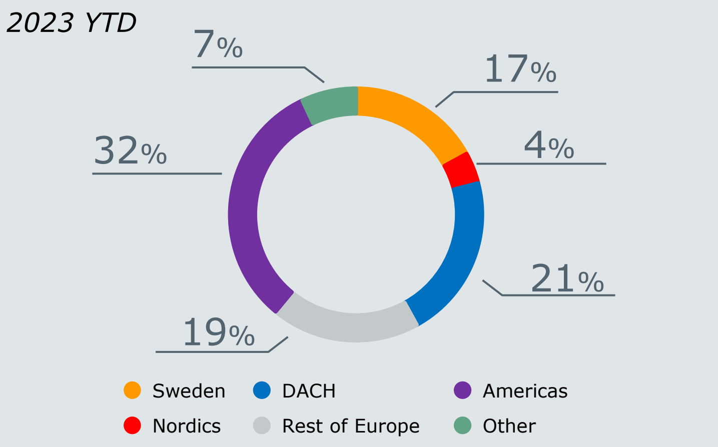
Leading offering in both EVSE and low voltage

Sales by division

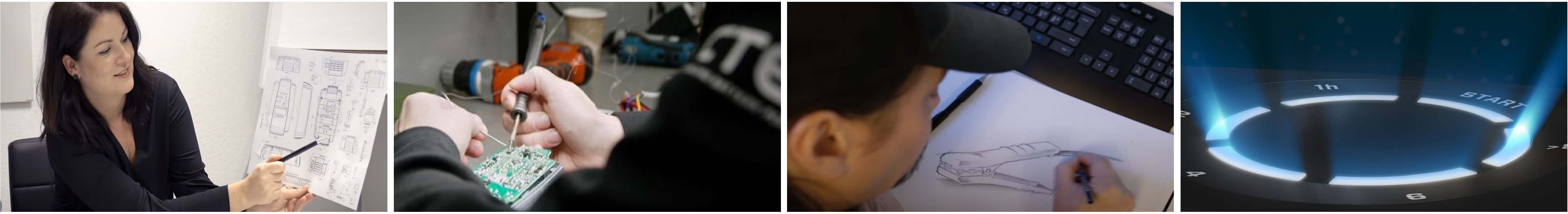


Three sales divisions

Sales by region



Presence in 70+ countries



MAXIMIZING
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PERFORMANCE

Q1 Interim Report

Key financials Q1 2023

SEKm	2023 Q1	2022 Q1	Full year 2022
AM	120.9	150.6	566.4
OE	93.3	34.9	178.7
E&F	31.7	37.1	180.2
Central	0.0	14.2	24.8
Total net sales	**245.8**	**236.8**	**950.1**
Gross margin	44.5%	48.4%	50.3%
AM	44.6	48.4	195.9
OE	3.2	10.4	30.9
E&F	-7.3	-7.9	-32.5
Adj. EBITDA pre OH costs	**40.5**	**50.9**	**194.3**
Overhead costs	-19.1	-18.3	-71.2
Adj. EBITDA, group	**21.5**	**32.6**	**123.1**
Depreciations, non-acquisition related fixed assets	-14.1	-10.6	-43.9
Adjusted EBITA, group	***7.4***	***22.0***	***79.2***
Items affecting comparability	*-9.0*	*-*	*-14.9*
EBITA, group	***-1.6***	***22.0***	***64.3***
Financial net	-13.1	-0.9	-14.8
Tax	*4.0*	*-3.4*	*-18.6*
Profit/loss for the period	***-17.6***	***10.8***	***2.7***
EPS after dilution, SEK	*-0.35*	*0.22*	*0.05*

Comments Q1 2023

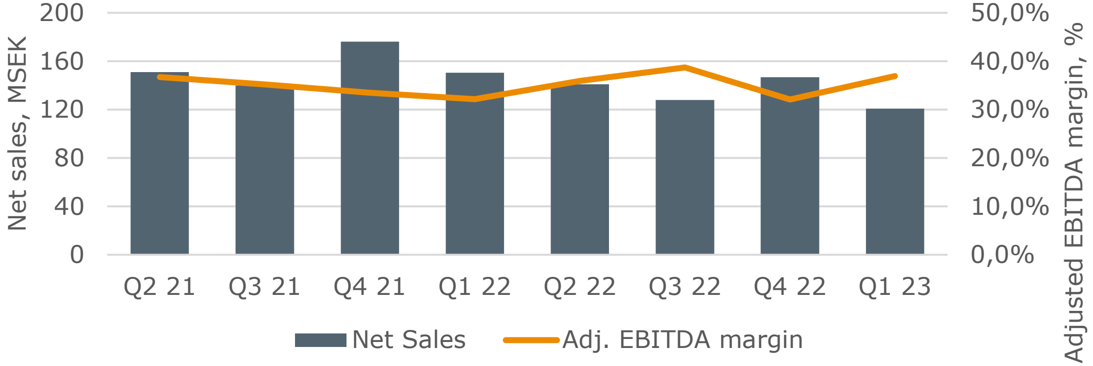
- Net sales grew 4 % to SEK 246m (237), -4% adjusted for currency
- EVSE products accounted for 39% (17%) of total sales
- Gross margin decreased 3.9 p.p. to 44.5% (48.4%) Lower margin mainly due to a changed product mix
- Adjusted EBITA margin decreased to 3.0% (9.3%).
- Q1 2023 included SEK -9m (0) of items affecting comparability, mainly attributable to organizational changes
- Financial items (net) amounted to SEK -13.1m (-0.9m)
- EPS was SEK -0.35 (0.22)

Aftermarket

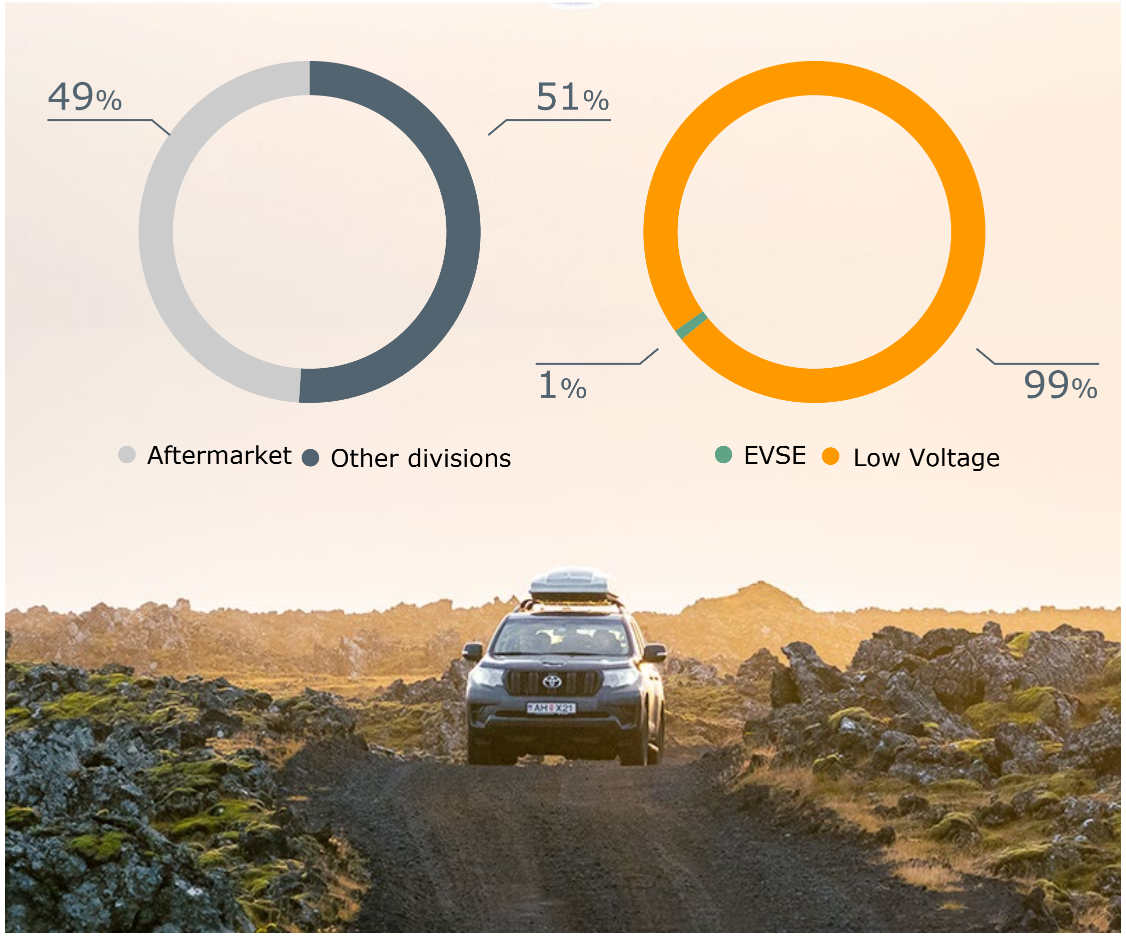
Lower consumer spending impacted net sales

- Net sales fell 20% to SEK 121m (151m) in Q1 2023, or -25% adjusted for currency
- The Aftermarket division noted more volatile end-consumer demand due to restrained consumer spending.
- Adjusted EBITDA amounted to SEK 45m (49m), corresponding to a margin of 36.9% (32.2%). The positive margin development was due to less air freights and spot buy of components compared to last year.

Net sales and adjusted EBITDA margin



Share of divisional Q1 sales - Aftermarket

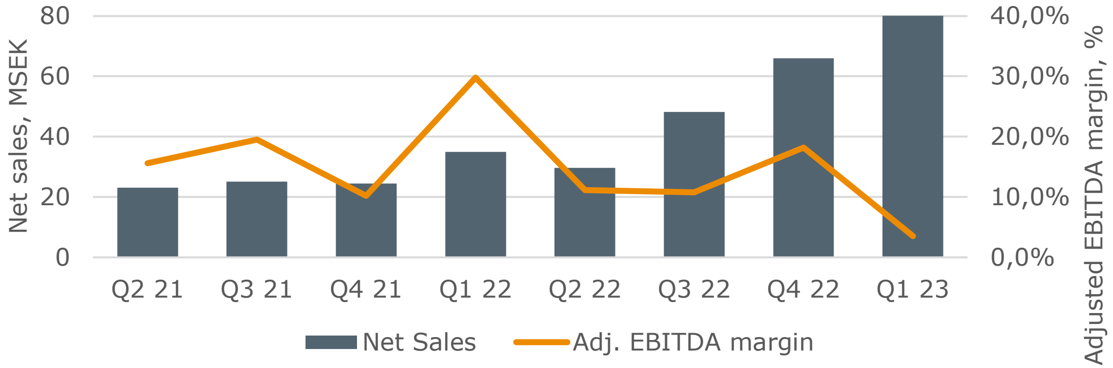


Original Equipment

Improved net sales due to ramp-up of GM deliveries

- Net sales increased 167% to SEK 93m (35m) in Q1 2023, of which 145% organically
- The performance was due to the ramp-up of EV charger deliveries to General Motors.
- Adjusted EBITDA amounted to SEK 3m (10m), corresponding to a margin of 3.5% (29.9%). The negative margin development is related to a change in product mix.

Net sales and adjusted EBITDA margin

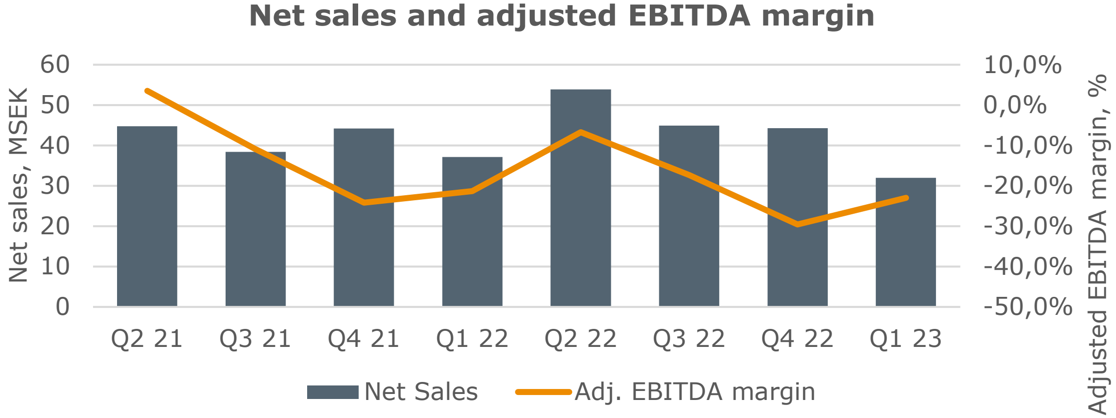


Share of divisional Q1 sales – Original Equipment

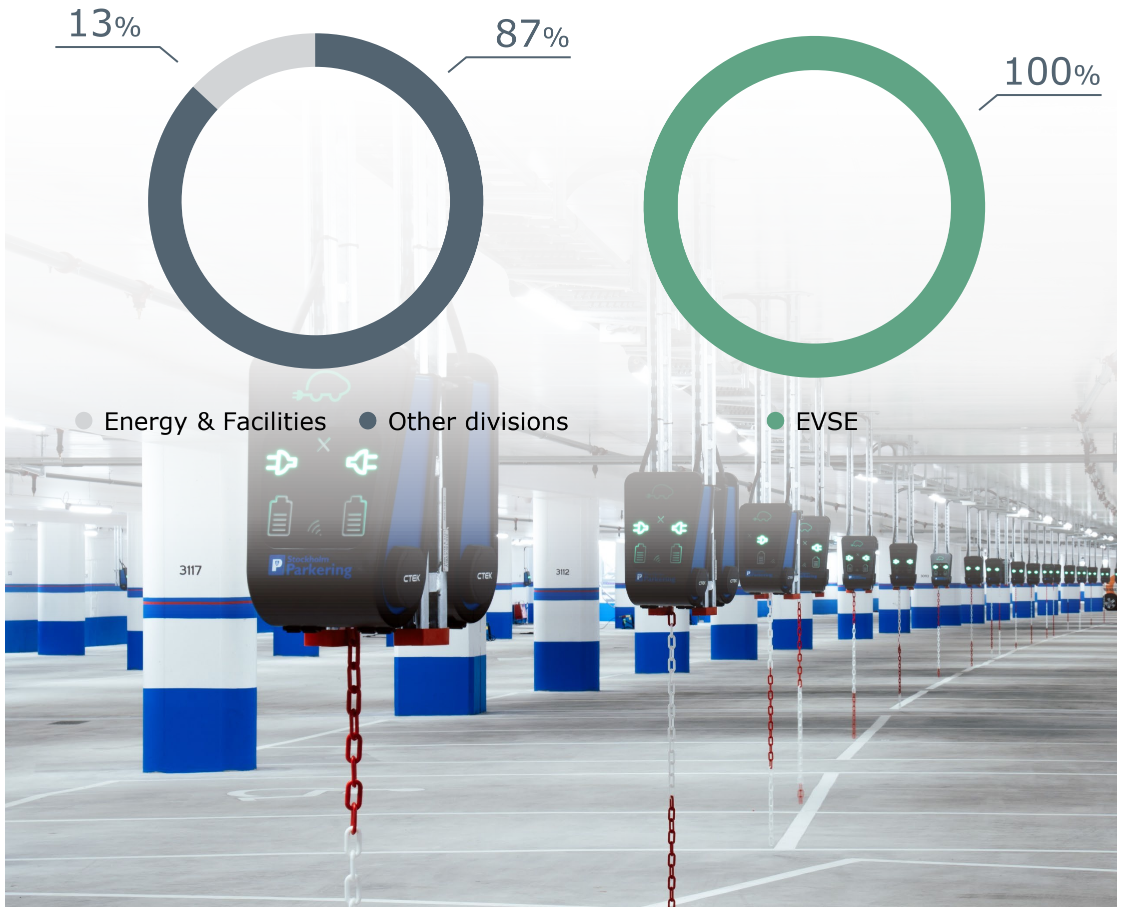
Energy & Facilities

Lower sales due to less activity within the construction sector

- Net sales fell 15% to SEK 32m (37m) in Q1 2023, or -16% adjusted for currency.
- Focus on profitable growth over topline growth and a lower activity within the construction sector have impacted sales negatively.
- Adjusted EBITDA amounted to SEK -7m (-8m), corresponding to a segment margin of -23.0% (-21.4%). The operations have a relatively large share of fixed costs given current volumes.



Share of divisional Q1 sales – Energy & Facilities

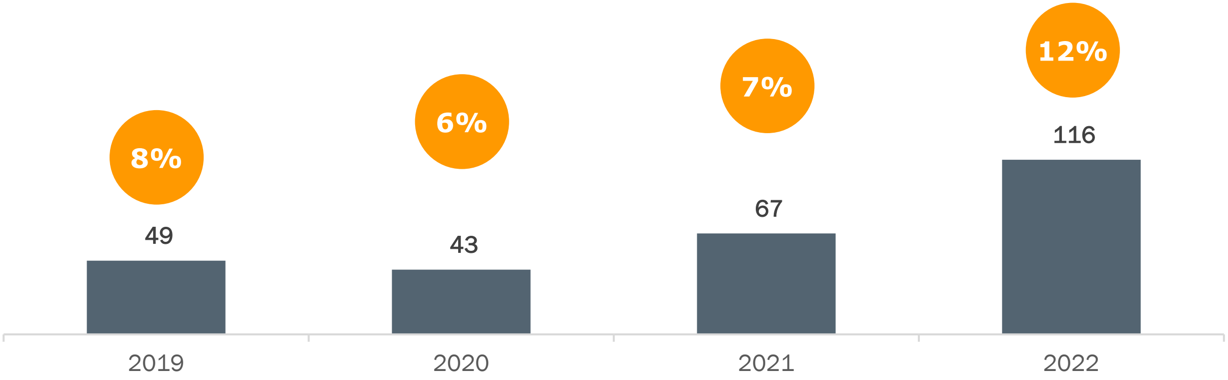


Cash flow and Capex

Improved cash flow from operating activities

- Cash flow from operating activities amounted to SEK 36m (-1m) in the period.
- Capex during the period amounted to SEK -27m (-28m).
- Cash flow after investment activities in the period was SEK 10m (-29m).
- Cash and cash equivalents at the end of the period amounted to SEK 159m (51m). Available credit facilities at the end of period amounted to SEK 200m (100), which of SEK 0m (85) had been utilized.
- Net debt to LTM EBITDA ratio for the period decreased to 3.0x, as a result of the completed rights issue.

Capital expenditure development (2019-2022)



Current trading & Outlook

Current trading

- **350 MSEK rights issue completed**
- **Previously initiated activities according to plan**
  - Strong turn around in cash-flow generation and decreased NWC with approx. 50MSEK in Q1.
  - Operational expenses, significantly lower than Q4.
  - Majority of organization changes completed, with full effect from Q4 2023.
- **General lower market activity**
  - Lower consumer spend, mainly affecting the Aftermarket division.
  - Less activity in the construction sector in core markets for Energy & Facilities.
- **Significantly lower EVSE volumes within the OE Division for 2023 than anticipated.**
- **Due to the continuously uncertain market conditions, further mitigation activities will be evaluated.**

Updated guidance for 2023

Net Sales

		Updated guidance
Aftermarket	→	↘
Original Equipment	↗	→
Energy & Facilities	→	→
EVSE	↗	→

Gross margin

Approximately 10 p.p. decline on Group level, mainly due to shift in product mix.

Update: Slightly lower than last year on a group level due to less growth of EVSE sales within the Original Equipment division.

Adjusted EBITA

Further decrease in Q1 followed by gradual improvement during the year towards high single-digit margin.

Update: Further decrease in Q2, gradual improvement from Q3.

CAPEX

Back to normal R&D levels, materially lower than 2022.

Update: Back to more normal in nominal terms.

Cash flow

Positive, mainly due to lower CAPEX and actions to reduce NWC, as well as the robust cost reduction initiated.

Net debt

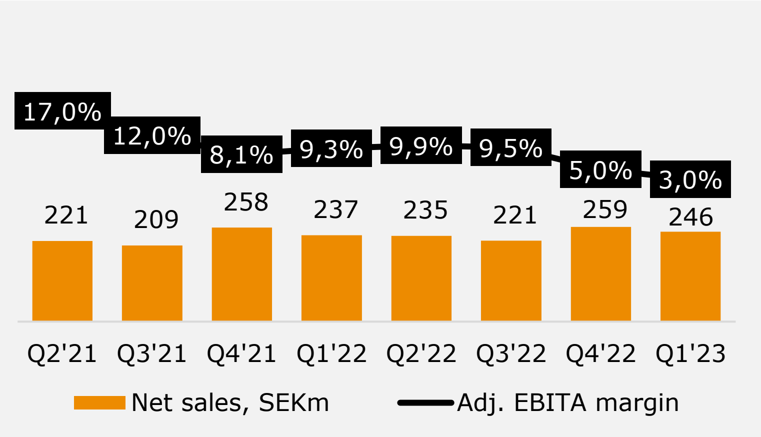
In line with financial target.

Update: Above financial target due to lower earnings.

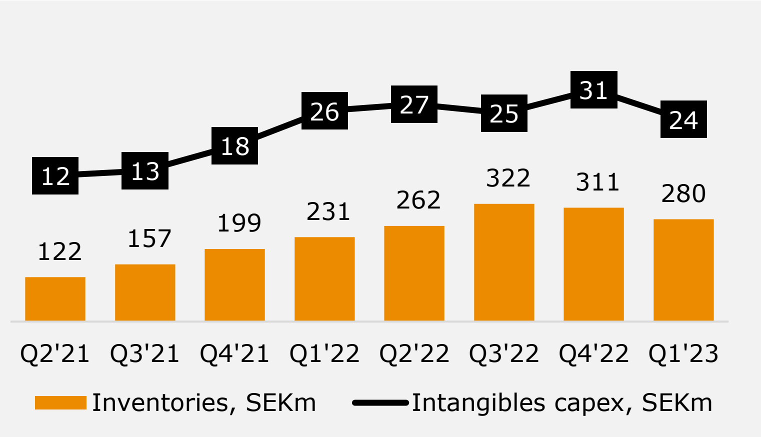
Previously communicated actions to improve profitability and strengthen balance sheet continue as per plan

KPI	End of 2022	Q4 2022 vs Q1 2023 variance	End of 2023 target
Workforce (incl. consultants)	>300	~270	~230
Opex	~SEK 100m (runrate Q4)	~SEK 88m	~SEK 80m (runrate Q4)
Development Cost	~SEK 150m	~SEK 100m (runrate)	~SEK 80m
Cash flow	~SEK -160m	Improved with >70MSEK	Positive

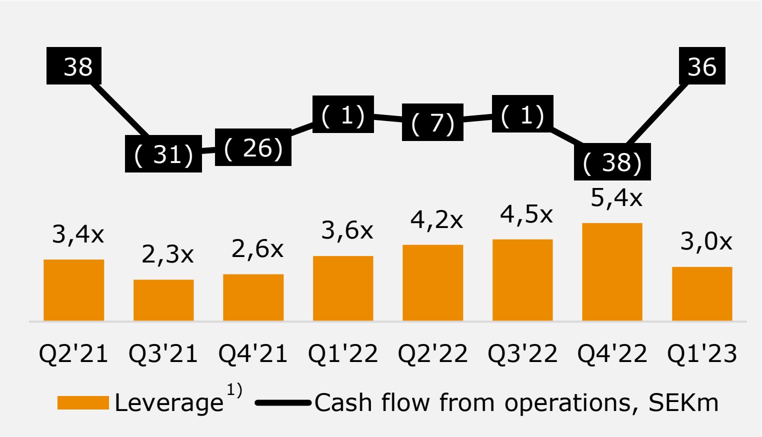
Net sales and Adj. EBITA margin



Inventories and intangibles capex



Leverage and cash flow from operations



Note: 1) Net debt / LTM Adj. EBITDA

CTEK MAXIMIZING BATTERY PERFORMANCE

Mid term financial targets

GROWTH	Achieve SEK 2bn in sales in the medium term with the majority stemming from EVSE products
MARGIN	Achieve an adjusted EBITA margin of 20% in the medium 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

Strategic Direction

AM strategy

- 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 low voltage client branded offering
- Leverage strong client brand relations to expand offering into EVSE solutions
- Expand Integrated solution customer base

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 partner

- Powerful brand equity
- Global distribution power

Seen as a potential accelerator, but not obligatory

EVSE products sold across all the divisions

i.e. the EVSE growth journey will benefit the entire business