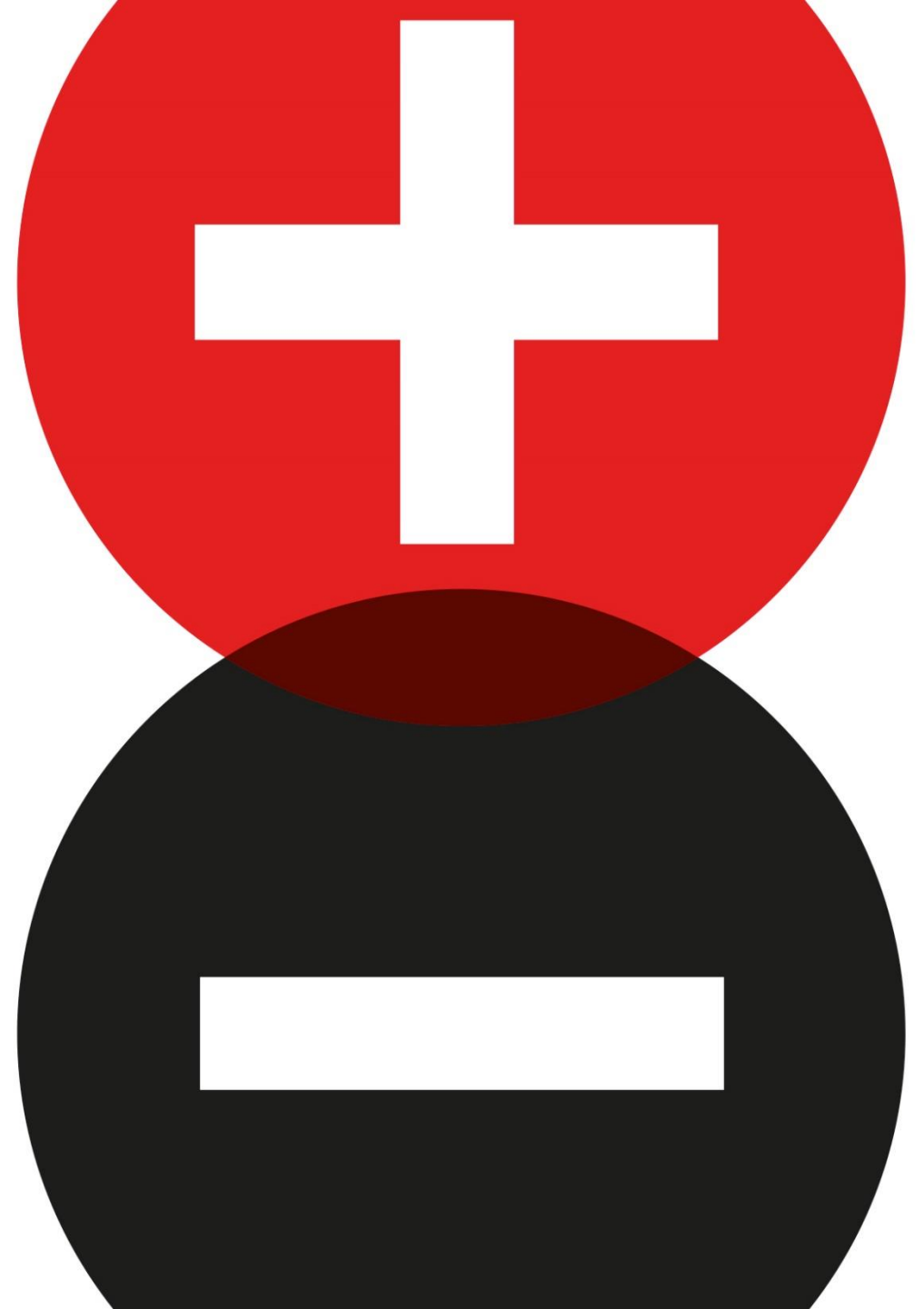


# Voltabox electrifies!

Roadshow & Conference  
Presentation

June 2019

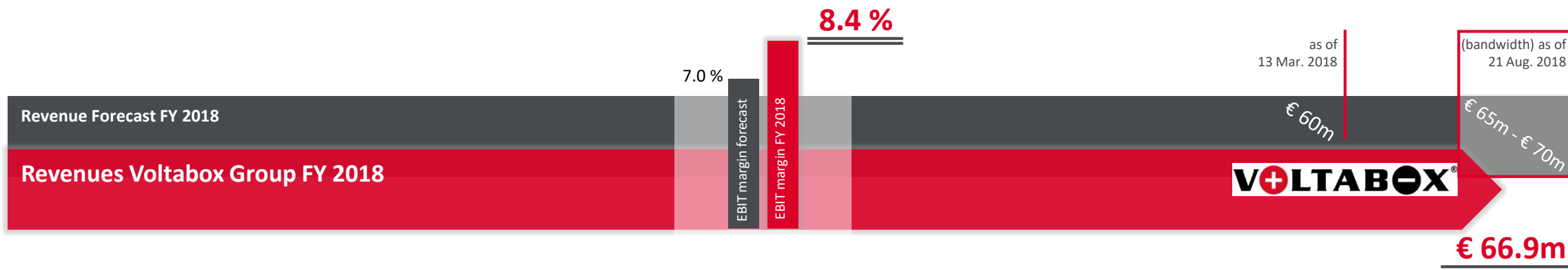
**V+LTABOX®**



# Agenda

- Highlights
- Technology Overview
- Business Overview
- Financials
- Appendix – Financials

# Highlights from FY 2018



**Continued** top line growth **+145%**

**EBIT margin better than expected** and including burden of new Triathlon contract at **8.4%**

**Equity ratio** decreases to **85,3%**

**Liquid funds** at **€ 28.2m**

**Main drivers** in FY18: and

Slightly higher **CAPEX: € 13.6m**



**Forecast for 2019: Revenues of € 105-115m, EBIT margin between 8-9%**

# Voltabox Corporate Development


Year	Strategic Milestones	Market Development	Results
2019 ff.	+ Start Intralogistics in-house development + Entry into Intralogistics US market	+ EV-Buses + stationary energy storages + Gardening & Cleaning + Rail & Port + OEMs	→ 2019e: € 105 – 115m Revenue, 8-9 % EBIT margin > ~ 300 FTE
2018	+ Acquisitions of Concurrent Design & ACCURATE (Branch: Korntal-Münchingen) + Start of Intralogistics direct sales	E-Bikes / Pedelecs	→ € 66,9m Revenue, 8,4 % EBIT margin 235 FTE
2017	Change of legal form to AG & IPO + Branch Aachen	Agriculture & Construction	→ € 27,3m Revenue, -10,3 % EBIT margin 99 FTE
2016		VOLTAPOWER <sup>®</sup> Mining VOLTAFORCE <sup>®</sup> VOLTAMOTION <sup>®</sup>	→ € 14,5m Revenue, -25,4 % EBIT margin 67 FTE
2015		Material Handling (Intralogistics) Motorcycles	→ € 7,4m Revenue -31,6 % EBIT margin 62 FTE
2014	Foundation Voltabox Deutschland GmbH + Branch Austin (TX, USA)	Trolleybuses	→ € 4,6m Revenue -9,7 % EBIT-Marge 41 FTE

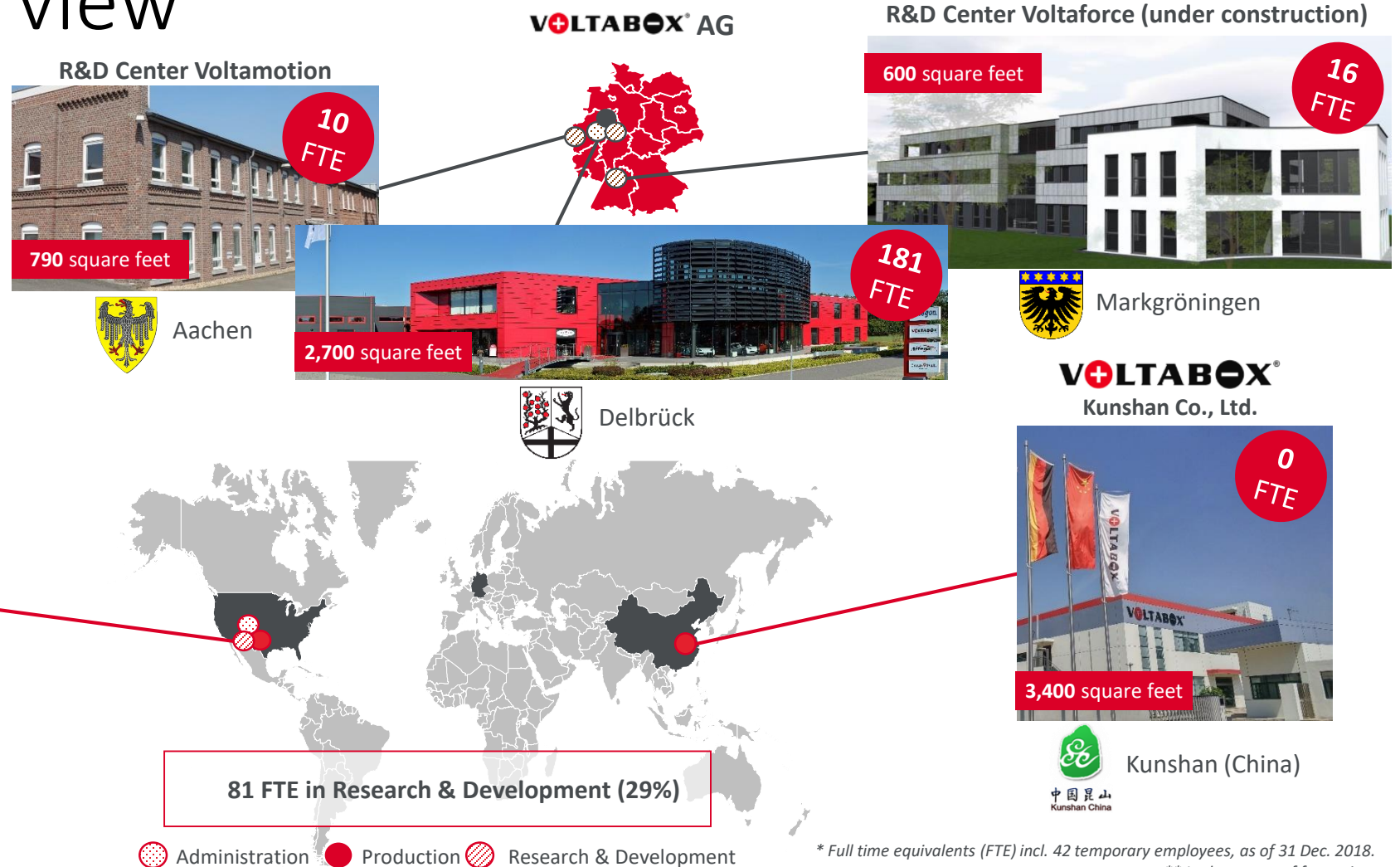
## Location Overview

With 277 FTE\*, technology hubs and state-of-the-art production facilities, Voltabox is well positioned to grow its business on a global scale.

**V+LTABOX®** of North America, Inc.    **V+LTABOX®** of Texas, Inc.



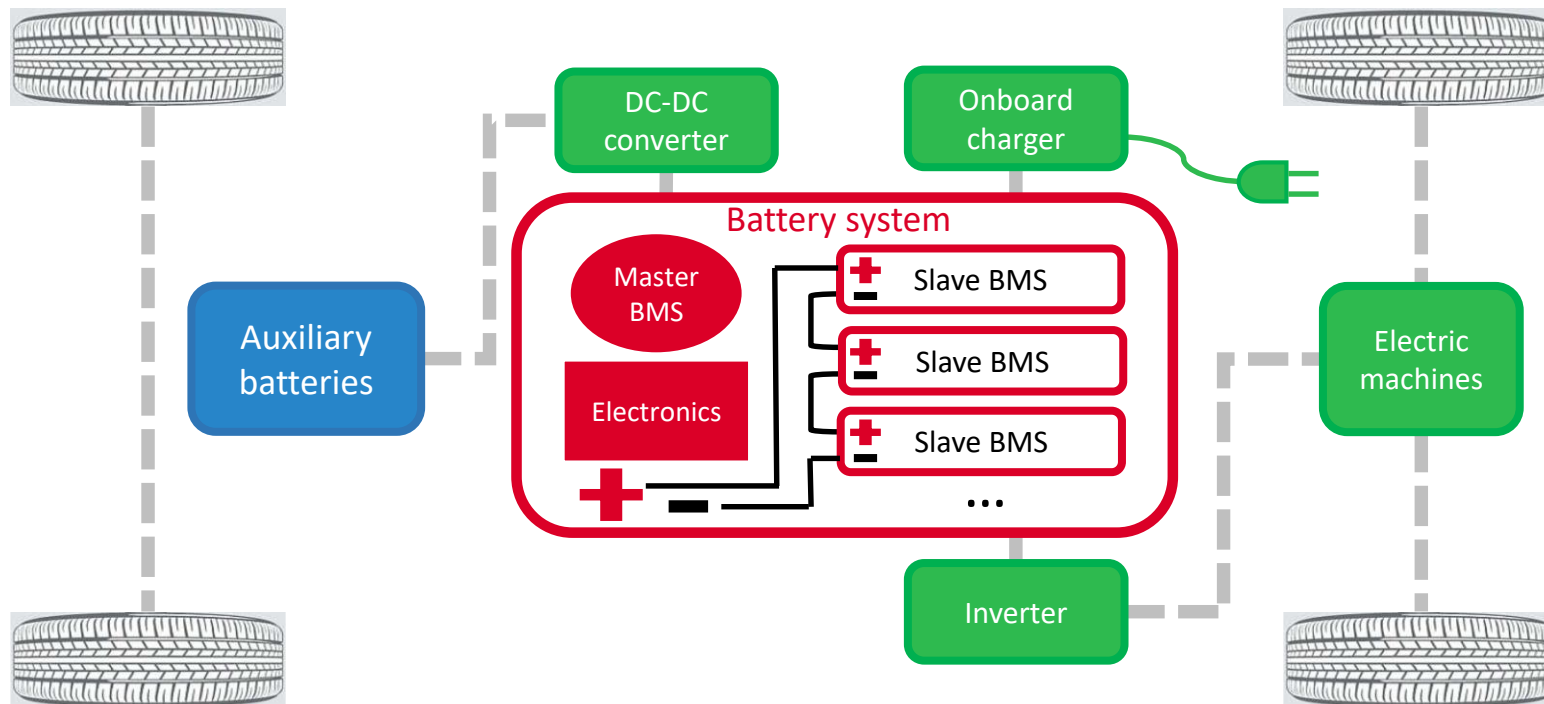
 Austin, TX (USA)



\* Full time equivalents (FTE) incl. 42 temporary employees, as of 31 Dec. 2018.  
 \*\* In the course of formation.

# Product segments

**Voltapower** – **Voltamotion** – **Voltaforce**





# Key Developments in Product Segments in FY2018

**V+LTAPOWER®**



Rearrangement of Triathlon cooperation already proving to be absolutely right



New order from Dayton // Development of standard battery container completed



Revenues in 2018:  
**€ 63.3m**



Battery Hauler in series production // Basis set for acceleration of projects



Prototypes delivered and transfer to series production



**V+LTAFORCE®**



First revenue contribution from ACCURATE - very good market prospects

Revenues in 2018:  
**€ 2.3m**

**V+LTAMOTION®**



Sales through development services for various reference projects

Revenues in 2018:  
**€ 3.1m**

# Agenda

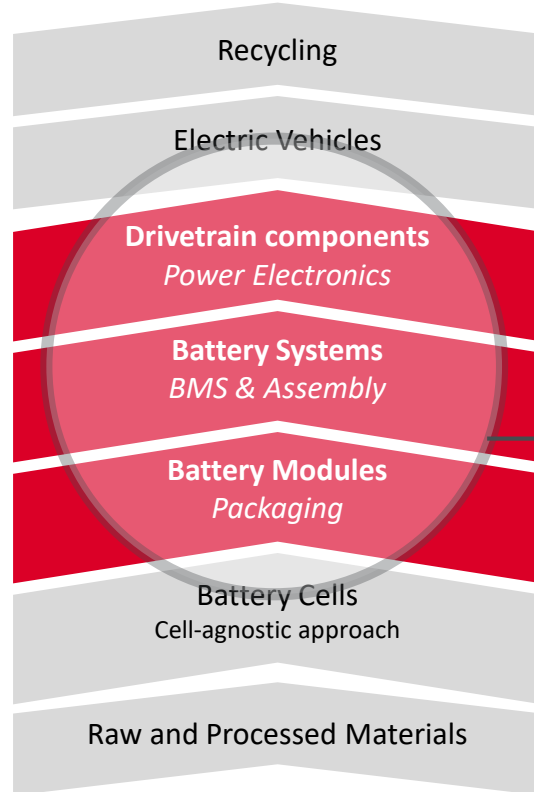
- Highlights
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# E-Mobility Pure Play

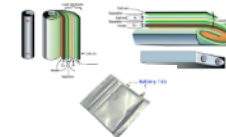


## E-Mobility Value Chain



- Module cases with integrated
    - Cooling Devices
    - BMS Slave Circuit Board
    - Sensors
    - Wiring Loom
    - Lids
    - Sealings
    - Rupture Discs
- in various low and high voltage versions

- Robust housing with integrated fixing points
- Master ECU
- Data interfaces
- Power switchers
- DC/DC converters
- Compensators
- Fuses / Resistors
- Climate systems
- (Chargers, cable rewinds)



- Cylindrical cells
- Prismatic cells
- Pouch cells

in various Li-Ion chemistries

- LFP
- NMC
- LTO
- NCA

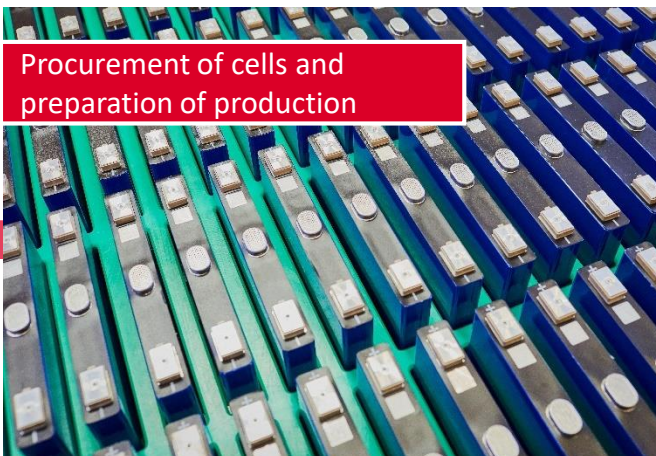
**The Sweet Spot of Electromobility**



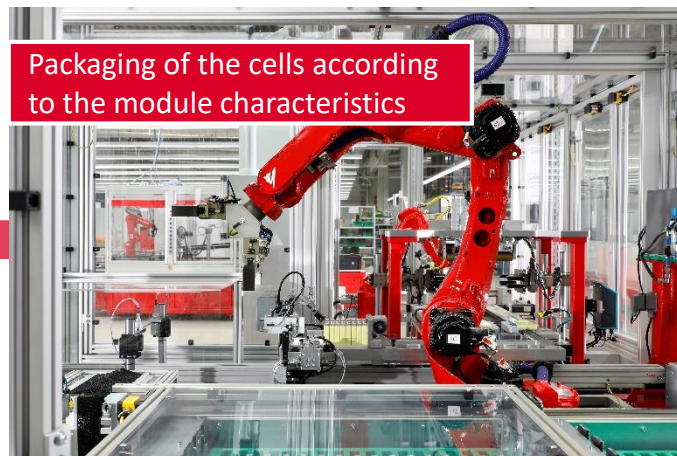
- Separator
- Anode
- Cathode
- Electrolyte
- Cell Housing
- Insulation Strips

# Production Steps - From the Cell to the Complete System

Procurement of cells and preparation of production



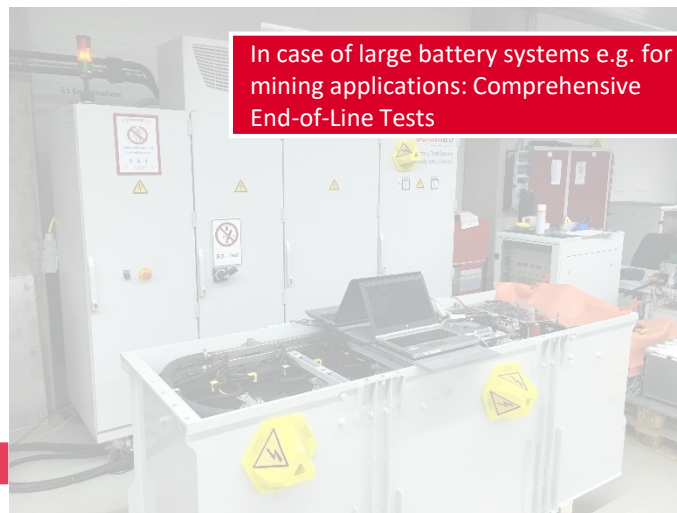
Packaging of the cells according to the module characteristics



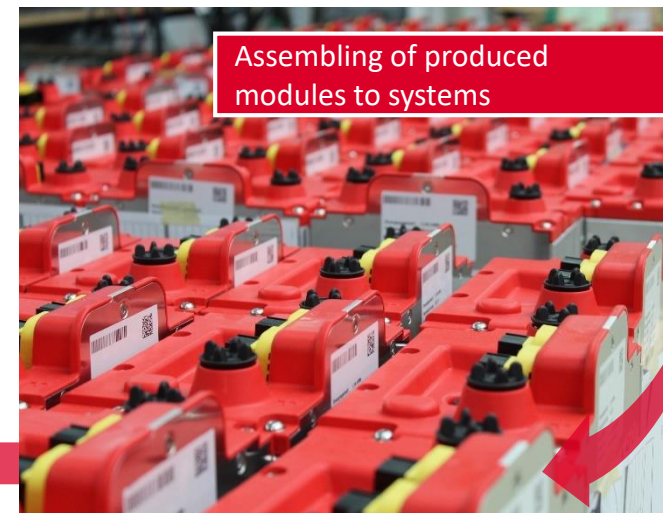
Connecting the cells, adding of BMS and further components



In case of large battery systems e.g. for mining applications: Comprehensive End-of-Line Tests

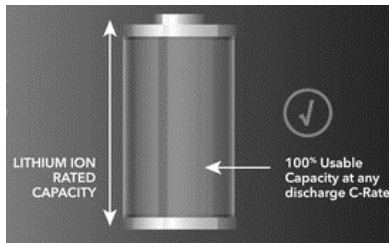


Assembling of produced modules to systems



# TCO-Advantages Driving Substitution of Lead-Acid by Li-Ion

## Li-Ion Technology

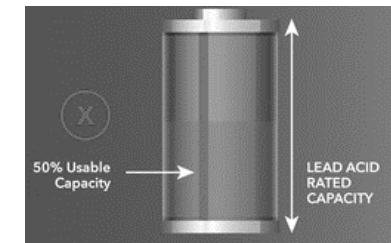


**Additional advantages:**

- No memory effect (opportunity charging)
- Very low self-discharge
- No maintenance
- Full functionality at low temperatures
- Optimum control and (remote) monitoring

Up to 240 Wh/kg	<b>Energy density</b>	40 Wh/kg
Up to 95%	<b>Charging efficiency</b>	Up to 70%
Up to 30,000 cycles at 80% DOD	<b>Cycle life</b>	1,200
Up to 80% in 6 min (10C)	<b>Fast charging</b>	50% in 3 hrs.
Zero emissions	<b>Emissions</b>	Gassing & water loss

## Lead-Acid Technology



# Cell Expertise in the Group



Dr. Fabian Wohde  
Cell Expert at Voltabox

“

*On paper, lithium-ion technology has been convincing right from the start. However, after we have installed numerous Li-Ion-based systems in the market over the past few months, the strengths of the cell chemistries we use are also evident in practice. Lithium-ion battery systems impress with their flexibility, high charging rates, long service life and massive advantages in terms of total cost of ownership”.*

”

## Cell Supplier Base

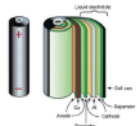




# Voltabox is Cell Agnostic!

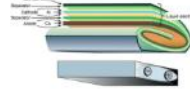
Cell Types

## Cylindrical



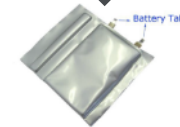
A spirally wound design (jelly-roll). Designated by size, e.g. 26650 cylindrical battery (Diameter: 26mm, length: 65.2 mm; code for cylindrical shape: 0)

## Prismatic



A prismatic design indicate a flat battery design. The stacks can be wound (as shown in the photo) or stacked (with alternating cathode/separator/anode structure). The stacks are usually inserted into rigid casing to form prismatic

## Pouch



Rather than rigid metallic casing, conductive foil-tabs are welded to the electrodes and seal the battery fully. The tacks inside can be wound or stacked. Swelling and gassing could be a concern for pouch cells

Cell Chemistries

### Lithium Iron Phosphate (LFP)

- Nominal cell voltage: 3.2 V to 3.3 V
- No risk of thermal runaway (in case of an accident)
- High cycle stability of up to 4,000 cycles at 80% DoD
- Large operating temperature range -20/+ 55 °C
- High energy density (125 Wh/kg and 292 Wh/l)
- Using only a small portion of rare earths

### Nickel Manganese Cobalt (NMC)

- Nominal cell voltage: 3.6 V to 3.7 V
- High cycle stability of at least 6,000 cycles at 80% DoD
- Great operating temperature range of -30/+ 60 °C
- High energy density (136 - 230 Wh/kg and at least 309 Wh/l)

### Lithium Titanium Oxide (LTO)

- Nominal cell voltage: 2.3 V
- Highest cycle stability of up to 30,000 cycles at 80% DoD
- High level of safety thanks to LTO anode
- Great operating temperature range of -30/+ 55 °C
- Energy density of 96 Wh/kg or 202 Wh/l
- Great SoC range useable with the highest performances

### Nickel Cobalt Aluminum Oxide (NCA)

- Nominal cell voltage: 3.6 - 3.7 V (vs. graphite)
- Very wide operating temperature range of -20 /+75°C
- High cycle stability of up to 1,500 cycles at 80-70% DoD
- High energy density (140 - 280 Wh/kg and 300 - 590 Wh/L)
- Currently being tested or upscaled by many cell manufacturers

Source: IDTechEx.

# Li-Ion Battery System Supplier for Defying Applications

- Voltabox is a **pioneer** in the **electrification of industrial applications**. In 2018, the Group **expanded** its **solution portfolio** in order to open up **further mass markets** in the future.
  - **Mindset focus on applications**  
*(authentic added value solutions)*
  - **Exceptional integration power**  
*(experience in automotive interfaces)*
  - **Superior realization processes**  
*(short time-to-market with modular kit)*



# Characteristics of selected battery systems

	systems	modules		systems	
<p>Public transport buses</p>			<p><b>Current System for Seattle order</b>  <b>33 x 3x8 LFP module</b> in 33s1p            &gt;&gt; 435.6 V nominal, 26.1 kWh            [System with electrical room and HV system]</p>		<p><b>Battery system for yard loader</b>  <b>5 x 48V module</b> in 5s1p            &gt;&gt; 252V nominal, 6.7 kWh            [A system can consist of either one or two battery troughs, so a maximum of 13.4 kWh at 252V nominal is possible]</p>
<p>Forklifts</p>			<p><b>More than 1.000 form factors</b>            Various battery systems with <b>24V, 48V and 80V</b> and preferred NMC cell technology</p>		<p><b>Starter battery for Motorsport applications (10 Ah)</b>  <b>40 x 3,3V LFP round cells</b> in 4s10p            &gt;&gt; 13,2V nominal, 330 Wh</p>
<p>AGVs</p>			<p><b>Extender</b>  <b>8 x 24V NMC module</b> in 4s2p            &gt;&gt; 100.8 V nominal, 10.6 kWh</p>		<p><b>Starter battery for high-performance motorcycles (10 Ah)</b>  <b>16 x 3,3V LFP round cells</b> in 4s4p            &gt;&gt; 13,2V nominal, 132 Wh</p>
<p>Mining vehicles</p>			<p><b>BH 18/20 Battery system</b>  <b>108 x 4x9 LFP module</b> in 18s6p            &gt;&gt; 237.6 V nominal, 156.7 kWh            [System in two separate housings with one additional, separate electronics housing]</p>		<p><b>Battery system for Fazua Pedelec drive system</b>  <b>20 x 3,6V NCA round cells</b> in 10s2p            &gt;&gt; 36V nominal, 252 Wh</p>
				<p>Agriculture vehicles</p>	
				<p>Motorsport</p>	
				<p>Motorcycles</p>	
				<p>Mass Markets</p>	

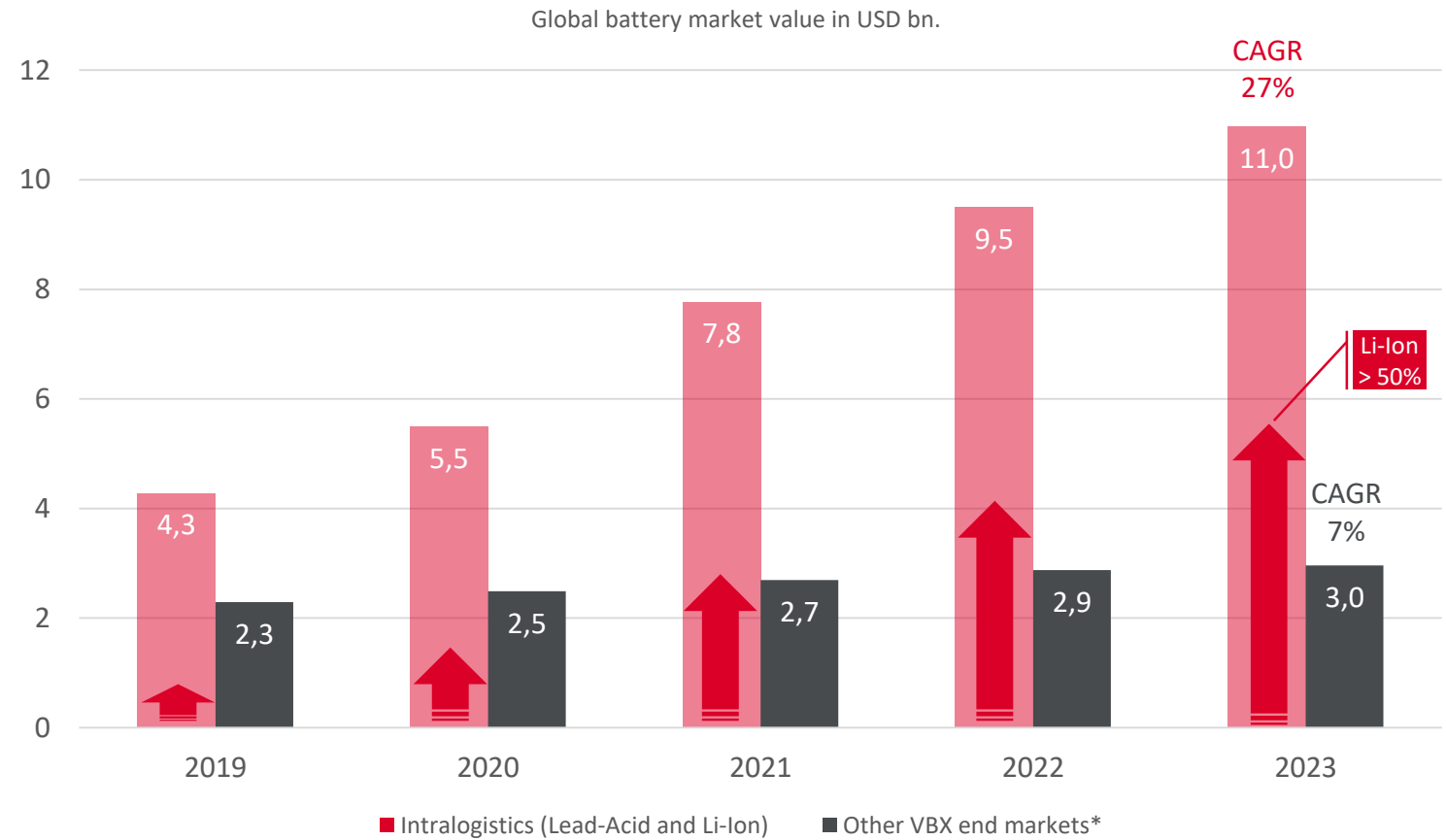


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# Market Dynamics

- Overall usage of batteries will increase due to E-mobility mega trend
- Ongoing substitution of lead acid batteries resp. diesel generators by lithium-ion batteries in occupied submarkets
- 12% global market growth expected for battery systems in current Voltabox end markets in 2019
- Intralogistics submarket expected to show fastest adoption of Li-Ion technology due to TCO advantages
- Market penetration of Li-Ion expected to exceed 50% of new sales by 2023 in intralogistics



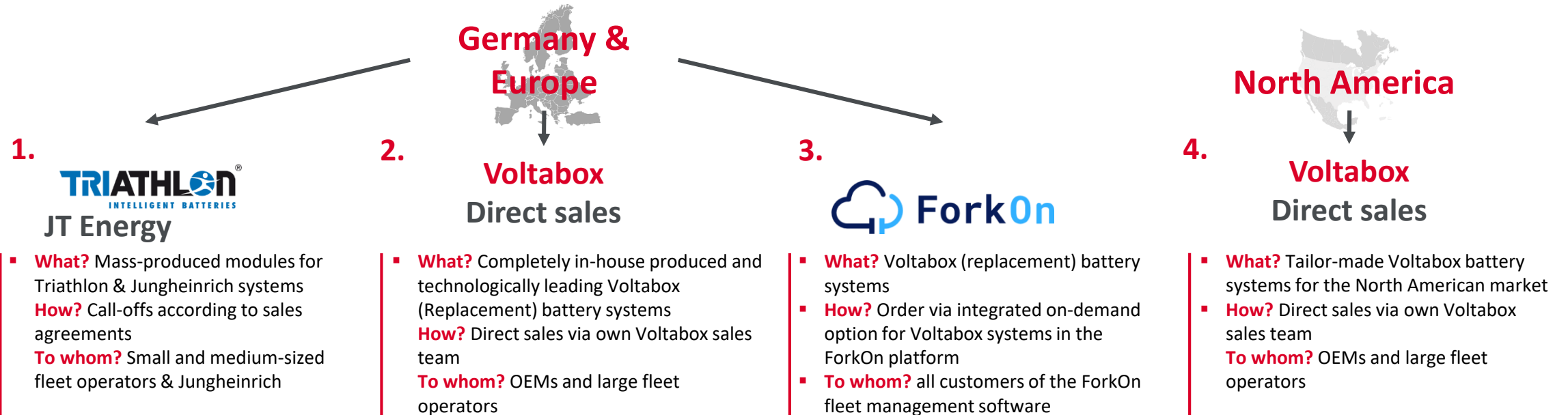
Source: IdTechEx (2017)

\* HEV/PHEV Buses over 5 meters, mining vehicles, agriculture & construction, motorcycles, pedelecs/e-bikes.

# Intralogistics: New Sales Strategy for the booming market

“ The intralogistics market is **preparing** itself for the future right **now**. This led us to the conclusion, that Voltabox has to act proactively in order to take on a pioneering role in terms of electrifying the intralogistics market. In 2019, our strategy for worldwide sales in this market will be implemented clearly visible. ”

Dr. Patrick Ries  
Head of Sales **Voltapower**



# Intralogistics: Notes on the business with Triathlon



Deutsche Bundesbank on 21 Nov. 2018: Granting of „**Investment Grade**“ for Triathlon

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**Extension of payment terms** in H2/2018 **has ended** at 31 Dec. 2018

---



Current payment terms: mainly **30 days net**

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Triathlon **pays on time** (Q4/18: € 5.7m paid prematurely due to forward-looking cash planning)

---



Triathlon's share of Voltabox' sales in 2018 **remained on previous year's level**

---



In 2019e: **share reduction by 2/3!**



# Voltabox of Texas: It's all about Seizing Opportunities



Image sources: Komatsu Mining, Kijng County Metro

# Mass Markets: ACCURATE as a key

Fully merged into the Group in Q2/2018 (The brand ACCURATE disappears)

Highly profitable business and production – Market for Pedelecs/E-Bikes evolves rapidly

System approach supports entering further mass markets like Gardening or Medical Devices in near future

The business is expected to generate significant revenues in FY 2019

Appealing design possible – no longer large bricks at the seat post

Protection against dust and filth

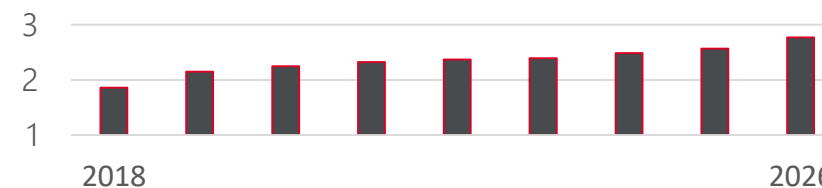


Powertrain **completely electrified**, incl. BMS and charging equipment

Protection against theft

Battery Market Value Pedelecs/E-Bikes (Lead Acid & Li-Ion)\*

In USD bn.



\* Source: IDTechEx.



# Mining: Updated Roadmap\* for the Komatsu projects

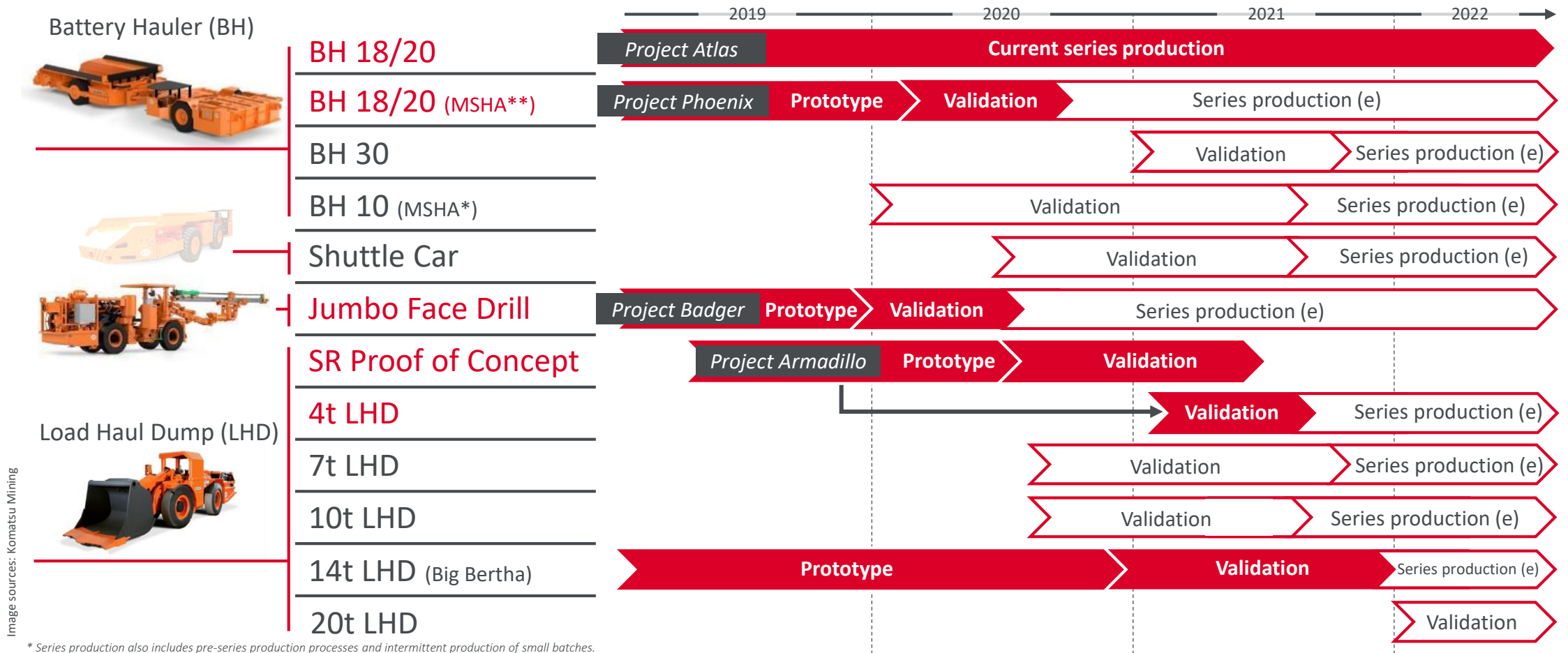
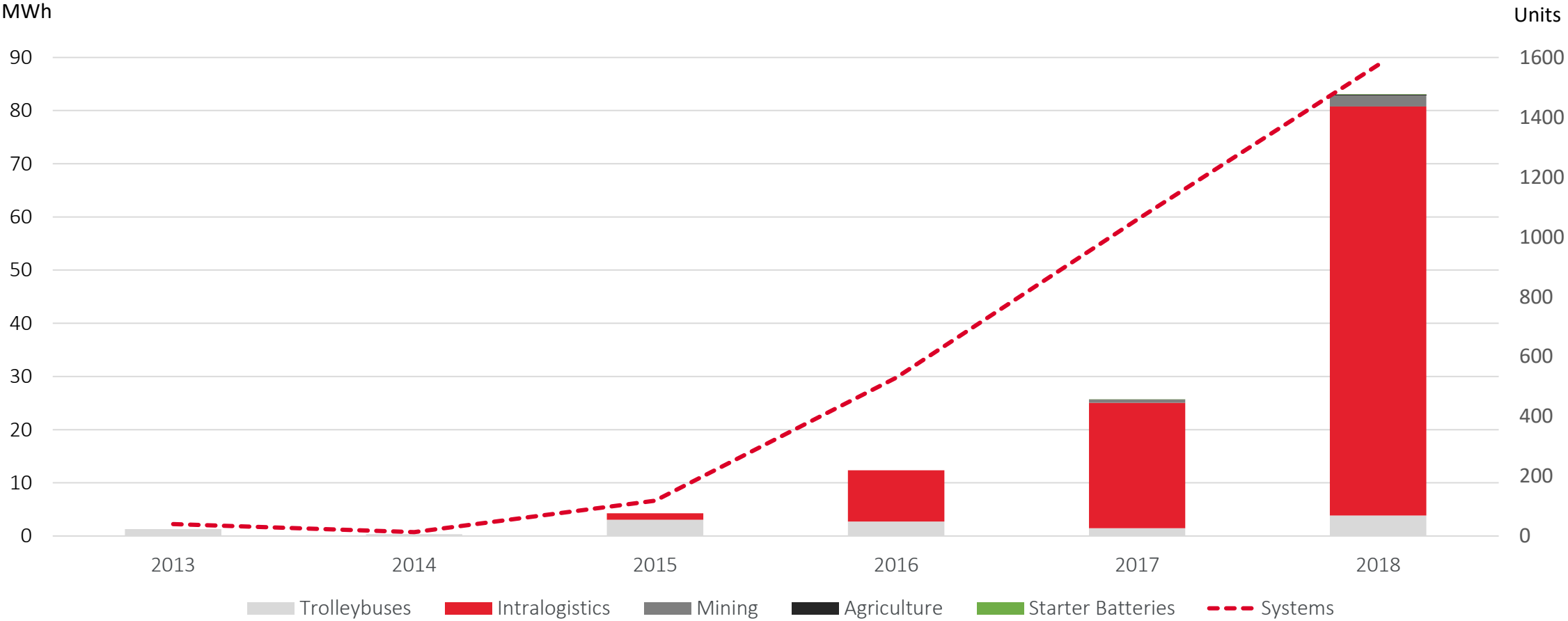


Image sources: Komatsu Mining

\* Series production also includes pre-series production processes and intermittent production of small batches.  
 \*\* Mine Safety and Health Administration.



# Installation of Energy by End Markets



# Multiple Growth Paths


**Market penetration**



Public transport (Trolleybuses and EV-Buses)    Intralogistics    Underground Mining

*Expansion of end markets*

**Horizontal diversification**



Starterbatteries for Motorbikes and Performance Motorcars    Pedelecs / E-Bikes    Golf Trolleys    Medical equipment

*Expansion of product portfolio*

**V+LTABOX®**

**Market development**



Surface Mining    Agricultural Vehicles    Construction Vehicles    Ground support equipment    Rail

**V+LTAMOTION**

*Expansion of value chain*

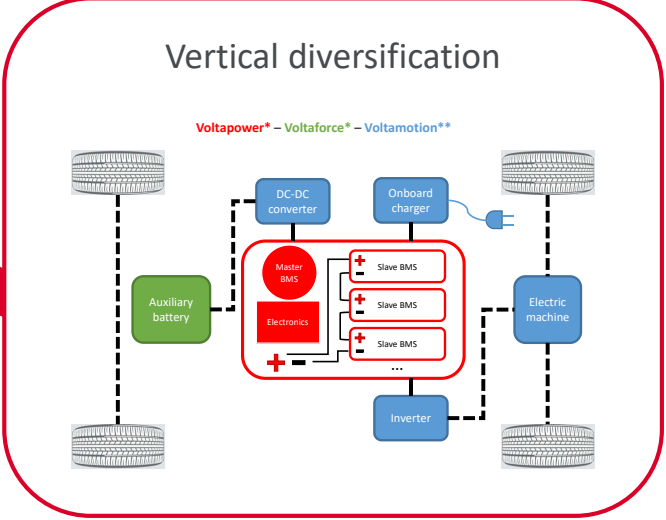
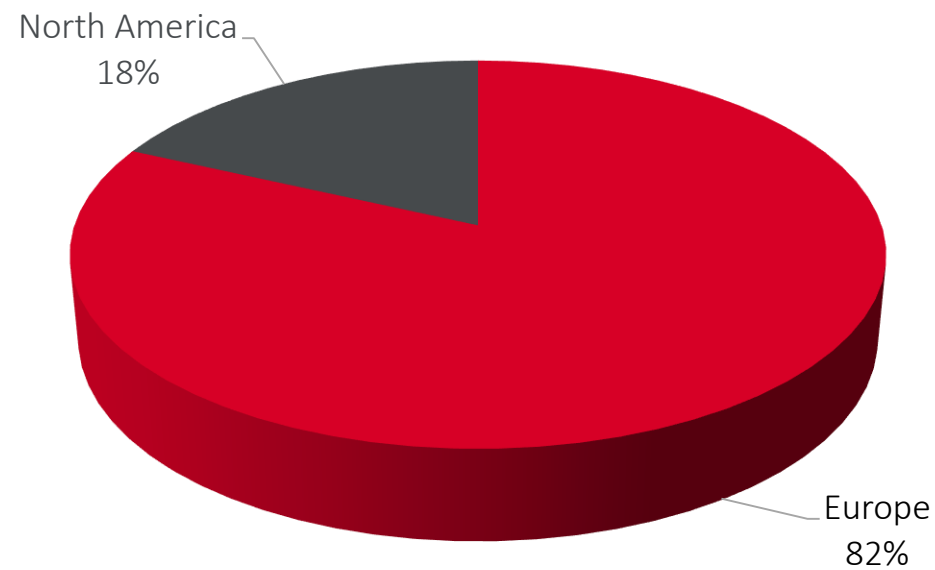


Image sources: Komatsu Mining, Artega GmbH

# 60-Months Cumulative Order Book\*

- Total 60-months order book\* amounts to around € 1.1bn.
- Thereof approx. 64% signed orders and framework agreements (weighted with 100%)
  - Estimated order backlog is weighted according to the expected lifetime and the probability of occurrence
  - Serves as base for planning
  - Evaluation system in place since inception in 2011

60-months cumulative order book\* with 100% weighting as of 31 Dec. 2018



\* As defined by the company.

# Keyfacts for Revenues 2019e

## Megatrend Electrification:



	Intralogistics			Agriculture / Construction	
-	Direct sales			Mining	
-	Triathlon share (JT Energy)			Port / Rail	
	Bus industry			Electric Vehicles	
	Mass markets (Starter batteries, Pedelecs, ...)				

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# Financial Highlights Q1 2018

**↗ € 12.6 million** <sup>↗ 150 %</sup>

Revenues (previous year: € 5.1 m)

**↗ 243 employees\***

(31 December 2018: 235)

Targets achieved according to plan –  
Forecast for further strong growth confirmed

**↗ € 2.5 million**

**Margin: 19.9 %**

EBITDA (previous year: € -0.0 m)

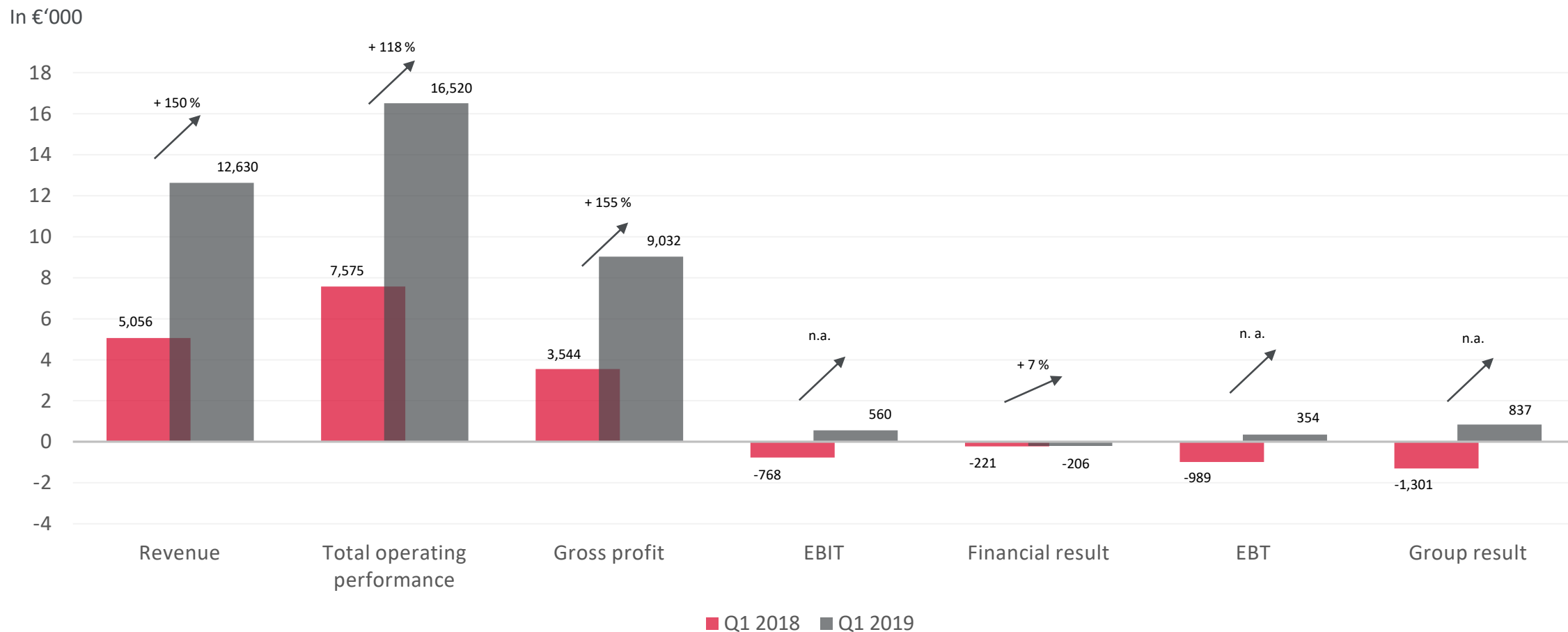
**↗ € 0.6 million**

**Margin: 4.4 %**

EBIT (previous year: € -0.8 m)

*\* Excluding 42 temporary employees, as of 31 December 2018.*

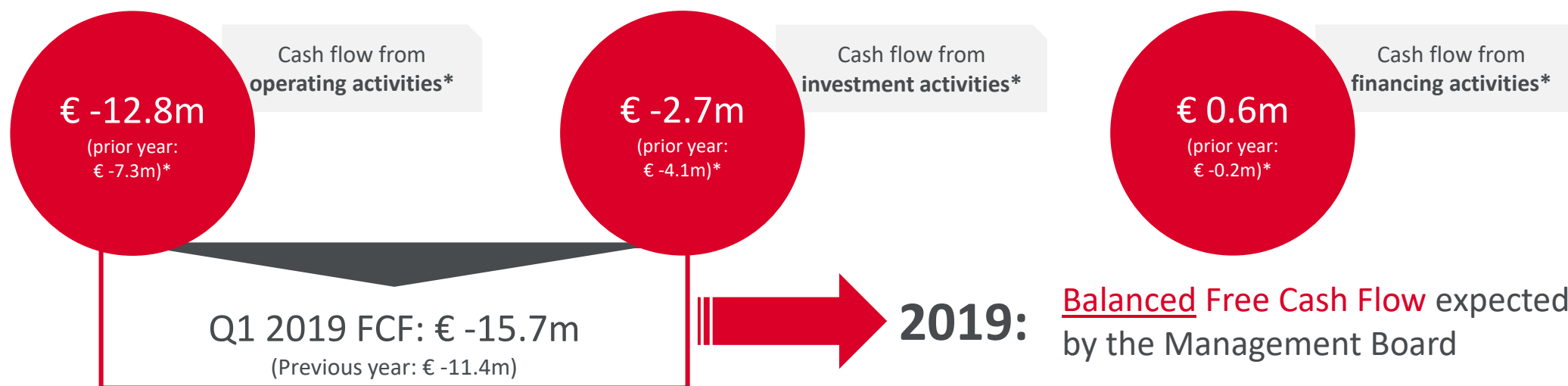
# Further Strong Top Line Growth – Profit to rise





# Cash Flow Statement

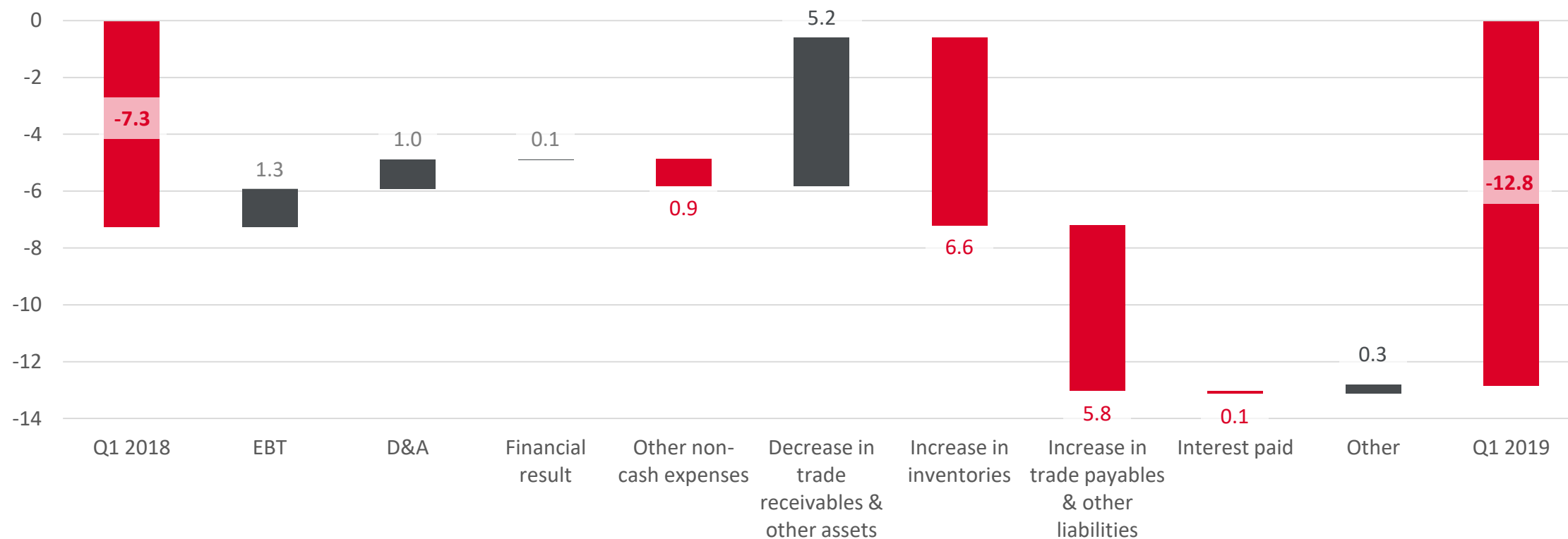
- Decrease in trade receivables (while increase in previous year); significant decrease in trade payables and other liabilities
- Buildup of inventories against the backdrop of production expansion
- Payments for investments in property, plant and equipment due to facility expansion in the U.S.
- Payments for investments in intangible assets after 3 months: € 1.7m



\* 1 Jan. 2019 – 31 Mar. 2019.

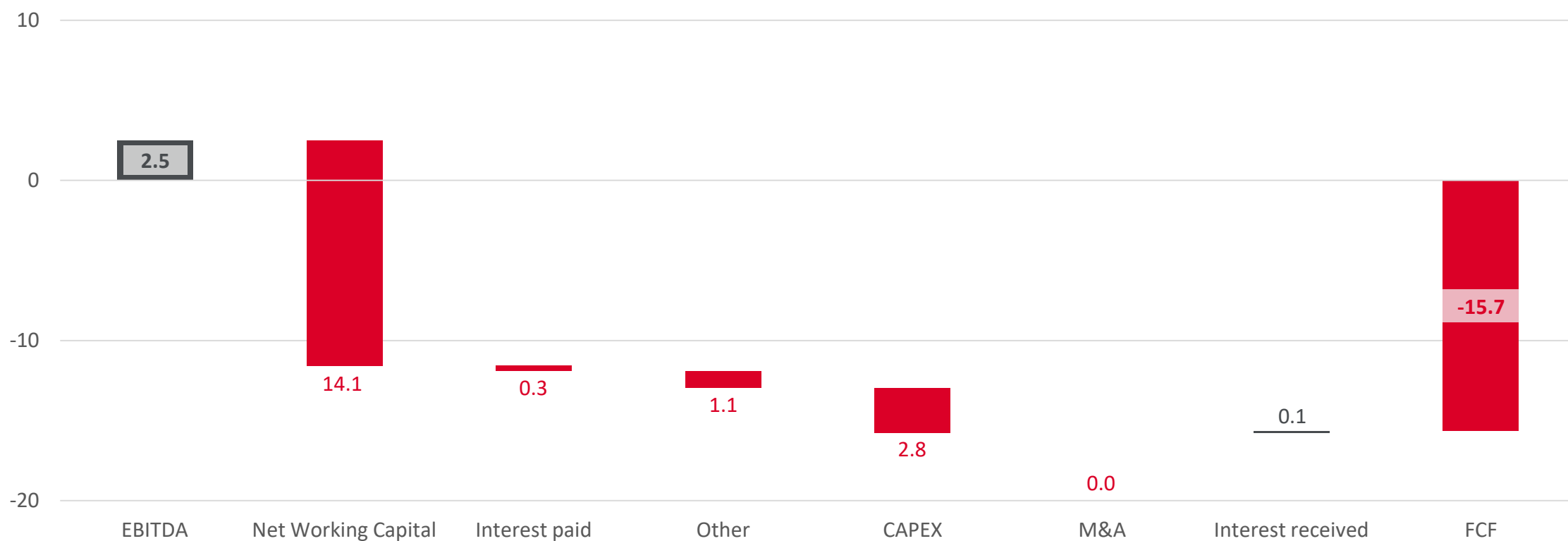
# Operating Cash Flow Bridge Q1 2019 (y-o-y)

Operating Cash Flow Bridge [in €m]



# Key Cash Flow Developments in 2018

EBITDA / Free Cash Flow Bridge [in €m]



## Corrections to the Consolidated Financial Statements 2017

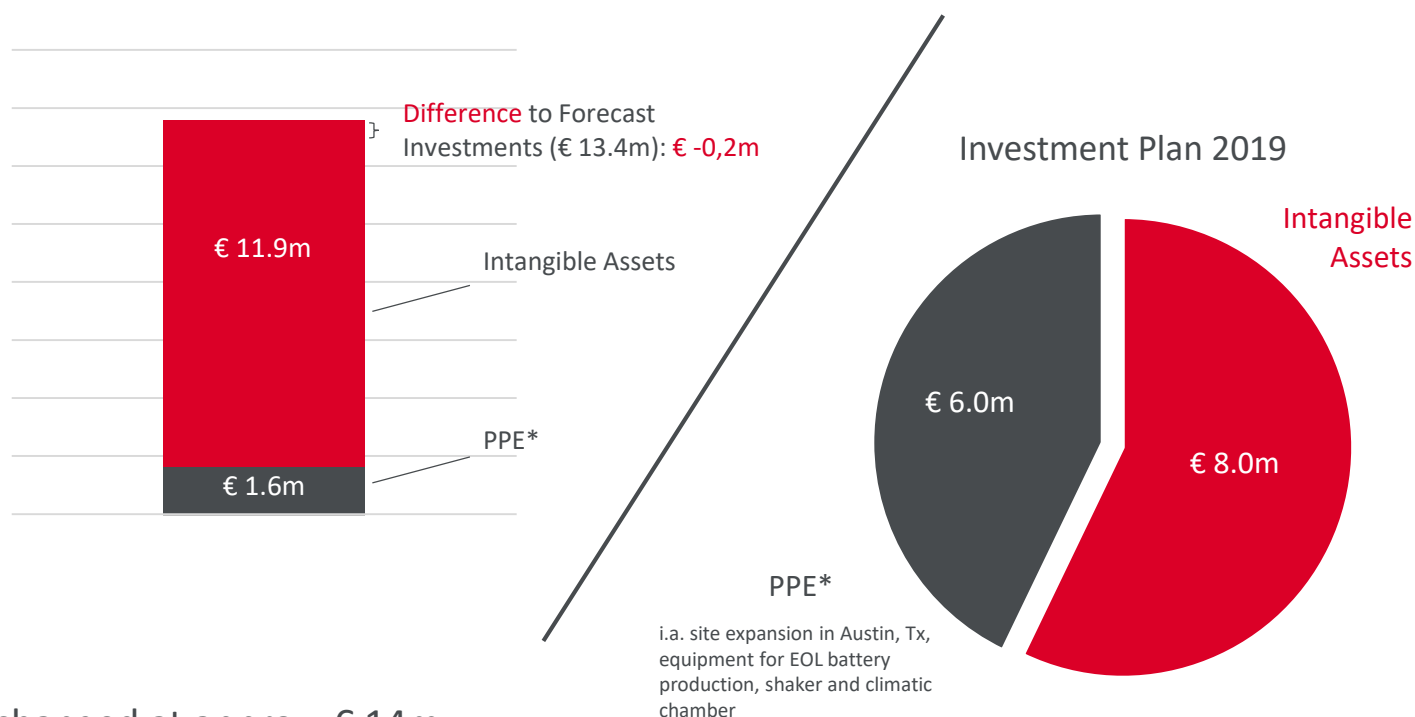
- Voltabox AG made adjustments from the previous year in the 2018 consolidated financial statements, which mainly relate to the recognition of deferred taxes and expenses from the IPO, which were allocated to other operating expenses and offset against the profit carried forward.
- The resulting corrections for fiscal year 2017 are explained in the notes to the consolidated financial statements for fiscal year 2018 and have been published on May 6, 2019 in accordance with Section 109 (2)(1) of the German Securities Trading Act (WpHG).

VBX FY 2017 (€m)	Before	Amendment	After	Nature
EBIT	0.6	-3.4	-2.8	Inclusion of reallocated operating expenses from IPO
Tax	-0.1	-2.9	-3.0	Disallowance of deferred tax losses at Voltabox of Texas
Reallocation	9.9	-9.9	0.0	Profit from paragon transfer agreement recognized directly in equity
Net income	9.7	-16.2	-6.5	The above effects
Number of shares (m)	11.3		4.7	Weighted average calculation corrected for timing of debt conversion
EPS (€)	0.86	-2.25	-1.39	
Net assets	3.3	-3.0	0.4	Deferred tax assets disallowed

# CAPEX Investments

- FY 2018 CAPEX Investments: € 10.0 million in GER and € 3.6 million in the US
- Own work capitalized mainly for following projects
  - Development of battery system for Komatsu BH18/20 vehicle (as well as for 14t LHD)
  - Development of standard container for Trolley- and EV-Buses
  - Further developments of Battery Systems for Schäffer Front Wheel Loader and KUKA AGV
- In 2018, capitalized development costs fell significantly due to direct revenue recognition in the context of long-term, combined development and series supply contracts

CAPEX Investments in 2018



**FY 2019 CAPEX Investments:** Virtually unchanged at approx. € 14m  
 Capitalized development costs amount to about 57 % of the investment total

\*Property, Plant and Equipment.

# 2018: Expectations Met – 2019: Ambitious Business Goals



**2019**

- Further expansion of direct sales activities in Europe - Upcoming (additional) orders in Germany and further European countries expected for 2019**
- UL Certification of battery system for US intralogistics market – First Voltabox of Texas sales with intralogistics systems expected for H2/2019**
- Acceleration of projects with Komatsu - transfer of validation projects to series production**
- Start of parts of Voltaforce production in Kunshan plant, China – Expansion of production facilities at Austin branch**
- Opening up new mass market segments**

# Forecast 2019

**↗ € 105-115 m**

Revenues 2019 (e)

**↗ ca. 8-9 %**

EBIT Margin 2019 (e)\*

**\*Considering € 1.5m add. expenses from rearrangement of intralogistics partner agreement**



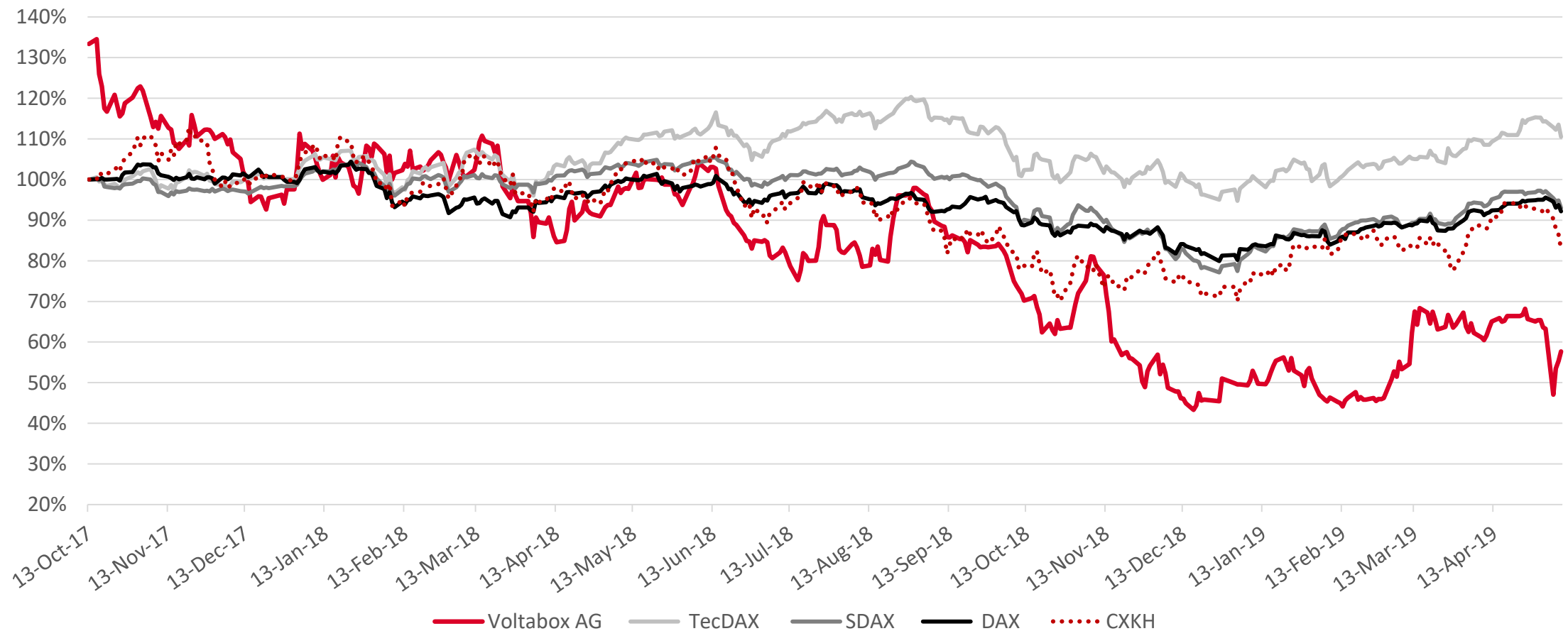
# Forecast and Analyst Consensus

Financial performance indicators of Voltabox AG	2018		2019
	Latest Forecast	Results	Forecast
[in € million / as indicated]			
Group revenue	65 – 70	66.9	Approx. 105 – 115
EBIT margin	7 %*	8.4 %	Approx. 8 – 9 %**
Investments	13.4	13.6	Approx. 14
thereof: IAS 38	5.8	3.0	Approx. 8
<i>Analyst estimates</i>	2018		2019
<i>Group revenue</i>	65.5		112.1
<i>EBIT margin</i>	6.8 %		9.5 %

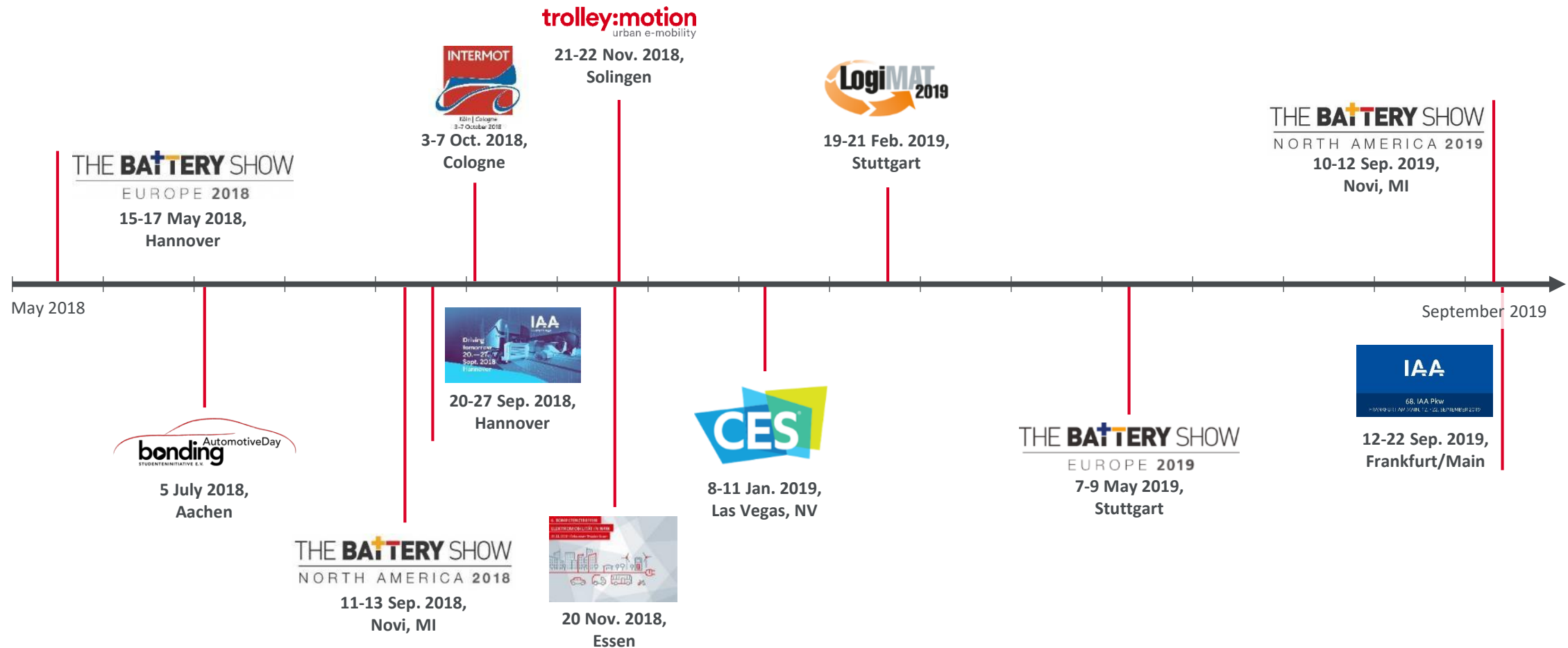
\* Considering € 2m add. expenses from rearrangement of intralogistics partner agreement.

\*\* Considering € 1.5m add. expenses from rearrangement of intralogistics partner agreement.

# Performance of Voltabox Share (VBX) since IPO



# Voltabox on the Road – Trade Fairs and Exhibitions



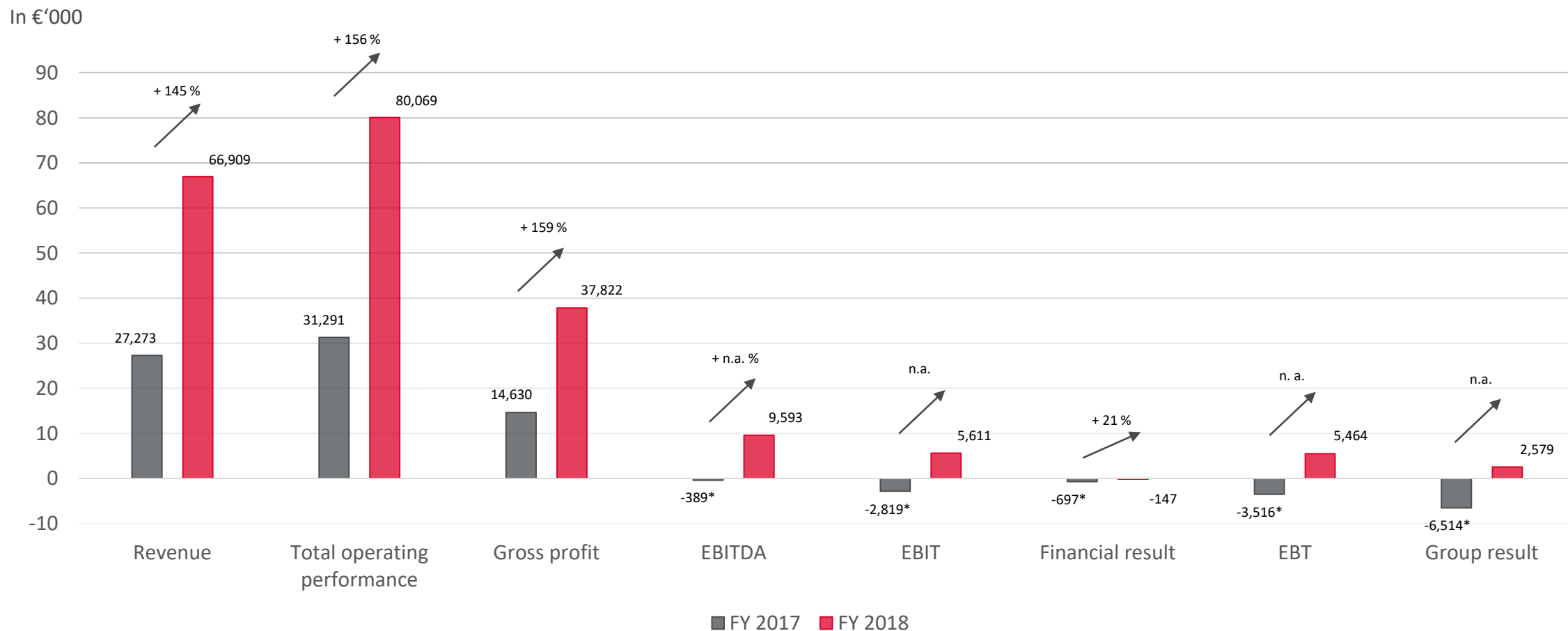
# Financial Calendar 2019

- January 10-11 ODDO BHF FORUM, Lyon
- January 31 Bankhaus Lampe German Corporate Conference, London
- February 19-20 ODDO BHF German Conference, Frankfurt am Main
- April 1 Annual Report – Consolidated Financial Statements 2018
- April 3-5 Bankhaus Lampe German Conference, Baden-Baden
- April 11 Solventis Aktienforum, Frankfurt am Main
- May 13 Group Interim Report as of March 31, 2019 – First quarter
- May 16 Annual General Meeting, Delbrück
- August 21 Group Interim Report as of June 30, 2019 – Half year
- September 2-3 Equity Forum Fall Conference, Frankfurt am Main
- November 13 Group Interim Report as of September 30, 2019 – 9 months
- November 25-27 Eigenkapitalforum, Frankfurt am Main

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# Continuous Dynamic Top Line Growth in FY 18



\*As retrospectively amended in FY 2018 consolidated financials statements.

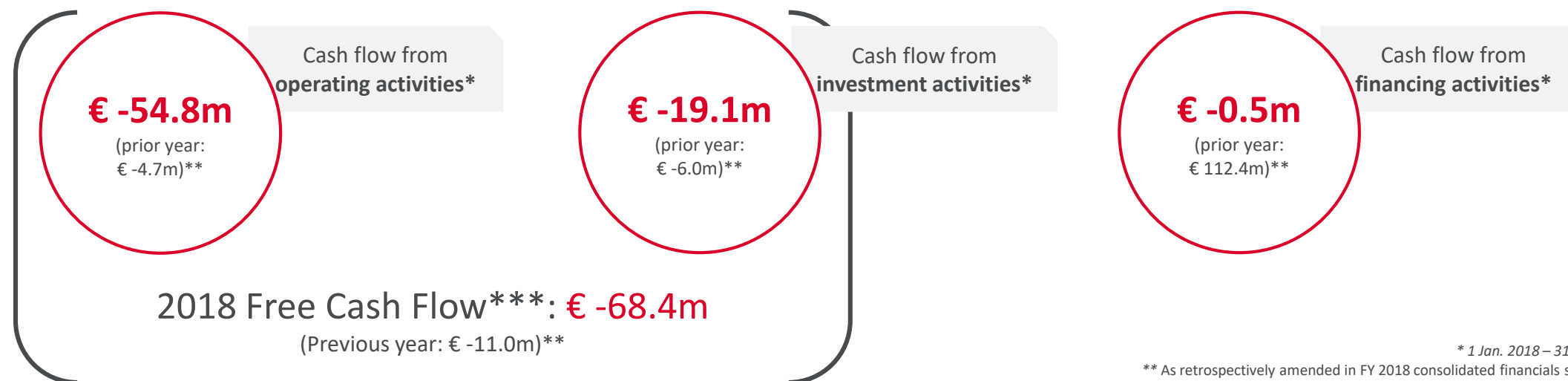
# Cash Flow Statement FY 18

Significant **increase in net working capital** due to increase in trade receivables resulting from

- very good business development and
- sales financing support for main Voltabox partner (limited to H2/2018, ended at Dec. 31)

as well as due to **higher inventories** resulting from

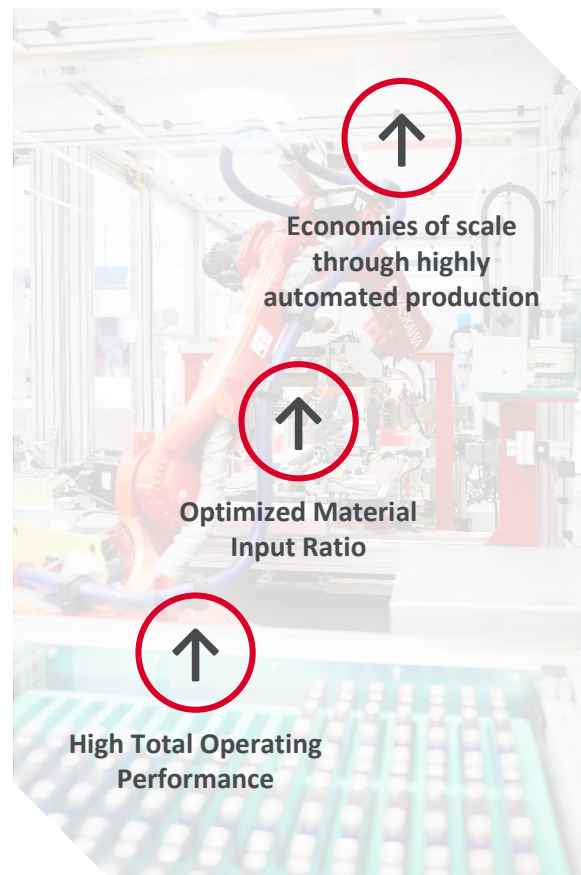
- ensuring delivery capability in the context of entering the direct intralogistics business and
- preparation for revenue recognition in the first quarter of 2019



\* 1 Jan. 2018 – 31 Dec. 2018.  
 \*\* As retrospectively amended in FY 2018 consolidated financials statements.  
 \*\*\* Adjusted for transactions.

# Key Factors for Profitability Development in FY 18

-10,3 %  
2018\*



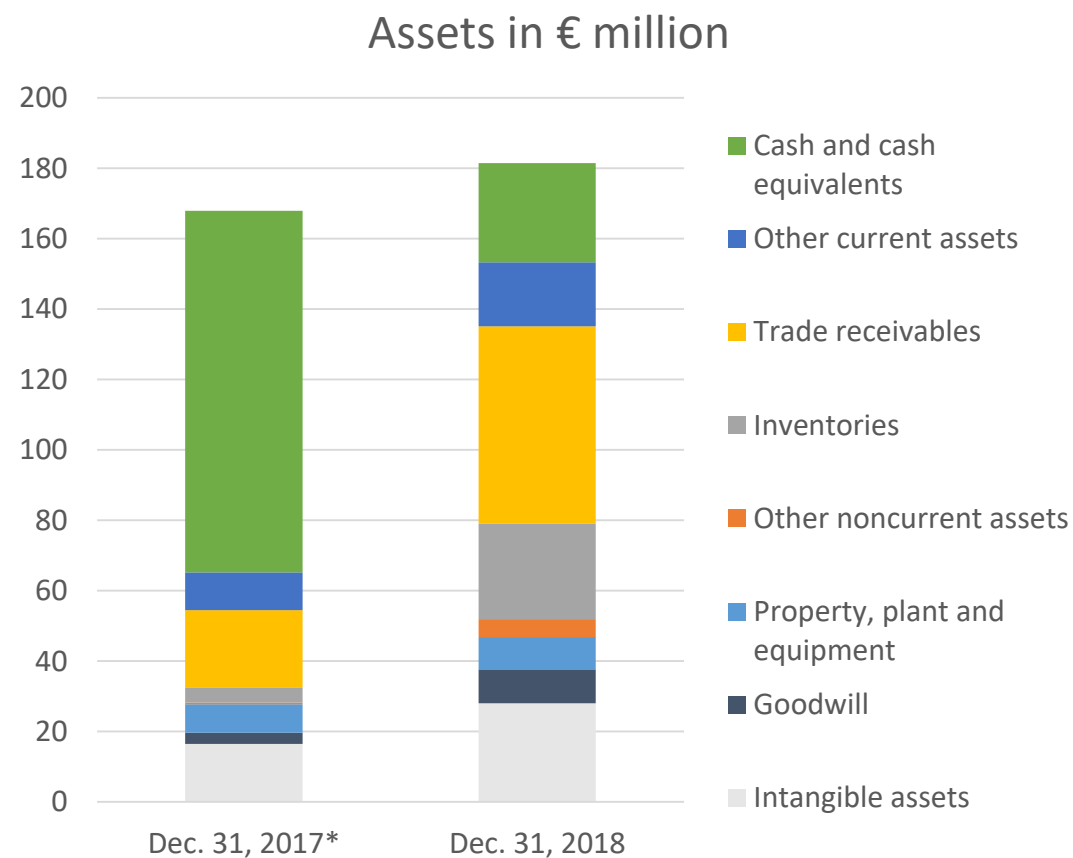
8,4 %  
2019

\*As retrospectively amended in FY 2018 consolidated financials statements.



# Key Developments of Assets in FY 18

- Increase of noncurrent assets by € 23.7m
  - Intangible assets € +11.5m – capitalized development expenses and extended scope of consolidation
  - Goodwill € +6.5m – Acquisitions of Concurrent Design and ACCURATE
  - Other assets € +5.0m – predominantly attributable to long-term accrued expenses and contractual assets
- Decrease of current assets by € -10.0m
  - Inventories € +23.0m – expansion of the operating business and in this context entry into the intralogistics direct business
  - Trade receivables € +34.0m – temporary extended payment terms to the customer Triathlon
  - Liquid funds € -74.4m – short-term capital commitment in operating activities due to the Group’s business expansion
  - Other current assets € +6.2m – prepaid expenses and recognition of contractual assets



\*As retrospectively amended in FY 2018 consolidated financials statements.

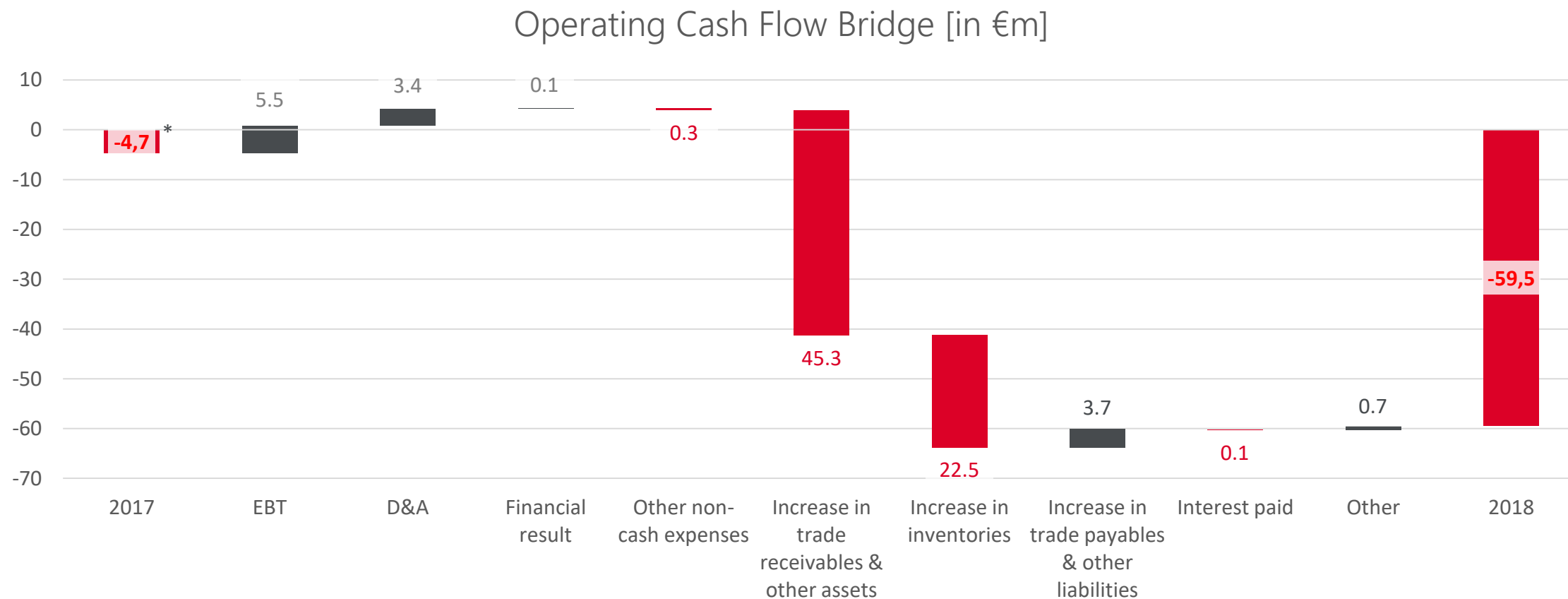
# Key Developments of Equity and Liabilities in FY 18

- Decrease of noncurrent provisions and liabilities by € -0.5m
  - Noncurrent loans € -3.4m
  - Deferred tax liabilities € +2.9m
- Increase of current provisions and liabilities by € 11.8m
  - Current loans € +3.0m
  - Trade payables € +5.7m
  - Liabilities to related parties € -1.3m
  - Other current liabilities € +3.5m
- Increase of equity by € +2.4m
  - Equity ratio at 85.3 % (Dec. 31, 2017: 90.7 %) as expected resulting from the rise in total assets

	Dec. 31, 2018	Dec. 31., 2017*
<b>Equity</b>	<b>154,484</b>	<b>152,111</b>
Subscribed capital	15,825	15,825
Capital reserve	127,992	127,992
Profit/loss carried forward	7,614	14,038
Consolidated net income	2,579	-6,514
Currency translation differences	474	770
<b>Noncurrent provisions and liabilities</b>	<b>7,808</b>	<b>8,287</b>
Noncurrent finance lease liabilities	17	16
Noncurrent loans	141	3,532
Deferred tax liabilities	7,650	4,739
<b>Current provisions and liabilities</b>	<b>19,224</b>	<b>7,375</b>
Trade payables	9,257	3,591
Liabilities to related parties	557	1,813
Other current liabilities	5,871	1,439
	<b>181,516</b>	<b>167,773</b>

\*As retrospectively amended in FY 2018 consolidated financials statements.

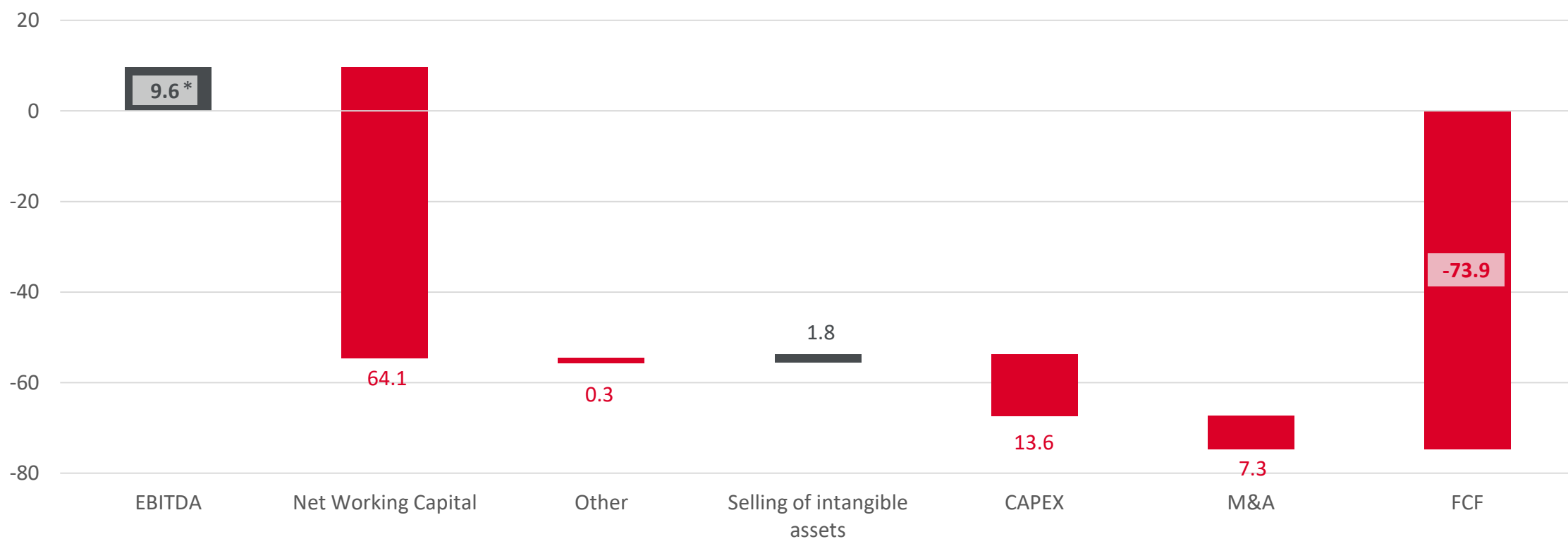
# Operating Cash Flow Bridge (y-o-y)



\*As retrospectively amended in FY 2018 consolidated financials statements.

# Key Cash Flow Developments in FY 18

EBITDA / Free Cash Flow Bridge [in €m]



\*As retrospectively amended in FY 2018 consolidated financials statements.

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